

**MINUTES OF NORTH BREVARD ECONOMIC DEVELOPMENT ZONE (NBEDZ)  
SPECIAL DISTRICT BOARD, GOVERNING BODY OF THE SPACEPORT  
COMMERCE PARK AUTHORITY**

January 10, 2020 @ 8:30 a.m.  
Parrish Medical Center - Health Village West/Heritage Hall  
931 N. Washington Avenue  
Titusville, Florida 32796

**Board Members:**

In Attendance: Al Matroni, Donn Mount, Stan Retz, Louis Sanders, and George Mikitarian

Telephone: Dr. Brenda Fettrow and Rodney Honeycutt

Absent: Dan Aton and Micah Loyd

Call to Order: Meeting was called to order at 8:31 a.m. by George Mikitarian, Chairman.

Pledge of Allegiance: Walt Johnson, City of Titusville Mayor, led the assembly in the Pledge of Allegiance.

**I. Approval of Agenda**

Motion by Louis Sanders, seconded by Stan Retz, to approve the Agenda as presented. Motion carried and ordered unanimously.

**II. Approval of Minutes**

Motion by Stan Retz, seconded by Louis Sanders, to approve the March 2019 Minutes as presented. Motion carried and ordered unanimously.

**III. Report on Expenditures to Budget**

Motion by Stan Retz, seconded by Louis Sanders, to approve the Report on Expenditures as presented. Motion carried and ordered unanimously.

**IV. North Brevard Economic Development Zone Executive Director Report**

Troy Post, CEcD, CBE, NBEDZ Executive Director, provided the Zone board with a handout of his report.

**V. Counteroffer on Additional Land – Merritt Precision**

Troy Post, CEcD, CBE, NBEDZ Executive Director, stated a five-acre lot in Spaceport Commerce Park was sold in June 2019, for \$30,000 an acre; to offset the site development expense, the Zone committed to an incentive provision totaling \$25,000; the site work and building slab completion is to be carried out within two years of the land purchase; Merritt Precision, a division of Correct Craft, then made an offer at the

January 10, 2020

September 2019 NBEDZ meeting for \$11,000 per acre, for approximately eight to 10 acre lots; and the offer was rejected by the Zone board. He asked Doug Keehn, CEO of Merritt Precision if he is planning to submit an application, because he has not received an application for assistance, for if the company is interested in entering into a real estate contract to purchase the land for \$31,000 an acre; Mr. Keehn mentioned to him that the company's plans for the additional acreage would involve a multi-year build-out and relief would be needed for the construction start timeframe in rider clause of the deed, being they would like to have more than two years to begin site work and slab construction; and he asked if would the Zone board consider a two-year window for the submittal and approval of development plans by the City, and perhaps three or four year timeframe for building slab completion.

Al Matroni advised if they were willing to take more risk and put up more money, it would give them the right to say they are going to move forward with an option price if they improve some of the due diligence that was set up in the option; and if they have the right to extend, for a little bit more money they could, depending on what their engineering is.

Mr. Post advised as he understands an option, a price is agreed upon, and set for a period of time; and he added there is clause that it cannot be assigned.

Louis Sanders reminded the Zone board of tying up a piece of property for up to four years and how many opportunities would be missed, if the property was tied up with a lot of conditions with value; he opined he does not think that would be a wise decision, because the market is just now opening up; and if they really wanted to do something, pony up the cash, and get on with it, or hopefully the land will be ready when they get ready.

Stan Retz advised Mr. Sanders has a good point, but any property to be delayed on would probably be this odd shaped piece of property.

Mr. Matroni stated if they are given a two-year option with the right to renew, if it's proven that they are spending money, the property would be tied up; if it was extended the Zone could reserve the right if it receives a bona fide offer, the right to terminate, but cannot do that during the first period because it is the timeframe they are supposed to be spending money on engineering; but if they are not spending at that point the Zone can say they have not lived up to the terms of the agreement, and the Zone has the right to take the property.

Mr. Post advised whatever the Zone board does, there has to be an application for assistance of the site plan to show what it is they intend to do.

Mr. Retz advised this is \$31,000 per acre sale price, with an inducement of \$20,000 per acre back, they have two years to construct, and possibility extending it out an additional 12 months; he thinks the original idea is pretty workable; and he inquired if there is less of an inducement for them.

Mr. Post stated he thinks they do want the land, but how detailed the plans are for new jobs, he does not know; he needs further information to be provided from the company; and he reiterated an official application is needed.

January 10, 2020

Mr. Retz suggested it may be \$20,000 inducement for a two-year deal, but if they want to extend it by 12 to 24 months, the inducement gets cut by 25 percent for 12 months and 50 percent for 24 months.

George Mikitarian, Chairman, inquired if Mr. Post has enough to structure a deal.

Mr. Post responded affirmatively.

Mr. Retz advised he will make a motion if necessary, but due to the consensus of the discussion he thinks Mr. Post has direction since there is no application to vote on.

Christine Schverak, Assistant County Attorney, advised if there is no motion made today, the Zone board may vote on the final deal, with the application when it is firmed up; and as a point of clarification, this is a separate incentive from the \$25,000 because it is for the first parcel, and the second parcel is a new incentive that she can work the language on.

Mr. Post remarked that is correct.

## **VI. COlaunch – Direction of Assets**

Troy Post, CEcD, CBE, NBEDZ Executive Director, provided the Zone board with a copy of COlaunch's annual report for Fiscal Year 2018-2019; he stated the tenants in the COlaunch space were informed of the Zone not continuing to occupy that space; and due to space constraints at the existing County warehouse in Cocoa, a temporary storage unit would need to be leased by the Zone to house the furniture and equipment. He went on to say there are three options the Zone board can choose; one, to offer furniture and equipment to any County agency; two, store the furniture and equipment in a climate-controlled space; three, revamp the co-working concept to fit a smaller property; and if no decision is made it will go in a climate-controlled storage space for 30 days.

Louis Sanders stated he does not want to store it.

Stan Retz inquired if the COlaunch name had a copyright.

Mr. Post replied no.

Al Matrioni suggested talking to the landlord about leaving the furniture and equipment and the landlord use it as an incentive for a new tenant; and if there is a new tenant, the Zone maybe could recoup some money at that point.

Mr. Post advised the landlord was notified about the furniture and equipment; it was looked at; but now they are not interested. He advised in the next 30 days, the stuff will be moved into storage, because Central Services does not have the space to store it before the next auction.

George Mikitarian, Chairman, mentioned if it were all obsolete, it could be donated to another public entity; but it is not obsolete and is pretty restricted of what to do with it.

January 10, 2020

Christine Schverak, Assistant County Attorney, advised it is public property and Option 1 is really what should be happening; and the reason it cannot be given away is there is a process in Central Services, that it is given away to other County agencies first, and then it goes out to auction.

The Zone board reached consensus for Option 1, offering furniture and equipment to County agencies and any items not requested by other County agencies, be returned to Zone-leased storage unit until there is a public auction held by Central Services.

Upon consensus the meeting adjourned at 9:30 a.m.



---

Donn Mount, Secretary/Treasurer

Approved on January 15, 2021