

MINUTES
BROWARD COUNTY BOARD OF COUNTY COMMISSIONERS
PRESENTATION/RANKING MEETING FOR LAND DEVELOPMENT OPPORTUNITY
IN UNINCORPORATED SOUTHWEST BROWARD COUNTY
October 21, 2020

**MEMBERS
PRESENT:** Mayor Dale V.C. Holness
Vice-Mayor Steve Geller
Commissioner Mark Bogen, via telephone
Commissioner Beam Furr
Commissioner Lamar Fisher
Commissioner Nan Rich, via telephone
Commissioner Timothy Ryan
Commissioner Barbara Sharief
Commissioner Michael Udine, in person and via telephone

**MEMBERS
ABSENT:**

**ALSO
PRESENT:** Bertha Henry, Broward County Administrator
Drew Meyers, Broward County Attorney
Robert Melton, Broward County Auditor
Carolyn Messersmith
Mark Roberts
Dwane Dickerson
Constance Mangan, Purchasing Manager, Broward County
Sandy Michael McDonald, Director, Broward County Office of
Economic and Small Business Development
Esther Polanco, Project Manager Lead, Vital Pharmaceuticals, Inc.
d/b/a Bang Energy
Derek Bickerton, Vital Pharmaceuticals, Inc. d/b/a Band Energy
Sury Rodriguez, Director of Finance, Vital Pharmaceuticals, Inc.
d/b/a Bang Energy
Matthew Davidson, Vital Pharmaceuticals, Inc. d/b/a Bang Energy
Jack Owoc, Founder, CEO, Chief Scientific Officer, Vital
Pharmaceuticals, Inc. d/b/a Bang Energy
Emilio Lebolo, Architect, 1-A Architecture, Vital Pharmaceuticals,

Inc. d/b/a Bang Energy
Andrea Abdelnour, Client Acquisition Manager, Vital
Pharmaceuticals, Inc. d/b/a Bang Energy
Bernie Friedman
Michelle Gardner, Employee Service Manager, Vital
Pharmaceuticals, Inc. d/b/a Bang Energy
Gene Bukovi, Manufacturing, Vital Pharmaceuticals, Inc. d/b/a Bang
Energy
David Blount, Principal, Foundry Commercial, LLC
Jessica Breaux, Amazon Economic Development Team; Foundry
Commercial, LLC
Michael Moskowitz, IT
Scott Helms, Helms Development
Sean O'Donnell
Johnny Caldera, Court Reporter, The Laws Group

A meeting of the Broward County Board of County Commissioners Presentation/Ranking Meeting For Land Development Opportunity in Unincorporated Southwest Broward County, Florida, was held in Room 422 of the Government Center, Fort Lauderdale, Florida, at 1:00 p.m., Wednesday, October 21, 2020.

(The following is a near-verbatim transcript of the meeting.)

AGENDA ITEM 1 - CALL TO ORDER AND ANNOUNCEMENTS

MAYOR HOLNESS: Colleagues, we're going to get started shortly. I'm giving Commissioner Ryan a couple of minutes to get in.

VICE-MAYOR GELLER: A couple of hours.

MAYOR HOLNESS: Well, we're not going to take couple hours. We can give him a couple more minutes, and then we get started, because you all know that I like to start on time, right? It might take long, but we start on time.

Okay. And in attendance on the phone, who do we have in attendance on the phone?

COMMISSIONER RICH: Commissioner Rich.

MAYOR HOLNESS: Okay. Déjà vu, huh?

COMMISSIONER RICH: Déjà vu, yeah.

MAYOR HOLNESS: Back again.

Okay. In about three minutes, we're going to get started.

All right. If we can get in place, we'll start in about a minute.

And I know some of us has to leave and I know that it bothers me that we don't start right on time.

And you're saying let's go.

All right. So, thanks to all of you for being back here today.

We certainly hope it's not as long as yesterday, right?

COMMISSIONER RICH: Oh, my God.

MAYOR HOLNESS: Shouldn't be as long at all.

So today is October 21st, 2019 [sic] --

OPERATOR: This meeting is being recorded.

MAYOR HOLNESS: -- and I call to order the special meeting of the County Commission for presentations and ranking for Solicitation Number PNC2121385F1, Land Development Opportunity in Unincorporated Southwest Broward County.

It is now 1:15 p.m. on October 21st, 2020.

We are in Room 422 of the Broward County Government Center.

I am Broward County Mayor Dale V.C. Holness.

On May 1st, 2020, Broward County received an unsolicited proposal for the lease and development of Broward County-owned land in unincorporated southwest Broward County.

In response to receipt of the unsolicited proposal and pursuant to the P3 statute, on June 22nd, 2020 the Purchasing Division published Solicitation Number PNC2121385F1, Land Development Opportunity in Unincorporated Southwest Broward County, for a period of 51 days.

By the August 12, 2020 due date, the County receive three proposals: Bridge Development Partnership -- Partners, LLC; Helms Development Clarion Partners; Vital Pharmaceuticals, Inc. doing business as Bang Energy.

On October 6th, 2020, Agenda Number 53, the Office of Economic and Small Business Development presented a comparison matrix of the three solicited proposals received

and recommended that the Board rank all four proposal in order of preference, including the unsolicited proposals.

The Board made a motion to hear presentations from all four proposers with each followed by unlimited questions and answers.

The -- the purpose of today's special meeting of the Board is to hear the presentations, evaluate them, rank the proposals.

Negotiations will commence with the Number 1 ranked firm.

We do have a quorum present from the Broward County Board of County Commissioners.

The cone of silence for this solicitation is currently in effect for Commissioners and applicable County staff.

It will remain in effect until a contract is awarded.

If the Board has any questions, please feel free to raise them now or with staff at any time.

On October 14, 2020, Bridge Development Partners LLC withdrew from consideration and will not be presenting today.

On October 15, 2020, the unsolicited proposer, Foundry Commercial LLC waived the public records exemption and trade secrets confidentiality.

AGENDA ITEM 2 - PRESENTATIONS AND QUESTIONS AND ANSWERS

MAYOR HOLNESS: Presentations and questions and answers.

The order of presentations was presented by random list generator and is as follows.

First, Vital Pharmaceuticals, Inc.

Second, Foundry Commercial LLC.

And third, Helms Development.

Presentations will be by a closed Skype meeting and be limited to 15 minutes each, followed by an unlimited question and answer period.

In accordance with Section 286.0113 of the Florida Statutes, presentations during evaluation meetings are closed to the public and competing presenters.

Only Board members and County staff, the presenter and its team may be present in the meeting during each presenter's presentation and subsequent question and answer period.

Subconsultants partnering with multiple prime presenters may only be present in the room during one presentation.

At the conclusion of the question and answer period, Purchasing will email next presenter to join a closed Skype meeting via email.

We're going into our closed meeting portion.

At this time, we ask the first presenter, Vital Pharmaceuticals, Inc., to set up.

All other presenting firms, their accompanying teams, and members of the public, are requested to leave the meeting.

Purchasing staff will notify the next presenting firm by email when it is their time for their presentation.

A. VITAL PHARMACEUTICALS, INC.

MAYOR HOLNESS: Vital Pharmaceuticals, for the record, please affirm that there are no other individuals, including subconsultants, in the meeting other than your team.

Attendees can be viewed in the Skype participants panel.

Vital Pharmaceuticals?

MS. MANGAN: And one moment. We're going to switch to the closed session through the podium.

MAYOR HOLNESS: Okay.

OPERATOR: Welcome to the audio conferencing center.

MS. MANGAN: Also, Commissioner Rich has --

OPERATOR: Please enter the conference ID --

MS. MANGAN: -- switch the calls. So, she has to hang up.

OPERATOR: -- followed by pound. If you're the leader, please press star now.

The leader has restricted this meeting's access to identified participants.

To identify yourself, please enter your extension or full phone number followed by

pound.

Otherwise, wait on the line for a leader to admit you.

After the tone, please record your name and then press pound.

MS. MANGAN: Commission Chambers.

OPERATOR: Please wait for the leader to admit you. You are now joining the meeting.

MS. MANGAN: And before we have them affirm, we'll just make sure Commissioner Rich is on the line.

Vital Pharmaceuticals, while we're waiting for Commissioner to join the line --

MS. POLANCO: We're here. We're waiting for someone to join?

MS. MANGAN: Commissioner Rich.

MS. POLANCO: Sure.

MS. MANGAN: Commissioner Rich, you're currently muted.

Commissioner Rich?

COMMISSIONER RICH: Yes, I'm on.

MS. MANGAN: Great. Thank you.

Bang Energy, if you can confirm that only County staff and your team is in attendance.

MR. OWOC: Confirmed.

MS. MANGAN: Great.

OPERATOR: This meeting is being recorded.

MS. MANGAN: Please -- we'll just confirm. Is everyone ready for their presentations to start?

MS. POLANCO: Yes.

MR. OWOC: Yes. I think it would be extremely helpful if everybody would mute their computers so that there's no background noise. Otherwise, it's going to be very difficult.

MS. MANGAN: Okay. Looks like just Esther needs to mute.

MS. POLANCO: I'm going to be the MC for the presentation, so I have to be un-muted.

MS. MANGAN: Okay. Thank you.

Bang Energy.

MR. OWOC: Shall we begin?

MS. MANGAN: I think that's from --

MS. POLANCO: Are we ready to begin?

MS. MANGAN: -- I think that's from their audio.

Okay. We'll start the 15-minute time.

MS. POLANCO: Perfect. Hello, everyone. My name is Esther Polanco. I am the Project Manager Lead at Vital Pharmaceuticals.

There's a lot of feedback. I'm getting a lot of feedback. Everybody, please mute your phones.

Thank you.

I am Esther Polanco and I am the Project Manager Lead at Vital Pharmaceuticals, also known as Bang Energy for our best-selling energy drink.

I will be performing MC duties for the presentation.

I live in Broward County, and I am proud to be raising my family here.

I love working for Bang Energy and being part of an organization that is a leader in positive position innovation and have such a positive impact on our community.

I am pleased and honored to present our proposal for the development of a parcel adjacent to our world headquarters.

Without further ado, let me introduce you to our founder, CEO, Chief Executive Officer, and former teacher in Broward County public schools, Jack Owoc.

Jack?

MR. OWOC: Thank you, everybody. I'm going to go quick.

My name is Jack Owoc and I'm the CEO and Founder of Bang energy.

I moved to Broward County, to Miramar, Florida, in 1967, before most of you were born.

I've lived there for the past 53 years.

Bang Energy is celebrating its 27th year in operation as a Broward County company headquartered in Pembroke Pines.

My father was president of the Miramar/Pembroke Pines Chamber of Commerce in 1976.

Bang Energy was founded 27 years ago in Davie, Florida, where I lived in the back of a 350-square foot store while teaching school in the Broward County school system for nine years.

Operations grew from the original 350 square feet to now encompass numerous facilities eclipsing 3.65 million square feet of real estate, primarily in Broward County, Florida, but in many other states statistically located throughout the U.S. as well.

Bang rose to prominence last year when it surpassed 1.28 billion in retail sales. And this year, 2020, we are expected to eclipse 2,000,000,000 in retail sales.

Recently, every major consumer project retailer in America is relying on our 2021 vision of world class -- distribution, innovation.

In the past six weeks, broadcasting, live, from Weston, Florida, I've shared our vision, an hour and a half long presentations with Walmart, Target, Publix, Kroger, Quiktrip, H-E-B, Vitamin Shoppe, Speedway, Circle K, and 7-11.

We've hired roughly 2700 individuals in one of the most racially diverse companies in the United States, with 58 percent of our staff being a minority. We also pay a minimum wage of \$15 an hour, and a mean average salary that's 21.7 percent higher than the national average.

Bang Energy is coming fresh off Earnst and Young finalist award and also recently earned South Florida Business Journal's Number 1 position for the fastest growing company in 2020.

Plan to use our leadership, influence, and vision to build a world-class hands-on learning institution in the Broward County Land Development Project.

My studies include classes from FIU, FAU, Nova University, and Broward College.

Our weakness would be -- is that there is little to no real life, hands-on, learning. Therefore, Bang Energy hopes to provide a world-class hands-on learning environment towards in construction would be colleges and universities to make Broward bigger, bolder, and more brilliant by bringing the Bang.

Thank you, everybody.

You are muted, Esther. Esther, you're unmuted.

MS. POLANCO: Thank you, Jack.

I am pleased to introduce you to our architect, Emilio Lebolo, of 1-A Architecture to show you the site plan.

Emilio.

MR. LEBOLO: Thank you, Esther.

Good afternoon, Mayor, Commissioners, staff.

As you know, we're currently incorporating Jack's vision by building and equipping nearly 1,000,000 square feet on the west side of the County's properties dubbed Bang City, which will serve as the world headquarters together with a flagship state of the art manufacturing facility consisting of 147,000 square feet of office, 50,000 square feet of product launch media center, 800,000 square foot of manufacturing distribution center, a restaurant open to the public that will showcase the scene consistent with the company's commitment to the scientific foundation of personal health.

In addition, 700 square foot of solar power system, state of the art.

Our proposed vision for a County's parcel incorporates our existing sustainable environmentally sensitive design, seeking LEED accreditation and Well Building Standard certification.

Not only this will allow us to expand our manufacturing distribution facility of an initial 675,000 square feet, but it will also include site entry gateways, preservation of natural spaces, landscape boulevard access, beautiful community park, open green spaces with a beautiful lake, and Bang University, a state of the art job training and mentorship educational facility.

In addition, our conceptual design for the County's parcel incorporates seamlessly into our current theme, by maintaining the architectural alignment and characters, particularly to the buildings facing Sheridan Street, with an artistic grand entry feature, pedestrian friendly covered access and pathways, large glades opening, garden walls, a large open and green space.

In closing, the proposed design showcases a community, pedestrian, and environmentally friendly development.

Thank you for the opportunity and your time.

Esther?

MS. POLANCO: Thank you, Emilio.

And now let me introduce you to Andrea Abdelnour, our Client Acquisition Manager.

Andrea?

MS. ABDELNOUR: Thank you, Esther.

Good afternoon. I have lived in Broward County for eight years. I have been working in recruitment at Bang since January 2019.

Our goal at Bang is to recruit, develop, and promote the best of the most diverse from Broward County, the United States, and the world.

Sixty-one percent of our employees who identify their background are from diverse backgrounds.

The job training offered through Bang University is a natural extension of that mission.

Our founder believes that practical experience in a real work environment provides the kind of understanding and expertise that no classroom can offer alone.

We want to develop partnership with local training and educational institutions to offer our residents the ability to learn real work skills at the department.

The diversity of our operations means that we have something to offer to people of every background, level of experience, and education.

We will be a partner for Career Source Broward, the Urban League's placing and training programs, Broward College, including their STEM program, and the Business School at Nova University.

The potential is really limitless.

Currently, we have 600 employees that work in Broward County.

Thank you.

MS. POLANCO: Thank you, Andrea.

Our Employee Service Manager, Michelle Gardner, will describe our wage and benefit structure.

Michelle?

MS. GARDNER: Thank you, Esther.

I have lived in Broward County for over 20 years, and I have been here at Bang Energy since March of 2018.

We anticipate that this project will bring over 500 additional jobs, will span everything from machine operations to research and development, logistics, marketing, and IT.

But these aren't just warehouse jobs. We start with a minimum wage of \$15 hourly. However, our average wage here at our corporate headquarters is over 60,000 annually, and over 21 percent above the national average.

Additionally, we offer a wide range of competitive benefits in terms of medical, dental, vision insurance, life insurance, and an excellent 401(k) plan that contributes 50 percent on the first eight percent of the employee's contributions.

There are also other supplementary benefits that we offer to be competitive.

MS. POLANCO: Thank you, Michelle.

Derek Bickerton is heading up this project for our general contractor seller.

Derek?

MR. BICKERTON: Steallar is very proud to be in charge of this ambitious project, which is a natural fit with our current Bang City project already underway next door.

From a design and engineering standpoint, we estimate a total investment of over \$500,000,000 to house and install offices and manufacturing facilities, including state of the art can manufacturing and filling lines.

Our hope is that these lines can serve as a natural end point for the County's aluminum recycling efforts.

Based on our experience and targets for Bang City, we estimate the design, permitting, and construction of the new campus should be complete in Quarter 4 of 2022.

We also are confident that at least 30 percent of the project can be set aside for County certified business entities in every phase from design to construction to consulting and public relations, et cetera.

MS. POLANCO: Thank you, Derek.

Sury Rodriguez is our Director of Finance.

Sury?

MS. RODRIQUEZ: Good afternoon, everyone. I've also been a resident of -- since

2000. Been working for Bang Energy --.

I've experienced the explosive growth this company has had. It has become the third largest energy brand in the country, and on the way to being number one.

We are already doing \$1,000,000,000 in yearly sales in retail, and the numbers keep growing.

And we are the number one driver in the energy category. Very exciting to be part of this organization.

We are confident that we can fund this project. And, in addition to our gross revenue, we recently concluded a half billion dollar financing facility under the direction of --

Our strong financials and excellent performance will also provide sources of project-specific funding as needed.

Based on evaluations from Colliers that we recently obtained, we are proposing an annual rent of approximately 2.4 million, and adjusted against appropriate indexes which we're still evaluating.

Thank you.

MS. POLANCO: Thank you, Sury.

I'd like to just display the video that will show you guys our growth in the last several years.

[Video plays. No audio.]

VICE-MAYOR GELLER: If you're saying anything, we can't hear you.

MS. POLANCO: There's no audio, Matt.

MR. DAVIDSON: Sorry about that, guys. I hope that visual at least looks good.

MS. POLANCO: Thanks, Matt.

Our team is now happy to take your questions.

Thank you, everyone.

MAYOR HOLNESS: Okay. We're ready for questions is what they're asking for.

All right. I have Commissioner Geller, followed by Commissioner Bogen, and I'll go ahead and start, if I may, please.

MS. POLANCO: Yes, we can hear you.

MAYOR HOLNESS: Are you ready for questions?

MS. POLANCO: Yes, we are. We're ready for questions. Thank you.

MAYOR HOLNESS: Okay. One, I noted you had the possibility of relationships with training and mentorship, and you list a bunch of agencies.

Who do you have any relationships now with in terms of training and mentorship in Broward County? What agency?

MR. FRIEDMAN: Andrea, would you like to address?

MS. ABDELNOUR: Yes. So right now, we're in the process of creating those partnerships. Not everything is in place, especially with the Broward County -- with the Broward County government.

We're going to start creating those partnerships.

MAYOR HOLNESS: Okay.

MS. ABDELNOUR: So, part of our plan is going to technical colleges for all technical and warehouse and machine operators have a position. And we also want to partner with the Urban League, and we also going to partner with Career Source of Broward.

We're in the process of creating what is going to be our training program.

MAYOR HOLNESS: In essence, they don't exist now.

MS. ABDELNOUR: As of right now, no. We're in the process of creating those partnerships.

MAYOR HOLNESS: Okay.

MR. FRIEDMAN: Hey, this is Bernie. I just want to jump in.

The facility isn't built yet, and the facility in Pembroke Pines is under construction. So, until we sort of have the facilities up, we are developing those partnerships.

And we have already, you know, reached out to some of the technical colleges, some folks at Broward College and the Urban League.

So, you know, we're beginning that dialog, and it's really exciting. The excitement from everyone that we've been talking to is amazing.

MAYOR HOLNESS: The company's operating now at a billion two?

MR. FRIEDMAN: That's in a global operation with facilities all over the country.

So, this will be the first manufacturing facility that we have in Florida.

And, you know, Broward County has a need for a diverse economy, and adding a manufacturing facility with manufacturing jobs is something, you know, we think is really needed in Broward County because the economy is so reliant on tourism and, you know, warehouse distribution that manufacturing jobs, I think, would be a great addition.

And they have those facilities around the country and are looking to build the first one here in Florida.

Yes, absolutely. Thanks.

MAYOR HOLNESS: How many of your current employees are living in Broward County?

MS. ABDELNOUR: Six hundred employees right now.

MAYOR HOLNESS: I'm sorry?

MS. ABDELNOUR: Around 600 employees.

MAYOR HOLNESS: Six hundred of your employees are now living in Broward County and working in Broward County?

MS. ABDELNOUR: Yes.

MAYOR HOLNESS: What's the total employee workforce now?

MS. ABDELNOUR: Thirteen hundred. We're about to get to the 1400 mark.

MAYOR HOLNESS: Okay.

(TELEPHONIC FEEDBACK)

MS. ABDELNOUR: Can you mute the -- the phone, please.

MAYOR HOLNESS: I note also that you're willing to partner with our CBE. What is your current experience working with small minority and women owned businesses now?

What do you have in place for that, today?

MR. FRIEDMAN: Emilio or Derek, may you can talk about you all's experience with

that.

MR. BICKERTON: This is Derek from Stellar. And one of the first things that we're going to do is reach out not only to the County, but also to the cities in the neighboring region so that we can set up a community involvement plan.

And that's something that we would work closely with your team as well as with Bang and the cities so that we could find out who the players are that are capable and get them all pre-qualified and do some community outreach to get the right players involved in our projects.

And that's a standard practice that happens in many of our projects, especially government-owned land projects. So, we're well versed in how to make sure that we get the right people involved.

MAYOR HOLNESS: So as of right --

MR. FRIEDMAN: If I may --

MAYOR HOLNESS: -- now, you don't have any program, anything formal, or anything in place to work with small minority and women-owned businesses.

MR. FRIEDMAN: So, this is Bernie. I want to jump in.

So, we've already had conversations and discussions with a lot of CBEs here in Broward County, including Mario Cartaya, Saltz Michelson, Eric Hammon, lots of opportunities among CBEs.

I can guarantee you that we will have the most robust, great CBE program. We will easily meet the goals.

And, you know, the interesting thing about this presentation is that you're dealing with the end user here. The other presentations are spec warehouse and trucking programs.

So that you're dealing with the end user who is also committed to, on the outsourced opportunities like janitorial, landscape, lawn maintenance, security, and anything else that we have outsourced on the ongoing operations over those 50 years, we're committing to reach out to CBEs for those also.

I don't think anyone else that's competing today can talk about that because they're spec warehouse developers that will basically lease to end users.

Bang is the end user for this particular project and can commit today to something very exciting.

MR. LEBOLO: Bernie, if I may, Mr. Commissioner, my name is Emilio Lebolo from 1-A Architecture. We're the currently designer of the 16 facility of the national world headquarters.

We currently employee 30 percent of our force as CBE through our mechanical, electrical, and plumbing engineers, are surveyors, and are environmental.

So currently, from the design point, we already engage with CBE firms.

Thank you.

MAYOR HOLNESS: You mentioned that you have a diverse workforce. And I guess that's commendable.

But many corporations today go to more than just having a diverse workforce. They have programs in place and structures set up to help minorities and those who might not be readily accessible to leadership position.

What leadership mentoring program do you have to help women, Blacks, and other minorities into your leadership of the organization?

MS. GARDNER: Well, currently we are partnering with South Florida Manufacturing Association that has assisted us in management training from a diversity standpoint to a skill standpoint.

I want to talk about diversity because one of the things that I love about being at Bang is, number one, of course, the racial breakdown.

We are just a little over 1300 employees currently, and we can say that there's only around a hundred who have not disclosed their race.

We're partnered with South Florida Manufacturing for diversity, as well as some other programs that have been implemented through ADP, which is our HRIS partner.

MAYOR HOLNESS: Michelle, let me probably go a little further.

MR. FRIEDMAN: And this is Bernie again.

If you look at just the diversity among the management that spoke today, I think that all of these are department heads at Bang. A woman Hispanic, woman Hispanic, African-American, so that the upper management of the company are clearly diverse and are reflective of the majority minority nature of Broward County, which I think is very exciting.

And, again, as an end user, they can commit to that because they will be the end user for the next 50 years.

MAYOR HOLNESS: So, Bernie and Michelle, I recently had an event with Fiserv, which is headquartered in Coral Springs. And they have a program in place where they actually have a structured system where there are groups within different ethnicities and gender, that they actually structure mentoring by those at the higher end to reach out to these folks to ensure that there is, one clear opportunity for growth within the leadership, within the organization; two, that these groups develop affinity with the broader community to build relationship.

In fact, the reason we have this event with them and the Black Chamber of Commerce is because they had invited me to one of their affinity group for the Black leadership, and then the relation build to where it actually benefited them in reaching many of our restaurants in the community for them to even help them and expand relationship.

That's the kind of thing I'm asking about in terms of structured inside now. Not what you plan for.

MR. FRIEDMAN: We're happy to do that. So, I mean, I think we could commit, you know, to doing something like that and working with you and emulating that.

So, I mean, yeah, we would commit today, but, I mean, I clearly the upper management of this company is diverse.

MAYOR HOLNESS: Okay.

MR. FRIEDMAN: The pay scale of this company is pretty high, and way above national standards. Plus, the 401(k) and all the benefits.

And the vision of Jack with Bang University is really exactly what you're talking about, mayor.

MAYOR HOLNESS: Okay.

MS. RODRIGUEZ: Let me interject here also, because, you know, as a minority woman and being in a director role in the company, I can tell you that this company does not look at religion, at color, at anything. It's based on merit.

And Jack pushes us all to succeed, and he's always extremely supportive of anything that we want to do, including continuing education for anybody.

So, we already invest in the community at Bang. And he's always very supportive of anything that he sees that will better us as individuals.

So, I think that we have to give him credit for that. Even though we may put these projects into effect based on our commitment, but I can tell you Jack's personal commitment has always been to better every single one that works at Bang.

MS. GARDNER: And to add to that, investing in the employee, we do have a tuition reimbursement program where we do encourage our employees to continue their education through higher learning, through related degree and certificate programs where we offer a substantial reimbursement of tuition.

For example, with our logistics team that is growing, we do have one graduate there that just completed an MBA in warehouse and logistics. And she's being reimbursed a sizeable amount for her tuition.

And we're looking forward to seeing how she can further contribute to the team and to the company's growth with that advantage.

So, we do have several employees that have taken advantage of our tuition reimbursement.

MAYOR HOLNESS: Thank you both.

MS. POLANCO: And also just to add to that and to Sury's statement, we are in the process of implementing lengthen learning at the enterprise solution concurrently, which is training and development and provides with a large library of trainings and certifications for our employees.

MR. FRIEDMAN: And, again, these are the end users, so that we're not a spec warehouse developer. This proposal is the only one that is an end user so that, you know, we can commit to this and you can be proud of what they're doing now and what they will do in the future.

MAYOR HOLNESS: All right. Thank you.

One of my colleagues will have to leave, so let me go ahead and thank you for your comments.

However, unless you're purposeful and structured and inclusion, it doesn't happen just by saying we're not biased in any way, shape, or form.

Vice-Mayor Geller, go ahead please.

VICE-MAYOR GELLER: Thank you, Mr. Mayor.

First question, Mr. Friedman, is this the end user? Because --

MR. FRIEDMAN: Yes.

VICE-MAYOR GELLER: -- I wasn't clear from the eight times that you had mentioned that.

MR. FRIEDMAN: Yes. Thank you, Vice-Mayor Geller.

VICE-MAYOR GELLER: Okay. I have a couple of questions.

First, how large is Bang nationally in terms of companies? I mean, is this a, you know, top 5,000 in the nation, is it top 1,000? In terms of annual revenue, where does it currently rank?

MS. RODRIGUEZ: So, because we're a private company, I really haven't ranked it that way.

I can tell you that in the energy drink category we're number three.

VICE-MAYOR GELLER: Which really doesn't tell me what I'm asking. And when I ask my next question, you'll understand why I'm asking.

MS. RODRIGUEZ: Okay.

VICE-MAYOR GELLER: Where is your current national headquarters?

MS. RODRIGUEZ: In Florida.

VICE-MAYOR GELLER: Where?

MS. RODRIGUEZ: In Pembroke Pines.

VICE-MAYOR GELLER: Okay. My understanding is when you are done this facility that we're creating, if you win this, will be your new national headquarters; is that correct?

MS. RODRIGUEZ: It is an extension of our current footprint, yes.

VICE-MAYOR GELLER: Okay. The reason that I'm asking is one of the things that Broward County is lacking in is national headquarters of large companies.

I obviously think it always help a community when they are the national headquarters of a large company, and I'm pleased to hear that Broward County will be the national headquarters of Bang.

That's why I'm asking how large a company Bang is so I can --

MS. RODRIGUEZ: Right.

VICE-MAYOR GELLER: -- know how significant it will be that we will be the national headquarters.

Knowing why I'm asking, can you now --

MS. RODRIGUEZ: Right.

VICE-MAYOR GELLER: -- try and answer my question?

MR. OWOC: Let me --

MS. RODRIGUEZ: Right.

MR. OWOC: -- let me help Sury out here.

One of the things is we -- last year, IOI data, which is publicly available, we did 1.28 billion in retail sales. This year, we'll do close to 2,000,000,000.

But in my initial presentation to kick this meeting off, I did make everybody aware that we were South Florida Business Journal's number one South Florida company in revenue and growth. Number one.

I mean, and our headquarters have been here in Broward County for the past 27 years. Never moved. I've never moved.

And so, you can have the confidence in that.

We're also partnered with Pepsi, which is twice as large as Coke if you add in Frito-Lay and Gatorade and everything, as our exclusive distributor of Bang Energy.

So, we carry a lot of weight and we have a lot of growth. We're on track with Pepsi to do 5,000,000,000 in retail sales of Bang Energy only.

Keep in mind, we have probably 122 other brands that we also distribute through Anheuser Busch, Coors Miller, and our own distribution system.

And, again, we're headquartered in South Florida.

Other cities have been very competitive of land and we just opened a facility and they gave us \$22,000,000 in incentives. Arizona, \$9,000,000 in incentives. And so far, Pembroke Pines and Broward County wants to charge us \$5,000,000.

And so, everyone in the nation is courting us. We have facilities in North Carolina, Texas, everywhere. Everybody wants us to bring the Bang to their city because we the most popular thing on the planet right now.

We have 6.4 billion followers --

VICE-MAYOR GELLER: Sir, I appreciate that. I'm sorry for interrupting, but I'm trying to make this quick.

The specific reason -- and I will bore down on this, because I think it is very important -- we have seen historically that large corporations headquartered in a city, headquartered in a county, tend to make charitable contributions in that city, in that county. They tend to have buildings named after them. They are good, active corporate players.

And that's why I'm trying to ask again. And you told me 5,000,000 in -- 5,000,000,000, I apologize, in revenue.

Unfortunately, I don't know what that signifies in comparison to other businesses.

So, you did say you were the fastest growing large company, but that doesn't -- again, there may be companies that are ten times your size, for all I know, in Broward that are just growing slower.

So, can you give me something that I can understand how big of a company you are compared to other companies so I can know how significant it will be, the impact of having Bang -- its national headquarters in Broward.

I think that you are big. I think you're growing.

I think it's important, but I'd like a little more comfort on this.

And then I'm not going to ask on this again. This is my last question on this particular issue.

So, if anybody wants to take a shot at it, please do so.

MR. OWEC: Well, I'll take a shot at it. To put it into perspective, is, if you're asking us to compare to the global amount of companies out there, we're definitely in the ink, probably top 3,000, easily, with our sales.

But keep in mind Pepsi, twice as big as Coke in total revenue, we are their fourth largest selling brand in their entire portfolio. Gatorade's first, Frito-Lay second, Pepsi's third, and Bang Energy is number fourth in the Pepsi portfolio, which is one of the most well recognized brands in the world.

VICE-MAYOR GELLER: Okay.

MR. OWOC: I wish we could get more information, but --

VICE-MAYOR GELLER: That --

MR. OWOC: -- we don't compare --

VICE-MAYOR GELLER: -- that's --

MR. OWOC: -- with other --

VICE-MAYOR GELLER: -- enough. All right.

MR. OWOC: Okay.

VICE-MAYOR GELLER: Thank you, sir.

Again, you are in my district, so I'm concerned about this.

My next question, you mentioned a minimum wage of \$15 an hour, 20 point -- 21.7 above the national average. I don't know what that means.

And your average wage, you said, would be over 60,000.

What I'm going to ask you is your median wage.

The reason I don't care about average wage is on average, Bill Gates and I are billionaires.

I am concerned as to -- I've been repetitive on this. I'm trying to bring high paid jobs to Broward.

I am encouraged that your minimum wage is \$15 an hour.

Do you know what your median wage is?

MR. OWOC: I believe we stated that earlier, and it was 60,000 -- just above --

VICE-MAYOR GELLER: No, sir, you said that was your average wage. I'm trying to distinguish. Again, one person with a salary of a million dollars a year and 20 people with a salary of 40,000 could bring your average to 60.

Median is 50 percent above, 50 percent below. Do you --

MR. OWOC: Michelle might have an answer.

MR. FRIEDMAN: Michelle, do we --

MS. RODRIGUEZ: Michelle, do you have that?

MR. FRIEDMAN: -- have that information?

MS. GARDNER: Yeah, our median is around six -- median is around 66,000.

VICE-MAYOR GELLER: Median is 60 -- that's an -- that's a very high number. You're -- if you're sure of that, I'm very impressed. Your median. Not your average. Your

median is 66?

MS. GARDNER: Right. I will say six --

VICE-MAYOR GELLER: That's a very good number.

MS. GARDNER: -- around 66. And I've gotten that information from payroll.

VICE-MAYOR GELLER: Okay. Please verify that for me, because if that's accurate, that's a very impressive number.

My last question, again -- and, by the way, I did hear you say -- I thought I heard you say that you would be reserving 30 percent, or make available 30 percent, for SBE, which are designated small business programs in Broward.

Did I in fact hear that?

MR. FRIEDMAN: That's CBEs, Steve, so --

VICE-MAYOR GELLER: CBE. I'm sorry.

MR. FRIEDMAN: -- it's the CBE program. Yes.

VICE-MAYOR GELLER: Okay. And then my last question is, again, for me, the most important --

MR. FRIEDMAN: And, Steve, by the way, it was CBE for construction and design, and then, yes, because we're the end user, we can commit to it over the 50 years that we would have it for some of the outsourced services to the extent there are outsourced services.

VICE-MAYOR GELLER: Very good. Because I believe you understand Broward County has a strong commitment to toward CBEs.

And then --

MR. FRIEDMAN: Yeah.

VICE-MAYOR GELLER: -- the last question, again, from my point of view, the amount of revenue that we will be getting is not that significant in the big term. I am more concerned about creating high paying jobs.

So, can you -- you spoke about your training and Bang University.

My last question is can you elaborate a little bit about more on what Bang University will be doing, understanding what I will be looking for personally when I make my decision is

how many high paying jobs this will be bringing, not \$12 an hour jobs, not even \$15 an hour jobs, which I know is your minimum, but how many high paying jobs it will be bringing and what it will be doing to boost high skilled jobs in the community.

And so, if you can elaborate on Bang University from the perspective of bringing high -- creating high paying jobs and high skill jobs, I would appreciate that.

And that is my last question.

MR. OWOC: All right. I'm going to speak to the skill and then maybe somebody else can pick up the other things.

So the skill of these jobs, if you look at Arizona, we have the two fastest canning lines in all of America. 3600 cans a minute it produces. It's mind-blowing. It's running at 98 percent efficiency.

So on these lines, they are extremely high paying jobs. Many, many six figure jobs. We can't even get these individuals. They're rare. And that's what we're also bringing to Atlanta, and now Pembroke Pines.

So, these are highly skilled positions that will enable people to go back to train there to our Bang Energy University, like Michelle said earlier, in logistics, manufacturing, machinery, just a myriad of jobs that just aren't here in south Florida, and they're extremely high paying.

And you've got to recruit these people. And, generally, even to get them in Florida, we've got to pay them ten percent higher than they're currently receiving, and also pay moving fees, because you just don't have that talent here in South Florida.

So that does basically -- this deal that -- that we're offering, it's not offered in the colleges. It's not offered anywhere in South Florida. It's on the job training with the best in the world.

We are best in class. There is no canning manufacturer in America that comes close to us. Not Coke, not Pepsi, not Red Bull, not Monster. We're number one, and we have all new canning lines.

So that's the type of job and skill level that we're offering.

VICE-MAYOR GELLER: You have answered all of my questions. I appreciate your time.

Michelle, if you would please get back to me and verify that the 66,000 was the median and not the average.

And let me just say you've made a lot of great promises. I will be on the Commission

for at least another four years. If you don't meet those promises that you're making if you win this, you will hear from me. I expect to hold you to these.

So, thank you.

MR. OWOC: God bless you.

MAYOR HOLNESS: Commissioner Bogen. Commissioner Bogen.

COMMISSIONER BOGEN: Yeah. Thank you, Mayor.

I've got two quick questions.

First question. Michelle -- it goes to Michelle. Michelle, in your presentation you said that you expect to add -- I believe you said 500 employees to this new facility; is that right?

MS. GARDNER: Yes, sir.

COMMISSIONER BOGEN: Okay. But in the materials that the Commissioners are looking at, I'm looking at a page where it says Bang Energy is committed to employing at least 1,000 personnel to staff the expanded facilities.

So, I'm kind of concerned. You're saying 500, your material says 1,000. Or am I misinterpreting this?

MS. GARDNER: So, I was saying earlier, in Phoenix, because of the canning lines that are going to be going -- we're anticipating probably another two to 300 jobs there.

We have Atlanta on the horizon that we have already began the process of staffing.

So that's going to be another 500 jobs.

COMMISSIONER BOGEN: Okay. Michelle, the mater -- oh, I can't hear you. I can't --

MR. FRIEDMAN: Michele you accidentally hit the muted button.

MAYOR HOLNESS: You're muted, Michelle. You -- yeah. Michelle, you muted yourself.

MS. ABDELNOUR: I wanted to add to what Michelle is saying. As an Acquisition Manager, Andrea Abdelnour.

We are planning to add between 400 to 500 to our Broward facility once everything is ready.

The thousand employees that you have on the presentation is going to be nationwide, because, of course, we have our headquarters and we're planning to have a manufacturing here, but we also have in other facilities. We have two plants, which is the one in Phoenix, the one in Atlanta, but also we have 17 DEM and distribution locations.

COMMISSIONER BOGEN: Okay. Okay. Okay. I'm just saying that I -- it's a little misleading, because the presentation to the Commissioners that we're all looking at for this parcel -- we're not looking for something in Atlanta and we're not looking for something in --

MS. ABDELNOUR: I understand.

COMMISSIONER BOGEN: -- in Phoenix. We're looking here for Broward County. And I really admire your company, I admire your growth, I admire what you guys have done. I really have.

But I'm just saying the sentence is misleading because you're saying committed to employing a thousand personnel to staff at the expanded facilities, which is -- we're talking about this.

So the real number, you're saying, is 500.

MS. ABDELNOUR: Five hundred, sir.

MS. GARDNER: Yes.

COMMISSIONER BOGEN: Okay.

MR. DAVIDSON: Commissioner, this is Matthew Davidson. I actually drafted that slide, and I apologize if it came across as misleading.

I was attempting to communicate that we would be expanding our current number so that we would have about a thousand folks across the expanded facility.

That was my intention, and not my intention to mislead.

COMMISSIONER BOGEN: I'm not -- I'll let the people in Phoenix, the Commissioners in Phoenix and Atlanta worry about their employees and getting people employed.

I'm worried about people coming here and getting jobs here, so that's what I want to focus on, if that's okay.

The second question I have is generally, when you are manufacturing any type of product, there's always -- I hate to say it, but there's always some type of byproduct or pollutant that comes with anything generally that you manufacture.

What byproduct or pollutant comes with the manufacturing in your plant here?

MR. DAVIDSON: Maybe, Gene?

COMMISSIONER BOGEN: It's so sad we can't hear.

MR. BUKOVI: You guys hear me?

MAYOR HOLNESS: Yes, we can.

COMMISSIONER BOGEN: Yes.

MR. BUKOVI: You know, mostly what the biggest byproduct we have to worry about is really wastewater. But we have a full wastewater treatment facility that we're just actually getting to build-plan.

So, you know, we're really -- most of the product, we try to put in the can and into the consumer's hand.

So, it's not about really coming up with a large waste stream.

Just about everything we're doing now is in aluminum, which is extremely recyclable. So really, our biggest hurdle is wastewater, but we've got that all under control. Stellar does a great job at that, and we don't see any issues with the waste stream at all.

COMMISSIONER BOGEN: Has there ever -- at your other manufacturing facilities, has there been any type of sanctions or anything that has happened by state, local, or government authorities on any problems with wastewater and the environment in which it's being manufactured?

MR. BUKOVI: No. No, absolutely not. We actually have a wastewater treatment facility in Atlanta, and we're in the process of building one in Phoenix.

They've been monitoring our water. It returns most -- to be honest with you, you know what our biggest waste is? It's our own water.

So, we actually take the water that we've been given, we send it through a reverse osmosis process, and about 20 percent of it goes back to you.

So, we give it to you much cleaner than when we get it, actually. So, sort of comical.

But, yeah, we do a -- we -- great job at watching waste and any -- you know, our carbon footprint is super important to us. We want healthy for you products, and we want our facilities to be world class, and we will do everything possible.

The people that we are interviewing, we interviewed some grads and we want to get

down to South Florida because we're interviewing up here in Atlanta. We're interviewing people from Georgia Tech, from MIT, and we're bringing them down into the Florida market because we've had a hard time getting people out of that market.

But you know what? If we have to bring world class to South Florida, we will. That's exactly what we're -- we've been doing for two days and we're going to wind up -- we'll be done tomorrow.

COMMISSIONER BOGEN: Thank you. Very good news to hear. Appreciate it.

I'm done.

MAYOR HOLNESS: Commissioner --

COMMISSIONER RICH: I have a question, Mr. Mayor.

MAYOR HOLNESS: Yes.

MR. OWOC: I want to point out one other thing is that we will not be manufacturing anything plastic. We're using only aluminum, which is infinitely recyclable. And plastic is super harmful for the environment, so we committed, and 98 percent of our total use is plastic free.

MAYOR HOLNESS: Okay. Thank you.

Commissioner Furr.

COMMISSIONER FURR: Thank you.

For the -- do you know how much actual aluminum you use every year, or you expect to use at this plant?

MR. BUKOVI: I do have an answer for that. We will use 36,000,000 pounds of aluminum cans.

COMMISSIONER FURR: Would you be willing to commit to using all of the aluminum that the County produces at the recycling plant?

MR. BUKOVI: The aluminum that we use is a very high-grade aluminum. If you understand can manufacturing, you know, 85 percent of it's already been recycled, and it's the top level to extrude and to decorate and to put on a high precision can that has a material thickness of ten-o-six. It's got to be high quality. It's major electrolysis process which is highly precise.

There's only one can in the south -- one facility in the southeast that makes the aluminum ingots in order to roll into that high precision foil.

So, I think the issue is do -- is there a facility in -- you know, in Florida that actually makes the aluminum ingot. We would absolutely be open to that, but the quality's got to be world class.

I only know -- I personally only know of two facilities in the world. One happens to be in the southeast, but currently not in Florida.

But we would be open to that.

COMMISSIONER FURR: Okay. Right now, you're expanding your own plant, correct? You bought 40 acres at the beginning of this year?

MR. OWOC: We have upwards to 60 acres. We built two buildings, and the biggest building on the third parcel, yes, we're expanding that as well.

And that's just adjacent to the property that we're talking about now.

COMMISSIONER FURR: And how is that expansion -- are you on -- what's your timeline on that? Because it -- right now, it seems like you'd be having two expansions going on at once; is that right?

MR. OWOC: Well, two of the buildings are already built, and now we're just doing the inside. We have employees in there as we speak.

So these -- you know, this typical construction goes up pretty quick. Emilio could speak to that better than we can.

But, yeah, two projects at the same time, but, again, we have multiple projects going through the U.S., and none of them slows the other of an existing project.

MR. LEBOLO: If --

COMMISSIONER FURR: Are all --

MR. LEBOLO: -- if I may --

COMMISSIONER FURR: -- are all of them -- go ahead. I'm sorry.

MR. LEBOLO: Yeah, I'm sorry. Emilio here for 1-A Architecture. If I may follow up.

Currently, we have two buildings constructed and they are scheduled to be completed by May of next year.

Following that, we'll start the third building and the other auxiliary uses.

But we're in the process of being complete within the next six to eight months, yes, sir.

COMMISSIONER FURR: So that's like a year and a half timeline from putting every -- from start to finish?

MR. LEBOLO: Well, sir, we started this in January this year, and we're going to be completed with all the different phases that we have by May 1st of 2020 -- 2021, I'm sorry. Next year.

COMMISSIONER FURR: So that's a year and a half.

So I'm -- I guess I'm looking at you would expect -- if you were here, your timeline says you'd be done by -- or ready to go by 2023; is that correct?

Why would this one be longer --

MR. LEBOLO: I'm sorry?

COMMISSIONER FURR: -- why would this be longer than the other one?

MR. LEBOLO: No, I'm sorry. We'll be done -- this phase of the project will be done in the next six to eight months, which is next year.

The other project would be done subsequently to that, which is your parcel.

COMMISSIONER FURR: Okay.

MR. OWOC: One of the things we did in Phoenix is we were up and running immediately, because we had the city, the county, and the state work with us, expedite permitting, and so on and so forth.

And so, if we have that help, which we do not have right now, we could double time that speed easily.

It's generally all the logistics and city that slows us up.

COMMISSIONER FURR: Okay. Do you have an international market as well?

MR. OWOC: Yes, sir.

COMMISSIONER FURR: So, would you expect -- be expecting for most of this to be going out of Port Everglades?

MR. OWOC: No. Most of the time, because the drinks are so heavy, we have to manufacture them in the countries they're in.

But in South Florida, yes, we would be distributing to South America and the Caribbean and everything like that.

COMMISSIONER FURR: Okay. The one thing I am interested in, and I'm going to go back to it again, is trying to close the loop on some of our recycled materials.

So, I'd be interested in hearing a little bit more.

Where is the -- where do you get your aluminum now one more time?

MR. BUKOVI: Well, the aluminum is secured from a global company. And they do recycle. A lot of the aluminum that we send them is considered clean aluminum.

The aluminum you're talking about, there's a certain amount -- you know, we could take a look at it, but the -- there is a process.

And, you know, if you've ever been to a refinery, it's -- this particular one, you know, they're world class, and it's done -- and the ingots are made through a -- through an electrolysis process. It's not the old mold style where they poured the aluminum and then they have to scrape the edges of the aluminum in order to process it. So, it's a lot less efficient.

This facility is world class --

COMMISSIONER FURR: Where is that facility?

MR. BUKOVI: It's in Alabama.

COMMISSIONER FURR: Alabama. Okay. Do you know the name of it?

MR. BUKOVI: That's the only place in North America, by the way, that do this process, so.

COMMISSIONER FURR: I say that because I would love to be able to close the loop on our solid waste and be able to have that in part.

MR. FRIEDMAN: And, Commissioner, this is Bernie.

I mean, we're willing to work with you. I think that there'll be a period of time to negotiate a lease and do due diligence and all that, so we'll have many months to even visit the Alabama facility and see if that's something that Broward is interested in emulating, putting you in touch with the folks in touch in Alabama to potentially do something similar here in Broward, and then have, you know, a company like Bang master, you know, take the aluminum.

So, I think we're totally open to that.

COMMISSIONER FURR: Okay. Have there been any issues right now with your permitting with the expansion you're going through now?

MR. FRIEDMAN: With regards to South Florida? I think permit --

COMMISSIONER FURR: Well, any --

MR. FRIEDMAN: Right. Permitting is not an easy task.

COMMISSIONER FURR: Right. But I guess I was just wondering if there's been any obstacles --

MR. FRIEDMAN: Yes.

COMMISSIONER FURR: -- that -- because if you're going through it now, you'd be going through it again. So, I'm trying -- I'm trying to hear -- I'm trying to see if there's been any hangups.

MR. FRIEDMAN: No, I think we learned -- I think we learned -- Commissioner, we -- we learned a lot from the experience in Pembroke Pines. I think that there were a lot of issues, but I'm pleased to say that we're moving very quickly, things are going well. We have, you know, lots of construction going on, finishing in six months.

So, everything is in a good standing right now.

So, but, you know, permitting is not easy, even when you're trying to expedite it and, you know, even when you're the County permitting land, you know, for the County.

So, but we're doing a great job now and look forward to, you know, doing great work with the County.

MR. LEBOLO: Bernie, if I may. Commissioner, again, Emilio.

I am the one who actually relates with the County a lot, and, quite frankly, the County, I know with the environmental team, they've been very helpful, very instrumental. There are some key people there that have been facilitating us in expediting a lot of the permits.

So I -- from your team in the County, there's no issue.

And then to take to Bernie's quote, with City of Pembroke Pines, we have resolved a lot of the issues and we're working together very closely.

Again, like Mr. Jack stated at the beginning, it was kind of difficult, but I believe that we have streamlined a lot of the process. And your team at the County has been instrumental and helpful.

Thank you.

COMMISSIONER FURR: Okay.

MS. GARDNER: Everyone, I wanted to circle back with the number on the median income. I was around 3,000 off. It is actually 62,400.

VICE-MAYOR GELLER: That's 62,400?

MS. GARDNER: That is our median income.

VICE-MAYOR GELLER: Thank you, ma'am. That's a very impressive number. Thank you.

MS. GARDNER: Thank you.

MAYOR HOLNESS: Sixty?

VICE-MAYOR GELLER: Sixty-two --

COMMISSIONER RICH: I have a question, Mr. Mayor.

VICE-MAYOR GELLER: -- and change.

MAYOR HOLNESS: Uh-huh. Go ahead. Go ahead, Senator Rich.

COMMISSIONER RICH: Okay. Just two quick questions.

In some of the supplemental information regarding financial resources, there is a statement that says that Bang Energy is confident that it will be able to fund the proposed project.

So I'm just curious by that statement. Is there any issue about the possibility of not being able to fund the project? It says you're confident that you will.

Could someone respond to that?

MS. RODRIGUEZ: So, I don't know how saying that we're confident that we can fund it raises a question that we may not.

COMMISSIONER RICH: Well, everybody reads something differently, I guess.

MS. RODRIGUEZ: So, I understand that. But, look, we have excellent performance. Obviously, banks lend money to companies that are making money, and we are definitely in a positive position.

You know, to, the first time around, secure, during a pandemic, a facility of half a billion dollars is a testament to the financial strength that Bang Energy brings.

COMMISSIONER RICH: Okay. Thank you.

And I have one --

MR. OWOC: Just --

COMMISSIONER RICH: -- other question.

MR. OWOC: -- just to clarify what Sury's saying is that we have syndicated lending from 23 of the biggest banks in America, who all cooperated on a \$541,000,000 loan. That money's fresh in my account. I was think about leaving the country but --

COMMISSIONER RICH: Is it burning a hole in your pocket? Yeah. Okay. Thank you. I appreciate that.

Okay. I have one other question. So, I want to clarify. You have 600 current employees; is that correct? In Broward County?

MS. RODRIGUEZ: That's correct.

COMMISSIONER RICH: Okay. So, I would like to know if -- we talked a lot about CBEs before and that whole issue. So I'd like to know what do you do as a company, as a corporation with 600 employees, what are you involved in in the community with regard to charities or projects that help vulnerable people in the community, especially during COVID?

What do you -- what have you done or, you know, the -- the -- your employees doing together, maybe, you know, leadership of the company doing separately, but what are you doing in the community?

MS. RODRIGUEZ: So I can tell you that -- I'll take this -- Jack has been very philanthropic for a long time, and he totally believes that.

He has donated substantially through his church, and they do the outreach program because they have facilities to do that.

Last year, he donated over a million dollars so they can outreach in the community. And it -- his church is in Broward County as well.

So, everybody is very happy.

During COVID, instead of, you know, our sales team going out and delivering sales samples, we were delivering samples Bang Energy to our frontline workers at the hospitals and fire stations and police.

We are always connected with the community. We don't always have -- we haven't had

the bandwidth to do it directly, but he has through his church outreach, and never looks to get the credit for it.

But I think this -- this is important to show that, even though he doesn't brag about it, he does do it.

MS. ABDELNOUR: I want to add from the Talent Acquisition perspective that throughout the pandemic not only we were able to keep our headcount intact when it comes to the employees that we have in the company, but also we created 300 new employment throughout the pandemic.

So we were able to keep supporting the -- the -- you know, the talent acquisition process, especially when companies were closing down with -- you know, we experienced massive layoff, and we were able to provide for the families, you know, we were able to provide employment, we were able to provide benefits, even though, of course, we have to -- as a company in Florida, we have to accommodate, you know, taking the position, the circumstances, we still reach out to the company.

And I take pride that we remain open and supporting the whole Broward community and, of course, other counties as well, through such a critical time.

COMMISSIONER RICH: Okay. I -- I -- it's very commendable, obviously, what you know, what your CEO, you know, has done.

But I was just curious if there was a, you know, specific -- many corporations have charities. Some people do Habitat for Humanity or they -- you know, or they're involved with Feeding South Florida or different things.

I just wondered as a corporate entity with the numbers of people that you had if you had any direct outreach as a -- you know, as a group.

So, okay. Thank you.

MR. OWOC: Yes, I can answer that question, though. We have what we call Fuel Teams, probably 150 people on the ground. We are the biggest purchasers of Jeep in America. We just surpassed Disney World.

And so, all throughout the pandemic, we gave free product to frontline workers, whether it be all your 911 responders, even people that were working in essential businesses, Publix, everybody.

I think we put 247,000,000 cans in people's hands this year. Unprecedented front-line workers who need energy.

We are on the streets every single day throughout COVID, going to hospitals, police departments, fire departments. Just it's an unprecedented thing that we do with Bang

Jeeps.

I also have to correct Sury, because I've given 2.3 million to local churches and as who have given out tens of thousands of free meals to people who would drive up during COVID to these churches in impoverished communities like Hallandale and so on and so forth.

So we do our part in a big way. I'm super big on giving. Always have been and always will be.

COMMISSIONER RICH: Thank you. And thank you so much for all that you've done for the community. The feeding programs especially are such an issue right now with the growth of -- continual growth of need for people who have never had to be in a food line before.

So thank you for your -- all your help there.

MR. OWOC: Thank you.

MAYOR HOLNESS: Okay. No other questions from my colleagues.

Thank you, Bang Energy, Vital Pharmaceuticals, for your presentations.

I'm sorry --

MR. OWOC: Your welcome. Thank you.

MAYOR HOLNESS: -- we have one more.

MS. POLANCO: Thank you for the opportunity.

MAYOR HOLNESS: One moment -- one -- one moment, one moment, one moment.

COMMISSIONER RYAN: Mayor, I have a general question about the property and -- and not the specific application that was just presented by Bang.

MAYOR HOLNESS: So you're not speaking to Bang, you're speaking to staff?

COMMISSIONER RYAN: No, this would be a question regarding the property in general. So if I could just address it to the County Administrator before we begin the second presentation.

MAYOR HOLNESS: Okay. So we're finished with Bang?

COMMISSIONER RYAN: Yes, we're finished.

MAYOR HOLNESS: Okay. So, Bang, again, thank you for your presentation.

MS. RODRIGUEZ: Thank you for your time.

MAYOR HOLNESS: Okay.

MR. OWOOC: Thank you all.

MR. FRIEDMAN: Thank you Commissioners.

MS. HENRY: Commissioner Ryan --

MAYOR HOLNESS: Yes, go ahead, Commissioner.

MS. HENRY: -- we are sensitive to the fact that Commissioner Udine will have to leave and he's going to have to do some over the phone, so --

COMMISSIONER RYAN: All right. So --

MS. HENRY: -- can we get his --

COMMISSIONER RYAN: -- it was just a very broad question is if you had somebody from administration that could just speak generally to the parcel itself.

MS. HENRY: Yes.

COMMISSIONER RYAN: The -- the acreage, the configuration --

MS. HENRY: Yeah.

COMMISSIONER RYAN: -- the roadway access, the zoning, so that, you know, as we consider these three proposals, there may be some unique features that are of benefit to one of these three proposers.

MS. HENRY: Do you want to do that now or --

COMMISSIONER RYAN: Mayor --

MS. HENRY: -- when you get ready --

COMMISSIONER RYAN: -- do we want to --

MS. HENRY: -- to deliberate?

COMMISSIONER RYAN: -- do you want to hear that now?

MAYOR HOLNESS: All right. Let's -- let's -- let's do that when -- when we finish --

COMMISSIONER RYAN: All right.

MAYOR HOLNESS: -- with that.

MS. HENRY: Okay.

MAYOR HOLNESS: Let's try to get to the next presenter.

COMMISSIONER RYAN: Okay.

MAYOR HOLNESS: We started late and we want to try and catch up.

At this time, we ask the second -- would staff set up the meeting for the next presentation?

At this time, we ask the second presenter, Foundry Commercial LLC, to enter the Skype meeting room and set up.

All other presenting firms, their accompanying teams, are requested to leave the meeting.

Purchasing representative, will you notify the next presenting firm by email when it is time for their presentation? We're ready?

MS. MANGAN: They are going to be admitted to the room. We've emailed them, and it looks like that last team.

So if we give it a minute, they'll be joining. We're keeping in the same closed session.

MAYOR HOLNESS: Okay.

B. FOUNDRY COMMERCIAL LLC

MS. MANGAN: We've admitted the next attendees. If we can just confirm.

David with Foundry? And Jessica? If you can confirm audio?

MS. BREAUX: Hi, everybody

MR. BLOUNT: We've got feedback.

MS. HENRY: Feedback.

MS. MANGAN: Okay. As a reminder, if you're joining by computer and phone, one of them has to be muted or it will cause feedback.

Jessica, if you can try audio again.

MS. BREAUX: Hi, good afternoon.

MS. MANGAN: If you can try sharing your screen.

MS. HENRY: A lot of feedback.

MS. MANGAN: Some of it's also from the -- the first one was from the presenter for --

And, Foundry, we are seeing your screen.

Jessica, we were getting feedback the last time you spoke. You can confirm you're only connected by one way.

Foundry, if you can confirm that only your team members are on the Skype meeting, in addition to County staff.

Okay. It looks like they joined the wrong link. One moment.

MR. BLOUNT: Good afternoon.

MAYOR HOLNESS: Good afternoon.

MS. MANGAN: I'm sorry, was that David from Foundry?

And I believe Commissioner Udine is now joined.

COMMISSIONER UDINE: Yes, I'm on. Yes, I'm on it.

MS. MANGAN: Thank you.

Foundry, can you please confirm?

MS.HENRY: I saw Mike Moskowitz.

MR. MOSKOWITZ: Yes, I'm here.

COMMISSIONER RICH: Hey, Mike. Like your hat.

MR. BLOUNT: Hello?

MS. MANGAN: Hi. Foundry? David?

MR. BLOUNT: I can't hear. Hold on. Give me one sec. I'm going to get out and join again.

Good afternoon.

MAYOR HOLNESS: Good afternoon. Is this Foundry?

MR. BLOUNT: Yes. This is David Blount with Foundry Commercial.

MS. MANGAN: David, if someone from your team can begin sharing the presentation.

And if you can affirm that only your team members are part of the Skype session.

MR. BLOUNT: Yes. I should be sharing my screen now. Can everyone see the PDF?

COMMISSIONER RICH: Not yet.

MS. MANGAN: Not currently. If you can --

MAYOR HOLNESS: No.

MR. BLOUNT: No?

COMMISSIONER RICH: Uh-uh.

MR. MOSKOWITZ: David, the controller, I think on the County side, has to allow you to share the screen, so they're going to have to do something in order for you to be able to do it.

MS. MANGAN: Thank you, Michael. We have already -- David's made a presenter.

MR. MOSKOWITZ: Okay.

MR. BLOUNT: Doesn't look like it's sharing. Jess, do you want to try to share?

MS. BREAUX: Yes. It should be up.

MS. MANGAN: Great. Jessica, if you can minimize your Skype window.

David, if you're prepared to present.

MR. BLOUNT: Yes. Yes. I'm getting a really bad echo. Hold on. I think that's better.

MS. MANGON: Just to clarify --

MR. BLOUNT: Okay.

MS. MANGON: -- we've muted Jessica, so you'll be speaking, due to the feedback.

MR. BLOUNT: Okay. Perfect.

MS. MANGON: Thank you.

MR. BLOUNT: Perfect. So Jessica and I will be presenting together.

I'll go ahead and get started.

Good afternoon, Mayor Holness, Commissioners, County Administrator, and staff. My name is -- is David --

MAYOR HOLNESS: Good afternoon, David. Would you confirm that only your team is on?

MR. BLOUNT: Yes. Stand by.

MAYOR HOLNESS: Thank you.

MR. BLOUNT: Yes, I believe so. There's a couple numbers, but I believe our team is on. Okay?

MAYOR HOLNESS: Okay.

MR. BLOUNT: We'll go ahead and get going.

So good afternoon, Mayor Holness, Commissioners, County Administrator, and staff. My name is David Blount. I'm a principal with Foundry Commercial and part of our development and investment team.

On behalf of Amazon and Foundry, I want to thank you for giving us the opportunity to present this unique project to Broward County.

We are very excited about its potential and how it will benefit the citizens of Broward County for years to come.

I'll provide more detail on our team a little later, but I'd specifically like to introduce Jessica Breaux with Amazon's Economic Development Team, who'll be making the presentation with me.

MS. BREAUX: Hi, good afternoon. As David said, my name is Jessica Breaux. I work with Amazon's Economic Development Team and support and lead our investment projects in the southeast.

So appreciate the opportunity to talk with you all this afternoon, Mayor Holness, Commissioners, Broward County staff.

We are excited to share some details about this project.

MR. BLOUNT: (Inaudible due to feedback.)

MAYOR HOLNESS: Mr. Blount.

MS. HENRY: Okay.

MR. BLOUNT: There we go. I think that's better.

MS. HENRY: It is.

MR. BLOUNT: We worked very hard for the better part of a year with the Office of Economic and Small Business Development and the Greater Fort Lauderdale Alliance to develop a proposal that's compelling for the Board to hear.

We look forward to walking you through this project in more detail and are eager for your feedback.

Scroll to the next slide, Jessica.

So we just want to provide a brief overview of the site, and I'll hand it over to Jessica here in a second.

But what makes this site special for what we're looking for, you know, a large scale distribution and logistics facility located on the west end of Broward County with excellent access to highways to serve the trucks that will be coming and going from the site, serving all of south Florida, and great connectivity for associates coming and going from the site via Griffin Road, Pines, and Sheridan Street.

The site is also appropriately zoned for this type of a facility, which makes the approval process more streamlined for the project.

Go to the next slide.

So I'm going to hand it over to Jessica here to kind of talk a little more about this facility and kind of what goes on in a facility like this.

MS. BREAUX: Thank you, David.

So Amazon was founded with the purpose of being Earth's most centric -- Earth's most customer-centric company. And so everything that we do, every facility that we consider really begins with the customer in mind.

And we are interested in pursuing this site in Broward County not only to serve -- better serve our customers in Broward County and South Florida, but this facility would actually support our entire delivery network throughout North America.

This particular facility that we're considering would house household and consumer goods. Those Amazon dot com orders would originate in this facility. They would then

be prepared and packed for shipment, and then begin the process of traveling directly to the customer's home.

There are other types of Amazon facilities. We have storage center facilities, which help in part of the delivery network process, and then we also have Amazon last mile fulfillment centers, which we do have a couple of those operations currently in Broward County and are pursuing others at this point in time as well.

This particular facility, again, would be where an order from Amazon dot com would originate. That order would be packed and prepared for shipment here with our associates.

We'll talk about this in more detail a little later in the presentation, but we would expect to have approximately 500 new full-time positions as part of this development, and certainly can share some more details about that as we work through the presentation.

David, feel free to take the reins back and discuss a little bit about the facility and just the site layout that's on the screen here.

MR. BLOUNT: Happy to.

So as you can see here, it's about a 625,000 square foot facility.

There's a dedicated truck entrance with two sides of the building operating as loading docks for the facility, with associate parking that's currently shown on the west end of the building.

And really the purpose of that is to separate the care and truck traffic to eliminate those conflicts.

You know, obviously this is a preliminary site plan, but we plan on working hand-in-hand with -- with Broward County staff during the site plan approval process to refine this site plan further and make it acceptable for Broward County.

So the budget -- budget for -- presented above is really a preliminary estimate that we'll refine further during due diligence and final design documents.

And as we get more defined numbers, we will also break out costs to identify various opportunities for small business participation on the project.

This will include vendors, consultants, engineers, and contractors, among others.

This project will be 100 percent privately financed, but that does not mean we'll not view this as a partnership with Broward County.

We believe the only way this project is successful is we work with the County from day

one.

That will include constant communication and coordination with the Board, the Office of Economic and Small Business Development, and staff every step of the way.

Another thing not shown on this page here is we have also planned and accounted for paying for prevailing wages, and that will be included in all construction and contracts for the project.

As you can imagine, with the growth of e-commerce over the last several years, and increasing demand for same-day delivery, getting these facilities operation -- operational as quickly as possible is essential for the business model, and that's how we structured this timeline you can see here.

Our plan would be to immediately begin working with Broward County on a ground lease while simultaneously working on an access agreement to start due diligence activities.

We would then progress into our site plan approval, design, and permitting shortly thereafter.

We've provided a more detailed schedule in our proposal, but we specifically incorporated time to coordinate efforts with the Office of Economic and Small Business Development during our pre-construction phase for small business participation on the project.

This will include job fairs to provide proper notice and information to potential small businesses of Broward County that can be a part of this project.

The overall goal would be to have preliminary approval to start construction in Q3 of 2021, and deliver the project toward the end of 2022.

Go to the next one.

So as is shown Amazon and Foundry are committed --

MS. HENRY: So -- so we're getting feedback from that presenter.

MAYOR HOLNESS: We're getting feedback.

MR. BLOUNT: Yeah. I think that's better.

Amazon and Foundry are committed to working with the Office of Economic and Small Business Development to find the right small businesses for the project.

We worked on multiple projects with similar requirements. We have already talked with

several groups to make sure we can meet or exceed the 25 percent goal for this project.

This will include both hard and soft costs on the project. As I mentioned above, it'll include vendors, consultants, engineers, and contractors.

And this will start immediately during the due diligence phase as well.

MS. BREAU: Hi. Jessica again.

So I mentioned we would -- are anticipating about 500 new full-time positions as part of this development.

I think it also is important for the Commission to understand that these positions, full-time positions, do come with full benefits on the first day of employment.

So associates working for Amazon would receive full medical, dental, and vision insurance, as well as the opportunity to participate in a company-matched 401(k) or other financial savings plan.

And we also have a program called Career Choice, which helps the career -- Career Choice will help associates pursue further formal education and skill development opportunities for in-demand trade, and Amazon will pay up to 95 percent of the tuition costs for those associates over a four-year period.

I'll keep going.

Also, from a public transportation standpoint, so our team, we have an entire team dedicated to identifying public transit opportunities. It's very important for our associates and, of course, for your residents that they have an efficient mode of transportation to their place of employment.

So we would engage with the County very early on in the site due diligence phase to establish how we can work together and provide public transit opportunities directly to our site.

It's also very important to us at Amazon that we have and are good neighbors and good corporate citizens in places where we operate facilities.

We have a history of engaging with local communities with our site leadership and site teams where we do operate fulfillment centers.

Typically, we tend to support programs that are related to STEM education, local food banks, homelessness, disaster recovery, but we would certainly work with the County on opportunities to support -- support that development.

We also, as a road of ways to our hiring efforts, would continue working with the Greater Fort Lauderdale Alliance as well as Prosperity Broward to make sure that our job opportunities are known and available to residents in focus area communities.

That's very important to us. We spend a great deal of time and effort getting the word out about our positions.

We can create text alerts, and there's a lot of different ways that we can partner with the County to bring awareness for those job opportunities.

Some specific examples of -- recent examples of community engagement, we have supported Feeding Florida's COVID-19 recovery effort. We also just recently in August participated in National Non-Profit Day with a donation of PPE --

OPERATOR: You've been muted. To un-mute yourself, press star 6.

You are no longer muted.

MR. BLOUNT: Overall, we believe Amazon and Foundry are the right partner to deliver a project with a meaningful impact to Broward County and its citizens.

As a developer, we have the right team to execute on this development with each member on the screen having recent Amazon development experience under their belt.

You want to scroll to the next slide, if you could, Jess.

Those are two recent projects and examples are shown above.

The Carrie Meek International Business Park was a 2.7 million square foot development with Amazon as the anchor tenant. It was on a long-term ground lease with Miami-Dade Aviation Department, which is very similar to what we would be proposing on this site.

The goal of that partnership with the Foundation was to bring jobs to Opalocka and the surrounding community.

We were able to deliver on that deal with over \$110,000,000 in investment and over a thousand jobs.

Project Flash is another example where Foundry worked hand-in-hand with Amazon and Miami-Dade County to structure and economic development conveyance for a 76-acre parcel in Homestead.

The project recently broke ground and is set to deliver \$80,000,000 in capital investment and 325 jobs to the surrounding neighborhoods.

We believe these two projects are perfect examples for how this team can partner with Broward County on this site to do something special.

Again, appreciate everyone's time and as we kind of walk you through our presentation, I know it's a lot to -- to condense down into 15 minutes.

We'd love to open it up to the floor for questions and answers if you guys have them.

MAYOR HOLNESS: Okay. Thank you for your presentation.

We -- I have a couple of questions that I ask, and I -- and it will be directed, I guess, both at Foundry and Amazon.

One, you make a commitment to our CBE program of 25 percent. What have your experience been working with Broward County or any similar municipality in fulfilling your -- these requirements for small business, minority, women owned business participation similar to what we have CBE?

Have you done any projects in Broward County that you fulfilled those obligations in?

MR. BLOUNT: So this is David with Foundry. I'll take that.

So we have not done any projects specifically in Broward County that have small business requirements, but the two projects I did reference in Miami-Dade County do have very similar small business and wage requirements that we have complied with on both of them with -- within Miami-Dade County.

MAYOR HOLNESS: Have you done any projects at all in Broward County?

MR. BLOUNT: Yes, we have. We have -- currently right now we have one project underway in Pompano Beach, about 164,000 square foot distribution facility. That actually broke ground last week.

And then, you know, our -- our company has done -- or partners and our company have done multiple projects within Broward County. Quiet Waters Business Park, and then other developments within port 95 just west of Fort Lauderdale International Airport.

MAYOR HOLNESS: In any of those projects, did you reach out to be inclusive of small business, minority and women owned business? Do you have any structure in place within your organizations to do that?

MR. BLOUNT: So our -- our typical structure on -- on our projects, you know, depending on the location and -- and -- and area of the facility, you know, typically, particularly as it relates to the construction side of things, you know, we go out to the market and we bid the project competitively to the market and look for competitive bids

for the project.

And that includes, you know, both small businesses and larger businesses when we are -- when we go out to the market.

MAYOR HOLNESS: So you have no structure in place, or system within your company to reach out to small business, minority and woman owned businesses.

MR. BLOUNT: I wouldn't say specifically, but on projects in the past, like I had mentioned the two examples, you know, we have worked and partnered with, you know, Miami-Dade County on those deals to engage the community and engage, you know, small businesses on those projects.

MAYOR HOLNESS: And similarly, the question goes to Amazon. In their development -- not just merely development. I'm looking beyond development. I'm talking about your operation in inclusion of small minority and woman owned businesses as you subcontract, not just for construction, but for other services and products.

MS. BREAUX: Sure. So the way we typically approach that is we would work with Amazon's Procurement Office to explore what opportunities might be available for small businesses to participate in the ongoing operations of the building.

But, I'll also mention, you know, we have more than 140,000 small and medium businesses that are third party sellers from Amazon dot com, and we offer support to those companies, both in education and training through something called the Amazon Small Business Academy, as well as prominently displaying what we call Amazon storefronts on our website, which gives those sellers opportunities to, you know, be promoted.

Those small and medium businesses are organized by region, so customers can, you know, choose to shop specifically in the southeast and find smaller and medium businesses to support via Amazon dot com for any goods or -- you know, goods or items they're purchasing via our website.

MAYOR HOLNESS: That's not the question I'm asking you. Let me repeat it again.

Can you hear -- let me ask again.

Does Amazon have any kind of structure or system or program that reaches out for procurement of goods and services for small minority and woman owned businesses? Not to -- not the ones that are selling products online.

When you're spending your money is what I want to know about, not when others are spending their money.

MS. BREAUX: Understood. We work on a case-by-case basis with Amazon's

Procurement Office on any opportunities related to any vendor that wants to participate, you know, with selling or doing business with Amazon.

We have a dedicated contact that reviews any of those proposals and routes them to the specific purchasing manager, you know, related to the item that the small businesses wanting us to do business with Amazon related to.

MAYOR HOLNESS: Okay. The next question I have is within Amazon, is there any program to ensure that minority groups, women groups are given mentoring to reach to the upper levels of the corporations?

In other companies, they have structure where there is mentoring programs for groups that are not likely to be on the inside in terms of accessing promotions to the highest level.

Do you have any program in place to reach out to minorities, women, or other groups that may be disaffected from access to promotions and growth?

MS. BREAUX: So I serve a lot in that role as Economic Development Manager for the southeast. So I will help.

And I think this is something that's really nice about Amazon doing its own site selection is I am a part of the process, not only during site selection, but throughout the life of the facility.

And so I serve a lot in that capacity in meeting with companies, meeting with local communities, and helping them access the individuals in Amazon that do make those procurement decisions.

MAYOR HOLNESS: And I'm not asking you about groups that you meet with. I'm saying within Amazon's structure, do you have these kind of programs?

MS. BREAUX: So, again, I don't have a specific program to point you to other than we do work with, through our Procurement Office, anytime there's an interest from any company that wants to do business with Amazon. That would be our process.

And so I will help and can help those entities engage with that office and establish, you know, any lines of communication that they need directly with those purchasing managers.

MAYOR HOLNESS: In terms of outside groups that you may have relationship with training and mentoring programs such as Urban League or others, do you have anything in place to facilitate that?

MS. BREAUX: I'm sorry, can you repeat that question? Are you talking about addressing employee -- employment opportunities or still discussing the small business

procurement?

MAYOR HOLNESS: I'm talking about mentoring for folks that may be having difficult time getting employed, and reaching out to communities or to agencies or entities that facilitate that.

Do you have any such as Urban League or OIC --

MS. BREAU: Sure.

MAYOR HOLNESS: -- or entities like those?

MS. BREAU: Understood. Thank you.

So we do work -- we have an entire team called our Workforce Staffing Team, which is the -- the group of folks, along with myself, that would partner with Prosperity Broward and other entities in greater Fort Lauderdale and in Broward County to help, you know, access those employees and provide opportunities, make them aware of those opportunities.

Also, once an employee has been with Amazon for at least a year, they have the opportunity to participate in a program called Career Choice where those associates can go on and get formal education or skill development training where they can improve upon their skills and further their career development.

Amazon pays up to 95 percent of those tuition costs over a four-year period.

And we understand that not always, you know, is an associate going to be pursuing a skill that directly relates back to Amazon, and we're okay with that.

If our associates, you know, some of them choose to go on and get skills training in nursing, or they choose to go on and, you know, get skills development in IT, and that eventually means that they leave the company.

And we're okay with that and we support that and we want to see our associates succeed.

So I think that's certainly a great example of an area where we provide opportunities for our associates, both internally within the company, but as well as improving their skills development for opportunities that may be outside Amazon.

MAYOR HOLNESS: You mentioned the Alliance. Do you currently have anything going with them or is this something that you're planning to do?

MS. BREAU: So we've certainly talked to them. We have a couple of delivery station locations in Broward County.

And the delivery station is part of Amazon's last mile network. Those are facilities that help us get product directly to the customer homes.

And so we have had conversations with the Alliance and Prosperity Broward and around available positions that we have currently in the County.

I will say this opportunity that we're discussing today really gives us an opportunity to make a larger investment in Broward County and bring additional jobs.

So I think understanding kind of the large impact that this facility that this would have, we would want to pursue an opportunity to partner with Prosperity Broward and the Greater Fort Lauderdale Alliance in a different way than we have before, just because of the headcount expectations we have around this facility.

MAYOR HOLNESS: Vice-Mayor Geller, followed by Commissioner Ryan.

VICE-MAYOR GELLER: Thank you, Mr. Mayor.

I hope that we can take whatever steps are necessary to reduce the feedback. And when I say the feedback, I'm referring to the technical noise on the computer, not the give and take between the Commission and the people we're interviewing.

I have a couple questions. I know what I'm looking for when I make my decision, and so I have a few questions on that.

Number one, I have a greater interest in groups that give back to the community. I know that at least one of the proposers is talking about having a national headquarters, I believe I heard as -- during part of the proposal.

And let me ask a question to either the Administrator or the County Attorney.

We are confidential now; is that correct?

MAYOR HOLNESS: No.

VICE-MAYOR GELLER: Are we permitted --

MAYOR HOLNESS: -- oh, wait --

VICE-MAYOR GELLER: -- to discuss the other person besides Foundry?

MS. HENRY: We don't believe you can do that at this time.

VICE-MAYOR GELLER: I can or cannot?

MS. HENRY: Cannot.

VICE-MAYOR GELLER: Cannot.

MS. HENRY: I'm looking at the --

VICE-MAYOR GELLER: Okay. Because I heard that already come up as part of the presentation, but I just wanted --

MAYOR HOLNESS: They did.

VICE-MAYOR GELLER: -- to make sure.

MAYOR HOLNESS: They -- they have someone on for Amazon.

VICE-MAYOR GELLER: Well --

MS. HENRY: I'm sorry, they have what?

MAYOR HOLNESS: They have someone on the -- on the line for -- from Amazon. She introduced herself --

MS. HENRY: No, you said Amazon?

VICE-MAYOR GELLER: The -- yeah, the other --

MS. HENRY: Yeah.

VICE-MAYOR GELLER: -- the other company that is part of Foundry.

MS. HENRY: Oh, I apologize.

VICE-MAYOR GELLER: I just want to make sure --

MS. HENRY: I thought you meant --

MAYOR HOLNESS: They waved,

MS. HENRY: -- the other presentation.

VICE-MAYOR GELLER: Okay.

MAYOR HOLNESS: They waved.

VICE-MAYOR GELLER: I know. I heard it. I wanted to make sure that was not by mistake --

MS. HENRY: Yeah.

VICE-MAYOR GELLER: -- that I could mention it.

MS. HENRY: Okay.

VICE-MAYOR GELLER: All right. I'm cautious that way.

Okay. So I believe I heard, then, that Amazon, this would be -- I guess you'd call it a major distribution center --

MAYOR HOLNESS: Uh-huh.

VICE-MAYOR GELLER: -- and I heard that Amazon's other areas that have major distribution centers are making contributions to the community in different fashions.

Did I hear that correctly? And, if so, can you elaborate on that, please?

MS. BREAU: Absolutely. So, yes, where we do have fulfillment centers, we do make it a practice, and it's important to us, to be good corporate citizens and engage in the community in different ways.

Typically, that focus for us around STEM education or related to fighting hunger, homelessness. We like to pay particular attention to children that live in the communities that we operate fulfillment centers in.

VICE-MAYOR GELLER: All right.

MS. BREAU: Also, if you --

VICE-MAYOR GELLER: Okay. I'm sorry? Please repeat.

All right. Ma'am, were you -- were you done in your remarks?

MS. BREAU: I was just going to share a couple of recent examples from this last year --

VICE-MAYOR GELLER: Please

MS. BREAU: -- where our team has supported efforts in Florida, and specifically South Florida.

So we did make a contribution to Feeding Florida's COVID-19 recovery effort, which happened earlier in the year, around the start of the pandemic.

And then also more recently, in late August, we participated in National Non-Profit Day, where Amazon made a donation of COVID-19 related supplies such as masks, pallets of gloves, sanitizer, various cleaning materials --

VICE-MAYOR GELLER: You've done all of that with Amazon fulfillment center.

MS. BREAU: That's correct.

VICE-MAYOR GELLER: If we get a fulfillment center, are we to expect more than what we have been getting? I'm try -- again, one of the important issues to me is the kind of corporate contributions, not just charitable monetary, but the overall impact on Broward County if we go with you guys as opposed to the other two options.

So can you give me any better idea of anything beyond that which we have already been receiving, what we should be expecting if we get a fulfillment center here?

MS. BREAU: So we would just continue to look for opportunities to partner with the County in meaningful ways.

So, you know, our community engagement is always very local and very specific to what the needs of the community are.

We like involving our site leadership in that, so, you know, once a facility would be up and running, having those individuals participate in boards is very common locally. Financial contributions certainly can -- you know, are part of that to efforts that -- that are close to the County and particularly of importance to the residents that live in that area.

You know, we acknowledge that our associates are your residents, and so we want to not only create a positive working environment for them, but also a positive environment for them to live in, as well.

VICE-MAYOR GELLER: All right. Thank you, ma'am.

Moving on to my next question is can we get a new IT department?

Beyond that, you may have said -- if so, I -- I may have missed it -- is there a minimum wage that would be paid to all of your employees at this facility? And, if so, what is that?

MS. BREAU: Yes, sir. So \$15 an hour is the starting wage for all of our associates across. So that's industry leading pay. That's across our entire delivery network.

We would expect to have a number of individuals that are part of that 500 who would serve in a station leadership or management capacity, and those are salaried positions at a higher wage rate.

VICE-MAYOR GELLER: Thank you.

My next question, which is intimately related, is do you know what the median salary

would be of these employees?

Again, let me emphasize I am not asking the average salary, because if you average the salary of Bill Gates and all nine Commissioners, all ten of us are billionaires.

So the average is irrelevant to me.

I am looking at the median. That is 50 percent above that number and 50 percent below that number.

You may not have that data with you. If you don't, I will ask you to get it to me.

But can you tell -- do you know what the median salary is?

I am far more concerned with having a lot of people at 50,000 than I am at having one person at a million and 50 people at 25,000.

MS. BREAUX: Understood. I don't have the exact median average wage for this facility in front of me to be able to share, but the majority of the positions that are part of this operation are associates that are responsible for preparing customer orders, and so that -- that salary wage and range is around the 31 to \$32,000 a year.

VICE-MAYOR GELLER: Thank you, ma'am.

Almost done. The -- two last questions.

Number one, did I hear you make any commitment to SBE programs? And, if so, what was that number?

MR. BLOUNT: Yes, the -- the minimum we --

MAYOR HOLNESS: CBE.

MR. BLOUNT: -- committed to is 25 percent with the intent.

MAYOR HOLNESS: It's CBE, not SBE.

VICE-MAYOR GELLER: I'm sorry. I apologize. I -- I do know the difference.

So CBE, you've committed 25 percent is what the Mayor just said; is that correct?

MR. BLOUNT: With the hope to exceed, yes.

VICE-MAYOR GELLER: Thank you.

And my last question is in reference to training, and you did touch on this.

Again, my biggest concern -- this is just me as one Commissioner, but when I'm looking at what company I would vote for, I am not so much interested whether we're getting 5,000,000 or 6,000,000 or whatever a number a year there in rent.

I am most interested in what it can do for the community in terms of high paying jobs, in terms of community -- activity in the community, and job training.

And so I'm -- my last question is on the job training.

I am very, very -- it -- it is critically important to me that we have corporate partners that will work with training our community, creating more high paying -- and, again, I'm not talking 15 or \$20 an hour jobs. I'm talking about solid middle class jobs in the 50, 60,000 or higher kind of jobs that have built this country.

So can you elaborate on what type of job training programs we could expect from Amazon in terms of helping to boost high paying jobs in Broward County?

That is my last question.

MS. BREAU: Sure. So the associates that are working in the facility are -- participate in extensive on the job training related to their job responsibilities as well as employee safety that is -- is paramount for all of us here at Amazon.

I did mention earlier Amazon's Career Choice program, which, again, is the program that allows our associates, after they have been with the company for one year, they are allowed to go back and pursue skills development, either college level courses or, you know, specific skilled trade development, where Amazon pays up to 95 percent of the individual's tuition for that program.

So they're able to pursue that degree. And -- and sometimes that means that they will pursue a career outside of Amazon after they're -- they've completed their skills and degree training, and -- and we certainly understand that and respect that.

We've had, you know, associates pursue IT degrees. We've had associates pursue, you know, things in the medical field, all sorts of things. And we're happy to support them in those endeavors and provide that opportunity for them to continue their education while they work for the company.

VICE-MAYOR GELLER: Thank you, ma'am. I appreciate the comments that you and the other members of the team have made.

Mr. Mayor, I've completed my questions.

MAYOR HOLNESS: Thank you.

Commissioner Ryan.

COMMISSIONER RYAN: I have a series of questions. I'm going to be following the PowerPoint presentation which, although not numbered, consisted of ten slides.

So let's begin with on page 4, that was the slide that at the top it's titled budget.

It mentions \$150,000,000 in capital cost. At the very cost, on land cost, it has zero, but then the comments are ground lease.

Do you have somebody on your team that can speak to what you are planning on proposing or offering as far as the financial terms on a ground lease?

My understanding is for 65 acres it's somewhere in the range of perhaps two to \$3,000,000 annually.

MR. BLOUNT: So, I can take that, Commissioner.

So, what we have proposed as it relates to the ground lease -- ground lease and annual rent is to go out and negotiate a fair market value.

And by doing that, we'd go out and get multiple appraisals that we would average for -- for appropriate ground rent for the facility.

COMMISSIONER RYAN: Moving on to page 6, which is -- got a -- on the left side, it says positive impact, but it speaks to the CBE participation and then also jobs and opportunities.

It's anticipated that you'll have 500 new positions as part of this development.

You used as an example of a development that Amazon has constructed in the area, the Opalocka distribution facility at the Carrie Meek International Business Park. It's 2.7 million square feet of a development.

And it states delivering over 1,000 jobs -- I think that must be direct jobs, at the facility, and \$110,000,000 in capital investment.

This site, being 65 acres, is 2.8 million square feet, and you're showing that your building footprint 627,000 square feet, but yet you're speaking of anticipating up to 500 jobs.

Am I making a fair comparison between these two distribution and logistics facilities? Is it a much larger building down in Opalocka? Or perhaps is it because you have a new generation of a distribution facility with a much higher involvement of robotics that you have less employees anticipated on this Broward County site?

MS. BREAUX: So, Commissioner, I can start to address that, and, David, certainly feel free to chime in from the construction standpoint.

Sorry.

So our team works always to continually evaluate design of our buildings. And so the headcount that we're proposing for this facility, first, we wanted to make sure it was something that we could absolutely unequivocally commit to for the Commission.

And so it is somewhat of a smaller footprint, just based on the sheer size of the site that we're considering in Broward County. It is a slightly smaller facility from that standpoint, so the headcount is expected to be a little bit larger -- excuse me -- a little bit smaller.

But, again, we did want to just make sure that we were sharing with the Commission a number that we knew we could absolutely meet.

COMMISSIONER RYAN: So you have --

MS. BREAU: I'd also add --

COMMISSIONER RYAN: -- you have optimistic expectations that you will have more than 500 employees on site?

MS. BREAU: It's certainly possible for us to have. So that -- that number is 500 full-time positions. We would have some part-time opportunities as part of this development, as well as the potential for, you know, employment with third-party contractors.

So it is possible that we would have more than 500 associates, but at this time, that was the number that, you know, we -- we're comfortable with, you know, making sure we can meet any commitments we make to the Commission.

COMMISSIONER RYAN: To the extent, that it be possible, do you commit to hiring Broward County residents for these 500 plus or minus full-time positions?

MS. BREAU: So I think what we can certainly commit to is making sure that Broward County residents have opportunities to apply for these positions.

I think it would be difficult for us to say that 100 percent, you know, all of the associates that would work at this facility would be a Broward County resident, although we would work very closely with the County, with Prosperity Broward, with the Greater Fort Lauderdale Alliance, with all of our local partners, to make sure that residents within the County have the opportunity apply for these jobs, and also are aware and -- and can participate in informational sessions that would take place prior to any hiring events begin.

COMMISSIONER RYAN: Amazon has approximately 1,000 employees at the Opalocka distribution facility, which is in northwest Miami-Dade County, very close to

the Broward County line.

Approximately how many of those 1,000 employees in your OpaLocka facility are Broward County residents?

MS. BREAUX: That is not a number that I have handy, but I can make a note to follow up with you on that.

COMMISSIONER RYAN: Please do so, and would you share it with all the County Commissioners?

MS. BREAUX: Sure.

COMMISSIONER RYAN: All right. On page 8, you speak about community outreach and employment opportunities, and you have on several occasions mentioned Prosperity Broward initiative, and you have, you know, mentioned the Greater Fort Lauderdale Alliance, both of which Broward County works closely with.

But noticeably absent in your presentation, both orally and in your PowerPoint presentation, is you failed to mention Career Source, which is the Broward Workforce Development Board, and really the primary, I think, employee training facility or agency that we have. It's part of the State of Florida's economic opportunities, and it receives federal funding for job training and job placement, actually treats the employers as the clients and matches them up with employees.

Is there any reason why you have failed to mention Career Source at all in your presentation?

MS. BREAUX: No, sir. So I think that we certainly have partnered with Career Source. We've partnered with them at MI&1, we partnered with them at other locations throughout Florida. I've had several conversations with those regional offices as we onboard people that are working in our fulfillment centers and delivery stations.

So I apologize because that's just an oversight on our part. We're open to working with any of the local workforce development partners throughout the County, you know, in an effort to make sure that we're getting the best quality employee, and also making sure that all of our -- all of the residents are aware of these opportunities.

COMMISSIONER RYAN: Within Amazon's Human Resources Department, let me suggest that you reach out to Career Source. They have an executive governing board of elected municipal and County officials, and they have a -- a board, a governing board, of industry leaders of approximately 20 to 25.

And I think that Amazon could make a request for a position on that board. I'd like to see some outreach from Amazon to show good faith in this regard.

MS. BREAUX: Thank you for that, and noted.

COMMISSIONER RYAN: That's the extent of my questions.

MAYOR HOLNESS: Anyone else? Commissioner Furr.

COMMISSIONER RICH: Yes.

MAYOR HOLNESS: Commissioner Furr, followed by Senator Rich.

COMMISSIONER FURR: Thank you. Just two questions real quick.

Amazon uses a lot of boxes, and there's a -- you know, there's what is called the Amazon effect of an upward pressure on recycled materials, particularly on corrugated paper.

Would you all be willing to commit to using -- we have -- 16 percent of our solid waste is paper. We need to find a place for that to go. Can you help us out on that?

MS. BREAUX: That is certainly something that we are open to discussing with the County. It -- I would like to involve individuals from our Sustainability Team and Renewables Team to address that concern.

But that is definitely something we're open to discussing.

COMMISSIONER FURR: Second, I've seen on many of your commercials that you guys are heading toward sustainability with regard to electrical vehicles.

Would we be seeing those here in Broward County?

MS. BREAUX: So -- yes. So that is correct. We are working right now on the purchase -- and have ordered over 100,000 new electric delivery vehicles from Rivian. Those vehicles are expected to delivery in 2021.

Right now, we're -- what our electric vehicles fleet is being used for is within Amazon's delivery stations. So those are the -- the vans that if you see in your neighborhood the gray Amazon van with the blue smile, those are our first venture into electric vehicles.

As we get those fleet vehicles put into service, we will dispatch them across our delivery network.

And we have -- have made a commitment to have all of those vehicles on the road, you know, with -- with 10,000 vehicles on the road as early as 2022, and over -- and a hundred thousand of them on the road by 2030.

So it's certainly a work in progress for us, but something we're absolutely committed to.

And so, as we -- we are able to get more of those vehicles out of production and on the road, you will start to see them operating from our delivery stations.

COMMISSIONER FURR: I would like to see that. We have a -- a -- we have -- we have a Climate Change Action Plan that is trying to get our emissions down, and that would be helpful on that.

I have no further questions.

Thank you.

MAYOR HOLNESS: Commissioner Rich.

COMMISSIONER RICH: Yeah, I think that Commissioner Furr has touched on mostly what I wanted to mention about the renewable energy development and the commitment to electric utilities and so -- electric cars and so forth, so I will go ahead and pass on that one.

I do want to thank you for addressing the issue about being good corporate citizens. That is also very important to me.

And I was pleased to see that one of the things that you mentioned was asking people that work within this, you know, facility would be asked to be out in the community working on -- serving on boards and participating, in addition to the things you mentioned with regard to homelessness and food distribution, food banks are serious problems in our community, and exacerbated by COVID.

So I want to -- you know, I appreciate your awareness about -- about those issues, certainly in other places in South Florida.

And I -- there was a lot of talk about type of training and career, you know, being able to kind of move up the career ladder.

And I -- I think I -- I haven't quite heard -- and it -- it's not -- you -- you haven't been in this community, really, so I'm not really talking about this community as opposed to, you know, other places, and even as a corporate policy about, you know, a commitment to having, you know, women in positions of leadership in the organization.

So I just wondered if you could just clarify or just talk a little bit about that.

MS. BREAU: Absolutely. So I will say I joined Amazon in January, and as a young female professional, personally been very pleased with the amount of women that are in leadership positions across our company.

We recently promoted a Black woman who has been with Amazon for a long time in our Operations Division to our Senior Leadership Team. So that was certainly something

that our entire company applauded and was really excited about.

We have women in leadership positions across the different business units that run Amazon. My boss, our Director of Worldwide Economic Development, is a female, and there are several others who operate in leadership positions across the company.

COMMISSIONER RICH: Okay. Thank you. Appreciate your comments.

MAYOR HOLNESS: Okay. Seeing no other questions from any of my colleagues, Foundry's presentation is completed.

We ask that they leave the meeting room and that, staff, we set up for and invite the next presenter -- presentation, Helms Development, into our meeting room.

MS. BREAU: Thank you very much. Appreciate the opportunity to talk to you this afternoon.

MAYOR HOLNESS: Thank you, Foundry and Amazon, for your presentation.

MS. MANGAN: The next presenter, Helms Development, has been invited. I believe we only have one or two attendees for that.

COMMISSIONER BOGEN: Are we supposed to just wait on the phone?

MAYOR HOLNESS: Are you -- are you in? Okay. So --

COMMISSIONER BOGEN: Yes. Mayor Holness -- Mayor Holness, this is Commissioner Bogen. I've been on the phone.

MAYOR HOLNESS: Okay. You're on the phone. All right.

We're waiting to see Helms Development. Are they -- are they set up or we're setting up for them? Are they setting up?

MS. MANGAN: Correct.

MAYOR HOLNESS: Okay.

C. HELMS DEVELOPMENT

MR. HELMS: Scott Helms is on.

MS. MANGAN: Great. Thank you, Scott. If you can please confirm --

MR. HELMS: Yeah.

MS. MANGAN: -- your team is present and there's no other members that are outside

your team on the call.

MR. HELMS: That's correct, yes.

MS. MANGAN: Great. Thank you.

You can share your screen, and once you're ready, we'll start the 15-minute time.

MR. HELMS: Okay.

MS. MANGAN: Great. I see your webcam.

MR. HELMS: Is it coming up yet?

MAYOR HOLNESS: Yes, we can see --

MR. HELMS: Okay.

MAYOR HOLNESS: -- your first slide. You may proceed.

MR. HELMS: Okay. Good afternoon, Mayor, Commissioners, and County staff. My name is Scott Helms. I reside at 2415 De Soto Drive, Fort Lauderdale. Lived here for 21 years.

Thank you all for your time today. I know it's been probably a long meeting for all of you, especially on a rainy day, so I'll jump in.

First thing I'd like to talk about is the fact that I developed next door, which you see the photograph that's up on the screen.

About three years ago, we closed, in January 2017. Built this first building.

While we were building this building, I reached out to Dennis Mele to reach out to Bertha Henry about the adjacent site that we're talking about today.

We approached then to see if we could acquire it, and the answer was, no, that the County didn't want to sell the land.

So we went back and I looked at doing a possible trade and put it somewhat together. We presented that, and we were told no on that one, as well.

So I'm actually happy that the County has done this. I think we have such a shortage of industrial land out in the market in Broward County that it's good to get creative and look to public/private partnerships.

The last three industrial sites that I've developed were a women's prison, a lake that was

filled, and a trailer park. So I'm happy to be presenting on this one today.

So I'm going to start out with my partner. Being a small business owner, small developer, I'm able to go out in the market and pick the best financial partner that I can that's perfect for that particular situation.

I chose Clarion because of their financial capacity. They own 759 industrial properties at -- at over 175,000,000 square feet, with a value of over 20 -- 20.1 billion.

They can finance this infrastructure internally prior to ever getting a construction loan on the building.

I also chose them because of their experience with land leases at Opalocka Airport.

I chose them because they will own this asset long-term and not be a merchant developer like another developer would be.

I chose them because of their relationships -- national relationships with other companies, including e-commerce companies.

In fact, I've reached out to a colleague of mine that I know he works for that e-commerce company that's looking at this project. I asked him who I should pick as a partner. He suggested Clarion.

I also asked if they were committed to anyone and they have an exclusive with any developer. He said no, and he said he would happy be -- to be working with this partnership if we ended up getting the award.

So going from there, I'll talk about my history in Broward County.

What I've got on the screen are just two buildings. They're the buildings at Port Everglades. And while I'm talking about it, I'll leave those and then go to the next one.

First, I've been a resident of the County for 21 years. I moved here from Atlanta to open a Florida Regional Development Office for -- Office for IDI.

I ran that office for 16 years, and left in 2016 due to an ownership change.

I then started Helms Development, which is based in Fort Lauderdale.

During my time in Broward leading Helms Development and also leading IDI, I developed over 44 warehouse buildings in this County.

These buildings are located in Weston, Sunrise, two in Miramar, one in Davie, three in Pompano, one in Hollywood, one in Pembroke Pines, and I did a recent project in Wilton Manors.

The taxable value of these projects is over \$775,000,000, with a market value over 1.2 billion dollars.

Due to the quality of the locations and construction, we have a who's who tenant list. We have Watson Pharmaceutical with three buildings, two in Weston, and Sunrise; AT&T in Miramar; Sam's Club in Miramar; Walgreen's in Miramar; Nestle in Miramar; Boeing in Davie; AmerisourceBergen in Pompano; FedEx in Pompano; Cisco in Pompano; Whole Foods Amazon in Pompano; Royal Caribbean in Weston; Carnival in Davie; Office Depot in Weston; and, of course, VPX in Pembroke Pines.

There are a few projects that I've worked on over the years that I think are specific to bring up today that are related to Broward County in a public/private partnership.

The first one is Alpha 250. I'm, unfortunately, dating myself a little bit, but going back to the late '90s, 1998, '99, and 2000, Broward County took this property, 112 acres, out to the market. We were the leading winner on the project.

We developed about 1.5 million square feet, and now it has a great tenant base and a great tax base for the County.

A much more recent deal is one that I have showing right now. This is one that PEILC -- I'm sure many of you know who they are -- they had the project under lease agreement for a few years. They had a partnership that was not working.

I ended up bringing Center Point, who has a specific focus on ports, and also doesn't have an issue with land leases. I brought them into the picture, and jointly we all did a deal where we co-developed with us, Center Point, and Avison Young. And now you see the building with IWS that's on the screen.

The next project that I'm going to bring up is obviously the one that's adjacent to the property we're talking about today.

You see the front entrance, the signage in the front of the building, and then the two buildings.

This was a former state women -- state's women's prison that was here for, you know, 30 years, I believe.

The state came to the market to sell the site.

They would not give anybody the opportunity to rezone it. You had to buy it as is where it is.

The City of Pembroke Pines came to me. They said we like your properties better than other developers. You build a high quality. We like your tenants. We'd like to partner with you.

So we worked together on an agreement to acquire the land. The city acquired it first. Then, when they closed, they contracted with us to do the land use and the zoning.

Obviously, we have had a very successful relationship with them there.

If you will notice the -- the more southern building on the lake, that was sold to VPX in January of 2019.

The second building was sold in February 2020, earlier this year.

And the parcel that's in the bottom was sold in March of 2020.

We were -- we had an agreement with VPX to build them the third building, or at least to -- for them to acquire the third building. They didn't have the right to tell us what to build.

So I reached out to them. I'm like, what would you like? They gave me specs, 40-foot clear, deeper building, maximize the site.

We went and priced it. We started the site plan approval process, got to agreement.

Then they came back to me and said that they did not know what they wanted to do on the site.

So that site is sitting empty.

I will be honest, the first building that closed in January 2019, they just started work on it earlier this year and probably won't be in occupancy for at least two years after closing.

The second building, they haven't done anything. And the third parcel, they haven't done anything.

So to acquire another 62 acres may be kind of hard for them to do at this stage.

The development plan on the project, this shows you once again the two buildings. The south Florida distribution center, the Broward County site.

A few issues to talk about.

Land use and zoning are both appropriate for what I would plan to develop.

The property does need a plat note amendment. I think you've all seen that.

One of the development issues is water and sewer. Pembroke Pines controls it in Sheridan Road. Obviously, I -- I'm sure many of you know they have an issue with right now with a lawsuit, and they had to struggle to provide water and sewer.

So something's going to have to be in agreement between the County, the developer, and so on.

I have a very good relationship with Mr. Dodge, the City Manager, and have actually used him as a reference in this -- in this package.

The intent is that there would probably be about \$6,000,000 of infrastructure. The site is about three feet low, so you're going to have to bring in the fill.

If we ended up getting it, we would design both pieces to blend in together where it all looks master planned together with landscaping, signage, et cetera.

From a standing -- the timing standpoint, I think this parcel would take about a year for County approvals, agreements, and then probably 12 to 15 months for construction.

Going into I did two conceptual development plans.

The first one is a speculative plan. I don't think this will happen, but it's good to see how these buildings could lay out. You never know if other activity comes into the market.

So the second building -- second conceptual plan, this shows the medium-size building that was provided by the e-commerce company. They have three different options they're looking at, none of which they've committed to.

This is the medium. They have a smaller and a large one.

This one had somewhat excess land, and I have heard through various sources that maybe there was a need for a potential western Broward County bus facility, so I just laid that out.

If that's not necessary or needed, we would end up re-laying out everything and doing another building.

If the e-commerce company went with a smaller building, there may be an opportunity to actually provide a facility for VPX as well as the e-commerce company.

Moving on to the next slide, economic development and local jobs. This project is expected to be over \$140,000,000 of investment.

Construction jobs at the very beginning would be 200, 250 people with a minimum wage of \$15 per hour.

I list here the salary range. It's showing construction jobs and design jobs.

Logistics jobs, if they ended up being logistics companies, would be also minimum of \$15 per hour. I list their wages here.

In addition to the jobs and wages, we have committed to a target of 30 percent with a minimum of 25 percent of CBEs in the development.

As I mentioned before, I'm basically a small Broward business. I don't qualify for the net worth component, but I am a small Broward business that's been here for many years.

We would try to use CBEs in the pre-development due -- due diligence, design-construction, and maintenance, as well as work with who -- whatever tenant would come to this place, this location.

We would create a task force with the OESBD to manage and track and comply with the entire process and make sure everybody's complying.

We'd also work with any other Broward agency, the Broward Alliance, et cetera, workforce training and economic development.

Summary. You know, this team includes a local experienced developer who's developed over 6,000,000 square feet in this County with a market value over 1.2 billion.

Other developer -- the other developer that's proposed has not completed one building. I know they're working on several, but they haven't completed on today.

This team includes a very strong capital partner that has a national presence with e-commerce companies and other companies.

Both partners have local public and private experience in South Florida. I do at Port Everglades, and Clarion does at Opa-locka Airport.

We've committed to the CBE -- CBE target of 30 percent.

We've committed to the \$15 per hour minimum wage.

So, with that, I would -- I appreciate all of your time and I'm happy to answer any questions that you may have.

MAYOR HOLNESS: Thank you very much for your presentation.

I'll go ahead and start off, treating you similar to how I treat -- treated the others in terms of my questions.

MR. HELMS: Okay.

MAYOR HOLNESS: Do you have any structure or system in your organization to help minorities, women grow and develop?

MR. HELMS: I am -- being a small business, I don't specifically have that.

I will tell you that, you know, I work with that all the time. We -- I work with Make A Wish, and we're actually focused on doing minorities on a few programs. We're building a new facility.

Clarion I believe probably has a program. It's something that I would have to put together specifically for this project since I'm a small business owner of just me at this stage, where I outsource construction and other items.

MAYOR HOLNESS: You have committed to trying to reach 30 percent for CBE, but a minimum of 25 percent.

So, 25 percent is your firm commitment and 30 percent is aspirational?

MR. HELMS: Yes, sir.

MAYOR HOLNESS: Okay. Have you in any of the development you've done utilized any programs or do you have any programs in place to reach out to small business, minority and women owned businesses in our community, to include them in your developments or any business entity that you're in?

MR. HELMS: I would say I -- I have not specifically done that.

MAYOR HOLNESS: Okay. Thank you. Thank you for your honesty.

In terms of training and mentoring programs, have you reached out to any of the community organizations or any entity to help you with training or you help them with training and mentoring program for anything within the community?

MR. HELMS: I -- I do a lot of mentoring on my own with local graduate students. I've done -- I've had a number of interns that have gone out into the market.

So I've done a lot of mentoring directly with people.

MAYOR HOLNESS: Okay. We'll go ahead and --

MR. HELMS: Especially when I was at IDI, we made a point to always have a person as a -- as a intern within the organization so we could help train them. There are several people now working in the community that were trained under me.

MAYOR HOLNESS: All right. Thank you.

Did you have a question? We're going to have Commissioner Ryan start off with his questions, and we'll come back to Vice-Mayor Geller.

MR. HELMS: Mayor, can you all see me?

MAYOR HOLNESS: We can't see you now, but we can hear you.

MS. MANGAN: Mr. Helms --

MR. HELMS: Okay.

MS. MANGAN: -- if --

MR. HELMS: Are you supposed to see me?

MAYOR HOLNESS: I don't know that we have to --

MS. MANGAN: We were --

MAYOR HOLNESS: -- but so long --

MS. MANGAN: -- we were seeing.

MAYOR HOLNESS: -- as we can hear you.

MS. MANGAN: Sir --

MAYOR HOLNESS: We were seeing you before.

MS. MANGAN: -- sir, if you hit stop presenting at the middle of your screen, it will show your webcam.

MAYOR HOLNESS: Okay. We see you -- we're seeing you now.

MS. MANGAN: Stop your video. Now you're there.

MR. HELMS: Okay. Okay.

MAYOR HOLNESS: Okay. So we'll go with Commissioner Ryan, followed by Vice-Mayor Geller, followed by Commissioner Fisher.

COMMISSIONER RYAN: The PowerPoint presentation shows two conceptual site plans. Site plan option number one was stated to be rather speculative, and it appears to be warehousing, and site plan option two, which apparently is more likely to be the use on the property, appears to be some type of a distribution center with about 520 -- or about 503,000 square feet.

The economic development and local jobs, which is the next slide in your PowerPoint presentation, speaks to logistics jobs at \$15 per hour as a minimum, and estimated to have 500 to 1500 permanent employees.

How do you come up with that calculation? Because it doesn't appear that your company would actually be the tenant. It looks like you'd develop the site and then you would find a tenant.

Am I -- am I making the correct assumption here?

MR. HELMS: Yes and no.

So, what we did on the adjacent property is, you know, we built those buildings speculative, just like this would be if we went that route.

I don't think we have to go that route.

But if you look at VPX's employees on the other site the same size, it's roughly -- it's on the higher end of the 1500.

On this particular site, you know, we did the medium version for the e-commerce company, and then we have additional land that either would be for another building.

So, it depends on what size building. If it's the 600-plus building, you're probably going to be closer to a thousand, and then if you end up doing shifts, you could obviously go over that.

COMMISSIONER RYAN: All right. So if it's e-commerce use, then that's the one that -- are you actually going to be the -- the operator? Because you said yes and no whether or not you would develop it and then operate on site.

Is that -- is that one of your options is for your -- your company to operate?

MR. HELMS: Not -- not at all. No. It would be a -- it would be a company that we would do a deal with and -- and build them a building.

COMMISSIONER RYAN: All right.

MR. HELMS: And that's why I chose -- that's why I chose -- chose Clarion, because they have those relationships outside of the relationships I have. And I know there are a number of e-commerce companies looking at this, specifically one.

So it -- absolutely not. Wouldn't.

My job is to build buildings.

COMMISSIONER RYAN: All right. 500 to 1500 permanent employees on that 500 square foot building, or within that 500 square foot building. I'm assuming you're speaking of some full-time and some part-time jobs.

Is that your estimation or are you talking about 500 to 1500 full-time jobs, full-time equivalent jobs of 40 hours per week?

MR. HELMS: I would think it'd be more of full-time except during holiday seasons, and then you would have part-time.

COMMISSIONER RYAN: All right. Is there any kind of assurances with regard to employee benefits?

MR. HELMS: Well, the primary company that we're talking about for this location does have employee benefits, a very strong program for employee benefits. They have 401(k)s, they have medical insurance. They -- they pay at the top of the industry. They have to, because they are the leader in the industry.

COMMISSIONER RYAN: All right. So this prospective tenant or operator, do they currently have a policy in place of employees start at a minimum of \$15 per hour?

MR. HELMS: Yes, they do. They started in November of 2018.

COMMISSIONER RYAN: And do you have enough detailed information to speak of this company with regard to how the -- the growth in -- in wages takes place for employees, or sometimes they're called associates, after one, three, perhaps five years' experience, what type of growth that they see in their compensation?

MR. HELMS: I don't have that experience to say.

COMMISSIONER RYAN: All right. Thank you.

MR. HELMS: I know that they have to be the leader because they are the largest, and in order to keep -- they have to be --

COMMISSIONER RYAN: All right. Thank you, sir.

MAYOR HOLNESS: Vice-Mayor Geller.

VICE-MAYOR GELLER: Thank you, Mr. Mayor.

Sir, I've got a couple -- I mean, I asked -- first of all, you should be aware that there are a total of three bidders. You are one of three, not one of two.

MR. HELMS: Correct.

VICE-MAYOR GELLER: And the concern that I have, I asked the first two the same questions, and I'm not sure how to even ask them of you, because the first two all -- we know who the end user was, and here, we don't know who the end user is.

So let me tell you what my concerns are, and then let me see if you can address those like the first -- like the other two were able to.

My concern here -- and this is in my district. My concern here is not, you know, how much can Broward County, you know, get from leasing the land. My concern is this is a huge asset to Broward County because of the size of the property.

And my concerns are what Broward County can get from this in terms of improving Broward County.

And let me give you the specific types of issues that I asked the other people about.

First is with one it would have been a national headquarters, one it would be a fulfill -- regional center. And, you know, we are looking in the County for company -- major companies that would be willing to take a major role in Broward County, make substantial charitable, philanthropic, civic contributions in the community.

You can do that when all of the property is being leased to one individual.

In your case, I -- the way I read your report, it's possible it could go to one. It's also possible it could be broken up into warehouses or fulfillment centers for a number of corporations; is that correct?

MR. HELMS: That's correct, but that's why I said earlier, to clarify, that the other developer that proposed does not have an exclusive with that -- with that entity. They are working with them, but they don't have an exclusive.

VICE-MAYOR GELLER: Okay. Well, thank you for bringing that up, because in debate I intend to bring up that question, because it was kind of -- I believed it was kind of represented to us that we were dealing with a company. And if we're not necessarily dealing with that company, that could influence my decision.

Another question that I'd asked the remaining ones, which, again, I assume that there's no way you can answer, I asked about the median -- not the average, but the median wage, which is, you know, 50 percent above, 50 percent below, because I am not looking -- you know, I don't care if there's one employee there or employer that's making 10,000,000 a year and you've got a lot of people earning, you know, 15 or 16 or \$17 dollars, but the -- let's see, 20 -- you know, that would be maybe 30,000 a year.

I'm concerned with creating highly paid jobs in Broward County. That's including teaching and training employees to have good, solid middle class jobs paying, you know, 50, 60, 70,000 a year as opposed to ones -- you -- you just can't get by at \$15 an hour even, with the high cost of living in -- in Broward County.

Since you don't know who the ultimate end user is, would I be correct in assuming that you don't know what -- you can't even predict what a median wage would be?

MR. HELMS: I can't say that I can commit that, but what I can say is if you look at the project -- and I think -- isn't Weston part of your district, Commissioner?

VICE-MAYOR GELLER: Yes, sir. I represent -- I -- I share Weston with Senator Rich. Senator Rich has Weston Boulevard west, I have Weston Boulevard east. I'm sorry --

MR. HELMS: If you look --

VICE-MAYOR GELLER: -- Bonaventure Boulevard. I have Bonaventure Boulevard east, she has Bonaventure Boulevard west.

MR. HELMS: So if you look at Weston Business Center, that project, which was one of my developments --

VICE-MAYOR GELLER: Uh-huh.

MR. HELMS: -- that brought in -- it's a high-quality project. It brought in some of the highest paying jobs. It's where Office Depot has a distribution facility, but that's where Watson Pharmaceutical has -- Pharmaceutical has two. They have very high wages in theirs.

And then you've got Royal Caribbean with their full facility in the back with higher wages.

You look at VPX, the building we build next door, the new building, we created the environment, built the higher quality building which brought in these companies.

VICE-MAYOR GELLER: Sir, that's a very good answer. And --

MR. HELMS: Thank you.

VICE-MAYOR GELLER: -- the last question that I had, and hopefully you'll have as good an answer for this as you did for the last one --

MR. HELMS: I hope so.

VICE-MAYOR GELLER: -- is training.

MR. HELMS: I hope so.

VICE-MAYOR GELLER: Again, as I said, I am most concerned with bringing high-paid jobs. Bringing high-paid jobs typically, when you're not talking about just the white collar jobs, you're talking about the job training programs that can teach technical school -- technical skills, vocational skills, things of that nature that will create good, solid middle class jobs.

Again, since you don't know who the end user will be, I don't know how you can answer this, but can you provide an answer for this like you did for the last question I asked?

MR. HELMS: Well, it probably won't be as good of an answer, but what we would do is create a task force with -- with the Alliance, the OESBD, with the other Broward agencies to create that program.

VICE-MAYOR GELLER: Okay. Thank you, sir. I appreciate your time.

Mr. Mayor, I've asked all --

MR. HELMS: Thank you.

VICE-MAYOR GELLER: -- my questions.

MAYOR HOLNESS: Thank you.

MR. HELMS: Thank you.

MAYOR HOLNESS: Commissioner Fisher.

COMMISSIONER FISHER: Thank you, Mayor.

I think Commissioner Ryan kind of asked all of my questions, but, Mr. Helms, first of all, congratulations. You've done a lot of great work in Broward County. You should be proud of it.

MR. HELMS: Thank you.

COMMISSIONER FISHER: But going back, because I'm having a hard time -- I think I can read between the lines. You -- you're not able to discuss here today with a potential client you've been talking with; is that correct?

MR. HELMS: I -- I haven't said their name. I haven't been told -- told not to say their name. I mean, I can say their name, that I've had conversations with Amazon, that that's why I chose the partnership, because Clarion owns their building in Opalocka.

There's an individual at Amazon that is a colleague of mine. We worked together for four years. He indicated to me he would be happy to work with me on this site if we end up getting it.

He -- they do have a relationship with one of the bidders. They're working on a couple other projects right now.

But he absolutely said there is not exclusive on the site.

COMMISSIONER FISHER: Okay. So that would kind of be your main target as far as a tenant, because, obviously, you're a developer. You're not an --

MR. HELMS: Absolutely.

COMMISSIONER FISHER: -- end user, so you would want to secure a tenant, obviously --

MR. HELMS: Absolutely.

COMMISSIONER FISHER: -- a long-term tenant for you to have in the facility.

MR. HELMS: And -- and you -- you know from past projects that you've seen that generally this market is a speculative market where you go out and build a building and the tenants come.

Right now, with the way logistics is, you know, they're struggling to find these kind of buildings. They're just not out there anymore.

You have standard buildings, and now you need very specialized. And the problem we have in Broward is there's no land to do that.

COMMISSIONER FISHER: Sure. Mr. Helms, are you working with -- with that group on other facilities, potential facilities, in Broward County? Potentially competent?

MR. HELMS: We have something in Palm Beach County that we're having early conversations on, but not in Broward.

COMMISSIONER FISHER: Nothing in Broward. Okay. Thank you, sir.

MR. HELMS: Thank you.

MAYOR HOLNESS: Anyone else? Okay.

Mr. Helms, we thank you for your presentation and for the work that you have done here in Broward County.

We will now act --

MR. HELMS: Thank you, Mayor.

MAYOR HOLNESS: Thank you.

AGENDA ITEM 3 - PUBLIC COMMENT

MAYOR HOLNESS: So now we'll be able to invite the presenters and the public back

in, staff?

MS. MANGAN: So, we actually have to switch to the open session, so for Commissioner Bogen and Rich, you could please call in to the additional number, and that'll connect them.

MAYOR HOLNESS: Commissioner Bogen and Rich, and I don't know if Commissioner Udine --

MS. MANGAN: And Udine. Thank you.

MAYOR HOLNESS: -- Udine is there still.

COMMISSIONER UDINE: I am.

MAYOR HOLNESS: I guess you've provided an alternative -- alternative number. Please call that number now.

MS. MANGAN: They've been provided.

COMMISSIONER UDINE: Again?

MS. MANGAN: But I can read out loud. 954 --

COMMISSIONER BOGEN: I need one minute. I need two minutes.

COMMISSIONER RICH: I'm sorry, what --

MAYOR HOLNESS: Commissioner Udine, Rich, and Bogen --

COMMISSIONER RICH: Yeah.

MAYOR HOLNESS: -- please call the alternative number that you were provided for the next --

MS. MANGAN: For the open --

MAYOR HOLNESS: -- portion of our meeting.

COMMISSIONER RICH: Okay. Thank you.

COMMISSIONER BOGEN: It's the same number with a different ID, right?

MS. MANGAN: Yeah, it's --

MAYOR HOLNESS: Whatever number you were given. And if not, contact your office and let them help you get that.

COMMISSIONER BOGEN: Got it.

COMMISSIONER UDINE: All right. I will do that. Thank you.

MAYOR HOLNESS: Thanks.

COMMISSIONER FISHER: Mayor, is it just going to be --

OPERATOR: Welcome to the audio conferencing center. Please enter a conference ID --

COMMISSIONER FISHER: -- open discussion now?

OPERATOR: -- followed by pound.

MAYOR HOLNESS: Where we're going from here is they're going to be entered back in. we'll open for public comments. And --

OPERATOR: If you're the leader, please press star now.

MAYOR HOLNESS: -- the public is going to have an opportunity to -- up until half an hour before now to--

OPERATOR: After the tone, please record your name and then press pound.

MAYOR HOLNESS: -- identify themselves and offer comments.

COMMISSIONER FISHER: All three -- all three presenters will be back on again?

MAYOR HOLNESS: All three presenters will be on, then we'll have discussion --

OPERATOR: You're now joining the meeting.

MAYOR HOLNESS: -- amongst us here with them present. And then from the there --

OPERATOR: This meeting is being recorded.

MAYOR HOLNESS: -- we will score them. Here -- those who are here will score. Those who are on the phone will email their score in.

COMMISSIONER FISHER: Okay.

COMMISSIONER RYAN: When you say, score, are you going to hand out paper ballots?

MAYOR HOLNESS: You have a ballot already. If it's -- it should be on your desk somewhere.

VICE-MAYOR GELLER: Yeah, good luck in my finding that.

MS. MANGAN: So we're back into the public --

MAYOR HOLNESS: It's a single sheet of paper.

VICE-MAYOR GELLER: What does it look like?

MS. SHARIEF: Connie, do we have extra that we could pass --

MAYOR HOLNESS: I'm sure we do have --

MS. SHARIEF: -- thank you.

MAYOR HOLNESS: -- it's right here.

VICE-MAYOR GELLER: Not saying, it's not here.

MAYOR HOLNESS: It is. I'm sure it is.

VICE-MAYOR GELLER: I'm sure it's somewhere

THE CLERK: It's a single piece of paper.

VICE-MAYOR GELLER: It was page two.

THE CLERK: Do any of the Commissioners here on the dais need one?

MAYOR HOLNESS: Yeah, it was two -- there were two pages that were left on your -- on your desk. It looks like this. Okay. You got it.

COMMISSIONER FISHER: Great.

COMMISSIONER RYAN: Yes.

COMMISSIONER BOGEN: Commissioner Bogen's here.

MAYOR HOLNESS: Good. Thank you.

VICE-MAYOR GELLER: And we're supposed to care?

COMMISSIONER BOGEN: No charge.

VICE-MAYOR GELLER: Just kidding my friend. Whenever it's convenient, I'd like to comment as I'm sure all of us will.

MAYOR HOLNESS: Okay.

VICE-MAYOR GELLER: Whenever convenient.

MAYOR HOLNESS: Uh-huh.

VICE-MAYOR GELLER: No rush.

COMMISSIONER BOGEN: Mayor, when are we starting?

MAYOR HOLNESS: We're going through some technical arrangement here from our staff, and in a minute. They're trying to get everyone on.

And I know some of your colleagues are -- there are three of you that will be appearing.

COMMISSIONER BOGEN: Okay. I -- I didn't -- I thought -- I didn't know if everybody was just taking -- I didn't know if everybody was just taking a Bang Energy drink time or something.

All right. I'll hold on.

VICE-MAYOR GELLER: Potty break, Commissioner Bogen. No, actually, we're just waiting for our wonderful, consistently excellent IT to get working.

MAYOR HOLNESS: Well, I think she's trying to get other folks to call in.

VICE-MAYOR GELLER: I'm so tired of dealing with our computer technology. We're a \$6,000,000,000 a year company and get our technology working. Astounding.

THE CLERK: Mr. Mayor?

MAYOR HOLNESS: Yes? We're ready?

THE CLERK: Senator Rich is on the line. You may want to confirm.

MAYOR HOLNESS: Senator Rich, are you on?

COMMISSIONER RICH: Yes, I'm on, back on.

MAYOR HOLNESS: And did -- do we have Commissioner Udine or is he too busy doing his other duty?

Commissioner Udine, are you there? No? Okay.

THE CLERK: He might be muted.

MAYOR HOLNESS: All right. Commissioner Udine? He's -- he's -- he's counting ballots and attending a meeting at the same time?

TECHNICIAN: He should be there.

MS. MANGAN: He's on.

MAYOR HOLNESS: He's on?

MS. MANGAN: He's on.

MAYOR HOLNESS: I guess we're going to have to have him take a break from there.

VICE-MAYOR GELLER: No, I think now.

MAYOR HOLNESS: No?

TECHNICIAN: Mayor?

MAYOR HOLNESS: Yes?

TECHNICIAN: He's trying to join.

MAYOR HOLNESS: He's trying to get in?

TECHNICIAN: He's having a little trouble.

MS. MANGAN: He's showing --

COMMISSIONER RICH: Yeah, it was hard. It -- it puts you into a lobby at first. I had to go back out and come back in.

MS. MANGAN: Is he on?

VICE-MAYOR GELLER: Does that make you a lobbyist?

COMMISSIONER RICH: I hope not.

MS. MANGAN: Okay, okay.

COMMISSIONER UDINE: Hey, this is Commissioner Udine. I just -- I just --

MAYOR HOLNESS: Fantastic. We're glad you --

COMMISSIONER UDINE: -- I just un-muted.

MAYOR HOLNESS: -- you're in. Okay. Great.

COMMISSIONER UDINE: I'm actually driving back right now, so I should be back in about five minutes.

MAYOR HOLNESS: All right.

VICE-MAYOR GELLER: Excellent. I was going to tell you not to miss Canvassing for this.

MAYOR HOLNESS: Okay. So let's do this, if I may.

Since I waited for the others who were late this morning to come in, we're going to take a five -- can we take a five minutes' recess?

VICE-MAYOR GELLER: You're the mayor.

MAYOR HOLNESS: We'll take a five minutes' recess while our staff work out the technology. All right? Five minutes. We'll be back in --

VICE-MAYOR GELLER: 4:21

MAYOR HOLNESS: -- 4:21.

(THE MEETING RECESSED AT 4:16 P.M. AND RECONVENED AT 4:26 P.M.)

MAYOR HOLNESS: Senator Rich are you there?

COMMISSIONER RICH: I'm here.

MAYOR HOLNESS: Okay. Good.

And Commissioner Udine?

I kind of wanted to give -- I kind of wanted to give Udine -- Commissioner Udine a chance to come in, because we kind of started a little late, and he --

COMMISSIONER FISHER: I'm sure he's close.

MAYOR HOLNESS: Yeah. So he could have spent another 15 minutes before they went, but we -- we started a little bit behind, so.

MAYOR HOLNESS: Senator Rich, are you there?

COMMISSIONER RICH: I'm here.

MAYOR HOLNESS: And Commissioner Udine? Hopefully he's in the building by now.

COMMISSIONER FISHER: Might be. A lot of rain out there.

MAYOR HOLNESS: Yeah.

All right. I wanted to give Commissioner Udine a chance to be here.

COMMISSIONER RYAN: And here he is.

COMMISSIONER UDINE: I was on the whole time with an earplug in.

MAYOR HOLNESS: Okay. All right. So thank you for rejoining us.

We'll go ahead and at this point, we would open to the public.

And let me just let you know that if the public wanted to make any comments, they were instructed to email identify -- identifiable information to OE -- to OESBD no less than 30 minutes prior to the start of this meeting.

This option, Skype or phone, promotes social distancing while still offering interested parties the opportunity to participate in matters coming before the County Commission.

I checked with staff, and we have no one who wishes to comment from the public.

VICE-MAYOR GELLER: Highly disappointed.

AGENDA ITEM 4 - RANKING OF FIRMS

MAYOR HOLNESS: So we will now go on to rankings. And the -- first we'll start with the Board discussion, if anyone wants to make any statement.

I do, and I know that Vice-Mayor Geller does also.

Okay. So I'll let you go ahead first, Vice-Mayor Geller, and then I'll follow behind.

VICE-MAYOR GELLER: Thank you, Mr. Mayor.

Members, part of this, I think, is fairly easy. If I owned property and was looking for a developer partner, I might hire Helms Development. They seem extremely competent, extremely skilled.

However, they don't know who they're building it for. And from my perspective, I was very clear, and I asked essentially the same questions to everybody, I am most concerned with what a company is going to do in terms of bringing highly skilled jobs to Broward County, what they could do in terms of having a headquarters or regional headquarters that would be, you know, making contributions to the community. I wanted to know the median wage.

And, unfortunately, Helms, because they don't know who it's going to be, was unable to answer any of those questions.

So I -- from my perspective only, I eliminated Helms because we just don't know who their end user is.

I -- I will admit that I was confused because they said that they were planning on building for Amazon, and Foundry was apparently planning on building for Amazon, so I -- this -- this confused me.

That brings up -- so now, from my perspective, that has narrowed it to either Bang or Foundry.

And I do have a question of staff on that, because there was an allegation from Helms that Amazon is not -- or, excuse me, that if we go to Foundry, that there is no commitment that that would be Amazon. At least, that's what was represented as part of their development by Helms.

Is that accurate?

MS. HENRY: That's news to me. That does not appear to be accurate, but I will just verify, because this is the first that I -- I've -- I heard it.

MAYOR HOLNESS: And he stated there was no exclusivity --

VICE-MAYOR GELLER: Yeah.

MAYOR HOLNESS: -- with -- with Foundry.

VICE-MAYOR GELLER: Helms stated that --

MS. HENRY: They -- they --

VICE-MAYOR GELLER: -- that Foundry --

MS. HENRY: -- they came in as a --

VICE-MAYOR GELLER: -- did not have --

MS. HENRY: -- partnership.

VICE-MAYOR GELLER: -- exclusivity with Amazon. I don't know that Helms knows that, but that's an allegation that they made.

And if that's accurate, certainly we should know that before we're voting.

MS. HENRY: Okay. We'll just get an answer really quick.

VICE-MAYOR GELLER: Okay. Having said that from my perspective --

MS. HENRY: This is the open part of the meeting, though.

MAYOR HOLNESS: Yes.

MS. HENRY: Yeah, so they should be --

MAYOR HOLNESS: Yes.

MS. HENRY: -- on.

VICE-MAYOR GELLER: Okay. From my perspective, I don't think it would make any difference, because right now, based strictly on what I've heard today, my inclination would be to go with Bang. And let me explain why.

I will -- all of you heard me ask the same questions of everybody.

Bang -- according to what Bang said, they are one of the 3,000 largest companies in the country and are growing rapidly.

They have said that they are 1.2 billion this year, they expect to be 2,000,000,000 by the end of the year in revenue.

And they were named -- according to Bang, according to today's presentation -- and I don't know if any of these are accurate, but I can only say what I heard today, that the South Florida Business Journal, I think they said, ranked them as the large -- large -- fastest growing large company in south Florida.

Don't know if that's accurate, but I believe that's an accurate representation of what they said.

I did make a comment, and I stand by it, that if they are a rapidly growing company, that is one thing that Broward County needs, is headquarters of large, rapidly growing national company.

If they -- if Bang should find their way in the next half dozen years into the thousand largest instead of the 3,000 largest, and, based on their growth rates, I think that that seems likely, you know, I would like -- okay. I would like Broward to have more headquarters of national companies.

We know that that would not be true of Amazon and it appears to be true with Bang.

So that was the first reason.

The second reason is what Bang said on their median wages. Again, I don't care that much on the average because, you know, one person skews the average. But if the median is in the \$60,000 range, meaning that half of their employees are over -- I think

they said it was 63, and half are under 63, that's a very good salary.

That was higher than what we had heard from Amazon.

And the last issue was the training. The -- with the Bang University, again, I am most concerned with the -- creating -- I'm sorry if I sound like a broken record, but to me it's all about high paid jobs, high paid jobs, high paid jobs. And Bang University sounded like they were creating that and diversifying with a highly paid manufacturing base.

Based on -- again, those things may not be true, but they were all represented by Bang.

So subject to due diligence, I'm comfortable, and unless I hear something else in debate, which could change my mind, but if I'm voting right now, I'm -- I'd be voting for Bang.

MAYOR HOLNESS: Okay.

MS. HENRY: I believe we need you to rank one, two, three. If I'm not correct --

MAYOR HOLNESS: Yes.

VICE-MAYOR GELLER: Well, I -- I think based on -- right now, we're just in discussion.

MS. HENRY: Okay. And it's my understanding that there are representatives from all three on the phone, so -- Okay. Okay.

COMMISSIONER BOGEN: Mayor, can I get on your queue?

MAYOR HOLNESS: Yes. So -- so -- Bogen -- we --

MAYOR HOLNESS: Holness.

COMMISSIONER RYAN: And I have a question for Mayor, procedurally.

MAYOR HOLNESS: Yeah.

COMMISSIONER RYAN: All right. Just from a procedure standpoint, you know, we've heard the three presentations, so unless any of the members specifically ask questions to the applicants, I think this is where we have a discussion among the members and then we vote.

MAYOR HOLNESS: Correct.

COMMISSIONER RYAN: If a -- if a member makes an inquiry to one of the applicants, I don't want the applicants to represent --

MAYOR HOLNESS: No.

COMMISSIONER RYAN: -- and --

MAYOR HOLNESS: So -- so --

COMMISSIONER RYAN: -- try to cover ground that hadn't been covered before.

MAYOR HOLNESS: -- so -- so here's -- here's what we -- we can do.

We can ask staff for clarification. We can't go back to the applicants, because that would put them -- somebody would get an advantage.

So that's -- I don't think that's the intent for us to do that.

But we are allowed to have discourse and discussion at this point in time.

And with that, let me follow up, Vice-Mayor Geller.

So my big point, of course, as most of you know --

MS. HENRY: Just --

MAYOR HOLNESS: -- it's no secret --

MS. HENRY: -- one -- excuse me one second.

MAYOR HOLNESS: Yeah.

MS. HENRY: You -- I just want to make sure I understand what you -- what you just said.

You -- we can go ask the -- the --

MAYOR HOLNESS: Yeah, I -- I would rather --

MS. HENRY: -- you know, the presenter --

MAYOR HOLNESS: -- rather staff get the clarification if need be --

MS. HENRY: Okay.

MAYOR HOLNESS: -- rather than us having someone to come back in and --

MS. HENRY: No, I got that. But I just -- because --

MAYOR HOLNESS: -- and represent.

MS. HENRY: -- you're -- they're chomping on the bit to -- to respond --

MAYOR HOLNESS: Okay.

MS. HENRY: -- but I'll just have staff get the --

MAYOR HOLNESS: Correct.

MS. HENRY: -- get the answers and present it. Okay.

MAYOR HOLNESS: Correct. Correct. Correct.'

So no secret, my questions. The first portion of it was with our CBE program, our small business, minority and women owned business participation.

Bang came in with a solid 30 percent commitment.

The other -- Foundry and Amazon came in at 25 percent.

Helms came in at 25 with an aspiration to go to 30 percent.

So we know for sure that Bang is at 30 percent commitment. It's a big deal for me that when we grow the economy, those who are not usually participating, that are left out, locked out and sometimes even locked up, are given the chance to participate.

Which takes me to the other piece in terms of training and -- and mentoring programs and reaching out to those who are hard to hire and have a difficult time getting in the workforce.

Bang seems to give me an answer that gave flexibility, more so than any of the other two entities.

In terms of inclusion inside the corporate structure, they seems to have demonstrated, again, more flexibility and more willingness.

And though none of them really had a structured system, they seems to be more flexible and likely to do that.

And their staff that appeared in front of us was pretty diverse to begin with.

So there's a big plus there for me.

When we look at the fact that they're local, locally grown, this is ours. They're next door to the land right now. It does mean something to me, also, because if you're local, and you've grown here, there's a certain affinity that I believe you will have.

And even beyond affinity, more likely to be more committed to contribute to the building of our community, whether it be through economic growth and development, giving back through philanthropy, civic engagement.

And those are very important things for me also.

The fact that their median wage is significantly higher than what we've heard from the others is also a major issue.

They are planning to do a broad base of employment, not just logistics and warehousing, but they're going to do manufacturing.

They're going to be headquartered here, which means their management team, their -- their sales, and the fact that they would be looking to export from here also is something that will contribute to the utilization of our port and bring more jobs there.

We're dealing directly with the CEO of this company, which means that a commitment from him has more strength, and I give it more weight than dealing with someone else.

What I want to make sure we do when we go to negotiations, County Attorney, County Administrator, is that whoever is ranked one, that the commitments that we're asking for in terms of CBE is there, and also the commitment to ensure that the broad base of the community is participating fully, as we're starting to do more of.

Those who are hard to hire. We did a good job with the building of the Convention Center, the expansion of the Convention Center hotel, expansion of our Convention Center in terms of being a little bit broader.

I would love to see a little more tightness in -- when we ask for this, that there -- there's some reward or penalty.

I spoke to our Economic Development Director, Mr. Michael McDonald, about that, and - and to Mr. Cohen about making sure we tighten that up a bit so that it's not just aspirational but it's a real commitment that the folks live up to.

Not that we want you to reach a goal of reaching ten percent, 20 percent of those who are hard to hire. Are 20 or 30 percent of local people being engaged.

I want to also make sure that when we go forward with this, that the commitment that Bang has made to not only at the construction level but once they're operational, that they look out to mirror, look at what we're doing with our CBE program to be inclusive of the services that will be provided post-construction.

So those are the things I think that will help build Broward County.

And we're in a position where we can negotiate these things, because they need this

land. They need this property. They need the people's property. And it should therefore, in my mind, benefit as broadly as possible all the people of Broward County.

Commissioner Sharief, followed by Commissioner Bogen.

COMMISSIONER SHARIEF: So, first, let me just start by saying that when we did procurement selection, what we normally would do is we listened to the presentations, we gathered the information, and then we make our remarks.

I -- I happen -- happen to be of a different opinion than Geller and Holness, but, you know, we had certain questions that were asked during the presentations that were not necessarily things that people were provided in advance to -- to prepare for.

So I don't necessarily think that those things should be taken and eliminate people from having the opportunity to get this.

For example, CBE participation. I can sit here today and I can promise you any amount of CBE participation you ask me to promise you, but, just like we struggle for CBE and vendor participation, others will struggle, too, because there's not always people available to do what you're asking to do.

Secondly, jobs was what we were looking for. We wanted jobs, we wanted good paying jobs with fair wages.

Again, in looking at these proposals, it would be really -- from a business perspective, be really difficult to think that somebody's going to bring 600 jobs for \$63,000 a year or more each job.

And, you know, we talked about \$15 an hour, we talked about \$63,000 a year, we talked about the reputation of who we're dealing with.

And Foundry, Amazon has a worldwide reach. You're not going to deal with the CEO of Amazon, okay? That's like asking GE to go deal with Warren Buffet.

So it's not that he has any less credence. The fact that we're dealing with the representative of Amazon and a representative of a worldwide company, that's the norm in business.

So the way I see it, we were looking for a company that was going to add value to our community, add jobs. And I wanted something realistic.

I find that some of the statements made today are unrealistic in terms of being able to reach it.

So, because I'm using the basic principle of what we went into this with, I ranked Foundry 1, I ranked Helms 2, and I ranged Bang 3.

Those are my remarks.

MAYOR HOLNESS: Okay. Commissioner Bogen. But before I go, the -- County Administrator, my understanding is in whatever communication we had with these proposers, there was mention of our CBE program.

Am I correct, Mr. McDonald, through the County Administrator?

MS. HENRY: Mr. McDonald.

MR. MCDONALD: Mayor, you are -- can you hear me?

MAYOR HOLNESS: Yes.

MR. MCDONALD: Mayor, you are correct. The solicitation made mention of the small business program and asked each proposer to share with us that they would make a commitment to the small business program.

MAYOR HOLNESS: Thank you, sir.

Commissioner Bogen.

COMMISSIONER SHARIEF: Well, if we're going to go back and forth, then I'd like to comment on that again, too, then.

COMMISSIONER BOGEN: Yeah --

COMMISSIONER SHARIEF: So what I'm saying is we did tell them --

COMMISSIONER BOGEN: Excuse me. Oh.

COMMISSIONER SHARIEF: -- the -- that we were going to eliminate based on somebody exceeding that expectation. If we ask them to participate, we ask them to participate.

And I think that when we make our comments, Mayor, you have to run the meeting and let everybody comment, and then we make a decision.

Because I'm ready to go. I think everybody else is, too. But we can't go back and forth answering each other's argument. I didn't answer yours.

MAYOR HOLNESS: Commissioner Bogen.

COMMISSIONER BOGEN: Mayor --

MAYOR HOLNESS: Go ahead, sir.

COMMISSIONER BOGEN: -- first of all, let's all agree that we have three really great presenters and three companies that would be great for Broward County.

Certainly Amazon would be great. Amazon, by the way, is here already. They have a variety of centers already in Broward County, and they're a great employer. I -- and as a Commissioner, I appreciate that.

However, I agree with what the Mayor said, and I agree with the Vice-Mayor that we have a company that is devoted to Broward County.

One -- there's a company here that has devoted itself to Broward County and to expand here in Broward County. And I think that that should be looked at really special. I think that really makes a big difference.

They're -- they're going to be hiring the same number of jobs, to my understanding as Foundry/Amazon, and -- and so, with that, and at the same -- you know, similar starting wages.

And so I -- I would think that we would want to go with a company that's already shown its loyalty and dedication to Broward County.

And -- and because of -- I don't need to repeat the comments made by the Mayor or the Vice-Mayor, my vote will be Bang Number 1 and Foundry Number 2.

MAYOR HOLNESS: Okay.

COMMISSIONER BOGEN: Thank you, Mayor.

MAYOR HOLNESS: Thank you.

Commissioner Udine.

COMMISSIONER UDINE: Thank you, Mayor.

This one was a difficult one for me when I -- as I was listening to the presentations and read the materials that we got last night.

The one issue that I look at is when I -- when I look at the mission of the Greater Fort Lauderdale Alliance and of our business incubators down here, we're really pushing for the tech corridor and for to have a lot more of the tech companies come down to Broward County.

I know we were a finalist for the Amazon headquartered, you know, through the south Florida region.

And I just think, based on what our consumers want, they both satisfy the small

business and CBE requirements of a minimum of at least 25 percent.

I -- you know, I could go either way with -- with Foundry or Bang, but I just think Amazon is really the player that you want to try and have in your community to try and have them grow with executive jobs here, with tech jobs, and the tech ancillary businesses that would come from that.

I -- it wouldn't -- I mean, I think Bang is an amazing company that -- that seems to be growing, but I think fitting in with the Greater Fort Lauderdale Alliance tech corridor idea, I just think Amazon, in the -- is so much of the future that for us not to be a part of it, I -- my -- I personally think it's a mistake.

MAYOR HOLNESS: Okay. Commissioner Furr.

COMMISSIONER FURR: Thank you.

First of all, this process was pretty interesting in that it kind of revealed some of the demand -- demand that was in the County of -- of both companies that were wanting to do things. And I think we should be -- whoever we pick we should be trying to work with the others no matter what, because these are a lot of good companies.

When I look at the amount -- there's a couple different things I'm looking at. The amount of improvement on the land, construction is considerably more with Bang. Almost three times more.

I don't know if that equates to ad valorem, but I think it does.

MAYOR HOLNESS: It does.

COMMISSIONER FURR: In terms of wages, it looked like Bang had a little bit better.

MAYOR HOLNESS: A lot better.

COMMISSIONER FURR: And -- and that makes sense, because you're talking about a little bit more skilled when you're taking some manufacturing.

MAYOR HOLNESS: Uh-huh. Uh-huh.

COMMISSIONER FURR: In terms of jobs, I think -- I think it's actually -- I -- I'm not sure. I think it's probably a toss-up on that one.

MAYOR HOLNESS: About the same.

COMMISSIONER FURR: Yeah. National headquarters is a big thing. We don't many of those. And that -- and that's a -- that's a pretty good one.

The use of recycling. You heard me asking those questions. that -- this has a potential. We have -- we are trying to figure out how to do a state of the art recycling center, and we're going to have to figure out how to close the loop and how to use all those resources.

And I know we're, you know, thinking about trying to work with Palm Beach and Miami-Dade. That means you've got a lot of -- lot of aluminum, lot of corrugated paper that could be used in this.

And I think we should be asking for economic flow on that.

And then manufacturing more than anything. We are -- we are -- have a ten to one deficit, or a ration of ten to one in terms of containers coming in and going out of this County.

We are not manufacturing hardly anything. We're flatlined.

And that's -- you know, any time I think you can incentivize that, I think it's good.

So I -- I am -- with that, I think I'm falling on the side of Bang.

The one thing I want to say about the CBE. Sandy McDonald usually does a very well thought out what can a company support. In other words, based on what's around.

So I don't want -- I -- I'm a little hesitant to be saying one number until that can be definitely supported. You know what -- you know what I'm talking about. You have -- you -- you do a pretty calculated determine -- determination of what is realistic.

So I think that's really what we should be going by, rather than putting a number out there. I think your process is a good process, so I -- I didn't want to get ahead of ourselves.

Here's the one thing I'm worried -- I am worried about. Just in case, I -- I think we need -- if we went with Bang and then they -- and then they don't follow through, we lose both, probably, because Amazon would probably go off somewhere --

MAYOR HOLNESS: Well --

COMMISSIONER FURR: That's -- that's -- I'm just saying, that's potential.

MAYOR HOLNESS: Okay.

COMMISSIONER FURR: That's a potential. So I -- I -- I think I would be asking for some kind of --

MS. HENRY: It's potential.

COMMISSIONER FURR: -- I think I would be asking for some kind of --

MAYOR HOLNESS: Guarantee.

COMMISSIONER FURR: -- guarantee.

MAYOR HOLNESS: Uh-huh.

COMMISSIONER FURR: I think that's important --

MAYOR HOLNESS: Uh-huh.

COMMISSIONER FURR: -- because the minute we say one over the other, Amazon's going to try and find another place. And I -- if I were them, I would be, too.

And then -- and then you've lost both. That's -- and so I want us to really think hard on that.

That's my biggest concern, because I think they had -- I think Bang had an opportunity to -- to get some incentivized grant somewhere and wasn't able to quite pull it all together. And -- and, you know, I'm not -- I'm not sure if I'm exactly right on that.

But those are my concerns.

I -- I do like the -- the manufacturing and the national headquarters are the -- are the -- are -- are big. And I think we should take it -- take those into consideration in our ranking.

Thank you.

MAYOR HOLNESS: Okay. Seems as if --

MS. HENRY: Mayor, Mr. McDonald has a --

COMMISSIONER RICH: I'd like to --

MS. HENRY: -- a response --

COMMISSIONER RICH: -- I'd like to speak, please.

MAYOR HOLNESS: Okay.

MS. HENRY: -- has a response to the question that was raised by Vice-Mayor.

MAYOR HOLNESS: Is -- is that Senator Rich?

MS. HENRY: That is Senator --

COMMISSIONER RICH: That's right.

MS. HENRY: -- that was Senator Rich.

COMMISSIONER RICH: Yeah, I -- but that's all right if -- if Bertha wants to give the answer. Then I'll speak afterwards.

MAYOR HOLNESS: Okay. Mr. McDonald, go ahead and give your --

MS. HENRY: Mr. McDonald.

MAYOR HOLNESS: -- answer, please.

MR. MCDONALD: Yes, sir, Mayor and Commissioners. We put the question to Foundry that they were joined by a representative of Amazon today during as a part of their presentation, and we asked Foundry to reach back out to Amazon and ask if Amazon was committed to Foundry as their developer for this project.

And Jessica, who was a part of the presentation, committed that, yes, they are. Amazon has brought Foundry in for this project.

VICE-MAYOR GELLER: Thank you.

MAYOR HOLNESS: Okay.

COMMISSIONER RYAN: Commissioner Rich.

MAYOR HOLNESS: Commissioner Rich. With --

COMMISSIONER RICH: Yeah, thank -- thank you.

Well, I want to say, you know, I -- listening to the discussion, and I -- I put the Helms proposal aside simply because I do believe it was quite speculative.

So we have two really wonderful proposals in Foundry/Amazon and in Bang.

I'm coming down, however, even though I -- I do respect the idea that this would be a manufacturing hub for us with Bang, and it is a homegrown company, I just believe that the resources available through a corporation like Amazon and having them locate in our community is -- I come down on -- on that being extremely important in our community.

I've seen what they've done in other communities. I look at the -- the issues, what they've done in Dade with the Carrie Meeks Foundation.

They have a lot of resources.

I asked the question about resources and commitment to the community, and one of the things that was said with regard to Foundry had to do with -- had to do with the -- the resources that Amazon provides for people who work for them. I believe it was 95 percent of -- 95 percent of -- it paid for your education.

I think there's a lot more opportunity to pursue educational and skill development with them because of their resources.

They have been, you know, obviously working with the Fort Lauderdale Alliance and talking to them about Prosperity Broward.

I feel that Bang Energy has -- they've been here, they've had 600 employees. I asked about that. And I -- I don't feel that they're -- that the commitment has been -- has been there to develop a kind of a -- of -- of a program that reaches out into the community. Like, for instance, Amazon talked about getting people to serve on boards.

These are -- these are important things in -- when you're coming into a community like ours.

They also talked about public transportation opportunities. You know, where this is located does not have great public transportation at the moment, and if people don't have cars, it's a serious problem.

So I liked the fact that they wanted to work with the County to try and develop public transportation opportunities and would actually participate in that.

As far as corporate citizens, obviously, for me, the things that they talked about engaging in the community were, you know, priorities of mine.

And so, like I said, I mean, they're two excellent, excellent proposals, and I don't think we could go wrong with either one, except that I do think, as I said, that the -- the depth of the financial resources and -- and professional resources that Amazon has, and the fact that to have them in our community I think is very important.

We did lose out the last time because we didn't have affordable housing, we didn't have public transportation. And they didn't come here.

So I'm excited about the fact that -- that we are now going to have an opportunity for them to get a foothold in our community.

So I'm going to rank it 1 for Foundry, 2 for Bang, and 3 for Helms.

MAYOR HOLNESS: Okay.

COMMISSIONER RYAN: Lamar, you're a tough poker player.

All right. I guess you're closest to the dealer.

I find it a close call between Bang and Amazon. What I particularly liked about Bang, first off, is that their CEO attended the same high school as me and is a local boy done well. And he really has done well, and it's been phenomenal growth.

I see the potential for, you know, a world headquarters and a very, very large integrated facility there.

They've had a little bump in the road getting started with the City of Pembroke Pines on the utility connections, you know, for the -- for the water. And I believe they do have, you know, the need for a great deal of water. They may be able to access it on site with a consumptive use permit. I'm not sure.

But that becomes a large variable and one that, when we -- when we make this discussion, we're dealing with, you know, one of the is -- was it the -- the largest corporation in the world, and we fought very, very hard to try to get one of Amazon's corporate headquarters here in Broward County. We were in the top 20 of the metropolitan areas that were in the final running.

We didn't get there, but in numerous discussions that I had with Bob Swindell, we were very close.

And I see this as an opportunity for us to have this company take a foothold here in Broward County.

It's nice when you speak about the companies that are doing business in Broward County to mention Amazon has a location.

Sure, it's a -- a distribution and logistics center, but it's at the highest technological phase of development that we are currently seeing in these distribution centers. It has a high level of robotics. This is really the future, how do we integrate our labor force with the technology of the day.

This is -- this is what I see as an opportunity for us to get local residents to work at a beginning wage of \$15 an hour, but many at a much higher level.

And, from what you know of Amazon associates, and this is no trade secret, because you see it around the United States, is the associates are treated well, just like the employees over at a store like Costco.

You know, you get a lot of loyalty because they're treated right. They have the benefits. There's growth within that business. That's -- that's important.

You know, with regard to manufacturing, I -- I know I'd like to see more manufacturing in Broward County, but Broward County is not completely devoid of manufacturing.

We have fabrication of aviation parts, of marine parts. We have manufacturing of medical instruments. And we have, you know, some pharmaceutical companies and things that are -- that are working here.

So we have, you know, some level of manufacturing, we have high tech manufacturing with Magic Leap. So I don't want to think that we're devoid of manufacturing in Broward County.

And, of course, the Greater Fort Lauderdale Alliance can fill in the blanks on that.

I thought I asked some rather pointed questions with regard to Amazon really making a commitment to work with Career Source to find employees that will work here.

It looks like, based upon the location of this property, it works well as a distribution facility because it has good ground transportation to the major thoroughfares. The site fits.

If they're ready to pay market rent, this could be part of a strong partnership between Broward County and Amazon that can go on for generations.

So for me, it's going to be -- I'm going to rank Amazon Number 1, I'm going to rank Bang Number 2, and Helms Number 3.

COMMISSIONER FISHER: Guess I'm up, Mayor.

MAYOR HOLNESS: Yes, Commissioner Fisher.

COMMISSIONER FISHER: Last but not least, right?

MAYOR HOLNESS: Yeah, last is most important.

COMMISSIONER FISHER: I do want to thank all the three proposers who really provided incredible knowledge and experience to the table here today. This is the most hardest decision I've had to probably make at this dais so far. This is my first time of ranking firms like this in this kind of an arena.

I was talking to Sandy about the -- the CBEs. I know that was a big conversation about that. And -- and I said -- and, Sandy, correct me if I'm wrong -- you know, I guess the first part of it is that more the construction phase, correct? Trying to get our small businesses involved in the construction component.

Correct?

MAYOR HOLNESS: Sandy?

COMMISSIONER FISHER: You there, Sandy?

MAYOR HOLNESS: Yes.

MS. HENRY: He's --

COMMISSIONER FISHER: He's saying yes.

MS. HENRY: -- he's going to the mic.

COMMISSIONER FISHER: And so, I look at that as -- as a phase.

But other phases involve security and landscaping and other components, and I'm trying to figure out which company can premier more jobs.

I understand the jobs themselves, but I want our small businesses to be able to participate and make a profit as well.

So I looked at that. I looked at the manufacturing component. Commissioner Furr, you're correct.

But, you know, Bang is here now. And they shared with me that they're -- this is -- this is their headquarters. I don't know what they expand or not, but they're already here, and they're in Atlanta and they're in, obviously, Colorado, too.

I'm not questioning their \$64,000 median pay. But also want to have the ability for -- for our Broward residents to obviously participate in other job opportunities as well, and to be able to have a career that they can expand in and accelerate in.

And, you know, Amazon has kind of shown that track record where they can promote folks within, and to be able to train and to be able to educate them to move up the ladder. And their track record speaks for themselves.

I know, Commissioner Ryan, you talked about Bang being kind of a rocky start, so, you know, that kind of resonated in my mind, too.

So I liked what Commissioner Udine talked about with the Alliance and with the business community with the tech jobs, too, being part of it as well.

So it's a -- it's a difficult one to make, but at this point in time, I'm -- I'm going to go ahead and rank Amazon 1 and -- and Bang 2.

Thank you, Mayor.

MAYOR HOLNESS: Okay. All right. With that --

COMMISSIONER RYAN: Vote.

MAYOR HOLNESS: -- the ballots out.

MS. HENRY: So we will -- we will pick up the -- you know, if you make sure you sign it so we know who it's from, for the record.

Connie, do you have any closing comment?

That -- I believe you have to collect them and read them into the record. Collect them --

COMMISSIONER RYAN: Kevin, do we have a canvassing board?

MAYOR HOLNESS: He's the Canvassing Board.

COMMISSIONER RYAN: I'm watching you.

(Ballots completed and collected.)

MAYOR HOLNESS: While they're tallying -- and -- and I don't think it's going to take long --

COMMISSIONER RICH: I --

MAYOR HOLNESS: -- to determine --

COMMISSIONER RICH: -- I think it's going to --

MAYOR HOLNESS: I'm sorry? Did you send your email, Senator Rich?

COMMISSIONER RICH: No, I'm going to have to get -- I have -- I can't until I get off of here and go get it. So I'll need to get off of the call, I guess, and try and get back on after I get the ballot.

MS. HENRY: So, Drew --

VICE-MAYOR GELLER: Can she vote orally, just in case we can't get her back?

MS. HENRY: -- can she --

COMMISSIONER RICH: I mean, can I just tell her? (Inaudible.)

MAYOR HOLNESS: County Attorney, can she verbalize it, or does she have to send it in writing?

MR. MEYERS: It legally fine. I just want to make sure it's policy.

Senator Rich, if you could just state it verbally and if you wouldn't mind just at the end of the call if you could just send us written --

COMMISSIONER RICH: Okay.

MR. MEYERS: -- confirmation for the record.

COMMISSIONER RICH: Thank you.

Okay. So -- so it's one -- Number 1 is Foundry, Number 2 is Bang, and Number 3 is Helms.

MAYOR HOLNESS: And the process from here, once we get the ranking, is that County staff and attorney will negotiate with Number 1, and if we can't reach an agreement, then we go to --

MS. HENRY: Go to Number 2.

MAYOR HOLNESS: -- Number 2?

MS. HENRY: That's correct.

MAYOR HOLNESS: I wish we had more land so we could have both of them, or, actually --

COMMISSIONER RYAN: Yeah.

MAYOR HOLNESS: -- maybe all three. So --

COMMISSIONER RYAN: That's what I wish also.

MAYOR HOLNESS: -- we will get the tally and announce it.

VICE-MAYOR GELLER: Mr. Mayor, is there any additional business to come before us --

COMMISSIONER BOGEN: Mayor?

VICE-MAYOR GELLER: -- before us other than that?

MAYOR HOLNESS: No. Once we get the ranking and -- and the tally, we will adjourn. It's been two hectic days.

COMMISSIONER RYAN: Yeah.

MAYOR HOLNESS: You're -- the people are getting their money from you guys.

COMMISSIONER UDINE: While -- while they're -- while they're tallying --

COMMISSIONER BOGEN: Mr. Mayor?

COMMISSIONER UDINE: -- just --

MAYOR HOLNESS: Yes.

COMMISSIONER BOGEN: Hey, Mayor?

MAYOR HOLNESS: Yes, Commissioner Bogen. I -- Commissioner Udine had the floor. I'll get -- let him go first --

VICE-MAYOR GELLER: Have you voted yet, Mark?

MAYOR HOLNESS: -- and then you.

Oh, yeah, forget. Commissioner Bogen, did you send your email in?

MAYOR HOLNESS: Are you going to verbalize, too?

COMMISSIONER BOGEN: I did. I wondered -- yes, I -- I wondered if there was any prohibition against voting twice.

(Laughter.)

VICE-MAYOR GELLER: Check with Commissioner Udine.

COMMISSIONER UDINE: With that -- with that --

MAYOR HOLNESS: Yeah, in -- in Broward County, there is.

COMMISSIONER UDINE: -- I just wanted to give you guys an update.

COMMISSIONER BOGEN: I don't see -- I don't see anything in -- I don't see anything in the code that prohibits the -- voting twice.

MAYOR HOLNESS: That's -- that's why you have to write your name and sign your name.

Commissioner Udine.

COMMISSIONER UDINE: So -- so at the Supervisor today, as we went through that, we got some updated statistics from their office.

So what they're doing in the Supervisor's office, because a lot of people have asked me about this particular issue, they're going twice a day, at 12:00 o'clock and at 7:00 o'clock, they're sending two people each to all 22 early voting sites to pick up the people that are dropping their ballots in.

The 19th, which was the first day of early voting, 27,500 people dropped those ballots off, in addition to the people that voted. And we were --

MAYOR HOLNESS: How many voted?

COMMISSIONER UDINE: Wait, I'll get to that in a second.

MAYOR HOLNESS: Okay.

COMMISSIONER UDINE: And then the 20th, 16,500 people dropped off. Those are the ones that don't have to wait on line. They can just walk in and drop off.

VICE-MAYOR GELLER: Did that include the two Supervisor's offices?

COMMISSIONER UDINE: I think so.

MAYOR HOLNESS: Yeah. Yeah.

COMMISSIONER UDINE: I think so.

MAYOR HOLNESS: Yeah.

COMMISSIONER UDINE: Then they -- then the early votes on the first day was 28,000 and change. The second day was 27,000 and change.

As -- as of today at 2:30, I think they said they were maybe 15,000, but I crossed it out, so maybe that wasn't the right number. But --

COMMISSIONER RYAN: On what day?

COMMISSIONER UDINE: -- 277,000 regular mail-in. So, obviously, people are bringing them back and also mailing them in, so they're coming in fast and furious. But --

VICE-MAYOR GELLER: They check 40,000 a day Monday and Tuesday.

COMMISSIONER UDINE: -- yeah, two -- two people will go to each to pick up in -- in the polling places, just for fairness.

COMMISSIONER RYAN: What's the grand total?

COMMISSIONER UDINE: Whatever 273,000 plus those numbers I just read back to you.

But 46 of what's been mailed out. 585,000 had been mailed out, and they have back 273,000 back.

MAYOR HOLNESS: Is that what was mailed or what -- does that 273 include what was dropped off or?

COMMISSIONER UDINE: Yeah, that includes what was dropped off. That's what they've gotten back now, 46 percent.

MAYOR HOLNESS: So 273,000 --

COMMISSIONER UDINE: Yes.

MAYOR HOLNESS: -- of what was mailed is back in, including what came through the Post Office and those that were delivered to the early voting sites.

COMMISSIONER UDINE: Correct. I brought up the question to the Supervisor of when is the last day that people should mail their ballots back.

MAYOR HOLNESS: Today.

COMMISSIONER UDINE: He said today.

MAYOR HOLNESS: Yes.

COMMISSIONER UDINE: He's going to say today every day when you ask that question, because he doesn't want any procrastination.

COMMISSIONER FURR: How -- do you know how many ballots are having to be cured?

COMMISSIONER UDINE: They had 188 no signatures that have cure affidavits that are out to them, 42 signature disputes that have out there, 21 I thought they said under potential. There -- there wasn't anything on the ballot.

Those are all being cured and worked on by the SOE's Office and will be brought.

COMMISSIONER FURR: That's not too bad.

COMMISSIONER UDINE: And the next meeting is Friday at 1:00 o'clock. We -- we'll go until then.

COMMISSIONER SHARIEF: Awesome work.

COMMISSIONER UDINE: Yeah, it's fun.

VICE-MAYOR GELLER: Mickey, can you repeat the Monday and yesterday, the -- the two numbers?

COMMISSIONER UDINE: So the -- 27,345 were dropped off in the 22 and the Supervisor's drop offs --

VICE-MAYOR GELLER: And that was on Monday.

COMMISSIONER UDINE: That was Monday. 16849 was yesterday.

VICE-MAYOR GELLER: And what was the absentee -- the early voting numbers?

COMMISSIONER UDINE: (28113 on Monday and 27342, if my penmanship is good, on Tuesday.

VICE-MAYOR GELLER: Thank you.

So, 45,000 and 55,000. We had a hundred thousand in two days, and that doesn't include the VBNs. We can't run at 50,000 a day, because we'll run out of votes.

COMMISSIONER UDINE: Well, I think that -- I think that you saw the first day, 27,000 dropping their votes off, that was people that had them already --

VICE-MAYOR GELLER: Right.

COMMISSIONER UDINE: -- and just --

MAYOR HOLNESS: So -- so about 328,000 people have already voted --

VICE-MAYOR GELLER: Yeah, but even --

MAYOR HOLNESS: -- in total.

VICE-MAYOR GELLER: -- even the other -- even Tuesday was 35,000 -- 45,000.

Do we have a number yet?

MS. MANGAN: We do.

VICE-MAYOR GELLER: Okay.

MS. MANGAN: All righty. And also try to share at the same time to announce the --

VICE-MAYOR GELLER: Gavel.

MAYOR HOLNESS: Thank you for your hand gavel.

MS. MANGAN: Thank you, Commissioners.

Displayed on the screen is the ranking by vendor.

COMMISSIONER RICH: Can't hear.

MS. MANGAN: Displayed on the screen is rankings by vendor.

I will read them out for the total.

Since this is a ranking, it is the lowest that will be the first ranked firm.

Foundry Commercial Acquisitions, LLC received a total of 15.

Helms Development, LLC received a 20 -- a total of 25.

And Vital Pharmaceuticals d/b/a Bang Energy received a total of 14.

Therefore, the rankings are as follows.

Bang Energy is first.

Foundry Commercial second.

Helms Development LLC third.

MAYOR HOLNESS: I thought it was going to be different. One point different.

VICE-MAYOR GELLER: Just to be clear --

COMMISSIONER RICH: I can't hear one word they said.

MAYOR HOLNESS: What?

VICE-MAYOR GELLER: -- between -- between Bang and Foundry, we couldn't go wrong either way.

MAYOR HOLNESS: Yes.

So let me -- let me say this to our staff. Thank you.

To the three presenters, we thank you for choosing Broward County to offer your economic development opportunities.

And we go to negotiation.

VICE-MAYOR GELLER: Mr. Mayor, I move we adjourn.

AGENDA ITEM 5 - MOTION TO ACCEPT RANKING OF FIRMS

MAYOR HOLNESS: Sorry. Hold on a minute, please.

MS. HENRY: We're not done. You have to read the script

MAYOR HOLNESS: I think there's -- oh, I have a script I have to read.

COMMISSIONER RICH: Oh, my God.

MAYOR HOLNESS: All right. So, yeah, I need -- we need to do something else. So there's -- there's something else we got to do.

Don't leave, guys.

So at this point in time, our first ranked, according to our staff, is Bang Energy.

COMMISSIONER RICH: Oh, my God.

MAYOR HOLNESS: And our second rank is the Foundry. And our third rank is --

VICE-MAYOR GELLER: Oh, Bang won?

MAYOR HOLNESS: Yes. That is what staff has -- that's what's indicated here on the screen.

COMMISSIONER UDINE: Because they got total points.

MAYOR HOLNESS: Yes.

And our third rank is Helms.

What we will need to do at this point in time, there -- there will need to be a motion and a second.

Is that correct, County Attorney? Is that what we do?

VICE-MAYOR GELLER: Amazon.

MR. MEYERS: It -- it is a motion to accept the ranking, correct.

MAYOR HOLNESS: It's a motion to accept the ranking as -- as -- as presented in terms of the number that it is accurate. Okay.

So -- I'm sorry?

COMMISSIONER FISHER: Move it.

MAYOR HOLNESS: There's a motion by Commissioner Fisher. Do we have a second?

COMMISSIONER FURR: Second.

VICE-MAYOR GELLER: Second.

MAYOR HOLNESS: And there's a second by Commissioner Furr and Vice-Mayor Geller.

All those in favor, vote by saying aye.

COMMISSIONER RICH: Aye.

MAYOR HOLNESS: Those opposed, nay.

COMMISSIONER BOGEN: Aye.

MAYOR HOLNESS: Okay. So therefore, it seems as if it -- from what I'm hearing, it passes 9 to zero.

Thank you.

VOTE PASSES UNANIMOUSLY.

MAYOR HOLNESS: And, again, let me --

COMMISSIONER UDINE: Yeah, could I ask a quick -- could I just ask a question?

I mean, obviously, the math's right. It's 9 to zero. I -- is this -- is this the way that it's supposed to be? Because -- it's fine. I mean, that's what the math says, but it's -- it's -- it's --

MAYOR HOLNESS: We're accepting the ranking.

COMMISSIONER UDINE: Right.

COMMISSIONER RYAN: This is -- this is not how you voted on the individual member, but that you accept the validity of the rankings.

MAYOR HOLNESS: Right.

COMMISSIONER UDINE: Right. I -- yeah, that's -- that's --

MAYOR HOLNESS: Yes.

COMMISSIONER UDINE: -- I mean, the mathematics --

MAYOR HOLNESS: Yes.

COMMISSIONER UDINE: -- are correct.

MAYOR HOLNESS: Okay All right. So we --

VICE-MAYOR GELLER: I think that happened -- yeah, there were five first place votes for Amazon, but the total there were two third place for Amazon, so -- the vote is what the vote is.

MR. MEYERS: Mayor, you've already -- you've already directed. Has there been a motion?

MAYOR HOLNESS: I'm sorry?

MR. MEYERS: Has there been motion? I know you stated it.

MAYOR HOLNESS: There's a motion and a second.

MR. MEYERS: Yes.

MAYOR HOLNESS: I stated the ranking.

MR. MEYERS: Okay. And -- and is there, just -- just for formality, a motion -- you already stated this, but just to make sure in motion form, motion to direct County staff to negotiate with the Number 1 --

MAYOR HOLNESS: Okay.

MR. MEYERS: -- based on the direction of the Board, and if there's an impasse reached, to go to Number 2.

MAYOR HOLNESS: Okay. So -- all right. So we -- we -- an additional motion to have staff negotiate with Number 1, and if there's an impasse we go to Number 2.

VICE-MAYOR GELLER: Mr. Mayor, I move what he just said.

MAYOR HOLNESS: Okay. We got a motion by Vice-Mayor Geller and second by Commissioner Fisher?

COMMISSIONER FISHER: Yeah.

MAYOR HOLNESS: Those in favor, vote by saying aye.

Those opposed, no.

It passes 9-zero.

MR. MEYERS: Thank you.

VOTE PASSES UNANIMOUSLY.

AGENDA ITEM 6 - ADJOURN MEETING

COMMISSIONER RYAN: We're adjourned.

Oh, wait, you say that.

MAYOR HOLNESS: I need to read something else now? Yeah, I got to read this.

VICE-MAYOR GELLER: Wait. We may not be adjourned.

Are we adjourned?

MAYOR HOLNESS: We -- the contract will be brought back to the Board for approval of the proposed final form of the negotiated contract.

And we're adjourning.

The time is now 5:25.

The meeting is adjourned.

(The meeting concluded at 5:25 p.m.)