

**CLAY COUNTY DEVELOPMENT AUTHORITY  
BOARD OF DIRECTORS MEETING  
ORANGE PARK, FLORIDA  
4:00 pm  
MINUTES  
April 18, 2012**

**Present:** Joe Mobley, Greg Clary, Jan Conrad, Chip Dobson, Virginia Hall, Tom Morris, Bill Randall, Debbie Ricks, Matt Welch, and Grady Williams

**Absent:** Paz Patel

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

**Guests:** Doug Conkey, Sam Crissinger, Travis Cummings, John Haley, Diane Hutchings, Marge Hutton, David King, Stephanie Kopelousos, Frank Miller, and Skylar Zander

**Call To Order:** Joe Mobley called the Clay County Development Authority (CCDA) board meeting to order at 4:07 PM.

**Invocation:** Reverend Bill Randall

**Guest Speaker:** John Haley, Senior VP of Business Development Partnership presented an overview of JAXUSA Regional Economic Development Partnership to the Board and guests. The purpose of this group is to look at the region and assess Economic Development in this recession and the future as well as in the Target Industry sector. Mr. Haley explained the process corporations and smaller companies use when relocating or expanding their business, and how they select their sites. All have special needs, and their selection of the site is one that comes closest to meeting those needs. There are several mega sites available for development of large projects. An example of a mega site is Cecil Complex in Jacksonville, Crawford Diamond and Woodstock in Baker County. These sites have all the utilities available to meet the prospects needs. Most prefer to buy their sites rather than lease, as Florida is the only state to charge a sales tax on a commercial lease

**Approval of Minutes:** A motion was made by Tom Morris, seconded by Debbie Ricks, and carried to approve the minutes of the March 21, 2012 board meeting.

**Treasurer's Report:** Debbie Ricks told the Board that she had three (3) recommendations. First she recommended the Board close the Money Market accounts move those funds to the Wells Fargo operating account, and monitor the fees. Secondly, she asked the CCDA Board to become a member of the Council of Financial Development, a national non-profit advisory council, which would provide information related to bond financing. She felt it would be a great resource for potential bond holders. Matt Welch told the Board he had a problem with any more debt or new projects. He said until the Board was able to make money, he was against any new expenditure. Joe Mobley stated it was a small investment and would be pivotal as to where the money goes. Matt again stated he would not vote for more outlay of funds until he saw that

more revenue is coming. Debbie Ricks asked that a third item be considered by the Board, which was asking the City to debit the checking account for the utility bill each month. That recommendation was adopted by the Board as only one more signature was needed to start the debiting process. On the second item, a motion to move the Money Market funds to the operating account was made by Virginia Hall and seconded by Jan Conrad. On the third item a motion was made by Virginia Hall to table the request to join the Council of Financial Development, and seconded by Chip Dobson.

#### **Attorney's Report:**

- a. **Supervisor of Elections Office:** Stephanie Kopelousos told the Board that the Supervisor of Elections Office is moving to a more efficient facility which will also result in a great cost savings.
- b. **SJCDS:** Grady Williams asked for approval of the bond debt for SJCDS to be a reduction in principle and interest with the first payment due on July 1, 2012, and to be paid out in five (5) years. Debbie Ricks made a motion for the Board to accept these terms, with a second by Jan Conrad. Greg Clary asked for talking points on the changes in the terms.

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

- a. **Brownfields Activity:** Danita Andrews gave a report to the Board on the incentives for the Brownfields.
- b. **Business Excellence Entrepreneur:** Danita Andrews told the Board and guests that Brian Knight of Pragmatics was chosen as the Business Excellence Entrepreneur by Economic Development. Pragmatics is a company that trains veterans and the homeless in the field of internet technology, and helps them to secure employment after their training.

#### **New Business:**

- a. **Bond Financing Opportunity:** John Tabor explained the opportunity to use the new website for the financing of IRB bonds, where we would partner with the banks in helping companies get financing through bonds.
- b. **Reorganization:** Joe Mobley told the Board another meeting was held last Monday by the committee of seven (7) concerning the structure of the new boards and the new by-laws. The new by-laws should be ready for the May Board meetings, or be explained in a special meeting. He felt these changes would give the Economic Development effort a more focused agenda. The search has been reinstated for the new Chamber president. The Choose Clay board will be installed, and they will be in charge of their president and staff.
- c. **Today In America:** Debbie Ricks asked if the CCDA board was willing to donate the \$5K she had requested at last months' Board meeting to help with the film segment on the City of Green Cove Springs. Joe Mobley explained that item would have to be tabled until a later time.

**d. Comments From the Public:** No comments made.

**Next Meeting:** May 16, 2012 at 4:00 PM in the Chamber Boardroom.

**Adjournment:** Meeting adjourned at 5:27 PM