

**CLAY COUNTY DEVELOPMENT AUTHORITY
REGULAR SCHEDULED PUBLIC MEETING
MINUTES**

June 20, 2018

Present: Greg Clary, Keith Ward, Bruce Butler, Russell Buck, Marge Hutton, Chereese Stewart

Excused: Tom Morris, Mike Davidson, Amy Pope-Wells, Cathy Chambers

Staff: Josh Cockrell, April Scott, Counsel

Guests: JJ Harris, Tresa Calfee, Janice Donaldson, Kevin Monahan

Call to Order: **Russel Buck** called the Clay County Development Authority ("CCDA") Public Meeting to order at 4:07 PM.

Invocation: **Greg Clary** provided the invocation.

Comments from the Public: None.

Chair's Report

SBDC Presentation & Funding Discussion – Russell Buck requested that the SBDC give their presentation earlier in the agenda out of respect for their time. Janice Donaldson provided a summary of the SBDC/Clay County partnership that has been in effect since October 1, 2015 that has provided a full-time SBDC presence in Clay County. She gave an overview of the services SBDC provides and snapshot of the number of businesses that received consulting services from SBDC Clay and economic impacts generated as a result. She also provided an overview of the funds SBDC has received to operate in Clay of which \$33,000 is provided annually through the Clay Chamber. CCDA has provided \$10,000 per year of that amount. **Marge Hutton** asked what portion of funds are provided by the cities and/or county. SBDC Clay doesn't receive local government funding. **Russell Buck** requested that the Board consider the information presented and it be discussed further at August's board meeting since the SBDC contract is up for renewal then. He further stated that over the past 3 years of CCDA's financial support of SBDC, CCDA has not received a return on the investment that has been made. He also expressed concern that local Clay County financial institutions aren't receiving opportunities to lend to SBDC Clay clients, rather loans are being issued to Clay County businesses from banks outside of the county. **Josh Cockrell** stated that the \$25.4M in funding that has been loaned by banks to SBDC Clay clients over a 3-year period has been to businesses that are not borrowing \$2M+, which is the minimum for issuing an IRB. SBDC is not targeting businesses that could benefit from an IRB; therefore, CCDA is not seeing an ROI. He also expressed concern regarding SBDC providing a replacement for Annie Grogan that is not familiar with the county. He suggested that the Clay Chamber seek out additional sponsors for SBDC Clay and then they can consider CCDA for sponsorship as a last resort.

Economic Development Report

JJ Harris provided an overview of the projects that he has open. He stated that he is meeting with business throughout Clay and has invited Josh Cockrell to meetings with prospects that may benefit from IRBs.

Greg Clary stated that the CCDA is investigating the option of purchasing acreage in Green Cove Springs to develop an industrial park. Should the project come to fruition, Clay EDC can help promote the site.

Secretary's Report

Approval of May 16, 2018 Minutes and June 8, 2018 Special Meeting Minutes: **Greg Clary** presented the minutes. **Bruce Butler** made a motion to approve the minutes. Motion seconded and passed unanimously.

Treasurer's Report

Josh Cockrell presented the May 2018 financials to the Board. **Marge Hutton** made a motion to accept the Treasurer's report. Motion seconded and passed unanimously.

Committee Reports

No report.

Executive Director's Report

DIG/DTF Grants – Josh Cockrell provided an update on the status of the grants. The CCDA has received two \$500,000 grants. In total, CCDA is managing approximately \$1.7M in grants.

Building Update – Josh Cockrell stated that the CCDA building is under contract. The due diligence period ends on July 8th and closing is scheduled to take place on August 8th. He also shared with the Board that he received an email from H&LK requesting CCDA to pay approximately \$4,000 in past due fees for dumpster services. CCDA has no agreement with H&LK and has not used their services. April Scott sent a cease and desist letter to H&LK per Josh's request.

Attorney's Report

April Scott stated that she has ordered the title for the sale of the CCDA building. No issues foreseen.

Old Business/New Business/ Board Comments

JP Hall Industrial Park Property – Greg Clary provided a few highlights regarding the project opportunity. Approximately 4.5 acres in Green Cove Springs is available for purchase. The site is off CR209 and close to the proposed interchange of the First Coast Beltway. Water and sewer has been brought up to the site. He proposes that all 4.5 acres be bought at one time. **Josh Cockrell** informed the Board that CCDA may have to pay property taxes on the land if it is acquired. **Russell Buck** asked Josh if the CCDA will be financially

sustainable if the Kingsley property doesn't sell, funds are tied up by grants, and CCDA purchases the site. Josh responded that he does not have any concerns. He stated that the JP Hall site is listed for \$90,000 per acre. **Greg Clary** made a motion to instruct the CCDA staff to consult with the CCDA Chairman to present an offer of \$275,000 for the 4.5 acres and begin negotiations to purchase. Motion seconded and passed unanimously.

Adjourned: 5:25 PM