



TAMPA HILLSBOROUGH
ECONOMIC DEVELOPMENT CORPORATION

Executive Committee Meeting

September 26, 2017
Moffitt on USF's Campus

Present:

Dr. Alan List – Moffitt
Colleen Chappell – ChappellRoberts
Marie Chinnici-Everitt – DTCC
Lee Evans – Bristol-Myers Squibb
Gordon Gillette – TECO
Lindsey Kimball – Hillsborough County
Rhea Law – Buchanan Ingersoll & Rooney PC
Ed Peachy – CareerSource Tampa Bay
Chris Rux – Cherry Bekaert
Jim Weiss – Fifth Third
Melanie Williams – Frontier

Staff:

Craig Richard
Terri Houston
Steve Morey
Mark Segel
Avril Stinson

Before the meeting was called to order, Rhea Law recognized Moffitt for their 2017 Business of Pride award from the Tampa Bay Business Journal and she presented him with a plaque.

CALL TO ORDER

Dr. List called the meeting to order at 9:35 am.

APPROVAL OF CONSENT AGENDA

- Meeting Minutes – June 27, 2017
- Departmental Reports

Action: The motion was made, seconded and unanimously passed to approve the consent agenda as presented.

Dr. List provided a recap of the Nominating Committee meeting that was held on August 30, 2017, where the 2018 slate of officers was approved. He reported Marie Chinnici-Everitt was nominated as the FY 2018 Secretary/Treasurer.

He also discussed the re-nomination of the ten Presidents Council and four Gazelle investors to their Board of Directors positions. Those investors are as follows:

1. Omar Soliman, College Hunks Hauling Junk
2. Nathaniel Doliner, Carlton Fields Jordan Burt
3. Jerry Fowden, Cott Corporation
4. Dan Woodward, Highwoods Properties
5. Larry Richey, Cushman & Wakefield
6. Randy Simmons, R.R. Simmons Construction
7. Chase Pattillo, CBRE-Tampa
8. Bob Martinez, Holland & Knight LLP
9. Edwin Narain, AT&T
10. Phil Hauser, T. Rowe Price

The four Gazelle investors are as follows:

1. Mary Clare Codd, Colliers
2. Julius Davis, VoltAir Consulting Engineers
3. John Tomlin, Tomlin St Cyr Real Estate Services
4. Roberto Torres, Blind Tiger

In addition, Erin Meagher was nominated as the fifth Gazelle to serve on the Board of Directors.

The following three investors were re-nominated from the Board of Directors to the Executive Committee:

1. Suzanne McCormick, United Way Suncoast
2. Lee Evans, Bristol-Myers Squibb
3. Melanie Williams, Frontier Communications

Action: The motion was made, seconded and unanimously passed to accept the Nominating Committee recommendations as presented.

STANDING COMMITTEE REPORTS

Marketing:

Marie Chinnici-Everitt brought everyone up to speed on the marketing committee activities. They've been working to differentiate and identify a brand strategy for the Tampa Hillsborough/Greater Tampa Bay area.

The marketing committee partnered with Visit Tampa Bay to refine messaging and the brand platform. Tricky Jennus was instrumental in pulling it together. Marie presented the new pocket folder that culminated from this work and announced that it would be distributed at annual meeting.

The committee plans to work with local leaders on a prolific message to make sure its presented in a consistent way among all constituents. They plan to work closely with local partners, universities and organizations to ensure the EDC is tapping into all their channels. They also plan to create a contest to showcase what's happening in Tampa Bay at upcoming conferences.

The committee will no longer be meeting monthly and will reconvene in December to look at some new initiatives.

Business Development:

Steve Morey provided an overview from the Business Development committee meeting. He thanked his team on the work they did this year on Jobs, CapX, and projects. The committee discussed the Amazon HQ2 RFP in depth, specifically other incentives. The proposal would include incentives from the business community in addition to those from the city and county. Responses are due October 9 or 19. He also noted Amazon HQ2 would provide over 50,000 jobs over 15 years with an average wage of over \$100k, with the real estate needs being over 100 acres.

Investor Relations:

Mark Segel provided a recap of the Investor Relations committee meeting. The majority of their meeting was spent discussing prospective investors. He announced that Bank of Tampa was coming back onboard at the President's Council level and recognized Jim Weiss from Fifth Third Bank, the newest Circle of Champions investor. Mark also informed the committee that a meeting had been scheduled with Liz Smith from Bloomin' Brands.

International Business Development:

Craig Richard updated the committee on the International activities. He mentioned that the Tampa Bay Export Alliance has an upcoming mission trip to Bogota, Columbia on September 27. There is also an FDI UK/Ireland trip scheduled for November 26.

Craig announced that the EDC had hired a new VP, International Business Development, Ajay Sujamani starting October 2. Ajay most recently worked at the Virginia Economic Development Partnership as their Managing Director of International Business.

FINANCE AND ADMINISTRATION REPORT

Chris Rux gave an overview of the financials. He highlighted the following:

- Cash position has significantly improved from last year, almost \$207k, driven by August being the highest month of investor collections.
- Close to hitting investor funding budget of \$1.75M, currently there's a delta of \$77k.

Chris stated that this was a fantastic year financial wise for the EDC with the highest investor collections ever.

2018 BUDGET

Mark Segel provided an overview of the budget. He mentioned that the funding from the county and city would continue at the exact same level as 2017 and both have agreed to move forward with two-year commitments.

The EDC will increase their investor funding revenue goal to \$2M for FY2018. The organization was awarded a 2-year \$250k Grant from JP Morgan Chase to fund efforts through the Tampa Bay Export Alliance.

Total budget for the EDC in 2018 is \$3,491,000.

Action: The motion was made, seconded and unanimously passed to approve the 2018 Budget as presented.

NEW BUSINESS

Craig Richard gave an overview regarding the Amazon HQ2 RFP. A robust conversation ensued about this matter. He informed the committee that there would be two submittals to the RFP. EFI will respond and include the four metros' (Miami, Jacksonville, Orlando and Tampa). The EDC will also submit a joint proposal with St. Pete/Pinellas. The EFI proposal deadline is October 9 with Amazon's deadline being October 19. Amazon is expected to make a decision in 2018.

Craig asked the committee to lend their support by contacting anyone they may know with connections to Amazon to plant a seed that Tampa wants to be considered for this project. He also asked for legislature help as well to make sure the Governor knows that Florida, specifically Tampa, wants to pursue the project as aggressively as possible.

PRESIDENT'S REPORT

Craig Richard announced that the EDC is positioned to have their best year ever as it pertains to Business Development. They had a goal of 2700 jobs and are expected to close out the year in two days with 4427 jobs.

The Marketing department has outpaced themselves on website placements and media hits. They brought back three IEDC awards from the conference in Toronto.

Craig thanked Chris Rux for his assistance with the audit and for helping to make sure the organization ended the year in a strong financial position.

Craig thanked Jim Weiss, President of Fifth Third bank in Tampa for becoming our newest Circle of Champions investor. Jim formally introduced himself to the committee and gave an overview of his background.

Craig informed the committee that the Annual Meeting would be held on October 17. He made mention of a special presentation that would take place during the meeting. He went on to thank the committee for their leadership and he thanked Marie Chinnici-Everitt for accepting the nomination to serve on the board in the role of *Secretary/Treasurer*. Craig closed his report by announcing that he was voted Chair of IEDC for the 2018 calendar year.

ADJOURN

The meeting adjourned at 10:55 am.

Submitted by:

Terri Houston