

CITY OF CORAL SPRINGS
ECONOMIC DEVELOPMENT ADVISORY COMMITTEE (EDAC) MEETING
Tuesday, July 10, 2018

Committee Chairperson Bruce Weinberg called the meeting to order at 6:06 p.m. in the Everglades Room of Coral Springs City Hall, located at 9500 West Sample Road, Coral Springs, Florida.

Bruce Weinberg, Committee Chair	Present
Michael Singer, Vice Committee Chair	Present
Karlene Facey, Committee Member	Present
Maxine Gutman, Committee Member	Present
Howard Melamed, Committee Member	Absent
Mark Mucci, Committee Member	Present
Rosa Payan, Committee Member	Present
Linda Siegel, Committee Member	Present
Wilson Aihara, Committee Member	Present
Dan Daley, Commission Liaison	On the Phone
Cindy Brief, Chamber Liaison	Present

Also in attendance were:

Vice Mayor, Louis Cimaglia
 Yuu Soubra, Economic Development Coordinator
 Danielle Lima, CRA Administrator
 Cindy Birdsill, Deputy City Manager

All persons in attendance rose for the recitation of the Pledge of Allegiance.

1. **Citizen's Comments** – there were no special comments.
2. **Special Announcements** –
 - Chairman Weinberg thanked Committee member Facey for her assistance with the Economic Development Office (EDO)'s website comprehensive analysis and Committee member Mucci for his assistance with the Real Estate Summit event.
 - Committee member Aihara announced his resignation (he will be relocating to Atlanta, GA) and was presented with a certificate.
 - It is the City of Coral Springs 55th birthday today.
 - The summer interns, Kyle Sahadeo (in the Economic Development Office) and Paulina Corrales (in the CRA), were introduced to the group.
3. **Approval of Meeting Minutes** – May 1, 2018 meeting.

ACTION: Committee member Siegel moved, seconded by Committee member Gutman, to accept the meeting minutes. The motion was approved unanimously (8-0).

4. **Economic Development Update – Y. Soubra**
Business Survey Professional Service – To follow up from the last meeting, EDO staff did a research on the professional business survey cost. Staff reported that the cost will range from \$19,000-\$73,000 for a sample size of 250 to 300. The Economic Development Office is looking into developing a new economic development strategic plan, and conducting the business survey may become a part of that.

Business Attraction, Retention, and Outreach – Staff visited various businesses within or looking to move into Coral Springs and assisted them with their needs. Each of the businesses being relocated to Coral Springs are bringing between 1 and 15 new jobs to the City. Exeter

has two projects within the corporate park building 500,000+ SF of office and warehouse spaces. Welcome letters are also sent to the new businesses in the City: staff sent out 22 letters in May, and 21 letters were sent out in June. On average, the office receives 2-3 calls a week after the letters are sent out. In the months of May and June, three businesses were contacted for business retention purposes.

Business Expansion – Broward Health expanding with a new wing dedicated to maternity services. Cleveland Clinic is opening on July 19, 2018 with a new three-story, 40 exam-room building. Costco is underway and is expected to be completed in the fall of 2018. Coral Springs Animal Hospital is expanding to include MRI capabilities within a two-story building addition. Flora Fine Foods is adding 5,878 SF to their building. Various other businesses are in the process of expanding their properties within the City.

Business Exit Interviews – Air Around the Clock's headquarter is leaving the corporate park due to lack of parking spaces in the existing location. ABB Power announced the closing of its facility in the Corporate Park; however, the company representative stated that the decision was strictly due to business and not because of the City of Coral Springs.

Unemployment Statistics – As of May 2018, the unemployment rate for Coral Springs was 3.1%, compared to 3.2% for the county. It is down from 3.8% from May 2017.

Other Updates –

- The City is going to update the Economic Development Strategic Plan and an RFP has been issued. This plan will help identify opportunities for growth and increase the city's tax base.
- The Business Recognition Award video production will take place at the end of July. The application is scheduled to go live in September with a submittal deadline due in October. The plan will be for EDAC to review the applications in November.
- The license plate reader will be installed in the corporate park.
- The EDO is looking into applying for a grant to improve corporate park drainage.
- The terms for the four EDAC seats (logistics, retail, emerging technology, and entertainment industries) are expiring this September. Additionally, one seat (pharmaceutical industry) needs to be replaced. These positions will be advertised on the website and Ms. Soubra asked the current members to reapply online if they are interested in serving again.
- The Director of Economic Development position is open and currently receiving applications.

5. Corporate Park Demographic Update and Real Estate Trends – K. Sahadeo

Corporate Park Demographics – Most businesses in the Corporate Park (89%) are small businesses with 25 or fewer employees. The largest categories of employers in the Corporate Park are Merchants, Wholesale, & Retail, Contractors, Business office, and Manufacturers. Business offices in the Corporate Park on average employ around 27 employees.

Real Estate Trends – Trends are broken down by type of property, number of transactions, and total volume sold. In 2017, the City saw a large increase in commercial real estate sales volume. In 2018, the sales are still ongoing. Staff is currently using the CoStar Software to assist local businesses in finding properties to fit their needs.

6. **Discussion Items:**

Vice-chairperson Singer discussed the importance of response rate for surveys as well as receiving results for a well-represented population.

7. **Next Meetings:**


The next meeting will be held on Tuesday, August 7, 2018, at 6:00 p.m. in the Everglades Room.

8. **Adjournment:**

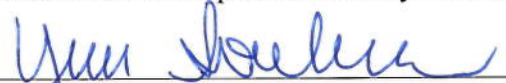
There being no additional business, the meeting adjourned at 8:09 p.m.

ACTION: Committee Vice-Chairperson Singer moved, seconded by Committee member Siegel, to adjourn the meeting at 8:09 p.m.

9/4/18
DATE APPROVED/ACCEPTED



BRUCE WEINBERG
Committee Chairperson
Economic Development Advisory Committee



YUU SOUBRA
Economic Development Coordinator
City of Coral Springs