



Clay County Economic Development Council FY2013, 1st Quarter Report, Oct. – Dec. 2012

August 2012: Newly created Clay County Economic Development Council (“EDC”) Board of Directors interviews candidates to become Director of EDC.

November 2012:

- New Director of EDC appointed (Bill Garrison).
- Set-up new office at 1734 Kingsley Avenue.
- Several meetings with EDC Board members for strategic planning.
- Participated in annual JAXUSA Regional Partnership 2-day Planning Retreat on economic development issues.

December, 2012:

- Met with various regional and Clay County business leaders, and government leaders for introductions, input on economic development issues.
 - Toured Northeast Florida Industrial Center in Green Cove Springs
 - Toured VAC-CON
 - Toured Alternate Energy Technologies
 - Toured St. Vincent’s Hospital (Riverside), met with senior executives
- Begin contacting prospective private sector investors – new and old.
- Begin work on creating a separate economic development website.
- Create printed marketing material about re-focused economic development effort.
- Monthly Prospect & Topic meeting with JAXUSA staff and partners.
- Perform Existing Business Survey with Brian Knight at Pragmatic Works.

- Meeting with Mike Wilson (R. J. Corman) for introductions and discussion about potential expansion into Clay County.

Clay County Economic Development Council
FY2013, 2nd Quarter Report, Jan. – Mar. 2013

January, 2013:

- Met with George Criss, general manager of Fishman & Tobin, an international clothing distributor, regarding issues that are affecting his decision about staying in Clay County, or relocating to Duval County to take advantage of reduced lease rates. Also discussed F&T's workforce, and the company's importance to the overall economy of Clay County.
- Met with County Manager, Chairperson of BCC, Chairman of EDC, and Director of EDC to discuss major economic development issues, including increased funding of EDC by Clay County BCC.
- Met with Dr. Anna Lebesch to be briefed on existing Defense Reinvestment Grant and reporting requirements.
- Business meeting with executives of EDC investor and major utility provider Clay Electric, for personal introduction of new Director and Chairman of EDC. Discussed major economic development issues including increased funding of EDC by Clay Electric, points-of-contact for new industrial projects, and existing business customer service issues.
- Monthly Prospect & Topic meeting with JAXUSA staff and partners.
- Created a database to better track business prospects.
- Met with Cindy Hall and Marge Hutton of the Town of Orange Park to discuss major economic development issues, and improved communication and collaboration between the Town of Orange Park and the EDC.
- Business meeting with EDC investor and major utility provider Comcast. Discussed major economic development issues including continued funding of EDC by Comcast, points-of-contact for new industrial projects, and existing business customer service issues.
- Meeting with senior officers at Camp Blanding for introductions and discussion of upcoming grant requests (Florida Defense Support Task Force grant). Received a brief tour of Camp Blanding.

- Served as guest speaker of Orange Park Rotary Club to discuss new EDC.
- Traveled to Tallahassee to present FDSTF grant request to Florida Legislative FDSTF Review Board, on behalf of Camp Blanding.
- Meeting with Daniel Crapps, large landowner in Clay County, and Jim Poole, currently CEO of Haven Hospice and former Director of Economic Development for Columbia County. Discussed best practices for economic development organizations, and strategic ideas for improving Clay County's economic development programs and initiatives.
- Participated in a 3-day International Economic Development Council conference in Orlando, FL, *Managing Economic Development Organizations*.

February, 2013:

- Participated in a 2-day Enterprise Florida Incorporated training seminar and Board meeting.
- Met with Wells Fargo North Florida Regional President Mark Coble, and other senior executives, about the new EDC in Clay County, and discussed the possibility of Wells Fargo becoming a new private sector investor.
- Continued meetings with prospective private sector investors, including:
 - Ron Harris, Garber Auto Mall
 - Republic Services
 - Camarda Wealth Management
 - Bryant Wiggins Construction
- Monthly Prospect & Topic meeting with JAXUSA staff and partners.
- Meeting with Kevin Merritt, owner of Humic Growth, engineering consultant John Miller, and TECO representatives, about Humic's need for natural gas to expand their operation, and strategies to get natural gas to Green Cove Springs.
- Participate in First Coast Technical College Board meeting in order to better understand their ability to enhance Clay County's workforce, and thereby improve Clay County's strength in attracting new large economic development projects.
- Began dialogue with UNF's Small Business Development Center about creating a fulltime SBDC office in Clay County. SBDC staff Robert Myer and Janice

Donaldson made presentations to the Clay County Development Authority, and the EDC Board of Directors seeking \$35,000 in funding. This \$35,000 would be leveraged to receive a total of \$90,000 in benefit from the SBDC.

- Participated in a webinar with CCDA Counsel/Interim Exec. Dir. Grady Williams about bond financing for new industrial projects, specifically hotels.
- Participated in Trauma Center workshop in Jacksonville; spoke on behalf of Orange Park Medical Center's pending Trauma Center rating.
- Meeting with Danielle Judd, City Manager of Green Cove Springs, and her staff, about economic development issues in Clay County, and ensuring that the EDC and GCS work to improve communication and collaboration.
- Meeting with Shane Fansler, owner of Guardian Cabling, about utility issues he is having completing his move from Reynolds Industrial Park to Harbor Road Industrial Park. Follow-up meetings with Comcast to resolve.
- Initial meeting with Ed Gaw (Feb. 22), owner of Broward County-based Hi-Liner, who was looking for a new location for his commercial fishing equipment business.
- Served as guest speaker of Sunset Rotary Club to discuss new EDC.
- Meeting with NFL Jaguars President Mark Lamping and VP of Sales Chad Johnson about how the Jaguars can support Clay County economic development initiatives.
- Held a Quarterly Luncheon for approximately 100 business people to introduce new EDC Director and Chairman, and introduce the re-focused EDC, and our strategy to pursue a stronger commitment to successful economic development initiatives.

March, 2013:

- Meeting with VyStar Senior VP Joseph Nowland about economic development issues in Clay County, and how VyStar's investment can be utilized to address those issues.
- Meeting with BCC Staff (County Manager, County Attorney) about Clay County's Business Incentive Policy.
- Toured Keystone Heights Airport with Mayor Hildreth.

- Enterprise Florida Incorporated (EFI) Project Bark. A Portuguese wood-pellet facility looking for a northeast Florida location to build a new manufacturing plant.
 - Responded to the RFP, follow-up with EFI project manager.
 - Met with company executives to view prospective locations.
 - Met with timber experts, engineering experts, County staff regarding regulations.
- Worked with County staff and Fishman & Tobin's management to develop an economic development incentive to help them reach a decision to remain in Clay County rather than relocate to Duval County in pursuit of significantly reduced lease rates.
- Toured ABC Industrial Park with Pat Cochran to gain current knowledge about building availability.
- Conducted Existing Business Survey with Whitley Steel to better understand their issues and capacity.
- Toured Orange Park Medical Center with Tom Pentz and David Goldberg.
- Met with Carl Manofsky, owner of 800,000 sf building, Northeast Florida Industrial Center, to discuss efforts to market the facility.
- Held meetings with local and regional commercial real estate brokers about Clay County inventory, brokers' support of EDC, ideas of how to better market Clay County.
 - Stephan Nebrat
 - John Richardson
 - Leonard Cannarazo
 - David Bard
- Continued work with website consultant on the new EDC website, www.chooseclay.com.

Clay County Economic Development Council
FY2013, 3rd Quarter Report, Apr. – Jun. 2013

April, 2013:

- Met with local medical service provider who was considering a major expansion of their services in Clay County which will require a doubling of their space requirements. We toured several sites for consideration of building their proposed new facility.
- Met with senior officers at Camp Blanding for a briefing on the mission of the Camp Blanding, and a 2 hour tour of Camp Blanding.
- Met with Melanie Moore, data specialist with JAXUSA, about resources available to Clay County EDC because of our membership in JAXUSA Regional Partnership.
- Guest speaker at the Lake Region Business Association's meeting to discuss the EDC, and economic development issues specific to Keystone Heights.
- Meeting with Rick Anderson (W. J. Sapp & Sons) and Stephanie Lane (CSX) about railroad infrastructure in Clay County, and processes related to taking advantage of the CSX rail infrastructure in Clay County.
- Meeting with Matt Carlton and Jerry Agresti about the Carlton Construction becoming a private sector investor with the EDC to support our initiatives.
- Participated in the Fleming Island Baptist Hospital Open House.
- Participated in a JAX Chamber Workforce seminar to gain more knowledge about workforce issues in northeast Florida.
- Continued work with website consultant on the new EDC website, www.chooseclay.com.
- Appeared before the BCC Budget & Finance Committee meeting to request an increase in funding to support Clay County EDC initiatives.

May, 2013:

- Meeting with Executive Director of the Jacksonville Aviation Authority, Steve Grossman, for introductions and exchange of ideas about how the JAA and EDC can work together for our mutual benefit.

- Meeting with Regions Bank senior executives about major economic development issues facing Clay County, and the possibility of Regions Bank becoming a private sector investor with the EDC.
- Monthly Prospect & Topic meeting with JAXUSA staff and partners.
- Attended a business networking luncheon in Jacksonville to introduce the EDC to a broader audience.
- Toured US Lumber in Green Cove Springs with general manager Mike Hain.
- Participated in a Clay County School Board Business Roundtable about how businesses and the School Board can work together to their mutual benefit.
- Participated in a UNF Workforce Seminar to gain improved knowledge about workforce issues, and initiatives to take advantage of strengths and address weaknesses.
- Traveled to Atlanta, GA to participate in a 2-day Site Selector Sales Mission sponsored by JAXUSA. Met with regional and national site selectors to expand our network of site selector contacts, and to gain knowledge about the site selection process. These types of trips strengthen the Clay County EDC's ability to successfully recruit new businesses to Clay County.
- Toured Kindred Hospital in Green Cove Springs to better understand the county's health care resources, and to introduce the new re-focused EDC to Kindred Hospital management.
- Attend the JAXUSA Region Quarterly Luncheon with EDC Chairman Jerry Agresti to represent Clay County. Attendance at these meetings demonstrates Clay EDC commitment to regional economic development, and strengthens bonds with regional economic development professionals and businesses.
- Continued to work with Hi-Liner to meet their real estate needs. After several potential sites were reviewed, Hi-Liner selected 3529 Enterprise Way in the Harbor Road Industrial Park. There were multiple meetings required to coordinate utility providers, inspections, and repair contractors to get the facility ready for occupancy. They moved into the location June 1, 2013. This successful relocation project involved EDC staff, Clay County BCC staff, utility providers, real estate professionals, and many others who worked together. This project is a

great example of how things can happen given proper oversight and commitment.

- Significant time committed to finalizing content and layout of the new EDC website, www.chooseclay.com.

June, 2013:

- Monthly Prospect & Topic meeting with JAXUSA staff and partners.
- Toured the Republic Services facility in Jacksonville.
- Meeting with Bob Gillander, Dana B. Kenyon Company, about commercial real estate they have in Clay County, and about the possibility of Dana B. Kenyon becoming a private sector investor with the Clay EDC.
- Attend a 3-day Florida Economic Development Council seminar and associated training classes.
- Host the Quarterly Economic Development Luncheon with 120 business people. Chad Johnson of the Jacksonville Jaguars was the keynote speaker.
- Supported the effort to have property in Green Cove Springs re-zoned to allow for the construction of a new asphalt plant. This involved multiple phone calls to consult with the company's consultant (England, Thims, and Miller), and appearance at the Public Hearing to speak in support of the rezoning application.
- Significant time committed to finalizing content and layout of the new EDC website, www.chooseclay.com. Website was activated on June 24, 2013.

Clay County Economic Development Council
FY2013 4th Quarter Report, Jul. – Sep. 2013
(Partial Report through Aug. 27th)

July, 2013:

- Meeting with Jim Flagg, Ulrich Research, about research projects to inform on workforce strengths, detailed education and skills, and unclassified activity at Camp Blanding.
- Meeting with Director of Clay County School Board Career and Technical Education program, and Brian Knight (Pragmatic Works) about efforts to ensure

academy programs receive business support, and that academy program curriculum is effective.

- Meet with personnel from R. J. Corman to view potential sites in Clay County. Several local officials and business leaders were involved in this meeting to demonstrate Clay County's commitment to helping R. J. Corman expand to Clay County, including:
 - Bill Garrison, Director of Clay EDC
 - Cathy Chambers, JAXUSA
 - Comm. Chereese Stewart
 - Holly Parrish, Clay County
 - Rep. Travis Cummings
 - David King, Attorney
- Tour of renovated Jacksonville Chamber of Commerce office with new president Rep. Daniel Davis. It is critical to the success of the Clay EDC that we maintain a close relationship with JAX Chamber and other regional partners.
- Write a grant application for the Defense Reinvestment Grant to be submitted to Enterprise Florida Incorporated. Final grant request is for \$88,800.
- Meeting with Jeff Whitson from TECO Gas about schedule to extend natural gas line from Lake Asbury into Green Cove Springs, and about TECO Gas becoming a private sector investor in the EDC.
- Toured Reynolds Industrial Park with Operations Manager John Brown to improve the EDC's knowledge of industrial inventory and new businesses recently added to the park.

August, 2013:

- Monthly Prospect & Topic meeting with JAXUSA staff and partners.
- Meeting with Alex McCoy, VP of Economic Development with the Putnam County Chamber of Commerce, to discuss suggestions to improve Clay County's economic development initiatives. Mr. McCoy is an IEDC Certified Economic Developer, and is highly regarded in the economic development industry throughout the southeastern US.

- Meeting with Ms. Janie Coleman (Waste Management, Inc.) about economic development best-practices she has observed in her interactions with counties throughout Florida, and about the possibility of Waste Management becoming a private sector investor of the EDC.
- Meeting with Carl Post about the possibility of strengthening Clay County's effort to pursue film and video productions as economic development projects.
- Meeting with Brent Klavon of ASEC, Inc., a company that specializes in unmanned aerial vehicle support programs, about a project at Camp Blanding that would enhance our efforts to target aviation related businesses for relocation to Clay County.
- Meeting at Camp Blanding with senior officers about our collaboration to pursue (3) different grants that would benefit Camp Blanding and Clay County: Defense Reinvestment Grant, Defense Infrastructure Grant, and Florida Defense Support Task Force Grant. Comm. Chereese Stewart participated in the meeting.
- Submitted application to Enterprise Florida Incorporated on behalf of Camp Blanding for (2) Defense Infrastructure Grants totaling \$650,000.

END OF REPORT.

Submitted by Bill Garrison, Director, Clay County Economic Development Council

Bill Garrison

Date _____