



CITY OF FORT LAUDERDALE

DRAFT
ECONOMIC DEVELOPMENT ADVISORY BOARD
(EDAB)
MEETING MINUTES
CITY OF FORT LAUDERDALE
100 NORTH ANDREWS AVENUE
8TH FLOOR CONFERENCE ROOM
WEDNESDAY, DECEMBER 13, 2017 – 3:45 P.M.

<u>Board Member</u>	<u>Attendance</u>	<u>January - December</u>	
		<u>Present</u>	<u>Absent</u>
Jason Crush, Chair	P	9	1
Cary Goldberg, Vice Chair	A	5	5
Steven Buckingham	P	8	2
Mark Budwig	P	10	0
Keith Costello	A	6	4
Christopher “Kit” Denison	P	5	5
Mick Erlandson	A	1	3
PJ Espinal (arrived 3:54)	P	6	4
Lonnie Maier	P	3	0
Dustin Robinson	A	7	3
Jordan Yates (arrived 4:17)	P	10	0

Staff

Michael Chen, City Liaison, Economic & Business Development Manager
Lutecia Florencio, Economic Development Program Aide
Suzy Joseph, Economic Development Program Aide
Michael Mitchell, Recording Secretary, Prototype, Inc.

Communications to the City Commission

None

I. Call to Order & Determination of Quorum

Chair Crush called the meeting to order at 3:45 p.m. A quorum was not present until Ms. Espinal arrived at 3:54.

III. Staff Updates

Mr. Chen reported he had changed the format of the building permit graph to calculate the benchmark using the previous five years’ highest monthly level of performance. The red line was the current performance for comparison.

Mr. Chen drew the Board's attention to the BEAMS program advertising flyer. The reverse of the flyer included photos and remarks from some attendees.

Mr. Chen stated they had completed all three of the BEAMS series for the first set of the program and the City Commission had recognized the graduates on December 5. There had been 26 graduates who had completed all classes in a given series and they had helped 57 businesses.

Ms. Florencio explained that the Neighborhood Support Division had submitted the BEAMS program for the Crown Communities 2017 Award. She agreed to keep the Board updated on the process.

Ms. Espinal arrived at 3:54.

IV. Presentations

Andrew Duffell, President and CEO of the Research Park at Florida Atlantic University. Mr. Duffell also oversees the Florida Atlantic Research and Development Authority. The Mission of the Research Park is to create and sustain the ideal environment for innovation and invention, maximizing the academic and entrepreneurial talent and regional resources in South Florida to accelerate economic development and prosperity.

Board members introduced themselves.

Mr. Duffell said the FAU Research Park had a regional focus on economic development and they wished to have a deeper impact in Broward and Palm Beach counties. He said they looked at ways to partner with municipalities and determined how to best leverage the resources of FAU and the community. They had discussed the possibility of attracting technology entrepreneurs from overseas to Broward County to validate the South Florida and Fort Lauderdale market for the development, sale and distribution of their own technologies. Mr. Duffell believed downtown Fort Lauderdale was an ideal location for such a facility because of its density, cultural diversity and proximity to the airport and port. They had discussed with Broward College and FAU sharing facilities and using their networks and resources. Mr. Duffell explained they had considered which overseas markets to target and the first to come up was Brazil, which already had a trading relationship, a cultural affinity and a network of existing Brazilian businesses in South Florida. He stated they were at the point of determining if this was an opportunity that they were genuinely interested in pursuing.

Mr. Duffell informed the Board that they had 19 mature companies and 18 incubator companies in the park. Each company must satisfy the board that it would have or establish a significant relationship with FAU that would include: student/graduate education or employment; joint research activities; sharing of equipment; teaching at the

school or having faculty consult at the research park. This was done so that the public land had a public use while it was being occupied by private enterprise.

Ms. Maier said because of the facilities and land in Palm Beach County, they spent more time on initiatives there and she wanted to see more emphasis on Broward County.

Regarding contacts in Brazil, Mr. Chen said Fort Lauderdale had two Sister Cities in Brazil and that program was administrated through Economic Development. He offered his collaboration and assistance to establish contacts through the Sister Cities program. Mr. Chen stated the World Trade Center of Fort Lauderdale was owned by a Brazilian company that also owned World Trade Center franchises in Brazil and Spain. He offered introductions here as well and Mr. Duffell agreed.

Ms. Maier asked if the Board could asked the City to be a collaborative partner and request funds from the City to help get a partnership started. Mr. Chen recalled that the Board had provided the City Commission with their top five priorities, which included financially supporting incubators and startups, which suited this priority. The Board could request the City provide funds to participate in a collaboration.

Ms. Maier asked how a collaborative funding request would be made if the Brazilian initiative took root. Mr. Duffell said he envisioned the collaborative making a proposal to the City and the County and their partners for startup funding.

Mr. Yates arrived at 4:17.

Ms. Espinal noted that technical colleges were very accommodating and interested in providing skilled people. She asked if the County had an economic advisory board and Mr. Chen said he was not aware of one, but they worked with Sandy McDonald, Director of the Broward County Office of Economic and Small Business Development.

Mr. Chen stated the Aero Partners Board was focused on entrepreneurial activity and the City had been invited to be part of this because of the BEAMS program. Other members included the Broward County Office of Small Business and Economic Development, Broward SCORE, the Small Business Development Center, Career Source Broward and the JM Foundation, which served to moderate the group's discussions. He felt Mr. Duffell's organization would be a "natural to add to that conversation" and Mr. Duffell said he was eager to take the Board up on any introductions they offered.

Mr. Yates stated they had discussed mapping the City's resources and creating ways for businesses to get "piped into" those assets by creating a data center for businesses to use.

Mr. Denison asked Mr. Duffy to share the names of the companies affiliated with the research park and Mr. Duffy said they were all listed on the website.

Ms. Espinal recalled that the Board had discussed marine research, such as restocking the fish and coral populations and the medical potential. Mr. Duffell said there was ongoing marine medical research at FAU's Harbor Branch in Fort Pierce. Nova Southeastern University was doing research in the area of coral and fish replenishment and FIU was working on restoration of the Gulf of Mexico and the southern Everglades. He believed this research was not yet developed to the point of having commercial applications, but as it developed, he hoped they would come through incubator resources and into the research park.

Mr. Chen said FAU had a 60,000 square-foot research center at the Davie campus and they had developed nerve regeneration using jellyfish and bone regeneration using starfish. He stated the technology was ready to go commercial and was in the process of gaining FDA approval.

Mr. Chen agreed to invite Mr. Duffell back for an update in a few months.

II. Approval of November 8, 2017, Minutes

Motion made by Mr. Budwig, seconded by Ms. Maier, to approve the minutes of the November 8, 2017, meeting. In a voice vote, the motion passed unanimously.

VI. New Business

Mr. Chen said the BEAMS graduates had received a graduate pin and he distributed partner pins to Board members. He stated City Commission members, senior City administrators and BEAMS instructors had also received the pins.

Mr. Chen announced that the next EDAB meeting would be January 10, 2018.

V. Old Business

Ms. Florencio confirmed that the City Commission had received the Board's priorities and they had selected branding, the BEAMS program and incubator acceleration as their priorities.

Mr. Chen informed the Board that the Commission recognized that budget amendments might be needed to help accomplish what the Board was doing.

Mr. Chen described the creation and administration of a CRA and explained that the job of a CRA was to address blighted conditions, which may or may not include economic development.

Mr. Yates provided an update on his meeting with the City's Chief Technology Officer, Michael Maier, the Chief Engineer for Web Services and Jay Stacy, Deputy director of Information Technology. They had discussed the technology aspect of creating the pipeline initiative. Mr. Yates said he needed to provide them with a list of search terms to be used in queries. Then, IT could create a query analytics report for creating FAQs for each topic for the knowledge base a business could search. Ultimately, this would morph into an IA-assisted system a company could use.

Mr. Buckingham clarified that this would be like a portal wherein an organization could query "opening a retail store in Fort Lauderdale" and the portal would respond with the best opportunities and locations for retail, and also explain the permitting process to set this up. Mr. Buckingham said the City of San Diego had this type of portal and it was fantastic. He thought this was a great idea and they should pursue it. Mr. Buckingham agreed to provide a link to the San Diego site for Mr. Chen to distribute to Board members.

Upon motion duly made and seconded, the meeting was adjourned at 5:07 p.m.

Fort Lauderdale City Commission - June 6, 2017: Welcome/Introduction of Ambassador Adalnio Senna Ganem, Consul General of Brazil in Miami (Speech by Mayor Jack Seiler)

Brazil is the world's 5th largest country by both area and population. In fact, Brazil is so big that Fort Lauderdale has two Sister City relationships in the country - Belo Horizonte and Sao Sebastiao. And we recently received information that a third Brazilian city is seeking Sister Cities status with us.

A major draw to Brazil continues to be its unique cultural integrity coupled with its absolute beauty. The Amazon River basin includes a vast tropical forest, home to diverse wildlife, a variety of ecological systems, and extensive natural resources spanning protected habitats. Because of the abundance and accessibility of its natural attractions, Brazil has become acclaimed for its eco-tourism. In 2015, 575,000 US visitors toured Brazil while the US welcomed more than 2.2 million visitors from Brazil - Brazilians are the 2nd largest group of international visitors to Broward County.

Brazil's economy is the 8th largest in the world, with a 2016 GDP estimated at \$1.8 trillion, a labor force of over a 107 million, and natural resources ranked 1st out of all countries considered. The United States and Brazil are the two largest economies in the Western Hemisphere and share one of the most important trade relationships in the world. The United States is Brazil's 2nd largest trading partner. In 2016, US exports to Brazil are estimated at \$88.2 billion - supporting about 310,000 US jobs - while US imports from Brazil are estimated at \$36.3 billion.

Brazil has been South Florida's No. 1 trade partner for two decades, valued at approximately \$15 billion. As the 6th largest import into South Florida by value, aircraft and parts are one of the largest categories of Brazilian imports - up 121% and valued at \$1.9 billion in 2016. Those aircraft are touching down at Fort Lauderdale-Hollywood International Airport, where the Brazilian aircraft manufacturer Embraer has its US headquarters.

Brazilian imports to Florida last year increased 21.2%, largely due to a jump in semi-finished goods that require further manufacturing - a local value-added manufacturing opportunity. Port Everglades handles more containerized trade with Brazil than any other Florida seaport. During the first quarter of 2017, Brazilian imports handled by Port Everglades were up 6.3% while exports were down 0.5%. The Brazilian relationship is so important to Port Everglades that in 2010 they established a "Sister City Seaport" agreement with the Port of Rio de Janeiro.

In 2015, a Brazilian group acquired the license for the World Trade Center in Fort Lauderdale. The new owners already hold the licenses for World Trade Centers in Sao Paulo and seven other cities in Brazil, which have more than 1,500 member companies. They plan to develop a hub to help their member companies expand into South Florida, including a foreign trade incubator.



**Economic Development Advisory Board
FY 2018 (YTD) Building Permit Activity**

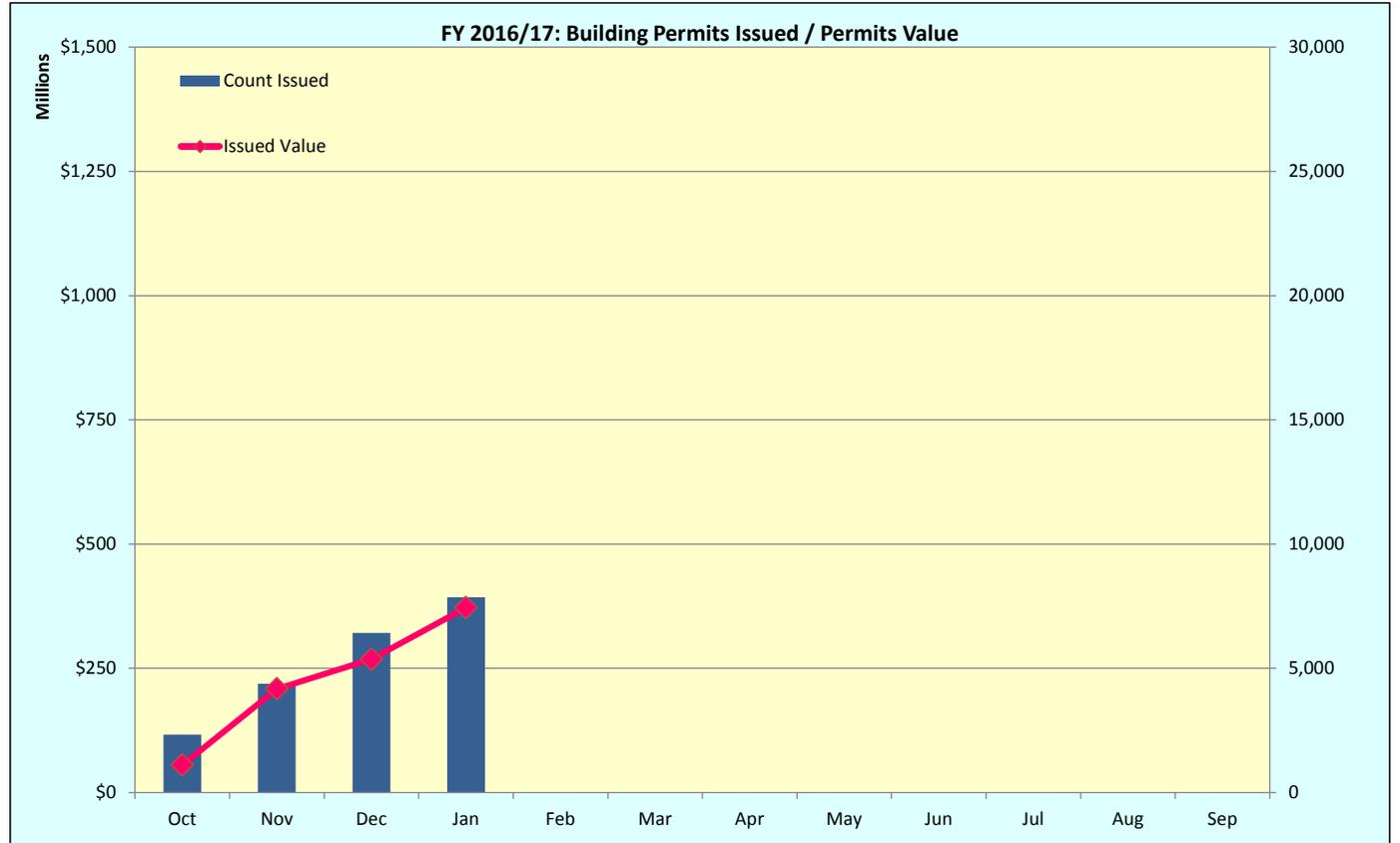
Month	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Year-To-Date
Count Issued	2,335	2,050	2,043	1,436									7,864
Value	\$55,661,618	\$152,958,665	\$59,740,113	\$104,002,784									\$372,363,180
Cumulative													
Count Issued	2,335	4,385	6,428	7,864									
Value	\$55,661,618	\$208,620,283	\$268,360,396	\$372,363,180									

NOTE: The data that comprise the totals in this summary is constantly being updated. Therefore, these total do not necessarily match the total from the monthly data.

FY 2018 YTD Permits Issued by Trade		
Trade	Issued	Value
Building	3,699	\$291,684,828
Electrical	1,757	\$37,585,580
Engineering	349	\$1,755,576
Flood	6	\$312,202
Landscaping	171	\$765,106
Mechanical	1,056	\$23,715,740
Plumbing	1,533	\$24,697,256
By Affidavit	2	\$29,009,000
Grand Total	8,573	\$409,525,288

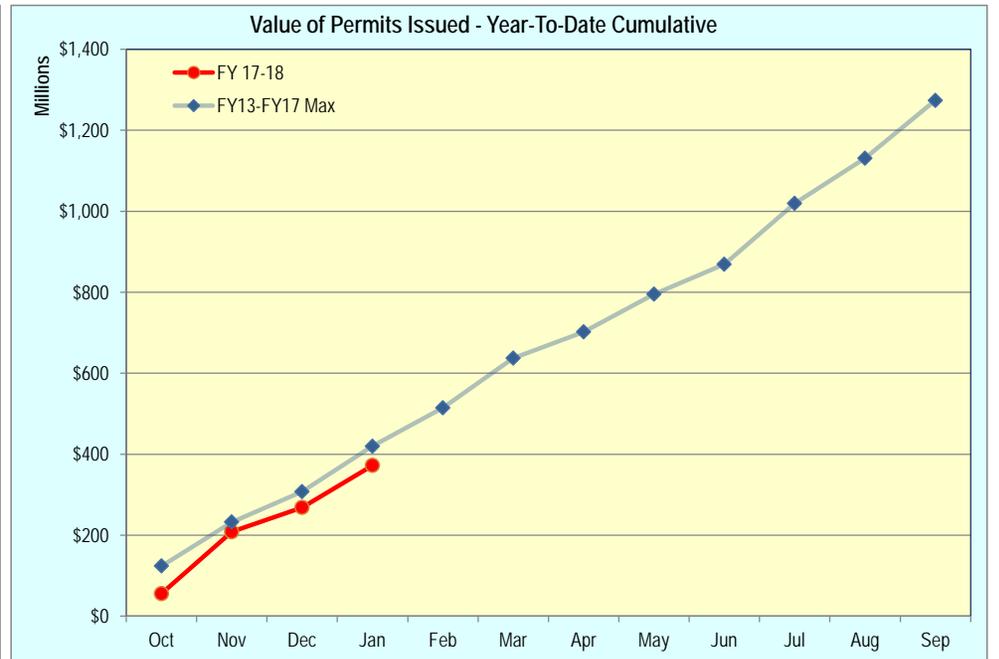
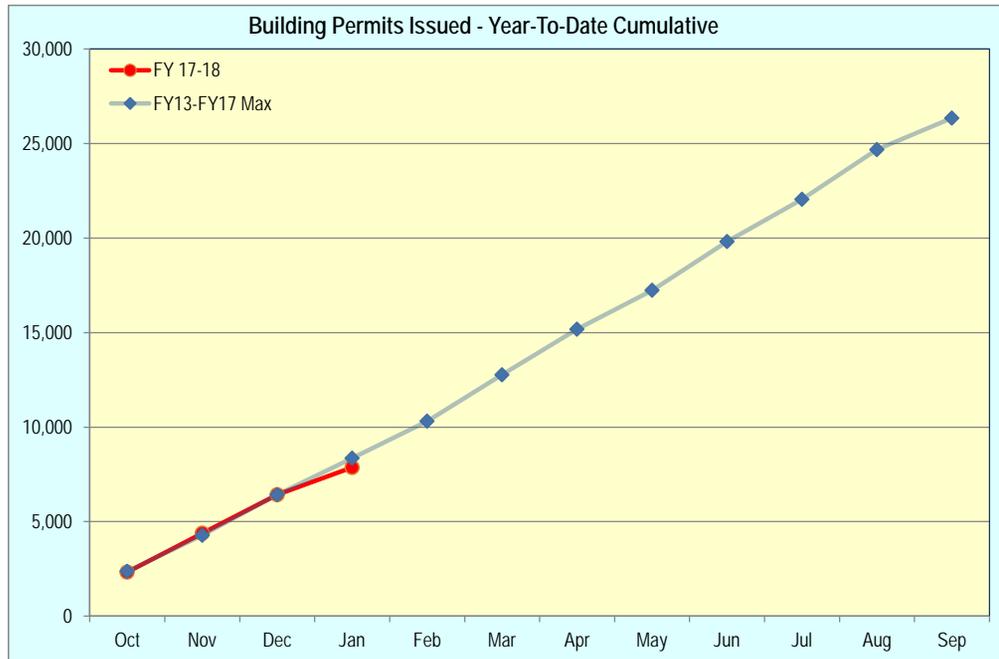
Peak Building Permit Activity: FY05/06
 Applications: 35,681
 Permits Issued: 31,870
 Permit Value: \$1,446,456,647

NOTE: Hurricane Wilma hit in Oct of 2005. This caused an abnormally high volume of permit applications and permits issued.



**Economic Development Advisory Board
Building Permit Activity - Year To Year Comparison**

Monthly	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	YTD
Permits FY 17-18	2,335	2,050	2,043	1,436	-	-	-	-	-	-	-	-	7,864
Permits FY 16-17	2,029	2,050	2,198	1,933	1,831	2,554	2,074	2,567	2,572	2,244	2,622	1,485	26,159
Permits FY 15-16	2,364	1,913	2,144	1,934	1,895	2,011	2,152	1,979	2,411	2,166	2,684	2,151	25,804
Permits FY 14-15	2,320	1,720	2,165	1,928	2,182	2,454	2,404	1,969	2,359	2,352	2,282	2,207	26,342
Permits FY 13-14	2,158	1,671	1,693	1,886	1,783	2,042	2,078	2,065	2,028	2,222	1,912	2,043	23,581
Permits FY 12-13	2,002	1,736	1,538	1,703	1,835	1,806	2,025	2,176	2,037	2,170	2,106	1,961	23,095
Value FY 17-18	\$55,661,618	\$152,958,665	\$59,740,113	\$104,002,784	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$372,363,180
Value FY 16-17	\$123,921,353	\$108,563,274	\$75,270,124	\$112,116,500	\$94,746,424	\$122,726,209	\$64,674,735	\$93,242,310	\$74,129,480	\$150,244,475	\$111,698,782	\$142,682,256	\$1,274,015,922
Value FY 15-16	\$67,511,481	\$41,287,431	\$55,726,954	\$51,741,512	\$117,489,505	\$63,955,076	\$60,652,318	\$108,422,328	\$98,494,053	\$95,107,284	\$52,612,981	\$56,908,667	\$869,909,590
Value FY 14-15	\$62,631,335	\$44,325,918	\$66,895,725	\$37,769,253	\$134,708,176	\$53,122,983	\$40,303,422	\$88,610,251	\$104,410,391	\$85,687,521	\$43,890,285	\$58,245,665	\$820,600,925
Value FY 13-14	\$49,569,089	\$57,617,057	\$49,464,796	\$38,609,216	\$80,585,113	\$50,258,813	\$67,893,253	\$69,968,615	\$41,056,018	\$101,347,490	\$77,109,091	\$54,555,381	\$738,033,932
Value FY 12-13	\$64,105,571	\$24,927,111	\$28,391,730	\$33,464,148	\$62,461,815	\$80,183,245	\$103,897,484	\$46,738,678	\$33,723,657	\$76,368,660	\$58,425,186	\$43,935,429	\$656,622,714
Y-T-D Cumulative	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	
Permits FY 17-18	2,335	4,385	6,428	7,864									
Permits FY 16-17	2,029	4,079	6,277	8,210	10,041	12,595	14,669	17,236	19,808	22,052	24,674	26,159	
Permits FY 15-16	2,364	4,277	6,421	8,355	10,250	12,261	14,413	16,392	18,803	20,969	23,653	25,804	
Permits FY 14-15	2,320	4,040	6,205	8,133	10,315	12,769	15,173	17,142	19,501	21,853	24,135	26,342	
Permits FY 13-14	2,158	3,829	5,522	7,408	9,191	11,233	13,311	15,376	17,404	19,626	21,538	23,581	
Permits FY 12-13	2,002	3,738	5,276	6,979	8,814	10,620	12,645	14,821	16,858	19,028	21,134	23,095	
FY13-FY17 Max	2,364	4,277	6,421	8,355	10,315	12,769	15,173	17,236	19,808	22,052	24,674	26,342	
Value FY 17-18	\$55,661,618	\$208,620,283	\$268,360,396	\$372,363,180									
Value FY 16-17	\$123,921,353	\$232,484,627	\$307,754,751	\$419,871,251	\$514,617,675	\$637,343,884	\$702,018,619	\$795,260,929	\$869,390,409	\$1,019,634,884	\$1,131,333,666	\$1,274,015,922	
Value FY 15-16	\$67,511,481	\$108,798,912	\$164,525,866	\$216,267,378	\$333,756,883	\$397,711,959	\$458,364,277	\$566,786,605	\$665,280,658	\$760,387,942	\$813,000,923	\$869,909,590	
Value FY 14-15	\$62,631,335	\$106,957,253	\$173,852,978	\$211,622,231	\$346,330,407	\$399,453,390	\$439,756,812	\$528,367,063	\$632,777,454	\$718,464,975	\$762,355,260	\$820,600,925	
Value FY 13-14	\$49,569,089	\$107,186,146	\$156,650,942	\$195,260,158	\$275,845,271	\$326,104,084	\$393,997,337	\$463,965,952	\$505,021,970	\$606,369,460	\$683,478,551	\$738,033,932	
Value FY 12-13	\$64,105,571	\$89,032,682	\$117,424,412	\$150,888,560	\$213,350,375	\$293,533,620	\$397,431,104	\$444,169,782	\$477,893,439	\$554,262,099	\$612,687,285	\$656,622,714	
FY13-FY17 Max	\$123,921,353	\$232,484,627	\$307,754,751	\$419,871,251	\$514,617,675	\$637,343,884	\$702,018,619	\$795,260,929	\$869,390,409	\$1,019,634,884	\$1,131,333,666	\$1,274,015,922	



NOTE: For the purpose of comparison, each value represented for FY13 through FY17 is the highest monthly value recorded for any given year during the period.