

## **ECONOMIC DEVELOPMENT COUNCIL**

There was a meeting of the Indian River County (IRC) Economic Development Council (EDC) on Tuesday, April 15, 2014 at 3:30 p.m. in Conference Room B1-501 of the County Administration Building B, 1800 27<sup>th</sup> 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/2014](http://www.ircgov.com/Boards/EDC/2014).*

### **EDC Members Present**

Linda Schlitt-Gonzalez, Member-At-Large  
William Penney, Banking Appointee  
Peter Robinson, Local Developer  
Jerry Weick, Town of Indian River Shores  
Karl Zimmermann, Member-At-Large  
Jay Kramer, City of Vero Beach (COVB)  
Claudia Jimenez, School Board  
Richard Stetson, CareerSource Florida  
Penny Chandler, Indian River Chamber of Commerce (IRCOC)  
Peter O'Bryan, Non-Voting Commissioner Liaison  
Claudia Jimenez, School Board  
Beth Mitchell, Sebastian River Area Chamber of Commerce  
Harris Webber, Town of Orchid  
David Sullivan, Indian River State College (IRSC)  
Talmage Rogers, Jr., Citrus Industry

### **EDC Members Absent**

Doug Bournique, Local Industry  
Jim Hill, City of Sebastian  
Sara Savage, City of Fellsmere  
Aundrea Perry, Gifford Community  
Scott Stradley, BCC Appointee  
Todd Howder, Member-At-Large  
Keith Kite, Tourist Industry  
Scott Carson, Real Estate Appointee

### **Others Present**

Helene Caseltine, IRCOC  
Marty Smithson, Sebastian Inlet District  
Dick Cantner, IRSC

## **IRC Staff**

Bill Schutt, Senior Economic Development Planner  
Sasan Rohani, Long Range Planning Chief  
Terri Collins-Lister, Commissioner Assistant

## **Call to Order**

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

## **Approval of the EDC Minutes of March 18, 2014**

**ON MOTION BY Ms. Mitchell, SECONDED BY Councilmember Weick, the members voted unanimously (14-0) to approve the minutes of March 18, 2014 as presented.**

## **Consideration of a Request for a Local Jobs Grant**

Ms. Helene Caseltine, IRCOC, welcomed TrueAero, LLC. an aircraft parts distribution company and introduced Mr. Dean Morgan and Mr. Brent Corrie, the principals involved with TrueAero LLC. She said TrueAero, LLC. employs eight people and was proposing to expand its operations within the County bringing 13 new jobs.

Mr. Dean Morgan, President of TrueAero, LLC, stated he and Mr. Corrie started the aircraft parts distribution company in January 2014. He indicated it was a commercial aerospace business dealing with Airbus and Boeing and outsourcing the parts of those aircrafts down to the component level. He added each of the components were re-serviced and then sold those parts into the marketplace in overhaul condition.

Mr. Morgan stated he has been in this specific business for approximately twenty years and had been in aviation for his entire career.

Mr. Brent Corrie, Business Partner and part owner of TrueAero has been self-employed since the year 1998 and worked for Med Technologies and Pratt Whitney as well as US Airways and Eastern Airlines. He indicated he was primarily in the whole engine asset sales and leasing for commercial aircraft.

Commissioner Liaison O'Bryan brought up the large amount of paperwork involved with the aircraft parts.

Mr. Bill Schutt, IRC Senior Economic Planner, went over the information contained in his memorandum, Consideration of a Request for a Local Jobs

Grant by a Parts Distribution Company, a copy of which is on file in the Commission Office.

Mr. Schutt stated TrueAero LLC. qualified for the jobs grant program under the County's "Manufacturing/Warehouse/Distribution" Target Industry Category. He continued TrueAero LLC. was expected to bring approximately 13 additional jobs to the County which 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	10/01/2014	\$48,000
II	3	07/01/2015	\$15,000
Total Employees	13	Total Jobs Grant	\$63,000

Category	Qualified Jobs	Amount per Job	Total
75% of County Average Wage	4	\$3,000	\$12,000
100% of County Average Wage	6	\$5,000	\$30,000
150% of County Average Wage	3	\$7,000	\$21,000
Sub-Total of Grant Amount			\$63,000

Mr. Schutt said in part of the due diligence process of evaluating TrueAero LLC. 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 TrueAero LLC. appeared to be financially sound and appeared not to have legal problems that may raise concerns.

**ON MOTION BY Ms. Schlitt-Gonzalez, SECONDED BY Ms. Mitchell, the members voted unanimously (14-0) to recommend to the Board of County Commissioners, to approve a local jobs grant of up to \$63,000 for TrueAero LLC. to be payable over a three year period.**

## **Economic Development Budget for FY 2014-15**

Ms. Caseltine reviewed the proposed Economic Development Budget for FY 2014-15 and the FY 2014-2015 Economic Development Marketing Plan, a copy of both are on file in the Commission Office.

Ms. Caseltine stated the total budget proposed for FY 2014-2015 was \$182,198.00 and she noted the substantial increase from the last year's budget was due to the consultant fees for the Economic Development Positioning Initiative in the amount of \$37,500. A discussion ensued on the \$37,500 and Commissioner O'Bryan felt since the Board approved appropriating the funds this budget year, the current Economic Development Budget should be adjusted to reflect the \$37,500. Ms. Caseltine said she would contact Mr. Jason Brown, IRC Budget Director regarding the matter.

Ms. Caseltine mentioned an item in the proposed budget was the ZOOM Prospector/property search website through GIS Planner including the upgrades for mobile use. She recalled Florida Power & Light covered the cost of this service in the FY 2013-2014 and said the total cost with the mobile upgrades was \$8,000. She proposed a cost share basis with \$4,000 County funds and \$4,000 Private Sector Funds.

**ON MOTION BY Ms. Mitchell, SECONDED BY Ms. Schlitt-Gonzalez, the members voted unanimously (14-0) to approve the Economic Development FY 2014/2015 Proposed Budget and Marketing Plan as presented**

Mr. Sasan Rohani, IRC Long Range Planning Chief, mentioned the Economic Development Positioning Initiative, the County would need a five member selection and ranking committee for the bids. He felt one of the members should be from the Economic Development Council.

Ms. Chandler recommended Mr. Keith Kite because he understood the Positioning Initiative Concept.

A discussion ensued regarding rather it would be a conflict with two members on the Economic Development Council serving on the member selection and ranking committee since Ms. Mitchell served as the representative for the Sebastian Chamber of Commerce.

**ON MOTION BY Ms. Chandler, SECONDED BY Mr. Robinson, the members voted unanimously (14-0) to make two recommendations: Beth Mitchell or Keith Kite from which the Indian River County Administrator may choose to serve on the Member Selection and Ranking Committee.**

**Presentation by Marty Smithson regarding the Regional Economic Benefits of the Sebastian Inlet**

Mr. Marty Smithson, Sebastian Inlet District, handed out a brochure called the “Regional Economic Benefits of the Sebastian Inlet” and reviewed the information contained in his PowerPoint Presentation, a copy of both are on file in the Commission Office.

Mr. Smithson highlighted on the following:

- Channel Completion (\$3 Million Project completed in the year 2007)
- Construction of T Dock (facility where vessels could tie up to and dock, \$300,000 Project)
- Coconut Point Project
- Dredged Tidal Pool and used sand to build a six acre storage facility called the Dredge Material Management Area.
- Boating Surveys (Sometimes on weekend there are over a 100 boats an hour travel between the Inter-Coastal and the Atlantic Ocean)
- Marine Related Business Survey
- Sebastian Inlet State Park
- Generates \$93 million in business revenues
- Creates \$48 million worth of annual income
- Supports an estimated 970 local jobs
- Generates about \$8 million in state and local tax revenue
- Supports seagrass colonies worth \$19 million per year
- Contributes about \$1.8 billion to local property values

**Other Matters**

Ms. Caseltine mentioned the Florida Organic Aquaculture was holding its ribbon cutting event on Wednesday, May 7<sup>th</sup> at 10:30 a.m. in Fellsmere.

Ms. Chandler announced the Visitor App had over 7,000 downloads within a two week period.

Commissioner Liaison O'Bryan said the County had been working on revising their impact fee schedule and looking at ways to reduce the non-residential impact fees supporting commercial and industrial. He mentioned there would be a public hearing held regarding impact fees at the Board of County Commissioners meeting on Tuesday, April 22, 2014.

Ms. Chandler brought up the All Aboard Florida and suggested inviting County Attorney Dylan Reingold to brief the members on the matter. There was a consensus and Chairman Zimmermann asked Recording Secretary Terri Collins-Lister to invite Attorney Reingold to the May 20, 2014 EDC Meeting.

### **Adjournment**

There being no further business, the meeting adjourned at 4:45 p.m.