

AGENDA
ST. JOHNS COUNTY
INDUSTRIAL DEVELOPMENT AUTHORITY

September 14, 2020
11 a.m.

County Administration Building Auditorium
500 San Sebastian View, St. Augustine, FL 32084
Public Comment Call-In Number: 904-209-1265

****Regular Meeting****

Roll Call

Public Comment

Each person addressing the Board shall state their name and address for the public record and limit comments to three (3) minutes. Public comment will also be provided for each item containing a proposition (other than ministerial acts) before the Board.

Additions and/or Deletions to Agenda

Approval of Minutes

- August 10, 2020

Treasurer's Report

- Review and Approve Financials

New Business

- THE PLAYERS Championship 2021 Ticket Package Options
- Grant Programs and Refund Update
- Recent Bond Issuances Update
 - Presbyterian Retirement Communities Obligated Group Project
 - Flagler Health
- IDA Member Vacancy Recommendation to BCC

Reports

- IDA Members

Adjournment

Next Regular Meeting Date: October 12, 2020 at 3 p.m.

In accordance with Executive Order 20-69 and St. Johns County Emergency Proclamation 2020-03, St. Johns County Boards and Committees that meet during the COVID-19 health emergency may do so remotely under communication media technology and without a physical quorum of the members present. Members of the community who would like to participate in public comment during these meetings may do so by calling 904-209-1265. Meetings can be viewed on Comcast cable channel 3, or online at <http://www.sjcf.us/GTV>. While all meetings remain open to the public to attend in person, County facilities are under limited public access restrictions. Written or physical documentation for a meeting may be submitted to the Board of County Commissioners at 500 San Sebastian View, St. Augustine, FL 32084, or by email at sjcpublichearing@sjcf.us. For more information, please call 904-209-0560.

**MINUTES OF MEETING
INDUSTRIAL DEVELOPMENT AUTHORITY
OF ST. JOHNS COUNTY
August 10, 2020 3:00 PM
at
500 San Sabastian View, St. Augustine FL**

Members Present: Vivian Helwig, Geoffrey Litchney (call in), Chet Frith, and Joseph Rowell

Members Absent: none

Guests Present: See attached sign in sheet.

Mr. Helwig brings the meeting to order at 3:04PM.

Mr. Helwig asks for roll call. Melissa Eckart absent and Geoffrey Litchney is a call in. All other members present.

Mr. Helwig asks for public comment. Wait one minute for call in.

No public comment.

Mr. Helwig moves meeting to additions and deletions.

No additions or deletions.

Mr. Helwig moves meeting to approval of the July 13, 2020 minutes.

Discussion.

Motion Mr. Rowell, Second Mr. Frith to approve the minutes of the July 13, 2020 meeting as presented.

Vote unanimous.

Mr. Helwig moves the meeting to the treasurer's report.

Mr. O'Connell presents last month's financial statement for discussion and one check written to W. H. O'Connell & Associates in the amount of \$441.00 for accounting services.

Discussion.

Motion Mr. Rowell second Mr. Frith to approve the financial statements and payment to W.H. O'Connell & Associates.

Vote unanimous.

Mr. Helwig moves the meeting to New Business.

Update on St. Johns County Grant Programs.

Ms. Meeks gives a brief description of the prior grant fund programs phase 1. She continues by giving a description of the phase 2 of the grant program.

Mr. Helwig asks about the balance of the IDA's funds held by the County and how they will be used.

Discussion.

Ms. Andrews gives a status update on the IDA's funds. She states that \$170,000 has been distributed leaving a balance of \$80,000. She states that the CARES act allows for the county to fully reimburse the IDA for the funds expended and the funds yet to be expended. \$250,000 will be refunded to the IDA. She states that moving forward there may be additional opportunities for the IDA to help in the future.

Discussion.

Update on Recent Bond Issuances. Presbyterian Retirement Communities Obligated Group project and Flagler Health.

Mr. Dobson states they are both set to close in September. Flagler early in the month and PRC toward the end.

Discussion.

Upcoming election of Officers.

Mr. Helwig states this election needs to happen in October this year to make sure all appointments and or reappointments to the board are approved by the County Commission to avoid what happened last year with an officer elect not being reappointed.

Mr. Helwig moves to reports.

Members.

Mr. Litchney – none.

Mr. Rowell asks when can the Authority expect the \$250,000. Mr. O'Connell states that before year end, he will book an accounts receivable showing the amount due the Authority by the County.

Discussion.

Mr. Frith states he would welcome helping the county in the future.

Discussion.

No other member reports.

Mr. Helwig asks for other reports.

Ms. Zuberer states the next meeting is September 14, 2020 at 11AM not 3PM

Motion Mr. Helwig, Second Mr. Rowell to adjourn the meeting at 3:30PM

Vote unanimous.

IDA

SIGN IN SHEET

IDA BOARD MEMBERS

1	Viv Helwig
2	Chet Frith
3	Joseph Rowell
4	Geoff Litchney (call in)
5	
6	
7	

IDA MEETING

DATE: 8/10/20

VISITORS / GUESTS

Who do you represent?

1	Henry O'Connell	IDA CPA
2	Geoff Dobson	IDA Atty
3	Jeb Smith	SJC BCL
4	Tera Meeks	SJC
5	Jennifer Zuberer	SJC
6	Jay Andrews	SJC
7	Mike McLabe	IDA Atty
8		
9		
10		
11		
12		
13		
14		
15		
16		

9:46 AM
09/10/20
Accrual Basis

Industrial Development Authority
Profit & Loss
October 2019 through August 2020

	<u>Oct '19 - Aug 20</u>
Income	
3006 · Bond Application Fee	2,000.00
3013 · Prosperity Bank Interest Income	200.08
3015 · Prosperity CD Interest	3,269.22
	<hr/>
Total Income	5,469.30
Expense	
5010 · Accounting	4,735.00
5012 · Advertising	3,500.00
5016 · Contractual Services	260,000.00
5090 · Office Supplies	195.00
5710 · DCA Special Fees	175.00
	<hr/>
Total Expense	268,605.00
	<hr/>
Net Income	<u><u>(263,135.70)</u></u>

9:45 AM
09/10/20
Accrual Basis

Industrial Development Authority
Balance Sheet
As of August 31, 2020

	<u>Aug 31, 20</u>
ASSETS	
Current Assets	
Checking/Savings	
1002 · Ameris Bank	14,069.50
1004 · Ameris CD 2	8,160.38
	<hr/>
Total Checking/Savings	22,229.88
Other Current Assets	
13000 · CD Interest Receivable	146.92
	<hr/>
Total Other Current Assets	146.92
	<hr/>
Total Current Assets	22,376.80
	<hr/>
TOTAL ASSETS	<u>22,376.80</u>
LIABILITIES & EQUITY	
Equity	
2810 · Fund Balance - Unreserved Des	132,016.26
32000 · Retained Earnings	153,496.24
Net Income	(263,135.70)
	<hr/>
Total Equity	22,376.80
	<hr/>
TOTAL LIABILITIES & EQUITY	<u>22,376.80</u>

THE PLAYERS Championship 2021 Ticket Package Options

The IDA has a \$4,000 credit from last year.

The Benefactor

A fan favorite known for its lively atmosphere and premiere view of golf, this double decker venue is located directly behind the tee box of the famed 17th hole.

Amenities

- 10,800-square-foot, climate-controlled tent with 2,200-square-foot patio
- Access to The Benefactor, The Turn and Grounds
- Upscale food and premium bar available for purchase
- Option to set up scrip for food and beverage
- Private restroom facilities

Benefits

- Admission for 8 guests per day, providing access to The Benefactor and Grounds, Tuesday – Sunday
- 3 General parking passes per day, Tuesday – Sunday

Investment

- \$9,800 plus applicable taxes
-

Captains Club

A premium open-air experience with views of the approach shots into the 16th and 18th holes with soft seating, televisions, covered and outdoor viewing, this fan friendly environment is inclusive of beer, wine and soda.

Amenities

- Experience an open-air, club space with views of the 16th and 18th holes
- All-inclusive beer, wine and soda – with food and liquor cocktails available for purchase
- Soft seating, full bar, televisions, and outdoor viewing will create an exciting environment to experience THE PLAYERS Championship.

Benefits

- Admission for 10 guests per day, providing access to The Captain's Club and Grounds, Thursday – Sunday
- 3 General parking passes per day, Thursday – Sunday

Investment

- \$10,000 plus applicable taxes

Rec'd - Sept 8, 2020
bmos. - Mar 8, 2021
1 yr. - Sept. 8, 2021



BOARD OF COUNTY COMMISSIONERS BOARD / COMMITTEE APPLICATION

9/8/20 MAH
DATE RECEIVED BY ST. JOHNS COUNTY

Thank you for expressing interest to be considered for appointment to committees, boards, commissions or advisory groups addressing land use appointed by the St. Johns County Board of County Commissioners. The County Commission appreciates your willingness to serve your fellow County residents in a volunteer capacity. Please complete this application to the best of your knowledge. (You may attach a resume and/or additional data. Please reference attachments in the appropriate section(s).)

Name: Viv Helwig District #: 3

Address: 992 Deer Chase Drive

City: Saint Augustine State: FL Zip: 32086

Phone #: 954-655-2252 E-mail Address: vivhelwig@hotmail.com

How long have you been a legal resident of St. Johns County? 5 years

Most recent occupation/employer: Owner/President of Vested Metals International, LLC

I am ☒ am not ☐ a registered voter in St. Johns County, Florida.

List all active professional licenses and certifications: ISO 9001 & AS9100 internal auditor.

Educational background: Bachelors Degree in Business Administration

Past work experience: Carpenter Technology Corporation

Please list **all** civic clubs, professional organizations, public interest groups and other not-for-profit organizations of which you are a member or in which you have been active in the last three years, particularly those in St. Johns County.

1. IDA
2. Flagler College Alumni Board
3. UNF SBDC Advisory Board
4. US Commerce Dept. DEC

Please list the location and size of all parcels of property in St. Johns County of which you have ownership:

Please indicate any companies/industries doing business in St. Johns County in which you have a financial interest (i.e., proprietary, partnership, stock holdings, etc.)

Vested Metals International, LLC - located in St. Johns County but not doing business in SJC.

(Over)

Please indicate, by preference, all County committees, boards, or councils addressing land use in which you have an interest:

1. IDA _____
2. _____
3. _____
4. _____

List three (3) personal or professional references:

1. Bo Clark - 904-484-6495 _____
2. Dave Aucreman - 904-814-1321 _____
3. Eric Lamm - 610-781-0121 _____

You may use this space for a brief biographical sketch or to list other skills you possess that are relevant to the appointment you are seeking: (Please indicate in the space below if you are attaching your resume.)
Attaching resume. _____

All information provided will become a matter of public record and will be open to public inspection. If you require special accommodations because of a disability to participate in the application/selection process, you must notify the Board of County Commissioners in advance to allow for reasonable accommodation. This application will be kept on file for one year, at which time you must notify the Board of County Commissioners of your intent to remain an active applicant and update your application accordingly or it will be removed from the active file.

I hereby authorize St. Johns County or its representatives to verify all information provided and I further authorize the release of any information by those in possession of such information which may be requested by the County. I certify that all information provided herein is true and accurate to the best of my knowledge. I understand that a volunteer position provides for no compensation except that as may be provided by Florida Statutes or other enabling legislation, and that if appointed, I shall serve at the pleasure of the Board of County Commissioners.

Vivian Helwig Digitally signed by Vivian Helwig
Date: 2020.09.08 13:49:29 -04'00'

Signature

9/8/20

Date

Please return completed application to:
St. Johns County Board of County Commissioners
500 San Sebastian View, St. Augustine, FL 32084
Phone: (904) 209-0300 Fax: (904) 209-0538

Thank you for your interest!

For Office Use Only:
Mailed expiration letter: _____
Confirmed interest to extend 6 months:
1. _____
2. _____
3. _____

Viv Helwig

992 Deer Chase Drive
Saint Augustine, FL 32086
954-655-2252
vivhelwig@hotmail.com

Experience

Vested Metals International, LLC

Founder; President and CEO

20014-Present

- Founded a specialty metals raw material distribution company serving the aerospace, defense, industrial, energy, transportation, and orthopedic medical device industry
- Received full ISO 9001, AS9100, and DOD QSLD certifications
- Became the first US domestic distributor to represent a leading domestic titanium mill for their direct sales in the Southeast US
- In 2019 VMI was named: Inc. 5000 (#324), Jacksonville Business Journal Fast 50 (#7), and the St. John's County Chamber of Commerce Small Business of the Year
- Featured and quoted in Metals Center News Industry publication Nov. '19 and March '20 issues

Carpenter Technology Corporation (CRS)

Sales and Marketing

2009-2014

- Managed all sales activity within Florida, Indiana, and southern Georgia and Alabama
- Developed relationships with Original Equipment Manufacturers (OEM's) and their multi-tier subcontract supply base while gaining market share with the overall customer base
- Succeeded in having a leading orthopedic OEM specify and commercialize the highest strength titanium grade developed into the medical market to date resulting in a \$275,000 initial infusion of new business in a 6 to 9 month span
- Collaborated with 3 subsidiaries within the global corporation to understand their product offerings and assist in expanding their business operation within the overall company's corporate strategy
- Pursued 2 major defense contractors to specify a Carpenter "Super Alloy" into a major military munitions application resulting in \$72 million in sales for the company over a ten year period
- Gained a working knowledge of the stainless and specialty steel and titanium production and market supply chains in the aerospace, defense, automotive, consumer, energy, and medical markets

Flagler College

Assistant Director of Admissions

2008-2009

- Traveled throughout Florida and the northeast US to speak to prospective student bodies meeting with an average of 30 students weekly
- Reviewed applicant files and provided recommendations for admission

Assistant Men's Basketball Coach

2008-2009

- Recruited prospective student athletes nationally
- Prepared detailed scouting reports on opposing teams
- Certified NCAA recruiter and scout

Awards and Achievements

Flagler College Presidents Award for Leadership	2008
Presenter of the Flagler College Senior Class Gift at Graduation	2008
Society for Advancement of Management (SAM)	2004-2008
• National Business Case Team – National Champions	2008
• Regional and National student award recipient	2008
• Flagler College Chapter President	2006-2008
• Flagler College Chapter Endowed Scholarship Recipient	2005-2007
Jacksonville Business Journal 40 under 40	2019
Jacksonville Business Journal Ultimate CEO list	2019
St. Augustine Record 40 under 40	2019
Flagler College 50 th Anniversary 50 Alumni of Distinction list	2019
Flagler College Fall 2019 commencement speaker	2019

- Doctor of Laws (Honorary Doctorate Degree)

Professional and Community Activities

Good News Presbyterian Church (PCA) – Elder	2020-Present
United States Department of Commerce NE FL District Export Council	2020-Present
Flagler College Strategic Advisory Plan Committee (Alumni representative)	2019
United States Small Business Development Council at UNF Advisory Council	2019-Present
Flagler College Alumni Board of Directors	2017-Present
St. Johns County Industrial Development Authority (IDA)	2016-Present
Appointed by the St. Johns County Board of County Commissioners to serve a four-year term	
International Titanium Association (ITA)	2016-Present
ITA medical applications committee – Chairman	2016-Present
ITA conference medical applications panel moderator	2016
Flagler College Spring Commencement – Alumni Association Speech	2016
Florida Virtual Entrepreneur Center- FLVEC	2016
Featured St. Johns County, FL entrepreneur	
Flagler College Department of Business Administration Business Advisory Board Forum Series	2016
Entrepreneurship – How to Formulate a Business Concept and Get Support for it	
The City of Jacksonville Florida Chamber of Commerce	2016
JAX BRIDGES – Spring 2016 cohort graduate	
Lean Six Sigma Certified – White and Yellow Belt	2016
Flagler College Adult and Continuing Education Program	
Good News Presbyterian Church (PCA) – Usher	2009-2012 and 2015-Present
Flagler College Saints Club Advisory Board for Athletics	2011-Present
Society for Advancement of Management International	2004-2014
Christ Community Church Midtown – Indianapolis, IN – Deacon	2013-2014
American Society for Metals International Professional Member	2013-2014
Indiana School for the Blind & Visually Impaired Volunteer	2013-2014
Extreme Mobility Camps, Inc. – Ski Camp Volunteer	
Flagler College 2008 Reunion Class Co-Chair	2013
St. Johns County Area Board of Directors – Boys and Girls Club of America	2008-2012
Flagler College Head Women's Basketball Coach Search Committee	2009
Flagler College Volunteer Men's Basketball Student Assistant	2004-2008
City of Palm Bay and Melbourne Police Athletic League Volunteer Basketball Coach	2004-2007
Amateur Athletic Union and Youth Basketball of America Volunteer Basketball Coach	2005-2006
City of Palm Bay Public Works Department – Full-time Summer position during college	
Customer Service Representative	2006
Database Technician for city signage network	2005

Education

Flagler College, St. Augustine, FL	2008
Bachelor of Arts; Business Administration	
Department of Business and Professional Regulation, FL	2008-2010
Division of Real Estate; Real Estate Sales Associate License	

SEP 09 '20

recvd 9-9-20
6mon 3-9-20
1 year 9-9-21

BOARD OF COUNTY COMMISSIONERS BOARD / COMMITTEE APPLICATION

9.9.20 LAT
DATE RECEIVED BY ST. JOHNS COUNTY

Thank you for expressing interest to be considered for appointment to committees, boards, commissions or advisory groups addressing land use appointed by the St. Johns County Board of County Commissioners. The County Commission appreciates your willingness to serve your fellow County residents in a volunteer capacity. Please complete this application to the best of your knowledge. (You may attach a resume and/or additional data. Please reference attachments in the appropriate section(s).)

Name: Kevin Kennedy District #: 1

Address: 1104 Creekwood Way North

City: St. Johns State: FL Zip: 32259

Phone #: 9044008694 E-mail Address: kevin.kennedy@bcbsfl.com

How long have you been a legal resident of St. Johns County? >1yr

Most recent occupation/employer: Corporate Finance (Mergers and Acquisitions) at GuideWell (parent Florida Blue)

I am ☒ am not ☐ a registered voter in St. Johns County, Florida.

List all active professional licenses and certifications: _____

Educational background: MBA William & Mary; BBA University of Mississippi

Past work experience: Investment Banking, Private equity, Corporate finance, Corporate Strategy

Please list **all** civic clubs, professional organizations, public interest groups and other not-for-profit organizations of which you are a member or in which you have been active in the last three years, particularly those in St. Johns County.

1. Hope Haven (Board Member)
2. Florida Venture Forum (Board Member)
3. St. Johns Riverkeeper (Board Member)
4. JAXUSA (BizDev Committee Member)

Please list the location and size of all parcels of property in St. Johns County of which you have ownership:
1104 Creekwood Way North St. Johns, FL 32259; 3/4 acre

Please indicate any companies/industries doing business in St. Johns County in which you have a financial interest
(i.e., proprietary, partnership, stock holdings, etc.)
GuideWell / Florida Blue

(Over)

Please indicate, by preference, all County committees, boards, or councils addressing land use in which you have an interest:

1. Industrial development authority
2. _____
3. _____
4. _____

List three (3) personal or professional references:

1. Seth Van Essendelft (SVP GuideWell)
2. Peter Thompson (Head of Strategic Investment Deutsche Bank)
3. Carolyn Mathis (Partner at Harborview Advisors)

You may use this space for a brief biographical sketch or to list other skills you possess that are relevant to the appointment you are seeking: (Please indicate in the space below if you are attaching your resume.)
15 years background in corporate finance / M&A. Skilled in developing strategic plans, mapping out key value drivers and executing said plans to harvest projected value.

All information provided will become a matter of public record and will be open to public inspection. If you require special accommodations because of a disability to participate in the application/selection process, you must notify the Board of County Commissioners in advance to allow for reasonable accommodation. This application will be kept on file for one year, at which time you must notify the Board of County Commissioners of your intent to remain an active applicant and update your application accordingly or it will be removed from the active file.

I hereby authorize St. Johns County or its representatives to verify all information provided and I further authorize the release of any information by those in possession of such information which may be requested by the County. I certify that all information provided herein is true and accurate to the best of my knowledge. I understand that a volunteer position provides for no compensation except that as may be provided by Florida Statutes or other enabling legislation, and that if appointed, I shall serve at the pleasure of the Board of County Commissioners.

9/8/2020

Signature

Date

Please return completed application to:
St. Johns County Board of County Commissioners
500 San Sebastian View, St. Augustine, FL 32084
Phone: (904) 209-0300 Fax: (904) 209-0538

Thank you for your interest!

For Office Use Only:

Mailed expiration letter: _____

Confirmed interest to extend 6 months:

1. _____
2. _____
3. _____