

**CLAY COUNTY DEVELOPMENT AUTHORITY
BOARD OF DIRECTORS MEETING
ORANGE PARK, FLORIDA
4:00 pm
MINUTES
March 21, 2012**

Present: Joe Mobley, Greg Clary, Virginia Hall, Tom Morris, Paz Patel, Bill Randall, Debbie Ricks, and Grady Williams

Absent: Jan Conrad, Chip Dobson, Matt Welch

Staff: Danita Andrews, George Egan, Wanda Harrison, John Tabor

Call To Order: Joe Mobley called the Clay County Development Authority (CCDA) board meeting to order at 4:05 PM.

Invocation: Reverend Bill Randall

Approval of Minutes: A motion was made by Debbie Ricks, seconded by Paz Patel, and carried to approve the minutes of the February 15, 2012 board meeting.

Treasurer's Report: Debbie Ricks reported that Jan Conrad will do an analysis on the bank report, as monthly fees have been charged on some accounts. She will try to get a waiver on these fees. The issue of the IRB with SJCDS was discussed. The CCDA Finance committee has recommended the school make installment payments over a five (5) years period with a 3% interest rate. Danita will follow up with the school on the issue. Grady Williams said he was agreeable on an extension. A motion for the board to act on this was postponed until further clarification. Grady Williams will do a formal letter to SJCDS, and Danita Andrews has already submitted a past due invoice to the school.

Attorney's Report:

- a. **1286 Harbor Road:** Grady Williams told the board that a startup company has looked at the facility and is seeking financing to be able to start their manufacturing process. Danita Andrews suggested the board seek to have the electrical & water bills averaged, in order to know the exact amount of these expenses each month. CCDA is willing to either lease or sell the property.
- b. **Big League Dreams project:** Sites are still being scrutinized as well as any of the environmental issues which each site may have. More definitive information on the sites should be available by the next board meeting. It was suggested if any questions arise, Rob Bradley is the person to contact.

Economic Development Report: Danita Andrews gave an overview of Economic Development activity and provided additional background.

- a. **Target Industries:** A series of Stakeholders meetings have already started with the Manufacturing, Aerospace and Distribution/Logistics held on March 7, 2012. Ms. Katherine Johnston with SRI helped present findings/outcomes. More research is needed for Health & Rehabilitative Care. Danita Andrews indicated the discussion with industry stakeholder companies was very positive and they were asked to participate as ambassadors to Economic Development and provide testimonials. SRI will assist with additional implementation and assist with the marketing messaging and to coordinate with update of the websites.
- b. **Brownfields Activity:** Danita Andrews, Danielle Judd, Green Cove Springs City Manager, and consulting firms are meeting with property owners on potential redevelopment of the Brownfields sites.
- c. **Prospect/Project Activity:** Danita Andrews passed out the confidential client activity information and answered questions from the Board about certain prospects. Tom Morris asked Danita what location incentives meant. She explained the process of dealing with prospective businesses on startup, relocation or expansion needs for sites and facilities, and that incentives are important in leveling the playing field for Clay County. This lead generation comes either through the State of Florida, Jax USA, or directly from the interested companies. Virginia Hall asked why landowners could not meet the prospective businesses at the start of the proceedings she requested additional land she owned be added to the list of sites available. Greg Clary asked Danita Andrews questions on her process of handling the projects, and Ms. Andrews explained that each project is very different with response specifically tailored to meet the business clients need.

Devcom: Joe Mobley stated the renovations authorized by Devcom are nearly completed. The visual impact is outstanding, and the staff went above and beyond what was expected of them during the process. An Open House will be held March 29 to celebrate the renovations and the 50th year of the Chamber.

New Business:

- a. **New Opportunity:** Debbie Ricks told the Board about an opportunity for development of a five (5) minute film segment titled *Today In America* in which Green Cove Springs could tell what it can offer to businesses. Places such as the Port, the Brownfields, and the historic value of Green Cove Springs would be touted. The availability of rail, nearby airport, and the Clay County Port would be highlighted. Terry Bradshaw would do the opening narrative. The cost of the project would be \$20,000, and Debbie would like to see if the CCDA would be willing to provide some funding of the project. She will be able to provide greater detail at the next CCDA board meeting.
- c. **Direction of Economic Development:** Joe Mobley told the Board that meetings have been held over the last six (6) months to decide on the future direction of Economic Development. It has been decided that Economic Development will be separate entity from the Chamber, having its' own board comprised of seven (7) people from ED and the county ED. George Egan showed the Board a flow chart that showed how both the Chamber and the Economic Development would be governed. Each will have its' own President, and staff. Grady Williams and David King are drafting the new bylaws which will be completed in 2 to 3 months. Greg Clary commended George Egan and Joe Mobley for working together on this new direction. John Tabor said the CCDA will be more involved in able to accomplish the

set goals. Joe Mobley thanked the Board for their commitment in working to create a better Economic Development environment for all. Grady Williams met with Stephanie Kopelousos and she asked if there are any questions concerning the county economic development that she be contacted directly.

d. Comments From the Public: No comments made.

Next Meeting: April 18, 2012 at 4:00 PM in the Chamber Boardroom.

Adjournment: Meeting adjourned at 5:08 PM