

## Minutes of a Regular Meeting of the Board of Directors of Enterprise Florida

A regular meeting of the Enterprise Florida, Inc. Board of Directors was held on January 22, 2020 at the FSU Turnbull Conference Center in Tallahassee, Florida.

### Members Present

Chris Appleton  
Gordon Bailey  
Rachel Barnes for Senator Stargel  
David Bevirt  
Jay Beyrouiti  
Jesse Biter  
Melanie Bonanno  
Holly Borgmann  
Dominic Calabro  
Daniel Davis  
Kevin Doyle  
Barbara Essenwine  
Tom Feeney  
Scott Fennell for Jimmy Patronis  
Susan Fernandez for Paul Browning  
Mike Grissom for Gary Rosen  
Jeff Hendry

Marva Johnson  
Belinda Keiser  
Secretary Laurel Lee  
Richard Martin for Ashley Moody  
Tom Pennekamp  
Katherine San Pedro  
Emily Sikes for Marshall Criser  
Kelly Smallridge  
Erick Strati for Kelly Madden  
Dan Velazquez  
Bob Ward  
Mark Wilson  
Joe York

### On the Phone

Nikki Fried

Amy Gowder  
Gene Schaefer  
Gary Spulak

### Guests

Steve Crisafulli  
Mayor John Dailey  
Michelle Dennard  
Frank DiBello  
Dr. Wendy Graham  
Ken Lawson  
Lt. Governor Jeanette  
Nuñez  
Shane Strum  
John Thrasher  
Noah Valenstein

### Welcome

After confirming that a quorum was present, Vice Chair Joe York called the meeting to order at 9:03 a.m.

### Approval of Minutes

Belinda Keiser made a motion to approve the minutes of the November 13, 2019 board meeting. Bob Ward seconded. The motion carried.

### Welcome Remarks from the Lieutenant Governor

Vice Chair York introduced Lieutenant Governor Jeanette Nuñez who thanked Enterprise Florida for the productive trade mission to Colombia where they were accompanied by 19 Florida manufacturers and exporters. The state and these companies are going to see an increase in jobs and revenues. Space Day will be celebrated in the Capitol later in the day. Florida is the launch capital of the world. Businesses are relocating from Silicon Valley, and there has been a tremendous amount of private sector investment in space. The issue of human trafficking is a priority. Florida ranks number three in national hotline calls.

### Host Welcome and Introductions

Vice Chair Joe York introduced Tallahassee Mayor John Dailey who remarked that Tallahassee was recognized nationally as one of the top ten cities of 2019 for career opportunities, named one of the best cities in the nation for job and wage growth, nationally recognized as one of the most educated communities in the nation and ranked as one of the 100 best places in the nation to live.

Florida State University President John Thrasher thanked everyone for promoting economic development in the state. *US News & World Report* has named Florida as the best state in the nation for higher education three years in a row primarily based on high graduation rates, low tuition and low burden of debt for graduates. Across the university system there are 400,000 students and \$2 billion in funded research activity. FSU studies show that they have an economic impact to the state of about \$10 billion. They are ranked the 18<sup>th</sup> best public university in the nation. Their strategic plans call for them to become one of the most diverse and robust talent pipelines. They are working to make sure the education of students aligns with workforce needs. A strong higher education system is important to the vitality of the state.

## Action Items

Vice Chair York recused himself from the introduction and vote on the consent agenda items due to AT&T's board membership renewal. Holly Borgmann presented the agenda that was approved and recommended by the board Executive Committee.

1. Renewal of Existing Investors
  - AT&T
  - Fifth Third Bank
  - Florida Blue
  - Mitsubishi Hitachi Power Systems Americas

Jesse Biter made a motion to approve the consent agenda. Marva Johnson seconded. The motion carried. Gordon Bailey, Susan Fernandez and Joe York abstained from the vote due to the renewal of their company board memberships.

## EFI Partner Updates

- **Space Florida**

Frank DiBello gave a recap of the last 10 years in space and the decade ahead including retirement of the shuttle program in 2011, the revolution in space launch and the satellite industry (2,400 satellites active in orbit today), international space exploration including landings on Mars, the moon and two asteroids, SpaceX and Boeing working to return human space flight to Florida on U.S. spacecraft, future Virgin Galactic passenger flights, cargo missions to Mars, etc. They are looking at investments in ground infrastructure and well beyond. Florida wants to be a global leader in enabling commercial space as well as function as a trade port supporting all that economic activity.
- **DEO Update**

Ken Lawson reported that Florida's economy is growing. Private sector jobs have increased by 10,000, a 2.6% increase, outpacing the rest of the country. The labor force has grown with 200,000 people entering the labor force last year resulting in an annual growth rate of 1.9%, also higher than the national average. Florida's unemployment rate is 3.1%. The Qualified Target Industry program (QTI) reauthorization is a priority, as it is sunsetting this year. The QTI program allows new businesses to receive a \$3,000 tax refund in designated sectors - \$6,000 in rural areas. The refunds are provided after jobs are created, taxes paid and performance verified. Support of the reauthorization is crucial. The other priority is support of the request to decrease the initial tax rate for employer reemployment assistance contributions for new employers from 2.7% to 1%.
- **CareerSource Update**

Michelle Dennard reported that talent is a key issue in economic development for businesses looking to expand or relocate to Florida. Focusing on developing a sustainable talent pipeline for targeted sectors is a priority. Recently, the CareerSource Florida team organized into subject matter experts around targeted sectors to work with industry partners on sector strategies. One way to do that is

through apprenticeships. CareerSource partnered with the Florida Chamber Foundation last summer to focus on apprenticeships at their Learners to Earners Summit. At that summit Apprentice Florida was unveiled, a collaboration between CareerSource Florida, the Department of Education and DEO. The program enables these agencies to receive information and work together to provide solutions to businesses and potential apprentices. Also, a recent CareerSource Florida report showed that Florida is the first state to engage in an in-depth analysis of the gig economy and its impact on the state. See the report at [careersourceflorida.com](http://careersourceflorida.com).

## Vice Chairman's Report

Vice Chair York thanked the sponsors and the Governor for his hospitality at the reception. The 2020 Florida Economic Development Legislative Agenda was sent to all board members. He is confident Enterprise Florida will be fully funded, but the case still needs to be made. He advised everyone to be proactive and transparent. Many board members and partner organizations have reached out to support Enterprise Florida.

## Board Member Highlight

Vice Chair York introduced Holly Borgmann, Vice President of Government Affairs for ADT, as this meeting's highlighted board member. Holly serves as Chair of Enterprise Florida's Finance and Compensation Committee and is a very engaged board member. She was named one of the 20 under 40 by Security System News in 2015 and won the Security Industry Association's Statesman Award in 2017. In 2019 she was named one of the 50 most powerful women in technology.

## EFI Entrepreneur and Job Growth Award

Vice Chair Joe York presented awards to two companies.

- Beast Code – a modeling and simulation software company in Fort Walton Beach that started with seven employees and now has over 80, soon to be 100. They support the entire U.S. Navy with software deployed on all navy ships and aircraft.
- Hooper Treated Wood Products, Inc. – owns and operates nine facilities across the country. They came to Gadsden County in 2019, invested \$3.3 million and created 20 jobs.

## Florida's Water Resource Panel

Vice Chair York introduced David Bevirt, Executive Vice President – Corporate Leasing & Strategy, of Strategic Property Partners, to moderate the panel. The panelists were:

- Steve Crisafulli, former Speaker of the House  
He is a member of an agricultural family going back seven generations in Florida and is focused on clean, abundant water sources for the state.
- Carlos de la Cruz, Chairman of The Everglades Foundation  
The Everglades Foundation is a science-based group of volunteers helping to guide restoration of the Everglades.
- Dr. Wendy Graham, Swisher Eminent Scholar and Director of the UF Water Institute  
Dr. Graham is charged with bringing together talent across the university to look at water issues.
- Noah Valenstein, Secretary of the Florida Department of Environmental Protection  
He and his team are tasked with protecting Florida's natural resources.

Questions for the panel centered on the environmental issues facing Florida, water quality, algae blooms, red tide, resiliency and storm mitigation. Carlos de la Cruz remarked that Floridians need to value water more – drinking water, beaches and fishing. Fixing the Everglades is crucial. Half a trillion gallons of fresh water are being dumped in the ocean that should be used on the land. Florida is in a better place now than it was a

year ago. The Governor has prioritized funding and leadership. Dr. Graham discussed nutrient enrichment of the ground water, springs, etc. and being adaptable to climate change, sea level rise and saltwater intrusion. Improvements need to be made in wastewater management, urban storm water design and agriculture best practices. With 20 million people living in the state, the aquifers are under stress.

Noah Valenstein stated that rising seas are an issue. Vulnerabilities need to be analyzed, discussions had and planning undertaken. Joint water supply planning practices making transparent, common sense decisions are key. Steve Crisafulli wants to ensure that funding for CERP, the dyke, Everglades restoration, etc. is in place to assure that Florida is prepared for anticipated growth. Carlos de la Cruz explained that interdependent cities and the economy are reliant on the Everglades restoration. The Everglades economy is a \$30 billion economy. It has a huge impact on the real estate industry, recreation and agriculture. It is the largest ecosystem restoration project in the world at about \$16 billion by the time it is completed. Florida can become a leader in clean water technology.

### Remarks from the Executive Office of the Governor

Shane Strum, Chief of Staff, reported that the Governor will continue to accelerate and elevate environmental projects. The state acquired over 20,000 acres in the western part of the Everglades to make sure clean water is safe. Education helps recruit and bring companies to Florida, so the Governor is working on raising starting teachers' salaries to \$47,500. The state university system is strong and continuing to grow. The Department of Transportation was awarded \$90 million to replace the Cape Canaveral/Indian River Bridge. Florida is the largest recipient of infrastructure grants. The Governor is continuing to push on deregulation as well as continuing to work on business development missions and trips.

### Business Development Update

Tim Vanderhoof reported that the team is working on 249 active projects. Their established projects to date have an average wage of \$62,045 with 12,507 jobs committed which is 69% of the goal. Capital investment exceeded \$2.1 billion, 119% of goal. The leading sector for these jobs is aviation/aerospace followed by logistics/distribution and financial/professional services. The leading facility type for these established projects is manufacturing.

### Marketing Update

Marva Johnson, Regional Vice President of Charter Communications, recognized the efforts of the marketing team. Media impressions for the second quarter were up 57% over first quarter numbers at 41,531,296. The increase in impressions is due in part to some new programs. New print and digital ads in *Forbes* earned more than 7.5 million impressions in October and November. New targeted digital banner ads in *Inc.* earned more than 2 million impressions. The Future is Here Campaign delivered 71,414 print and digital impressions in *Site Selection*. More than 24 million impressions were delivered on the national digital platform with ZETA. The marketing team also assisted the international team with ads for MRO and the Dubai Air Show as well as exhibit graphics for Medica. Upcoming Team Florida events include In-Market events in DC, San Francisco, New York and Dallas as well as the Florida Signature event in March. The video and photo production tour around the state continues.

### International Trade & Development Update

On behalf of Brian Curtin, Manny Mencia reported that international trade faced headwinds in 2019, as did U.S. trade. Florida outperformed the top 10 states except Texas on the export side. Florida origin exports were off by 1.8% through November while imports grew by a modest 2.7%. The best performing export markets included Canada (up by 12.5%), the Dominican Republic (up by 12.2%) and Africa (up by 14.7%). The best performing commodity export sectors were aviation equipment, electronic circuits, fertilizers and recreational vessels. Foreign Direct Investment lead generation remained stable in 2019. Florida is now the fourth largest recipient of foreign investment. The World Bank forecasts that trade will expand by a modest

2.7% in 2020 and a more robust 5% in 2021. The completion of USMCA should have a positive impact as should the signing of phase one of the US - China trade deal.

The Dubai Air Show resulted in \$33 million in actual and expected sales with eight companies participating, and Medica produced \$158.3 million with 32 companies. The Lieutenant Governor's mission to Colombia included 50 Florida executives and 29 companies. There were 178 scheduled one-on-one meetings with \$16.5 million in actual and expected sales. Upcoming events include Export Sales Missions to Ghana in February, Thailand/Philippines in May and Panama in June as well as the Farnborough Airshow in July.

## President & CEO Report

Jamal Sowell recognized the board members, stakeholders and staff that are out spreading the message of the importance of Florida in business. Wins last year included SR Technologies, a software engineering company that created 40 new jobs; S.S. White Technologies in Pinellas county, a tech manufacturer which was a headquarters relocation from New Jersey with 125 new jobs and \$3 million in capital investment; and, the Chewy.com distribution and production facility with 600 new jobs and \$49 million in capital investment. He highlighted the legislative agenda particularly the QTI reauthorization. He will continue to share these successes with the legislature to promote the good work of Enterprise Florida and VISIT FLORIDA.

## Public Comment

There was no public comment.

## Closing Remarks & Adjournment

Vice Chair York thanked the speakers, partners, sponsors and investors. The next board meeting will be held in April. Details to follow.

Mark Wilson, President & CEO of the Florida Chamber, spoke about the proposed constitutional mandate which would make Florida the only state with a \$15 per hour wage mandate. They have done the research and concluded that the mandate would cause the loss of about 500,000 jobs which would have a very big impact on the state. He suggested that this topic be discussed at an upcoming board meeting.

Bob Ward made a motion to adjourn. The meeting was adjourned at 12:11 p.m.

For more information on this meeting, visit the Florida Channel at [thefloridachannel.org](http://thefloridachannel.org).

# FORM 8A MEMORANDUM OF VOTING CONFLICT FOR STATE OFFICERS

LAST NAME—FIRST NAME—MIDDLE NAME <b>Bailey, Gordon</b>	NAME OF BOARD, COUNCIL, COMMISSION, AUTHORITY, OR COMMITTEE <b>Enterprise Florida Board of Directors</b>
MAILING ADDRESS <b>4800 Deerwood Campus Parkway, DC8-2</b>	NAME OF STATE AGENCY
CITY COUNTY <b>Jacksonville, FL</b>	MY POSITION IS: <input checked="" type="checkbox"/> ELECTIVE <input type="checkbox"/> APPOINTIVE
DATE ON WHICH VOTE OCCURRED <b>January 22, 2020</b>	

## WHO MUST FILE FORM 8A

This form is for use by any person serving at the State level of government on an appointed or elected board, council, commission, authority, committee, or as a member of the Legislature. It applies to members of advisory and non-advisory bodies who are presented with a voting conflict of interest under Section 112.3143, Florida Statutes.

Your responsibilities under the law when faced with voting on a measure in which you have a conflict of interest will vary greatly depending on whether you hold an elective or appointive position. For this reason, please pay close attention to the instructions on this form before completing and filing the form.

## INSTRUCTIONS FOR COMPLIANCE WITH SECTION 112.3143, FLORIDA STATUTES

### ELECTED OFFICERS:

As a person holding elective state office, you may not vote on a matter that you know would inure to your special private gain or loss. However, you may vote on other matters, including measures that would inure to the special private gain or loss of a principal by whom you are retained (including the parent or subsidiary or sibling organization of a principal by which you are retained); to the special private gain or loss of a relative; or to the special private gain or loss of a business associate. If you vote on such a measure or if you abstain from voting on a measure that would affect you, you must make every reasonable effort to disclose the nature of your interest as a public record in a memorandum filed with the person responsible for recording the minutes of the meeting, who shall incorporate the memorandum in the minutes. If it is not possible for you to file a memorandum before the vote, the memorandum must be filed with the person responsible for recording the minutes of the meeting no later than 15 days after the vote.

For purposes of this law, a "relative" includes only your father, mother, son, daughter, husband, wife, brother, sister, father-in-law, mother-in-law, son-in-law, and daughter-in-law. A "business associate" means any person or entity engaged in or carrying on a business enterprise with you as a partner, joint venturer, coowner of property, or corporate shareholder (where the shares of the corporation are not listed on any national or regional stock exchange).

A member of the Legislature may satisfy the disclosure requirements of this section by filing a disclosure form created pursuant to the rules of the member's respective house if the member discloses the information required by this subsection, or by use of Form 8A.

### APPOINTED OFFICERS:

As a person holding appointive state office, you are subject to the abstention and disclosure requirements stated above for Elected Officers. You also must disclose the nature of the conflict before voting or before making any attempt to influence the decision by oral or written communication, whether made by you or at your direction.

For purposes of this law, a "relative" includes only your father, mother, son, daughter, husband, wife, brother, sister, father-in-law, mother-in-law, son-in-law, and daughter-in-law. A "business associate" means any person or entity engaged in or carrying on a business enterprise with you as a partner, joint venturer, coowner of property, or corporate shareholder (where the shares of the corporation are not listed on any national or regional stock exchange).

### IF YOU INTEND TO MAKE ANY ATTEMPT TO INFLUENCE THE DECISION PRIOR TO THE MEETING AT WHICH THE VOTE WILL BE TAKEN:

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- The form must be read publicly at the next meeting after the form is filed.

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- You must disclose orally the nature of your conflict in the measure before participating.
- You must complete the form and file it within 15 days after the vote occurs with the person responsible for recording the minutes of the meeting, who must incorporate the form in the minutes. A copy of the form must be provided immediately to the other members of the agency, and the form must be read publicly at the next meeting after the form is filed.

DISCLOSURE OF STATE OFFICER'S INTEREST

I, Gordon Bailey, hereby disclose that on January 22, 20 20 :

(a) A measure came or will come before my agency which (check one or more)

- inured to my special private gain or loss;
- inured to the special gain or loss of my business associate, \_\_\_\_\_ ;
- inured to the special gain or loss of my relative, \_\_\_\_\_ ;
- inured to the special gain or loss of Florida Blue, by whom I am retained; or
- inured to the special gain or loss of \_\_\_\_\_, which is the parent, subsidiary, or sibling organization of a principal which has retained me.

(b) The measure before my agency and the nature of my conflicting interest in the measure is as follows:

Renewal of board membership

If disclosure of specific information would violate confidentiality or privilege pursuant to law or rules governing attorneys, a public officer, who is also an attorney, may comply with the disclosure requirements of this section by disclosing the nature of the interest in such a way as to provide the public with notice of the conflict.

23 January 2020  
Date Filed

  
Signature

NOTICE: UNDER PROVISIONS OF FLORIDA STATUTES §112.317, A FAILURE TO MAKE ANY REQUIRED DISCLOSURE CONSTITUTES GROUNDS FOR AND MAY BE PUNISHED BY ONE OR MORE OF THE FOLLOWING: IMPEACHMENT, REMOVAL OR SUSPENSION FROM OFFICE OR EMPLOYMENT, DEMOTION, REDUCTION IN SALARY, REPRIMAND, OR A CIVIL PENALTY NOT TO EXCEED \$10,000.

# FORM 8A MEMORANDUM OF VOTING CONFLICT FOR STATE OFFICERS

LAST NAME—FIRST NAME—MIDDLE NAME <b>Fernandez, Susan</b>	NAME OF BOARD, COUNCIL, COMMISSION, AUTHORITY, OR COMMITTEE <b>Enterprise Florida Board of Directors</b>
MAILING ADDRESS <b>400 Colonial Center Parkway, Suite 400</b>	NAME OF STATE AGENCY 
CITY COUNTY <b>Lake Mary, FL</b>	MY POSITION IS: <input checked="" type="checkbox"/> ELECTIVE <input type="checkbox"/> APPOINTIVE
DATE ON WHICH VOTE OCCURRED <b>January 22, 2020</b>	

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A member of the Legislature may satisfy the disclosure requirements of this section by filing a disclosure form created pursuant to the rules of the member's respective house if the member discloses the information required by this subsection, or by use of Form 8A.

\* \* \* \* \*

### APPOINTED OFFICERS:

As a person holding appointive state office, you are subject to the abstention and disclosure requirements stated above for Elected Officers. You also must disclose the nature of the conflict before voting or before making any attempt to influence the decision by oral or written communication, whether made by you or at your direction.

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**DISCLOSURE OF STATE OFFICER'S INTEREST**

I, Susan Fernandez, hereby disclose that on January 22, 20 20:

(a) A measure came or will come before my agency which (check one or more)

- inured to my special private gain or loss;
- inured to the special gain or loss of my business associate, \_\_\_\_\_;
- inured to the special gain or loss of my relative, \_\_\_\_\_;
- inured to the special gain or loss of Mitsubishi Hitachi Power Systems Americas, Inc., by whom I am retained; or
- inured to the special gain or loss of \_\_\_\_\_, which is the parent, subsidiary, or sibling organization of a principal which has retained me.

(b) The measure before my agency and the nature of my conflicting interest in the measure is as follows:

Renewal of board membership

If disclosure of specific information would violate confidentiality or privilege pursuant to law or rules governing attorneys, a public officer, who is also an attorney, may comply with the disclosure requirements of this section by disclosing the nature of the interest in such a way as to provide the public with notice of the conflict.

1/22/20  
Date Filed

[Signature]  
Signature

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# FORM 8A MEMORANDUM OF VOTING CONFLICT FOR STATE OFFICERS

LAST NAME—FIRST NAME—MIDDLE NAME York, Joe	NAME OF BOARD, COUNCIL, COMMISSION, AUTHORITY, OR COMMITTEE Enterprise Florida Board of Directors
MAILING ADDRESS 10375 Centurion Parkway North	NAME OF STATE AGENCY
CITY COUNTY Jacksonville, FL	MY POSITION IS: <input checked="" type="checkbox"/> ELECTIVE <input type="checkbox"/> APPOINTIVE
DATE ON WHICH VOTE OCCURRED January 22, 2020	

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\* \* \* \* \*

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**DISCLOSURE OF STATE OFFICER'S INTEREST**

I, Joe York, hereby disclose that on January 22, 20 20 :

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- inured to my special private gain or loss;
- inured to the special gain or loss of my business associate, \_\_\_\_\_;
- inured to the special gain or loss of my relative, \_\_\_\_\_;
- inured to the special gain or loss of AT&T, by whom I am retained; or
- inured to the special gain or loss of \_\_\_\_\_, which is the parent, subsidiary, or sibling organization of a principal which has retained me.

(b) The measure before my agency and the nature of my conflicting interest in the measure is as follows:

Renewal of board membership

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Date Filed

1/22/2020

Signature



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