

INDUSTRIAL DEVELOPMENT AUTHORITY

MONTHLY MEETING

DATE: April 26, 2019  
TIME: 10:14 a.m. to 10:54 a.m.  
PLACE: FSW State College  
8099 College Parkway  
Fort Myers, Florida 33919  
REPORTER: TAMMY L. BETZ, Registered  
Professional Reporter, Notary  
Public, State of Florida at Large

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A P P E A R A N C E S

Wayne Kirkwood, IDA Chairman

David Barton, Vice Chairman

Ed Bolter, Secretary

Jim Humphrey, IDA Corporate Attorney

Chris Traber, IDA Bond Attorney

John Talmage, Lee County EDO Director

Nancy Collura, Lee County EDO

Gail Markham, Assistant Secretary

Robbie Roepstorff, Member

Glen Salyer, Assistant County Manager

Amanda Patton, Administrative Specialist

Martin Schappell, President and CEO of Shell Point

Tim Lockridge, CFO of Shell Point

1           (The location of the meeting was changed from  
2           U102 to U107 just prior to the start of the  
3           meeting.)

4           (Thereupon, commencing at 10:14 a.m. the  
5           following proceedings were had:)

6           IDA CHAIRMAN: Good morning, everyone, and our  
7           apologies. Our speaker ran over, and he's still  
8           speaking. So in order -- and to all deference to  
9           our guests, I'm going to go ahead and hold the  
10          public hearing for the adoption of the inducement  
11          resolution first, and then we can get to the house  
12          business later.

13          Chris, do you want to start?

14          MR. HUMPHREY: Well, if we would, if we can  
15          have the names for the record and everyone here,  
16          and then we'll assign it to Chris.

17          MS. MARKHAM: Gail Markham.

18          MS. ROEPSTORFF: Robbie Roepstorff.

19          MR. SALYER: Glen Salyer.

20          MR. BARTON: David Barton.

21          MR. TRABER: Chris Traber.

22          MR. HUMPHREY: And Jim Humphrey.

23          IDA CHAIRMAN: Wayne Kirkwood. And we do have  
24          a quorum, so we're good.

25          (Nancy Collura entered the room.)

1 MR. TRABER: First there will be a public  
2 hearing before we consider the inducement  
3 resolution for Shell Point Village. They have an  
4 application in the authority for bonds, but not to  
5 exceed the amount of \$118,000,000 to handle the  
6 acquisition and construction of additional skilled  
7 nursing facilities and other capital improvements  
8 to their campus here in Fort Myers.

9 With us today is Martin Schappell and Tim  
10 Lockridge. And, you know, before I go into all the  
11 legalese on the inducement resolution, I would just  
12 like to ask them to perhaps talk about Shell Point,  
13 sort of where they've been in the last three years,  
14 because the last time you saw them was in 2016, and  
15 what exactly they want to do with the project.

16 MR. SCHAPPELL: I'll lead off. Thank you for  
17 allowing us to come before you. So my name is  
18 Martin Schappell, and I have the privilege of being  
19 the president and CEO of Shell Point, a retirement  
20 community, and I've had that opportunity for the  
21 last almost three years coming out of a background  
22 in hospital healthcare.

23 Shell Point last year in 2018 celebrated its  
24 fiftieth year anniversary. So it's an organization  
25 that has tremendous history and stability within

1 the Fort Myers market. Some things just in terms  
2 of Shell Point, as a means of an introduction for  
3 those of you that may not have been on campus or  
4 may not even know where we are, we're right before  
5 the causeway over to Sanibel.

6 Shell Point basically right now maintains  
7 independent living, assisted living and skilled  
8 nursing for our residents. And we have almost  
9 2,500 residents, that they're a part of Shell  
10 Point, and they are served by approximately 1,100  
11 employees.

12 So we're comparatively -- the size and scale  
13 of Shell Point is the largest single-site  
14 retirement community in Florida. It is the second  
15 largest retirement -- single-site retirement  
16 community in the country. That is fortunate that  
17 it gives us density and scale to provide a  
18 lifestyle through our amenities that is rather  
19 robust, whether that's the tennis courts or the  
20 golf course or the dining venues or the kayaks and  
21 the marina, et cetera. So it provides for a  
22 tremendous lifestyle for our residents while they  
23 are taking advantage of the life care that we  
24 provide to them contractually.

25 The reason that we are now looking at a

1 skilled nursing project is we had provided skilled  
2 nursing services since inception in respects to a  
3 very small clinic that started with five beds.  
4 That skilled nursing building was built in the  
5 '70s, currently called our Larsen Pavilion. It is  
6 licensed for 219 beds.

7 The reason that we are now looking at a  
8 replacement building is as it was built in the  
9 '70s, it has its limitations as a skilled nursing  
10 building. The rooms are primarily semi-privates,  
11 and our residents these days are saying, "We really  
12 want access to a private skilled nursing bed."

13 I'm old enough to remember when Health Park  
14 opened and the splash it made in town, that it was  
15 going to provide single rooms, private rooms in  
16 healthcare. Well, we're a little behind in  
17 respects to offering that level of service. And so  
18 what this new building allows us to do is to  
19 provide single rooms. So it will be a 180-bed  
20 skilled nursing facility located up at the gateway  
21 to our campus.

22 So as you are on McGregor, where Summerlin and  
23 McGregor merge, and then you come next to our  
24 entrance, you'll see that rounded sign with the  
25 fountains. That first pod or that first community

1           called Waterside is where the new skilled nursing  
2           will be. So it will be at our gateway at the front  
3           of our community.

4           Within that 180 beds, 162 will be private  
5           rooms. The other nine rooms will be companion  
6           rooms. And what's going to make these different  
7           than other companion rooms or semi-private rooms is  
8           they'll be shaped like an L. So a bed will be  
9           surrounded by three walls with a shared bathroom.

10          And we're doing those deliberately because  
11          clinically there's some folks who do better with  
12          companionship. As well, if it's a couple or two  
13          friends, they can choose to place their two beds in  
14          one room leaving the other space available for a  
15          studio or a suite type of experience.

16          The neighborhoods will be 20-bed  
17          neighborhoods. So each 20 beds will have its own  
18          living room, dining room, activity space, sun  
19          porch, et cetera. So there will be plenty of  
20          common space, unlike what we have right now in our  
21          '70s skilled nursing building.

22          So the strategy behind this is really to first  
23          and foremost be responsive to our residents, to  
24          their requests, and recognizing that if we want to  
25          maintain our competitiveness in the marketplace and

1 continue to be the premiere retirement community,  
2 we need to skate towards that puck, which is to  
3 provide those private beds.

4 So that's the rationale behind this new  
5 construction project. And so we've got tremendous  
6 support within our residents as well as our board.  
7 They will be voting on the final budget and  
8 contract in our May board meeting in the middle of  
9 May, and from there we are prepared to move swiftly  
10 towards construction with your support.

11 MR. LOCKRIDGE: I'm Tim Lockridge. I've been  
12 with Shell Point for 20 years now as the CFO. So I  
13 think this is the fifth or sixth transaction that  
14 I've brought before you. So I want to thank you  
15 for all you've done for us in the past in enabling  
16 us to be able to access the bond market so that we  
17 can continue our expansion and continue to serve  
18 the elders of Lee County. So I hope that you will  
19 favorably consider our request for today, and we  
20 look forward to working with you all once again.

21 MR. TRABER: Any questions from board members?

22 IDA CHAIRMAN: I have one real quick. So it's  
23 a 290-bed skilled nursing right now?

24 MR. LOCKRIDGE: Two nineteen.

25 IDA CHAIRMAN: Two nineteen. I'm sorry. And

1 we're going to 180, and you're going to tear down  
2 the existing facility?

3 MR. SCHAPPELL: Actually not. The existing  
4 pavilion has great bones. It doesn't serve well  
5 anymore as a skilled nursing building, but it has  
6 great bones. So we are converting that to an  
7 amenity building for our residents. So there will  
8 be some new amenities that we'll be able to  
9 introduce, whether that's a movie theater or a  
10 fitness center, et cetera. So we're looking at  
11 converting that square footage to a better use.

12 IDA CHAIRMAN: Just a point of personal  
13 curiosity, memory care is skilled nursing?

14 MR. SCHAPPELL: There's a continuum for memory  
15 care, anywhere from home health memory care to  
16 respite care, day care, to assisted living memory  
17 care on into skilled nursing memory care.

18 IDA CHAIRMAN: And this will provide  
19 possibly --

20 MR. LOCKRIDGE: It continues -- that continuum  
21 exists currently, and we'll continue to provide for  
22 that.

23 IDA CHAIRMAN: I just lost my mom, and she was  
24 in a memory care unit, so it's a point of personal  
25 curiosity.

1 MR. LOCKRIDGE: Sure. Of course.

2 MS. MARKHAM: Are any of those units  
3 one-bedroom or are they all studios?

4 MR. SCHAPPELL: In terms of skilled nursing  
5 or --

6 MS. MARKHAM: Yes. Skilled nursing, yeah.

7 MR. SCHAPPELL: They will all be single rooms.

8 MS. MARKHAM: Not -- just a studio, not a  
9 one-bedroom?

10 MR. SCHAPPELL: Correct, for skilled nursing.

11 MS. MARKHAM: I just moved my mother last week  
12 into her third facility in the last 12 months, and  
13 I find -- in St. Petersburg. That's where my  
14 family is, but I find that the one-bedrooms are  
15 very popular. I'm surprised to hear -- and she's  
16 in a one-bedroom that -- in skilled nursing.  
17 Advanced Parkinson's. I'm surprised to hear that  
18 you're not doing any one-bedrooms, because that's a  
19 very popular option.

20 MR. SCHAPPELL: Well, in our assisted living  
21 product there are one-bedroom units. In our  
22 assisted living product we are licensed as ECC, an  
23 extended congregate care license, which allows the  
24 criteria to be deeper for treating residents in  
25 that ECC level of care.

1           So we try and encourage aging in place and  
2           putting folks at a least restrictive level of care,  
3           so folks, by the time they're moving into that  
4           skilled nursing level of care really do require far  
5           more attention.

6           MS. MARKHAM: Well, we're in that mode, very  
7           much so, several calls a day.

8           MS. ROEPSTORFF: For clarification, because  
9           you were saying 160 of these 180 are private.

10          MR. SCHAPPELL: A hundred and sixty-two,  
11          correct.

12          MS. ROEPSTORFF: A hundred and sixty-two.  
13          Okay. So when you say one-bedroom, are you just  
14          saying it's an open room with a bed in it versus a  
15          bedroom?

16          MS. MARKHAM: A bedroom, a living room, a  
17          kitchen and a bathroom. That's the one-bedroom  
18          apartment, which is --

19          MR. SCHAPPELL: That's not what we're doing  
20          for skilled nursing. Skilled nursing is the  
21          highest level of care --

22          MS. MARKHAM: It is skilled nursing. They're  
23          right there, but it is definitely larger than a  
24          studio and much more comfortable actually.

25          MR. SCHAPPELL: Sure.

1 MS. MARKHAM: Just wondering. Just curious.

2 MR. SCHAPPELL: These will be one-bedrooms,  
3 private rooms, full bathrooms, and then within the  
4 hallways, within that 20-bed unit is where there  
5 will be a separate living room, dining room, et  
6 cetera.

7 MS. ROEPSTORFF: Well, I was just -- you're  
8 not too far behind, because I was just at a Healthy  
9 Lee meeting yesterday, and much to my surprise --  
10 I'm sure you already know this, Jim -- they're  
11 taking -- Dr. Wolff, I think it was, gave a  
12 presentation of where they're taking the Lee  
13 Memorial campus downtown and taking those and  
14 converting the bulk of them to private rooms simply  
15 because that's what they're calling for.

16 And my concern was, isn't that the main focal  
17 point for the -- you know, an insured, and  
18 surprisingly again, Scott Kashman said, "No. It's  
19 pretty spread out now. It's not just there." But  
20 they're converting all of that. They're going to  
21 do some major --

22 IDA CHAIRMAN: A lot of that is through HIPAA,  
23 private rooms. That's --

24 MS. ROEPSTORFF: Oh, I didn't know that.  
25 Well, who wouldn't want a private room? But I

1 didn't know that they could scale it down and still  
2 have enough beds. But then, of course, look at  
3 what they're doing at Gulf Coast, so...

4 MR. HUMPHREY: If I may, they're just not  
5 briefing the former mayor -- or the present mayor  
6 and some of the council on all they're doing now.  
7 But council is starting to get involved, because  
8 they're concerned, like you say, of the -- they  
9 decided to keep the -- to the trauma unit there,  
10 and so -- but we know they're thinking of turning  
11 some others into offices.

12 That's frankly one consolation about it, is  
13 that there's usually more people for the offices  
14 and parking and they stay longer. They don't just  
15 come in and see the patient and leave. So we hope  
16 they visit downtown and other areas of the city.

17 IDA CHAIRMAN: So let's circle back around to  
18 Shell Point. All right. Chris, I believe Martin  
19 and Tim are done.

20 MR. TRABER: Any further questions from the  
21 Board? It is a public hearing, Mr. Chairman, so if  
22 there's any people from the public, if they want to  
23 speak up as well or just announce themselves.

24 For the record, there's no one from the public  
25 here. So if you want to close the public hearing.

1 IDA CHAIRMAN: We'll close the public hearing.

2 MR. TRABER: The next item would be to  
3 consider the inducement, and we should move forward  
4 today for this project. Again, this is the first  
5 and second step of a four-step process.

6 So you held the public hearing the IRS  
7 requires. The inducement resolution basically  
8 says, the IDA thinks this project is a good idea.  
9 It will promote the economic prosperity and health  
10 and safety of the citizens of Lee County and meets  
11 the requirements of Chapter 159, and also the  
12 inducement resolution basically -- because you're  
13 not the Board of County Commissioners -- for their  
14 approval, and that's the next step in the process.

15 If they should -- if you should proceed with  
16 the project and they agree, then the last and final  
17 step is to come back in May for all the final bond  
18 document approvals and sort of the final blessing  
19 on the project.

20 IDA CHAIRMAN: Okay. Any discussion on the  
21 inducement resolution?

22 MR. HUMPHREY: I would, if I may for the  
23 record, of course, not only have I communicated  
24 with the bond counsel, but also I've reviewed  
25 saying we can approve it as to form and legal

1 sufficiency. We haven't closed the public hearing  
2 though; have we?

3 MR. TRABER: Yes.

4 MR. HUMPHREY: Oh, I'm sorry.

5 IDA CHAIRMAN: I'm just saying, any  
6 discussion, questions regarding the resolution? I  
7 have none. It all looks good to me.

8 MR. HUMPHREY: We're ready for a motion  
9 then --

10 MS. MARKHAM: So move.

11 MS. ROEPSTORFF: Second.

12 MR. HUMPHREY: -- to adopt the resolution,  
13 which also includes the memorandum agreement for  
14 the issuance of the private activity bonds.

15 IDA CHAIRMAN: I have a motion and second.  
16 Any further discussion? Hearing none, all in  
17 favor?

18 MS. MARKHAM: Aye.

19 MS. ROEPSTORFF: Aye.

20 IDA CHAIRMAN: David? Yes, aye?

21 MR. BARTON: Oh, yes. Sorry. Yes. I thought  
22 I said it.

23 IDA CHAIRMAN: Any opposed? Seeing none,  
24 motion carries.

25 MR. TRABER: There's two other points I want

1 to raise to go forward with the project. The first  
2 is to call your attention to the underwriter. B.C.  
3 Ziegler & Company has mentioned that because of the  
4 interest rates in June and July, they are concerned  
5 about the timing and will be back before the board  
6 in May with the final bond documents.

7 What we're seeing, not on this transaction,  
8 but a lot of other transactions we have in play  
9 right now, is that they're asking for permission to  
10 basically go out and premark the bonds a little  
11 bit, obviously, pending final approvals from the  
12 county and this board, so that we never sell the  
13 bonds before your final approval, but they are  
14 looking to possibly get in the market a week or two  
15 beforehand with a prospectus to at least start  
16 talking about the bonds to get the interest there  
17 so that they can speed things along. Really it  
18 will cut two weeks off the schedule.

19 So if anyone has concerns about that -- I'm  
20 just throwing it out there if anybody wants to  
21 raise the issue.

22 IDA CHAIRMAN: I don't have any issues.

23 MS. ROEPSTORFF: Is there any reason to have  
24 concern?

25 MR. HUMPHREY: No. In fact, it's important,

1 and as he said, if it comes back before you -- I  
2 just closed one for the health system, and we did  
3 the same thing, because now is good timing for it,  
4 the interest rate in setting it up before we close  
5 and get the final approval. So I see no legal  
6 issues.

7 IDA CHAIRMAN: If there's no legal issues, I  
8 think it would only behoove us, as a board, to  
9 provide them and empower them to capture the best  
10 rates.

11 MS. MARKHAM: Absolutely.

12 MR. TRABER: And the last item, they do have a  
13 fee cap letter. How do you want to proceed with  
14 that, you know, in terms of --

15 IDA CHAIRMAN: That was the next item to be  
16 discussed, is the fee cap for the fee structure and  
17 discussion.

18 MS. MARKHAM: Counsel?

19 MR. HUMPHREY: Well, I will say to you this is  
20 not a refunding. Your policy provided for it, it  
21 was a refunding. But it's all new money, and the  
22 issue that you have, and continue to think about  
23 it, is this is not the only applicant that is  
24 non-profit. You have the one at Health Park.  
25 What's the name of the one at Health Park?

1 MR. SCHAPPELL: Cypress Cove?

2 MR. HUMPHREY: Cypress Cove, which you  
3 considered before, and from -- I think you charged  
4 the regular rate that -- for closing, if I recall.

5 I checked it. I checked it, but you received  
6 their letter and, of course, one other thing, and I  
7 know it sounds like I'm advocating for keeping the  
8 rates. Probably I am.

9 IDA CHAIRMAN: There's nothing wrong with  
10 that, just for the record.

11 MR. HUMPHREY: That's right, but I'll say it  
12 out loud so they could hear it. The only revenues  
13 you really receive is from the sale of the bonds,  
14 and -- I mean from bond issues, and we continue to  
15 do reviews of other IDAs in the State of Florida.  
16 And while there are some lower, and you're one of  
17 the most successful as far -- and I think he would  
18 concur -- as far as the IDA and -- not only the  
19 approvals, but the way that you work with them just  
20 like that request.

21 So it -- I think that it's not something other  
22 than you setting a precedent that the next one will  
23 say, "Let's look at what you just did," and so --

24 MS. ROEPSTORFF: That's always the concern  
25 that I have. At the same time knowing the

1 competitive world, you know, that we all live in I  
2 always like to make sure that our fees are in line  
3 with what the market bears for bonding application  
4 fees. Do you know if -- have we researched that?

5 MR. HUMPHREY: I would answer that  
6 affirmatively when I do review and, of course, I'll  
7 be interested in Chris, because he does a lot more  
8 closing -- I mean bond issues than I do.

9 MR. TRABER: We have noted in the last two  
10 years, especially, that some of the statewide  
11 issuers, who are your competition, like Florida  
12 Development Finance Corporation out of Orlando and  
13 Capital Crest Agency in the Panhandle, have moved  
14 in the higher ranges of bonds, not for the  
15 40,000,000 or \$50,000,000 bond issues, but the  
16 over in excess of a hundred million dollars.  
17 They've gone to sort of not charging the full  
18 amount for over X --

19 MS. MARKHAM: Yeah.

20 MR. TRABER: -- to more of a scaled amount to  
21 say, "Yeah, we want at least a couple hundred  
22 thousand, but once you get above that, they're kind  
23 of starting to ease it off a little bit.

24 IDA CHAIRMAN: If I can work from my rather  
25 probably poor recollections and having sat through

1 a number of these, to Jim's point we have, when  
2 it's a refunding, given discounts, and that is a  
3 precedent in a policy that we have established.

4 I know that we have been made -- this ask has  
5 been made of us before on a number of occasions. I  
6 believe one of them was when this institution was  
7 Edison College and we had the entire team there  
8 lobbying for a discount.

9 And if my recollection is correct, we did not  
10 provide that. And part of that discussion, when  
11 we've had these questions come before us, has been  
12 fear of setting a precedent, because once we open  
13 that door, then it's, you know, it's Katy bar the  
14 door.

15 MS. ROEPSTORFF: And then how could you be  
16 subjective --

17 IDA CHAIRMAN: Exactly. We work -- and this  
18 discussion has gone on and on about that point  
19 exactly, is how are we subjective, how do we  
20 graduate this, and we haven't had a good solution.  
21 That is my two cents' worth for what it's worth.

22 Gail, I know you want to say something.

23 MS. MARKHAM: No. I was just thinking.  
24 That's all. I'm not thinking to say something  
25 actually, believe it or not. I'm thinking quietly.

1           I think -- since this is a new offering, I  
2 think we need to stay with our criteria for  
3 financing, our normal procedure.

4           IDA CHAIRMAN: So do you want to make that a  
5 formalized --

6           MS. MARKHAM: I guess I need to. Yeah. So  
7 moved.

8           MS. ROEPSTORFF: Aye.

9           IDA CHAIRMAN: Motion to second that we offer  
10 no discount, our rate applies as stated? Any  
11 further discussion? Seeing none, all in favor?

12          MS. MARKHAM: Aye.

13          MR. BARTON: Aye.

14          IDA CHAIRMAN: Any opposed? Seeing none,  
15 motion carries.

16          MR. HUMPHREY: If I may, Mr. Chairman, please  
17 remember what we did say. This is something that  
18 we appreciate, you know, the previous actions with  
19 Shell Point, and if you want to do refunding, we've  
20 got a policy on that.

21          IDA CHAIRMAN: Tim and Martin, both, I mean  
22 please understand that this board and virtually all  
23 of us sitting here have sat on this board for many,  
24 many years, so we come with a history, we come with  
25 a background, and this is something we have

1           wrestled with for years, and it is a position that  
2           we have been very, very cautious about venturing  
3           into.

4           On the other side, sitting on your side, as a  
5           business person, I would ask the same question, you  
6           know, and God bless you, and we are very proud of  
7           you for asking that question.

8           MS. ROEPSTORFF: At some point in time if we  
9           find the market -- everybody is doing over a  
10          certain threshold on a tiered level, I think it's  
11          something that we never want to close our mind on  
12          and not address. But I think you're saying you're  
13          seeing a little bit of it, but it's not prevalent  
14          in the market.

15          MR. TRABER: Just in those two statewide  
16          issuers, because again, they're trying to  
17          essentially steal your business.

18          MR. HUMPHREY: Thank you.

19          MS. ROEPSTORFF: Thank you. Thank you very  
20          much.

21          IDA CHAIRMAN: Good luck with the project. It  
22          is well needed in this community.

23          (Mr. Schappell and Mr. Lockridge left the  
24          room.)

25          IDA CHAIRMAN: Okay. The next item on the

1 agenda, let's back up, is approval of minutes.  
2 I'll entertain a motion for the approval of minutes  
3 of January 25th, 2019. Do we have a motion?

4 MS. MARKHAM: So move.

5 IDA CHAIRMAN: Second? Do I have a second?

6 MS. ROEPSTORFF: Second -- oh, David.

7 IDA CHAIRMAN: David, second?

8 MR. BARTON: Yes.

9 IDA CHAIRMAN: Okay. Any discussion? Seeing  
10 none, all in favor?

11 MR. BARTON: Aye.

12 MS. MARKHAM: Aye.

13 IDA CHAIRMAN: Any opposed? Seeing none,  
14 motion carries. Treasury Report.

15 (Discussion held off the record per request of  
16 Counsel.)

17 IDA CHAIRMAN: Okay. Old business. Anything  
18 for old business?

19 MR. TRABER: Last year Bonita Springs Utility  
20 got another IRS audit for their bonds, and we gave  
21 them everything to work with. The borrower was  
22 really good about getting all the information right  
23 away. We got the letter from the IRS. So  
24 basically a number of IRS agents were then  
25 furloughed as part of the governmental shutdown.

1           So we were sort of in limbo until last week.  
2           Actually, we did receive a good letter from the IRS  
3           indicating there's no change in the taxable status  
4           of those bonds outstanding. It was 2015 bonds. So  
5           they're very happy, and, of course, we're very  
6           happy as well. I just wanted to report that.

7           MS. ROEPSTORFF: Who did they upset with the  
8           IRS?

9           IDA CHAIRMAN: I'm going to share a real quick  
10          story. My dad has been gone for 30 years since  
11          November. My mother's tax return still shows up  
12          with his name on it.

13          (Comment by the court reporter)

14          IDA CHAIRMAN: This is off the record.

15          (A discussion was held off the record.)

16          IDA CHAIRMAN: Okay. Let's move on, Economic  
17          Development Office Comments. John?

18          MR. TALMAGE: Just a couple of comments. One  
19          is that we are updating our IDA material, and I  
20          mean I'm actively marketing the IDA wherever I go  
21          and speak to -- the mayor and I spoke this week  
22          about possibly doing a roundtable for some of the  
23          medium size, large size businesses in Lee County  
24          that may not know that they have access to the IDA  
25          in their expansions or consolidation plans.

1           So we're going to do a workshop and invite  
2           some of them to sit around the table to be able to  
3           have a conversation about that.

4           MS. ROEPSTORFF: The qualifiable type.

5           MR. TALMAGE: Right.

6           MS. ROEPSTORFF: I think that's a great idea.

7           MR. HUMPHREY: And often the ones that are  
8           already existing but need to expand are not aware  
9           that they qualify. They're not aware of the IDA  
10          possibilities. And so we thought it might be good,  
11          and we'll invite Chris too to be there.

12          IDA CHAIRMAN: I would hope as part of our  
13          marketing there's a little blurb there to the  
14          general public as to what the IDA does, because I  
15          don't think there's not one of us in this room that  
16          are members that have not been asked and drilled  
17          and grilled on, "What is it you guys do and what's  
18          all that money going to?"

19          MS. MARKHAM: We defer to our counsel.

20          MR. HUMPHREY: And then we remind them to read  
21          the brochure and read the application.

22          IDA CHAIRMAN: Go on online. There's a  
23          website.

24          MR. TALMAGE: I'm also aware we're going back  
25          and updating the pictures of when the product --

1 when you look at the \$2.2 billion (inaudible).

2 (Comment by the court reporter)

3 MR. TALMAGE: I was just saying we're going to  
4 update the pictures because when you look at the  
5 amount of money they bonded out, it represents a  
6 lot of the significant growth in Lee County.

7 MR. HUMPHREY: We felt it's not necessary. I  
8 like that announcement of over \$2 billion, because  
9 most of them, of the IDA members, were there  
10 through all of this, so maybe a few were not, so --  
11 isn't that what you said, 2 point --

12 MR. TALMAGE: Yes, sir.

13 IDA CHAIRMAN: I think the challenge that the  
14 public sees is they see the balance sheet and they  
15 see X million dollars we've got sitting there, and  
16 in their mind it's not deployed. And so that was  
17 always the challenge, and so we're just educating  
18 them on what we do in the form of grants and that  
19 we do keep reserves for reasons like the last, I  
20 will admit, ten-year reset. You know, we didn't  
21 see anything. So it's just we're prudent with our  
22 money. That's the key I think.

23 MS. ROEPSTORFF: But I would like to see a way  
24 to employ some of this money.

25 IDA CHAIRMAN: John and I have had a few of

1           those conversations, and I believe he is working on  
2           some ideas that he will be bringing back to us.

3           MS. ROEPSTORFF: Good.

4           MS. MARKHAM: That million dollars fund --

5           MS. ROEPSTORFF: Yeah.

6           MR. TALMAGE: And I'll note that next month's  
7           meeting at the IMAG, that there are invitations to  
8           have a public discussion.

9           IDA CHAIRMAN: Yeah.

10          MS. ROEPSTORFF: Also did you ever find a way  
11          to close that loophole or that black hole that  
12          universities couldn't be applying for, colleges can  
13          but universities can't?

14          MR. HUMPHREY: I wish we could. I think you  
15          know and some of the others that there's a family  
16          that bought or purchased significant property and  
17          desires to enter into -- and work with FGCU to have  
18          an administrative office building for them.

19          But we -- word we get from you and the others  
20          on the back of the Internal Revenue Service --

21          MS. MARKHAM: I have a question about the  
22          May 24th meeting. Our Horizon General Membership  
23          Meeting is at the Collaboratory, and then we're  
24          going to move over to the IMAG?

25          MR. TALMAGE: We're going to provide a van to

1 take people back and forth.

2 MS. MARKHAM: Yeah. I was just wondering.

3 MR. TALMAGE: Because we couldn't -- because  
4 the IMAG has been trying to host you for a while,  
5 and I think that's when they tried to -- and  
6 dedicated some of the facility for the Horizon  
7 council.

8 MS. MARKHAM: Got it. Just curious.

9 IDA CHAIRMAN: Okay. John, anything else?

10 MR. TALMAGE: That's it.

11 IDA CHAIRMAN: Okay. Anything for the good of  
12 the whole before we adjourn?

13 MR. TRABER: Just one final anecdote from  
14 earlier. The IRS has had the same regulations  
15 applicable to our public hearing process since the  
16 mid '80s, since the 1986 Tax Act. They have  
17 proposed various changes in the last couple of  
18 decades. Finally last year we got a trickle-down  
19 of a new regulation or a slimmed-down regulation  
20 for our public hearings.

21 Now instead of 14 days in advance, we only  
22 have to advertise seven days in advance, and we  
23 don't have to use newspapers anymore. We can use a  
24 website within certain parameters. So the IRS is  
25 finally moving into sort of the information age,

1           you know, the worldwide web.

2           IDA CHAIRMAN: So you'll save some money on  
3           advertising.

4           MR. TRABER: So we'll save some money and also  
5           it's been a time issue too with respect to the  
6           meetings and getting things going. So we're  
7           exhausted under your policy, because your policy  
8           reflects 14 days now, and as well as some other  
9           things, we'll update -- we'll get Jim's office to  
10          update the policy as well. So one positive thing  
11          did come out of the IRS.

12          IDA CHAIRMAN: It was kind of like today. We  
13          were running over and --

14          MS. MARKHAM: Yeah.

15          MR. TALMAGE: One thing I want to recognize is  
16          that Miesha, Jim's assistant, had a baby.

17          MR. HUMPHREY: I should have said something.  
18          I have to call her on the phone now.

19          IDA CHAIRMAN: Well, congratulations from the  
20          board to her.

21          MR. HUMPHREY: But if I may add for the record  
22          this, if you would, Mr. Chairman and Members, is  
23          that if I can remember everything about it -- oh, I  
24          know, it's the -- what he was saying about the  
25          website is you've probably seen from the invoices

1           that we've been working on, the amendments to the  
2           website for the IDA, because you're a special  
3           district and they have changed the special district  
4           requirements, but I believe we're in accordance  
5           with the statutory requirements of special  
6           districts.

7           So I think for the record, because I will be  
8           one, as your counsel, to advocate using the website  
9           instead of the continued use of the print media.

10          IDA CHAIRMAN: Well, I just came from a  
11          meeting that basically was indicating that social  
12          electronic means are superior and will reach more  
13          people, maybe not our own age, but...

14          MR. TALMAGE: The millennials will see it.

15          MS. ROEPSTORFF: I didn't know -- although I  
16          know it was done at Horizon, I certainly want our  
17          body to show respect for the loss of Larry --

18          IDA CHAIRMAN: Larry Kiker. Yes. I heard,  
19          and I knew Larry was having some health challenges,  
20          but this came on very quickly. He was formally  
21          diagnosed in October.

22          MS. MARKHAM: And they didn't think it was  
23          that serious.

24          IDA CHAIRMAN: No. It was one of those on  
25          again, off again, now it's on, now it's really bad.

1 Larry was a friend and a colleague, and he brought  
2 a lot to this county, and we are blessed to have  
3 had Larry in our lives. We wish all and his wife  
4 the best.

5 MR. HUMPHREY: For the record, since she's  
6 making it, is that he's County Commissioner Larry  
7 Kiker of the Lee County Commission that passed away  
8 just a couple of days ago.

9 IDA CHAIRMAN: Thursday morning, I believe.  
10 Yeah. Okay. Glen, you had something?

11 MR. SALYER: Thanks, Mr. Chair. I think I  
12 resolved it. I just wanted Chris to talk about  
13 timing of the approval for the issue. We'll have  
14 to get that on the May 21st board agenda, and then  
15 you come back for the 24th here with the IDA, so --

16 MR. TABER: We're all set Monday to give our  
17 usual electronic letter to Richard and Andrea and  
18 get that going.

19 MR. SALYER: Thank you.

20 IDA CHAIRMAN: Nothing else coming before the  
21 board, I entertain a motion to adjourn.

22 MS. ROEPSTORFF: So move.

23 IDA CHAIRMAN: We stand adjourned. Thank you.

24 (Thereupon, the proceedings were concluded at  
25 10:54 a.m.)

STATE OF FLORIDA                    )  
COUNTY OF LEE                     )

I, Tammy L. Betz, Registered Professional Reporter, do hereby certify that I was authorized to and did stenographically report and electronically record the foregoing proceedings consisting of pages 1 through 32 inclusive; and that the transcript is a true record of all proceedings had.

I further certify that I am not a relative, employee, attorney or counsel of any of the parties, nor am I a relative or employee of any of the parties' attorney or counsel connected with the action, nor am I financially interested in this action.

Dated this 16th day of May, 2019.

*(This transcript has been digitally signed.)*

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Tammy L. Betz, RPR, FPR