



850.623.0174 ■ www.SantaRosaEDO.com ■ 6491 Caroline Street, Suite 4 ■ Milton, Florida 32570-4592

To: Santa Rosa County Board of County Commissioners

From: Tina Stewart, Business Development Manager

Through: Shannon Ogletree, CEcD, Director

Re: Recommendation to accept the bid from Gulf Cable for the sale of approximately 2 acres in the Santa Rosa Industrial Park

Date: March 21, 2016

RECOMMENDATION

The Santa Rosa EDO is requesting that the Board of County Commissioners accept the bid from Gulf Cable in the amount of \$10,500 total for the purchase of 2 acres located on Opportunity Drive in the Santa Rosa Industrial Park for their continued expansion.

BACKGROUND

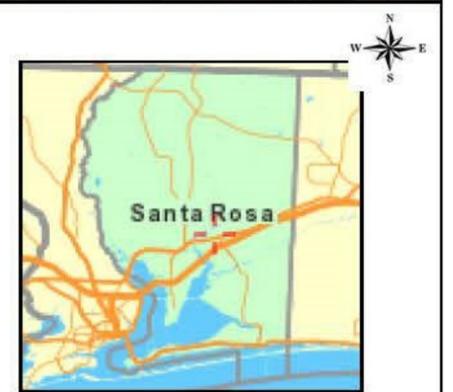
Gulf Cable is an existing manufacturing company located within the Santa Rosa Industrial Park and is aggressively expanding. They are very quickly becoming one of our largest employers in the county.

They plan to construct a 70k-75k sf manufacturing facility with a capital investment of over \$1M. They plan to hire 20 new employees over a 3 year period.

IMPLEMENTATION

In accordance with F.S. 125, the County is required to advertise for the sale of any County owned real property. This recommendation is the first step in this process.

EDO staff will work with the County Attorney to ensure all steps associated with the process are completed as needed.



BID OPENING
March 15, 2016
Milton, Florida

Present: Procurement Officer; Tina Stewart representing Santa Rosa County Economic Development; and Sheila Fitzgerald representing Santa Rosa County Grants. The meeting took place at 10:00 a.m.

The purpose of the meeting was to receive bids for the sale of approximately 2 acres at the Santa Rosa County Industrial Park, and Request for Qualifications for Artificial Reef Consulting Services and Magistrate Services for Code Enforcement. Bids were received from the following:

Sale of Approximately 2 Acres:

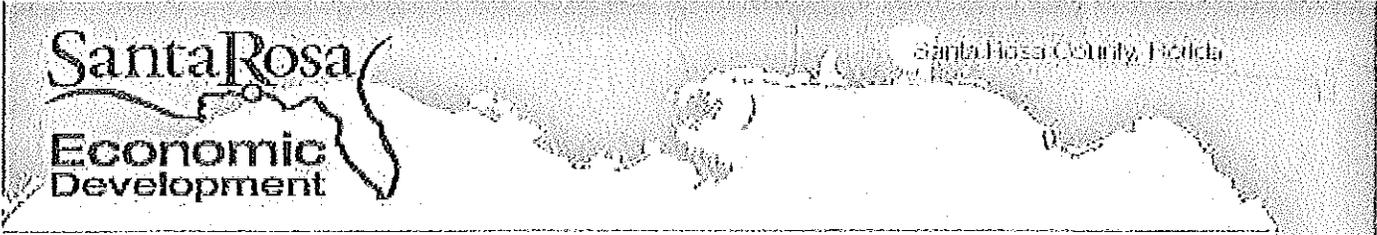
- | | |
|--------------------|----------|
| 1. Gulf Cable, LLC | \$10,500 |
|--------------------|----------|

RFQ – Artificial Reef Consulting Services:

- | | |
|---|-----------|
| 1. CB& I Environmental & Infrastructure, Inc. | Submittal |
| 2. Taylor Engineering | Submittal |
| 3. Coastal Systems International | Submittal |
| 4. David McGehee | Submittal |
| 5. Wetland Sciences Incorporated | Submittal |

RFQ – Magistrate Services for Code Enforcement:

- | | |
|----------------------------|-----------|
| 1. John A Terrazza | Submittal |
| 2. D. Anthony Washnock | Submittal |
| 3. Matthews & Higgins, LLC | Submittal |



Price Discounts on County Owned Industrial Property for existing industries located in Santa Rosa County

Project Name: Project Gulf

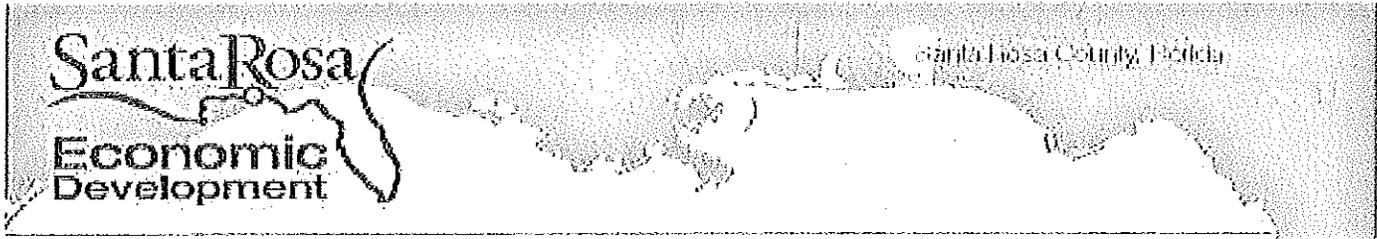
1. Total Capital Investment for Expansion			
<input type="checkbox"/> Under \$500,000	5		20
<input checked="" type="checkbox"/> \$500,000 - \$1M	20	→	
<input type="checkbox"/> >\$1M	25		
2. Number of New Jobs			
<input type="checkbox"/> 1 - 9	10		20
<input checked="" type="checkbox"/> 10 - 24	20	→	
<input type="checkbox"/> >25	25		
3. Number of Current Jobs			
<input type="checkbox"/> 1-9	10		25
<input type="checkbox"/> 10-24	20	→	
<input checked="" type="checkbox"/> >25	25		
4. Employee Wage Rate* (at proposed facility)			
<input type="checkbox"/> 85% to 115%	5	→	20
<input checked="" type="checkbox"/> 115% to 135% Above Avg	20		
<input type="checkbox"/> >150%	25		
Total Discount Points			85

A. Number of Acres Needed	→	2
		X
B. Price per Acre before discount	→	\$35,000
		=
C. Total price before discount	$A \times B$ →	\$70,000
D. Discount Points	From page 1 →	% 85
E. Per Acre Discount	$B \times D$ →	\$29,750
F. Price per Acre after discount	$B - E$ →	\$5,250
G. Total Savings	$A \times E$ →	\$59,500
H. Estimated Final Price After Discount	$A \times F$ →	\$10,500

To qualify for this pricing discount you must be an industry physically located in Santa Rosa County for at least three years.

If points associated with criteria 1, 2, 3 and 4 are summed to 100 points, this will equate to 100% reduction in dollars per acre. If points associated with criteria 1, 2, 3 and 4 are summed to 0 points, this will equate to 0% reduction in dollars per acre. It is also recommended that the County staff and Santa Rosa EDO be responsible for recommending to the Board any additional criteria applicable on a case-by-case basis.

With respect to expanding industries proposing to purchase County owned industrial zoned property, the base rate for land shall be \$50,000 an acre for property with rail access and for property located in the area served by County provided regional stormwater management, and \$35,000 for that property not having rail access or County provided stormwater management.



With respect to expanding businesses proposing to be located on County owned property within the Whiting Aviation Park, the base rate for land shall range from \$35,000 to \$75,000 an acre depending on its location within the Park. If the parcel to be purchased is adjacent to Marty Martin Way, the base price shall be \$50,000 per acre. If the parcel is adjacent to or has direct access to the taxiway or public tarmac, the base price shall be \$75,000 per acre, all remaining parcels will have a base price of \$35,000 per acre. All County owned parcels within Whiting Aviation Park will be eligible for the same discounts as outlined above.

This incentive shall be limited to those businesses which sell greater than 50% of their product or service outside the region (Okaloosa, Santa Rosa and Escambia Counties) or provide their product or service to local "industry", thereby bringing in new dollars to the County, unless by special exception by the Board of County Commission.

*Average wage rate is determined by Enterprise Florida's *Annual Incentives Average Wage Requirements* Information Sheet. Santa Rosa County's final wage rate is determined at time of closing.

To be competitive in locating good businesses to Santa Rosa County, there needs to be flexibility in these land costs. The flexibility should be related to the financial benefit the business has on the County. These guidelines provide a scale where the increase in points allows a larger reduction in land costs from the previously mentioned base value, and the points are accumulated based on capital expenditure, number of jobs and wage rate. This system provides a rational, non-arbitrary, non-discriminating basis for determining a cost per acre for a prospect.

Effective date: January 14, 2016



Santa Rosa County Economic Development Office
Attn: Mr. Shannon Ogletree/Procurement Department
6495 Caroline Street
Suite G
Milton, Florida 32570

March 14th, 2016

Re: Gulf Cable, LLC's Bid for Two Acres

Dear Mr. Ogletree:

In response to the public notice of sale of property, Gulf Cable, LLC ("Gulf") hereby submits to the Santa Rosa County Economic Development Office Gulf's bid to purchase two acres of land near Gulf's current Milton, Florida facilities in the amount of

Ten Thousand Five Hundred dollars (\$10,500).

Gulf hereby undertakes to comply with the capital expenditure and job-creation requirements set forth in the public notice. This bid is subject to the parties' mutual agreement on final terms and conditions of sale.

Please use the check we had provided in November of last year for deposit.

Sincerely,

A handwritten signature in black ink that reads "Suren Shah". The signature is written in a cursive style.

Mr. Suren Shah
Vice President, Operations