

**Meeting Minutes
Triumph Gulf Coast, Inc.
Conference Call Meeting
877-568-4106
ID: 437-399-229
January 27, 2021
10:00 a.m. CT**

Members Present:

Lewis Bear, Jr.
Allan Bense
Pam Dana, Ph. D, Vice-Chair
Don Gaetz, Chair
Ben Lee, Assistant Treasurer
Matt Terry

Member Excused:

Stephen Riggs, IV, Treasurer

Chair Don Gaetz called the meeting to order at 10:00 a.m. CT. Executive Director Susan Skelton called the roll and announced the presence of a quorum. The minutes from the November 5, 2020 Board Meeting were reviewed as provided and approved without objection.

Treasurer's Report

Assistant Treasurer Ben Lee and Ms. Jennifer Davidson, CPA, presented the December 2020 Financial Report. **Mr. Lee made a motion to accept the report. The motion was seconded by Mr. Lewis Bear, Jr., and approved without objection.**

Mr. Lee and Ms. Davidson then presented the 2021 Proposed Operating Budget and noted that unspent funds were moved from several categories, including staff travel, into the compliance category in order to provide additional funds to perform those required activities. After a brief discussion, **Mr. Lee made a motion to adopt the 2021 Operating Budget. The motion was seconded by Dr. Pam Dana and approved without objection.**

Staff Report

Ms. Jennifer Conoley, President and CEO of Florida's Great Northwest led a presentation by Florida's Great Northwest, VisionFirst Advisors and Able Research on the research and marketing project that will provide the Triumph Gulf Coast Board with valuable information on what types of jobs are most needed in the region and will take the Triumph Gulf Coast and Northwest Florida opportunity story to site selectors and corporations considering relocation to our area. Ms. Conoley, Nancy Blum-Heintz of VisionFirst Advisors and Aaron Schmerbeck, Ph. D, of ABLE Operations LLC reported on their early findings and work thus far to identify areas of

strength and weakness in the data reviewed to date and spoke of the marketing efforts that are in the final stages of preparation for use beginning in the late Spring. Members focused on the importance of developing a cybersecurity hub in the region and asked Dr. Schmerbeck to go back and review that industrial sector for further information to bring back to the board for consideration. Ms. Blum-Heintz thanked the members who her firm had reached out to for information and said that videographers would be in the field later in February to record many of the success stories that are happening across the region as a result of Triumph Gulf Coast funding and support.

Ms. Skelton indicated that she, legal counsel and staff had reviewed the letter of engagement proposed by Mr. Randy Lewis for continuation of his professional services for 2021 and recommended that the Board accept the contract renewal. **Mr. Allan Bense made a motion to accept the letter of engagement. The motion was seconded by Mr. Lee and adopted without objection.**

Ms. Skelton reported that Legislative Committee Meetings had begun and that there was nothing out of the normal course of business expected. She said that bills to extend or remove the “Sunset” provisions related to the Triumph Gulf Coast Trust Fund at the Department of Economic Opportunity were expected to be filed by members of the Northwest Florida delegation.

The Auditor General Audit is nearing completion and staff should have a report at the next Board Meeting.

Legal Report

Mr. Alan Manning, Legal Counsel, reviewed the proposed Grant Award Agreement for Proposal #230 – Walton County School District – IT and Health Care Certification Program for \$3,846,000. He noted that there were no changes from the Term Sheet approved at the last meeting. Ms. Crystal Appel, on behalf of the Walton County School District thanked the Triumph Board for its consideration and indicated that the district looked forward to success with this project. Chair Gaetz asked Ms. Appel if the district had been successful in securing an articulation agreement with Northwest Florida State College for awarding college credits. She indicated that the district did have such an agreement. Ms. Wendy Crozier, representing Emerald Coast Technical College indicated that the district has such an agreement with her school as well. She said that such agreements allow high school students to simultaneously receive high school and college credits which saves them and their families money while providing education and skill sets needed in the community.

Chair Gaetz asked if any member of the public wished to speak on the proposal. No one spoke. **Dr. Dana made a motion to approve the Grant Award Agreement for Proposal #230. Mr. Bear seconded the motion. The motion was approved by 6-0 on a roll call vote.**

Mr. Manning then provided a review of Term Sheet Negotiations for Proposal #233 – IHMC Center for Human Health Span – Resilience and Performance for \$6,078,795. He noted that the Term Sheet conformed with other Triumph Term Sheets and recommended the term sheet to the Board for consideration.

Chair Gaetz noted for the record that Dr. Dana, who has a declared conflict of interest, has not participated in any of the preliminary discussions or discussions at this board, or in any vote

connected with this project, and has filled out the appropriate forms, and they are on file with the Triumph Gulf Coast executive director.

Chair Gaetz called on Mr. Ryan Tilley, representing IHMC, for comment on the Term Sheet. Mr. Tilley thanked the Board for its consideration and explained the components of the proposal.

He said the Institute has laid out its plan to show that the primary financial components of the term sheet are the \$18 million in match and competitive awarded grant funding over the 10 years of the of the program. In addition, the other primary component is the entrepreneurial outreach that the Institute will conduct for 45 different entities in our region to ensure that it can do what it can to help the intellectual property and other organizations that it works with to prosper and hopefully spinoff more jobs.

Chair Gaetz asked the applicant if IHMC understands that Triumph Gulf Coast's ability to proceed with funding in the multi-year project depends upon our continued receipt the funding that is scheduled to be received through the Federal Courts settlement. Mr. Tilley indicated that he understood the proviso that all funding is dependent on continued receipt of the allotted BP Settlement funds.

Chair Gaetz asked if there was anyone from the public that wished to comment on the proposed Term Sheet. No one spoke. **Mr. Bear made a motion to direct staff and counsel to proceed to Grant Award Agreement negotiations with the applicant. The motion was seconded by Mr. Bense and passed on a roll call vote by 5-0 with Dr. Dana abstaining.**
Program Administration

Program Administrator's Report

Ms. Cori Henderson, Program Administrator, made her regular report to the Board and indicated that several new proposals had come in. She highlighted a proposal from the Okaloosa County School District to bring Artificial Intelligence training courses into the elementary, middle and high school curriculum and a proposal from the Bay County School District to expand CAPE training courses to the Tyndall Elementary School on Tyndall Air Force Base. She noted that the Franklin County School District is working to get its workforce training classes back up to speed after disruptions from school closures due to COVID-19 and that the district has requested a COVID-19 extension of six months for its latest Grant Award Agreement.

Mr. Bense made a motion to accept the six-month extension. The motion was seconded by Mr. Matt Terry and adopted without objection.

Ms. Henderson then explained that due to the COVID-19 extensions that have been granted to numerous workforce agreements, staff will require reporting entities to extend the required reporting through Q1 and Q2 of 2021 to show progress made through the duration of the extensions. Additionally, she noted that at the request of the Chair, staff has included a new "snapshot" report of compliance progress for each project. The report is included in the Program Administrator's Report. Dr. Frank Fuller, Education Advisor, said that the report will be used as a tool as staff visits each of the workforce projects to assist in dealing with any COVID-19 related issues that might impact the school districts' ability to complete their projects in a timely manner. He said those visits have begun and will continue through the next several months.

Mr. Bear made a motion to approve the Program Administrator's Report. The motion was seconded by Mr. Lee and approved without objection.

Dr. Rick Harper, Economic Advisor, and Dr. Frank Fuller, Education Advisor, indicated that they did not have any new business to bring to the Board.

Chair Gaetz asked if any member of the public had any comment to bring before the Triumph Board. No one spoke.

In closing remarks, Chair Gaetz reported to the Board that he had sent a letter to the Economic Development Officers in each of Triumph's eight counties thanking them for the work that has been done during this difficult time and encouraging them to send any new prospects to the Board for consideration so that the good work done to date can continue to move the region forward. He said that by sending the letter, including the most recent semi-annual report to those professionals, and to their respective County Commission Chairs, he hoped to maintain the open and positive results we have seen so far.

There being no further business the meeting was adjourned at 1:29 p.m. CT.