

ECONOMIC DEVELOPMENT COUNCIL

There was a meeting of the Indian River County (IRC) Economic Development Council (EDC) on Tuesday, March 19, 2013 at 3:30 p.m. in Conference Room B1-501 of the County Administration Building B, 1800 27th Street, Vero Beach, Florida. *Note: You may hear an audio of the meeting and review the agenda and minutes on the IRC website - www.ircgov.com/Boards/EDC/2013.*

EDC Members Present

Karl Zimmermann, Member-At-Large
Don Wright, City of Sebastian
Scott Carson, Real Estate Appointee (arrived 4:10 p.m.)
Harris Webber, Town of Orchid
Talmage Rogers, Jr., Citrus Industry (arrived 3:55 p.m.)
Jerry Weick, Town of Indian River Shores
Aundrea Perry, Gifford Community
Linda Schlitt-Gonzalez, Member-At-Large
Beth Mitchell, Sebastian River Area Chamber of Commerce
Penny Chandler, Indian River Chamber of Commerce (IRCOC)
Peter Robinson, Local Developer
Scott Stradley, BCC Appointee
Mark Castlow, Manufacturing
Todd Howder, Member-At-Large
Jay Kramer, City of Vero Beach (COVB)

EDC Members Absent

David Sullivan, Indian River State College
Sara Savage, City of Fellsmere
Richard Stetson, Workforce Solutions
Doug Bournique, Local Industry
Keith Kite, Tourist Industry
Claudia Jimenez, School Board
William Penney, Banking Appointee

Others Present

Eric Menger, Vero Beach Municipal Airport
Marcelo DosSantos, Workforce Solutions
Helene Caseltine, IRCOC
Patrick Lahey, Triton Submarines
Marc Deppe, Triton Submarines
Bruce Jones, Triton Submarines

IRC Staff

Tim Zorc, Commissioner Liaison
Bob Keating, Community Development Director
Sasan Rohani, Long Range Planning Chief
Bill Schutt, Senior Economic Development Planner
Terri Collins-Lister, Commissioner Assistant, District 4

Call to Order

Chairman Mitchell called the meeting to order at 3:30 p.m.

Approval of the EDC Minutes of February 19, 2013

ON MOTION BY Mr. Robinson, SECONDED BY Mr. Zimmermann, the members voted unanimously (13-0) to approve the minutes of February 19, 2013 as presented.

Consideration of Triton Submarines LLC's Request for a Local Jobs Grant

Ms. Helene Caseltine, IRCOC, introduced Mr. Patrick Lahey, President, and Mr. Marc Deppe, Sales and Marketing with Triton Submarines and indicated they were located at 9015 17th Place in Vero Beach and mentioned Triton Submarines was part of a feature on the Discovery Channel.

Mr. Patrick Lahey, President, Triton Submarines, handed out to the members a brochure of Triton Submarines, a copy of which is on file in the Commission Office. He stated that he formed Triton Submarines in the year 2008 in Vero Beach with his business partner, Mr. Bruce Jones, CEO. He said one of the reasons he felt Vero Beach was a ideal place to form Triton Submarines was a collection of individuals with the unique expertise in the underwater business in the area. He gave a brief history of his experience and noted he had worked for a diving company based out of New York that own a number of deep diving submersibles and loved working with them.

Mr. Lahey stated Triton Submarines currently had five models and targeted private yacht owners. He reviewed the various models and said the Full Ocean Depth Triton Model 36000/3 F.O.D. could dive to 36,000 feet or seven miles underwater. He noted the unique feature on the Model 36000/3 F.O.D. Submarine was the transparent glass pressure hold. He pointed out glass was super strong and actually stronger than steel and trinitium when under compression. He indicated the submarines range in price from \$2 to \$3 million in addition to the yachts it went on, so as part of Triton Submarines growth was to

develop a purpose-built support vessel designed to accommodate a Triton's submersible which would be a highly efficient vessel, reasonably priced, fast, comfortable and stable.

Mr. Rogers arrived at 3:55 p.m.

Mr. Lahey pointed out Triton Submarines provided customer support, and emphasized the importance of a three-tier training program which included a stimulator. He indicated Triton Submarines' markets were marine science research, and film making. He indicated there was a documentary on the Discovery Channel about the Giant Squid and Triton Submarines designed, engineered and built the submarine to film the Giant Squid.

Mr. Lahey felt the key to Triton Submarines success was the wealth of experience.

Mr. Marc Deppe, Vice President of Marketing and Sales, Triton Submarines, indicated Triton Submarines had posted a total sales revenue of over \$11 million since the year 2008. He added Triton Submarines already booked \$3 million in revenue and \$6 million in contracts. He projected by the year 2015, he anticipated \$37 million in revenue.

Mr. Carson arrived at 4:10 p.m.

Mr. Bill Schutt, IRC Senior Economic Planner, went over the information contained in his PowerPoint Presentation named Triton Submarines, LLC., Local Jobs Grant Application and his memorandum, Consideration of Triton Submarines, LLC., Request for a Local Jobs Grant; both PowerPoint Presentation and Memorandum are on file in the Commission Office.

Mr. Schutt stated Triton Submarine qualified for the jobs grant program under the County's "Manufacturing/Warehouse/Distribution" Target Industry Category. He continued Triton Submarine would bring approximately 24 additional jobs to the county and the proposed jobs met the minimum wage requirements for the job grant application.

Phase	No. of new employees	Date by which proposed jobs will be provided	Amount of Job Grant
I	10	12/31/2013	\$40,000
II	13	12/31/2014	\$51,000
III	1	12/31/2015	\$3,000
Total Employees	24	Total Jobs Grant	\$94,000

Mr. Schutt said in part of the due diligence process of evaluating Triton Submarines for participation in the County's Local Jobs Grant Program, County Staff and the Chamber of Commerce conducted research on the company, its officers, and agents. He indicated Triton Submarines appeared to be financially sound and appeared not to have legal problems that might raise concerns.

Mr. Schutt reviewed the grant calculation on the number of proposed jobs in each wage category, the amount of job grant associated with that wage category and the total jobs grant amount:

Category	Qualified Jobs	Amount per Job	Total
75% of County Average Wage	15	\$3,000	\$45,000
100% of County Average Wage	7	\$5,000	\$35,000
150% of County Average Wage	2	\$7,000	\$14,000
Sub-Total of Grant Amount			\$94,000

ON MOTION BY Councilmember Weick, SECONDED BY Mr. Carson, the members voted unanimously (15-0) to recommend to the Board of County Commissioners, to approve a local jobs grant of up to \$94,000 for Triton Submarines to be payable over a three year period.

Economic Development FY 2011/2012 Annual Report – Ms. Helene Caseltine, IR Chamber of Commerce.

Ms. Caseltine reviewed the information in her PowerPoint Presentation on the Economic Development FY 2011/2012 Annual Report, a copy of which is on file in the Commission Office.

Ms. Caseltine indicated the IRCOC Economic Development Division was appropriated \$119,332 for economic development purposes from the County to promote the entire County in recruitment, retention, expansion of businesses as well as small business development. She stated in November 2011 through March 2012, a reorganized and re-energized private sector funding was renamed as the Economic Leadership Alliance and the BOCC offered a 3-to-1 match and she explained for every \$3 raised from the private sector, the County offered to contribute \$1 for a total match of \$18,300. Ms. Caseltine stated during the last

fiscal year, the IRCOC coordinated six successful local jobs grant applications resulting in 189 anticipated new jobs.

Discussion on the Proposed 2013 Projects, Goals, and Objectives

Commissioner Liaison Zorc said due to time constraints he would continue discussion on the Proposed 2013 Projects, Goals, and Objectives at the April EDC Meeting; however, he wanted to give an update on Magpul Industries discussed at the February EDC Meeting.

Commissioner Liaison Zorc stated Ms. Caseltine mailed out her Economic Development Package to Magpul Industries and recapped Magpul Industries was located in Colorado and as discussed in the February EDC meeting, if a bill related to guns was passed in Colorado they would leave the state with their 600 jobs. He indicated he had talked with other members wherein it was decided to send a unique care package to Magpul Industries from IRC. He continued a military-type container was filled with oranges, grapefruit, a current edition of the Vero Beach Magazine featuring Triton Submarines, the Vero's Voice Magazine featuring Piper Aircraft, as well as other materials related to Florida was sent to Magpul Industries.

Commission Liaison Zorc mentioned he was in Osceola County for a meeting and met one of the five members that had proposed a regionalized permitting program and said they would prepare a package for IRC on how to get onboard with the consortium of counties and municipalities participating in the regionalized permitting program.

Other Matters

Chairman Mitchell brought up the EDC meeting dates as discussed at the February EDC meeting. She asked if there was any interest in changing the EDC meeting date from the third Tuesday of month to another day. The consensus was to continue with the EDC meetings on the third Tuesday of every month with the meetings starting at 3:30 p.m.

Adjournment

There being no further business, the meeting adjourned at 4:30 p.m.