

Riviera Beach Community Redevelopment Agency Meeting

City of Riviera Beach Council Chambers

2nd Floor, Municipal Complex

600 West Blue Heron Boulevard

Riviera Beach, Florida

Wednesday, March 28, 2018

6:06 p.m. to 8:46 p.m.

APPEARANCES:

Chair Tonya Davis Johnson

Vice Chair Lynne Hubbard

Commissioner Julia Botel

Commissioner Terence Davis

Commissioner KaShamba Miller-Anderson

Mayor Thomas Masters

Attorney Michael Haygood

Interim Executive Director Scott Evans

Operations Manager & Public Information Officer Darlene Hatcher

1 CHAIR DAVIS JOHNSON: Good evening everyone. I would like
2 to call the regular meeting of the Riviera Beach Community
3 Redevelopment Agency on this March 28, 2018 meeting to order.

4 Roll call.

5 (Upon roll call by CRA Operations Manager and Public Information
6 Officer Hatcher, the following were present: Chair Tonya Davis
7 Johnson, Vice Chair Lynne Hubbard, Commissioner Julia Botel,
8 Commissioner Terence Davis, Commissioner KaShamba
9 Miller-Anderson. Also present: Mayor Thomas Masters, Interim
10 Executive Director Scott Evans, Attorney Michael Haygood.)

11 CHAIR DAVIS JOHNSON: At this time we'd like to have a
12 moment of silence, followed by the Pledge of Allegiance led by
13 Commissioner Botel.

14 (Moment of silence, followed by the Pledge.)

15 CHAIR DAVIS JOHNSON: Are there any additions and/or
16 deletions?

17 INTERIM EXECUTIVE DIRECTOR EVANS: I would propose that we
18 add a discussion item to the end of the agenda just to
19 confirm -- I did get an inquiry earlier from one of the
20 commissioners related to the sitting chair, vice chair. So I
21 just wanted to have a discussion about that at the end of the
22 meeting.

23 CHAIR DAVIS JOHNSON: I would also -- are there any other
24 additional additions or deletions?

25 Along the same lines of the conversation regarding the

1 chair, I'd like to have the ratification of the chair and pro
2 tem which was appointed at the board meeting in -- on March
3 21st? Ratification of the chair and pro tem that were selected
4 by city council, I'd like to add that to that discussion,
5 please.

6 Are there any disclosures by the commission and/or staff?

7 COMMISSIONER BOTEL: No.

8 CHAIR DAVIS JOHNSON: Hearing none, I'd like to entertain a
9 motion to adopt the agenda.

10 VICE CHAIR HUBBARD: So moved.

11 COMMISSIONER MILLER-ANDERSON: Second.

12 CHAIR DAVIS JOHNSON: It's been moved and properly
13 seconded. Madam Clerk.

14 (Motion passed unanimously.)

15 CHAIR DAVIS JOHNSON: Are there any public comment cards
16 for the consent agenda?

17 THE CLERK: No, Madam Chair, there is none.

18 CHAIR DAVIS JOHNSON: Any person who would like to speak on
19 the agenda -- on an agenda item, please fill out a blue public
20 comment card located in the back of the council chambers and
21 give it to the staff prior to the beginning of the meeting.
22 Members of the public shall be given a total of three minutes
23 for all items listed on the consent agenda. Members of the
24 public will be given three minutes to speak on each regular
25 agenda item. And in no event will anyone be allowed to speak on

1 an agenda item after the resolution is read or an item
2 considered.

3 Are there any items that members of the commission would
4 like to have pulled?

5 Hearing none, I'll entertain a motion to adopt the consent
6 agenda.

7 COMMISSIONER BOTEL: So moved.

8 COMMISSIONER DAVIS: Second.

9 CHAIR DAVIS JOHNSON: It's been moved and properly
10 seconded. Madam Clerk.
11 (Motion passed unanimously.)

12 CHAIR DAVIS JOHNSON: Regular business.

13 THE CLERK: A resolution of the Board of Commissioners of
14 the Riviera Beach Community Redevelopment Agency approving the
15 professional service agreement with Miller3 Consultants, Inc.,
16 to prepare a local inclusions and opportunity plan and develop a
17 community benefits agreement based on the board's priorities,
18 provide technical review and analysis for the Marina Village
19 Phase II RFP submittals, and assist in negotiations with highest
20 ranked proposals, and providing an effective date.

21 COMMISSIONER DAVIS: So moved.

22 COMMISSIONER MILLER-ANDERSON: Second.

23 CHAIR DAVIS JOHNSON: It's been moved and properly
24 seconded.

25 Who will be providing a presentation?

1 INTERIM EXECUTIVE DIRECTOR EVANS: I'll present a summary.

2 At the CRA meeting in December the Miller3 Group presented
3 to the board an outline of potential ways that we could have --
4 pursue a community benefits agreement and minority participation
5 and inclusion in our upcoming Marina Village Phase II project.

6 And at that meeting the board directed me to negotiate a
7 contract for them to participate on behalf of the board in
8 negotiation process with our future master developer, following
9 their selection; and to also assist us in reviewing the
10 proposals and ranking them in advance of the board making a
11 final decision. They would also as a part of this proposed work
12 plan work directly with the board to help develop your
13 priorities and incorporate those into a proposed design of a
14 community benefits agreement, which we would then negotiate with
15 the future master developer as a part of a larger development
16 agreement.

17 Miller3 is here this evening if you have any additional
18 questions or comments or you'd like them to discuss this work
19 further for the board.

20 COMMISSIONER BOTEL: Madam Chair.

21 CHAIR DAVIS JOHNSON: Commissioner Botel.

22 COMMISSIONER BOTEL: I have a question. I wanted to know
23 if it was competitively bid, given the size of the project; if
24 it was, who was on the selection committee; and if we followed
25 the proper procurement procedures.

1 INTERIM EXECUTIVE DIRECTOR EVANS: The board directed that
2 we work to negotiate a contract directly with Miller3. So we
3 did not conclude an RFP or a bid process for this. We
4 negotiated the contract. At the time we did not know the amount
5 that it would end up being. So tonight is the first time that
6 we've brought back the result of our negotiations.

7 COMMISSIONER BOTEL: Given the size of that contract, I
8 wonder if it would put undue burden on the CRA to put it out to
9 a competitive bid and see what comes in, and do it in -- I don't
10 want to say proper but do it in that method.

11 INTERIM EXECUTIVE DIRECTOR EVANS: We could follow that
12 procurement path also, yes.

13 COMMISSIONER BOTEL: Okay.

14 VICE CHAIR HUBBARD: Madam Chair.

15 CHAIR DAVIS JOHNSON: Commissioner Hubbard.

16 VICE CHAIR HUBBARD: I'd like to hear the presentation from
17 Miller3, having a recap of where we were last time, exactly how
18 we got to this -- this point. Because there was a lot of work
19 done previously that predicated on this work, and we were going
20 to either stop or move forward with it. So it wasn't like this
21 was kind of separate. They did a lot of work on the front end.
22 They came and made a presentation. We wanted to know what the
23 next steps were. Mr. Evans was supposed to get with them to
24 negotiate how we keep it -- the continuity of moving forward.
25 And as he said, none of us knew exactly what it would turn out

1 to be. But they've flown down here, I'd like to hear the
2 presentation as to -- to see and let them, you know, recap or
3 remind or refresh how we got to where we are at this point.

4 COMMISSIONER BOTEL: Madam Chair, I have another question.

5 CHAIR DAVIS JOHNSON: Commissioner Botel.

6 COMMISSIONER BOTEL: I would also like to hear the
7 presentation. However, I wonder if it is a separate contract
8 from any work they had done previously, and whether or not
9 issuing a separate RFP would be detrimental to the CRA in any
10 way.

11 INTERIM EXECUTIVE DIRECTOR EVANS: It would be a separate
12 contract, absolutely.

13 COMMISSIONER BOTEL: Thank you.

14 CHAIR DAVIS JOHNSON: Miller3.

15 MS. WILLIAMS: Good evening. And thank you for this
16 opportunity to talk with you.

17 We have been in conversations with Mr. Evans now for --
18 since August of 2016, in working with the CRA to identify
19 opportunities for local participation.

20 In talking with Mr. Evans and looking at the history of
21 what has occurred in Riviera Beach, it was important that the
22 board had an appropriate baseline from which to make decisions,
23 and to ensure that there were reasonable expectations on what
24 the board could expect on a 300 plus million dollar marina
25 development.

1 Given our experience nationwide of not only doing this type
2 of analysis but working on major developments, Mr. Evans asked
3 us to assist him in looking at what he was putting together for
4 his RFP. We did that under our original scope of work. And
5 based on our review, again we recommended to Mr. Evans that in
6 order to ensure that there were no unreasonable or unanticipated
7 expectations about either local business participation or local
8 workforce participation, that we get the data; and that this
9 board have the opportunity to see exactly who in Riviera Beach
10 was available and had the capability to do the work.

11 This work is tailored to the Marina Village opportunity.
12 It is not looking at citywide opportunities. It is specifically
13 tailored to the Marina Village opportunity in trying to make
14 sure that we understand who's here that can do the work, who has
15 the capability to do the work; and once we have an understanding
16 of that, then to provide this board with recommendations on how
17 they can get local businesses and local residents involved in
18 this opportunity, and to determine what other types of things
19 that we need to do.

20 If local businesses are not ready, if the workforce is not
21 ready, what do we need to do to help them get ready for this
22 opportunity? So our job is to make sure that this board has
23 maximum opportunity to ensure that local businesses and local
24 residents participate in this upcoming 300 million dollar plus
25 opportunity.

1 CHAIR DAVIS JOHNSON: Are there any questions from the
2 commission?

3 COMMISSIONER MILLER-ANDERSON: Yes. Mr. Evans -- well, I'm
4 sorry, not of the company, but Mr. Evans I had a question for.
5 With this particular RFP that we have, is this a sole
6 source?

7 INTERIM EXECUTIVE DIRECTOR EVANS: Yes. They presented to
8 the board in December. There was no RFP completed. The board
9 directed me to negotiate --

10 COMMISSIONER MILLER-ANDERSON: Just to go straight to them?

11 INTERIM EXECUTIVE DIRECTOR EVANS: Yeah.

12 COMMISSIONER MILLER-ANDERSON: And at the time though we
13 weren't really aware of how much it would be. But typically for
14 this type of amount, is this something that we would typically
15 go out for? Or have we done this before, where we've
16 provided --

17 INTERIM EXECUTIVE DIRECTOR EVANS: I think most of the time
18 we go out for contracts of this size.

19 COMMISSIONER MILLER-ANDERSON: Yeah. I mean I know I
20 recall the meeting that we had for that. But during that
21 conversation I was not aware of it being this high. And so, you
22 know, for this amount that would cause a concern for me, just
23 kind of handing it over.

24 INTERIM EXECUTIVE DIRECTOR EVANS: We spent a lot of time
25 negotiating exactly what -- a very detailed scope of services,

1 to try and get the best end result; and so that's what's
2 reflected in the pricing I think that you're seeing tonight.

3 COMMISSIONER BOTEL: Madam Chair.

4 CHAIR DAVIS JOHNSON: Commissioner Botel.

5 COMMISSIONER BOTEL: First of all, let me say that I
6 applaud your work and I am very appreciative of your efforts to
7 get more local community members involved in this work. I just,
8 as a matter of a fact, came from a workforce development meeting
9 down at Palm Beach State College, and I think that we have a lot
10 of synergy with the kind of work that they want to do there.

11 It concerns me greatly that the medium per capita income in
12 our city is probably about one third of that in Palm Beach
13 County. So I know we have a long way to go to get good jobs for
14 our people. I support this endeavor.

15 However, my only concern is that with a contract this large
16 we should really put it out to bid. I think that the work that
17 you've done with the CRA in the past will show through when you
18 respond to that bid, if that's the wish of the board to put it
19 out to bid. And I think that you'll be very competitive in that
20 endeavor.

21 VICE CHAIR HUBBARD: Madam Chair.

22 CHAIR DAVIS JOHNSON: Yes.

23 VICE CHAIR HUBBARD: I guess my concern with it is this:
24 Is that we -- one, it wasn't long ago that -- this is, this
25 is -- was contingent -- and I won't use the word contingent.

1 This was after Phase I was done. And I use Phase I as the first
2 part of their work was done. What they found there is what
3 yielded what we needed -- where we needed to go and where we
4 needed to go next.

5 We talk about the amount, \$129,000, for a company to do
6 this work for us. We did Phase I of this marina deal. Phase
7 I -- this is Phase II. We did Phase I, 40 million dollars
8 almost. \$300,000 of it went to the minority community. We did
9 40 million dollars. Only \$300,000 -- and that \$300,000 was
10 split between four general contractors. I'm not talking subs.
11 Four general contractors. So to say that we want to do what it
12 takes, that's legally defensible, to stay within the law, so
13 that we can once -- for once reap some of the benefits of the
14 monies that we are expending, and we say that a hundred and --
15 this \$129,000 is too much, and that -- and we're okay. We --
16 were we okay spending 40 million dollars, and still no -- only
17 four people from this whole City of Riviera Beach got \$300,000;
18 and we yet claim that we want this.

19 Now, sole source, going out -- and I'm going to come back
20 to the sole source and going out for bid. Now we're talking
21 about another 300 million dollar opportunity coming to the
22 table. The concerns that always come up with that, to keep the
23 local people out of the game, is this: One, are they ready?
24 Are they suitcase ready? Do they have the credentials and the
25 things that they need to participate with the big boys out

1 there? And this company is not going to work with this company
2 because of that. All these same excuses why this train
3 continues to go down the track.

4 This RFP is on the street now. This bid is going to be
5 negotiated. Our people are going to be left out of this once
6 again because we're willing to step over nickles to pick up
7 pennies.

8 The other thing that I will say to this as far as sole
9 sourcing and just handing it over to them is this: Very few
10 companies are going to be able to come to this dais and tell us
11 that they created as many millionaires and as much wealth as
12 this company helped to create in Atlanta, Georgia, in a
13 predominantly black community; stayed within the law and still
14 we were able to -- they were able to participate. They
15 participated in creating wealth and minority opportunities
16 within the law in the Underground. So, yeah, we can put it out
17 for bid, we can waste time, we can have people come before us,
18 but will they be able to make those claims? Is there any proof
19 in the pudding that they're going to be able to say -- they're
20 going to tell us what they can do? But we know what these
21 people did, they did what we asked them to do, look at -- look
22 at the first part, work with Scott -- Scott evidently was
23 pleased with what they did. Brought them back. After the
24 presentation we said go for it, work with Scott to come up with
25 this part that you all -- that Scott and they told us needed to

1 be done next.

2 And so here we are saying \$129,000 is too much for the
3 people of this community to have an opportunity to participate
4 in 300 million dollars that's going to hit the street. The
5 other night we put 8 million dollars on the street with not a
6 snow ball's chance in the world of the locals getting a piece of
7 that. We're getting ready to put another 12 million dollars on
8 the street with no chance of locals getting -- able to
9 participate in that. So I say to you, at what point will we
10 actually start putting things in place where people can really
11 participate?

12 I don't think that there's nothing wrong with the way that
13 staff has done this. If we gave him a box and said stay right
14 in there, we would not have been able to get the details we
15 needed to defend ourselves to force our local people to have a
16 piece of this 300 million dollar pie.

17 COMMISSIONER MILLER-ANDERSON: Madam Chair.

18 COMMISSIONER BOTEL: Madam Chair.

19 CHAIR DAVIS JOHNSON: Commissioner Miller-Anderson, and
20 then Commissioner Botel.

21 COMMISSIONER MILLER-ANDERSON: I certainly appreciate the
22 work that you all have done thus far. And I know that we did
23 approve the contract for the work that was done. So you've been
24 paid for that portion of it, correct?

25 MS. WILLIAMS: Yes.

1 COMMISSIONER MILLER-ANDERSON: Yes. Okay. And so one of
2 the concerns that I have is I do have the same concerns on some
3 level in regards to making sure that, you know, we have nice
4 representatives from the city who are able to vie for some of
5 these jobs. But I think that we as a board need to do --
6 probably do a little due diligence and put in a firm community
7 benefits package so that we can make sure that those things that
8 we're looking for happens; and put that in, you know, on the
9 front end versus on the back end, because a lot of times we get
10 stuck because we -- it's not in that RFP when people, you know,
11 bid for the job; and then at the end when it's time to approve
12 it we want to say, well, can you guarantee us that you're going
13 to hire X amount of locals. And, as I've said before, they can
14 say yes while they're standing there, of course, because they
15 want the contract. You know, and not talking about you. But in
16 general that's what happens, we have a lot of people that are
17 there and they say, sure, yeah, I'm going to hire, blah, blah,
18 blah, and then when it gets to that point it doesn't happen.
19 But it's not happening because we as a board haven't done what
20 we needed to do to make sure those things happen. Talking
21 about -- again, not about you but, you know, in reference to
22 Ms. Hubbard's comment about making sure that our locals get a
23 piece of the pie. So I think we have to do something about that
24 portion.

25 With Miller3, I know that you all have done great work.

1 And I think that if your record shows that, as it has
2 demonstrated before when you did work for us, I don't see where
3 there should be an issue in terms of putting it out on the
4 street and them going -- vying for the job, along with others
5 that may do it as well.

6 But I just think we need to do the process fairly in this
7 way because of the fact that we don't want it to appear that we
8 are -- and that's just my thought. I don't want it to appear
9 that we're just handing off a contract without going through the
10 procurement process, and which we've done before, as Mr. Evans
11 just said, the majority of the times for this particular amount
12 we do go through a procurement process. And so that's just
13 where I am with that.

14 Totally in support of your work. I mean I was at the
15 meeting that you had, I think a workshop from the very beginning
16 before you even came on. So I appreciate the work that you're
17 doing and I would like to see you continue, but I think we have
18 to truly be able to say that we did it in the right way.

19 MS. WILLIAMS: I think -- if I may respond to that, I think
20 that the issue that presents for us is that we have in fact
21 presented our price, not only presented our price but negotiated
22 our price. Scott asked us to take out the pencils, sharpen our
23 pencils, and we have given you better than the best price that
24 we could in an open bid situation. Because we are committed to
25 this project.

1 So now we are left in a position where anyone who competes
2 against us already knows what our price is. And the only reason
3 that Scott moved forward with this is because he was directed by
4 the board. The only reason we moved forward with giving him a
5 price is because he was directed by the board.

6 And so while you think that you are fixing something by
7 going out to bid, you may be creating another type of issue for
8 us as a prospective bidder; because we have followed what the
9 board asked us to do, we have submitted our price, we have given
10 more than a best and final offer, and therefore the only way
11 that we could win this bid again is to provide probably an even
12 lower price. Because whoever bids against us knows what we bid,
13 in another situation that could be called, you know, bid
14 shopping.

15 But we, we have followed the advice of this board. We
16 would not have given you a proposal or a bid but for the vote
17 that this board took the last time we were here. So it puts us
18 in a very precarious situation; and I also think it puts from a
19 procurement perspective the board in an interesting situation,
20 because we're exposed now.

21 COMMISSIONER DAVIS: Madam Chair.

22 COMMISSIONER MILLER-ANDERSON: Right. And I understand
23 where you're coming from on that point.

24 But in my position, I can certainly say that if the amount
25 had gotten up to this level, like I said, we want to make sure

1 that we stay -- and then obviously you've done, you know, some
2 research. I just -- it -- you know, things change over, you
3 know, a little time. And so although we may have agreed to do
4 that back then, I think that we have to look at things very
5 carefully.

6 And I do understand your position. I really do. I do.

7 COMMISSIONER BOTEL: Madam Chair.

8 CHAIR DAVIS JOHNSON: One moment, please. Mr. Attorney.

9 MR. HAYGOOD: Yes. I just want to make a couple
10 observations.

11 This contract was justified as a single or sole source bid
12 contract under your procurement code. The provision provides
13 that a single source may be selected without competition if
14 after conducting a search of available sources the Board of
15 Commissioners for contracts over \$25,000, or the executive
16 director for contracts of \$25,000 or less, determines that only
17 a single source is practical, or determination is made that for
18 other reasons a single source selection is in the agency's best
19 interest. So that clearly is a determination for this contract
20 on the board, on whether you think this is a contract that the
21 company's background justifies it being a single source.

22 As far as a bid, this is not a bid. It would not be a bid.
23 It's an RFP and people are selected not on price but on, based
24 on the proposal that they're given. So I think this question
25 about this price is somewhat not relevant to this procedure.

1 CHAIR DAVIS JOHNSON: And so having said that,
2 Mr. Attorney, what are you saying exactly?

3 MR. HAYGOOD: Well, I'm saying that the board needs to make
4 a determination -- I think maybe some discussion on behalf of
5 the consultant or our staff as to why they feel that it should
6 be a single source contract. And I think it was really based
7 upon my initial determination, because the first contract was
8 considered a sole source contract that was executed by the
9 executive director. I think the justification for that was the
10 background of Miller3 Consulting as far as doing what was
11 requested.

12 Now the determination of whether you want to move forward
13 with a single source contract or go out for RFP is up to the
14 board. So I would say a majority vote of the board on whether
15 or not you want to move forward with this as a single source
16 contract would be in order.

17 CHAIR DAVIS JOHNSON: I believe Commissioner Botel, and
18 then Commissioner Davis.

19 COMMISSIONER BOTEL: Thank you.

20 First let me make it very clear, I have absolutely no
21 problem if we gave 300 million dollars to people who live in our
22 community; I would be thrilled. And I know we need help to do
23 that. And I want to hire somebody -- probably someone very much
24 like you -- to help us do that. It's imperative that we have
25 someone to help us give jobs to people who live here. No

1 question. That's not the issue.

2 The issue is whether we can do this, whether we can justify
3 giving this contract to you.

4 My question to Scott is, if we do an RFP -- and the
5 attorney mentioned this quite well -- it's not a bid that we
6 would be looking to do; it would be an RFP and we would be
7 looking for certain qualifications, not for a dollar amount.
8 And so I think that you would be well-served because of the
9 experience you have with the CRA.

10 And so my question is, first of all, how long will it take?
11 Will it slow the process to the detriment of the whole project?
12 Is it something that we can do quickly? And is it something
13 that we can do that would not focus on the price but would focus
14 on the quality of the work?

15 INTERIM EXECUTIVE DIRECTOR EVANS: So we could actually
16 issue an RFQ, which would just be based solely on
17 qualifications, and then price would be any component of the
18 opportunity. It would cause a delay. So I think we would
19 accelerate the issuance. But I think that it would be at least
20 three months before we could bring back a contract to the board.
21 So we could make an RFQ and then it would cause about a
22 three-month delay before we could move forward with the
23 contract, with whichever firm won.

24 MS. WILLIAMS: And in the RFP -- I mean Mr. Evans talked
25 about an RFQ. In an RFP price is normally a factor; it is given

1 a certain amount of points --

2 CHAIR DAVIS JOHNSON: It is a factor but it is not the sole
3 determining factor.

4 MS. WILLIAMS: It's not the sole determining factor, but it
5 is a factor. And given that our price has been revealed, that
6 would give an unfair advantage to anyone else in that category
7 if an RFP was issued.

8 Also we have agreed in terms of our negotiations, this is
9 truly an expedited analysis that we're doing in order to get
10 ready for negotiations. So if this contract is not approved
11 tonight, that means that work will not start tomorrow. And if
12 work does not start tomorrow, by the time Mr. Evans is ready to
13 start negotiations with the developer the analysis will not be
14 done, because we're already on an expedited schedule to get this
15 done in less than two months.

16 All of the work that we have committed to do, the
17 availability, the business availability analysis, the workforce
18 analysis, getting ready to negotiate the CRA community benefits
19 agreement with the developer, we have committed to do that in
20 two months. So any delay is not only going to delay a contract
21 with us, the work product necessary for the negotiation will not
22 be complete and therefore Mr. Evans will then be in the position
23 of having to determine whether to delay consideration of the
24 proposals that he receives from the developers to deal with this
25 issue, if it is an issue that the board wants addressed before

1 he speaks with any of the developers about their proposals.

2 CHAIR DAVIS JOHNSON: Commissioner Davis.

3 COMMISSIONER DAVIS: Thank you.

4 Quick question. Are you currently under contract doing
5 some similar work with any other cities, municipalities?

6 MS. WILLIAMS: For this type of work, not right now. We
7 have worked on -- we have done several projects like this,
8 including working with the Cincinnati public schools on the
9 reconstruction of 54 schools on a 10-year project and to ensure
10 that inclusion was captured in that activity.

11 COMMISSIONER DAVIS: How long ago, how recent have you done
12 any work similar to this?

13 MS. WILLIAMS: In terms of our inclusion work --

14 COMMISSIONER DAVIS: Let me cut you off. And I apologize.
15 Let me restart the question. Have you done something recently
16 that we could potentially piggyback off of to make it more
17 cleaner?

18 MS. WILLIAMS: No. I mean we are conducting -- we have
19 recently, you know, within the last two years or so completed a
20 disparity study for the School District of Palm Beach County.
21 We are in the process of completing a disparity study for Miami
22 Dade schools. So I don't -- unless your attorney says that you
23 can piggyback on those contracts, the contracts that we're doing
24 in other parts of the country I don't think would be relevant to
25 you here in the state of Florida.

1 But the open contract that we have right now is we are
2 completing work on a disparity study with Miami Dade County
3 schools.

4 COMMISSIONER DAVIS: So, Mr. Haygood, would you state what
5 you're recommending? If I follow you carefully, based upon the
6 uniqueness of this company -- they've already been paid for some
7 work already, correct?

8 MR. HAYGOOD: That was from a prior contract.

9 COMMISSIONER DAVIS: From a prior contract?

10 MR. HAYGOOD: Yes. That contract is complete.

11 COMMISSIONER DAVIS: And your legal opinion, because they
12 have done a prior contract, this is not a continuing services?
13 That's my question.

14 MR. HAYGOOD: No, it is not. It's a new contract.

15 COMMISSIONER DAVIS: Why wouldn't it be continued services?

16 MR. HAYGOOD: Well, first, because the first contract
17 didn't include these scope of services. It was only for I think
18 20,000; it was under 25,000.

19 COMMISSIONER DAVIS: So what's being brought before us, is
20 it legal?

21 MR. HAYGOOD: No, I didn't -- you know, I didn't say that.

22 COMMISSIONER DAVIS: No, no, I'm asking the question.

23 MR. HAYGOOD: It was not -- it's illegal?

24 COMMISSIONER DAVIS: No, no. Is it legal?

25 MR. HAYGOOD: If you make a determination that based upon

1 this company's background as the procurement code provides, that
2 they bring something unique to the table that other companies
3 couldn't do, then you can declare it to be a sole source and
4 move forward. But that's a determination made by you, that is
5 by the board of directors.

6 The other thing I say -- and this is not to -- you know,
7 you can frame an RFP or RFQ the way you want to. You don't
8 necessarily have to have a request for the amount. I don't
9 see -- I disagree. I don't see that being an issue as far as
10 proving to be unfair to them if they respond.

11 CHAIR DAVIS JOHNSON: Are you done, Mr. Davis?

12 COMMISSIONER DAVIS: I'm done.

13 CHAIR DAVIS JOHNSON: Mr. Mayor.

14 MAYOR MASTERS: Thank you.

15 Your name again?

16 MS. WILLIAMS: Sherry Williams.

17 MAYOR MASTERS: Ms. Williams.

18 We did a workshop two months ago.

19 Stay right there, because this is going to come right back
20 to you.

21 Mr. Evans, how did you discover Ms. Williams?

22 INTERIM EXECUTIVE DIRECTOR EVANS: The city manager had a
23 special meeting so that we could discuss local participation.
24 And at that meeting Ms. Williams did a presentation on all of
25 the various services they have brought to other cities in the

1 past, and the value they can bring to that -- to the
2 procurement -- to get more local participation, to a variety of
3 cities in the past.

4 MAYOR MASTERS: So basically you were invited by the city
5 manager at that particular time?

6 MS. WILLIAMS: Yes.

7 MAYOR MASTERS: And also because of the work that you've
8 done in the past, you are suggesting that -- for the council to
9 put this out, this RFP, RFQ, that you feel that would be
10 somewhat injurious to you?

11 MS. WILLIAMS: Yes.

12 MAYOR MASTERS: Okay. I heard your reason why.

13 But you do realize that the council has the option to do
14 that?

15 MS. WILLIAMS: Yes.

16 MAYOR MASTERS: Mr. Evans, what caused this to -- you know
17 that the usual process, as has been stated by other colleagues,
18 is to go a different route most of the time. What caused you to
19 go differently this time?

20 INTERIM EXECUTIVE DIRECTOR EVANS: Well, after I met
21 Miller³ -- so we were already in the process of developing our
22 RFP, which is now on the street, for our Marina Village Phase
23 II, and so I just saw an opportunity for them to look at our
24 draft RFP and also create sort of a road map of how we could
25 pursue getting as much local participation inclusion in the

1 future of the Marina Village Phase II project. That was the
2 first contract, is they created a list of the opportunities that
3 would be available. And the idea -- and built right into that
4 first contract was that they would present that to the board so
5 that you could be aware of the potential if we were to pursue a
6 very strong community benefits agreement that had a lot of local
7 participation.

8 MAYOR MASTERS: So according to your intent, which was to
9 just what you said do, they had completed that work?

10 INTERIM EXECUTIVE DIRECTOR EVANS: Yes, they completed that
11 work.

12 MAYOR MASTERS: Okay. And you don't have any objection at
13 this point in moving in another direction as far as RFP, RFQ?

14 INTERIM EXECUTIVE DIRECTOR EVANS: No, I don't have an
15 objection. That's just a different procurement path if the
16 board decides to do that.

17 I will say that working with them on our first contract,
18 they did a very good job. And after their -- following the
19 presentation, the board elected to negotiate another contract
20 with them. I felt that they were very capable of doing that.

21 MAYOR MASTERS: Did you have an opportunity to work with
22 anyone else other than this company?

23 INTERIM EXECUTIVE DIRECTOR EVANS: No, I have not.

24 MAYOR MASTERS: They happened to be at the table, after
25 being invited by the manager, and you saw that opportunity and

1 met with them and they did a workshop?

2 INTERIM EXECUTIVE DIRECTOR EVANS: Yes.

3 MAYOR MASTERS: But having said all that, that has been
4 completed to your satisfaction?

5 INTERIM EXECUTIVE DIRECTOR EVANS: Yes.

6 MAYOR MASTERS: Okay. So we're at a turning point. We can
7 decide to vote in a different direction or stay with the
8 company, the only company that you met?

9 INTERIM EXECUTIVE DIRECTOR EVANS: Yes, sir.

10 MAYOR MASTERS: Thank you, sir.

11 COMMISSIONER DAVIS: Madam Chair.

12 CHAIR DAVIS JOHNSON: One moment.

13 The concern that I have, coming off the heels of a
14 disparity study, is that it does have the tenets of a study.
15 And I don't believe that that was our intent when you were to
16 look at the actions that we wanted to take. I understood and I
17 had concerns that were discussed at that meeting. I am just --
18 because it is my intent to ask for the board to agree to do a
19 disparity study here in the city, and for that to cover all, I
20 just think that we are treading on thin ice or fine ice, kind of
21 slippery slope, based on the tenet.

22 MS. WILLIAMS: We are not conducting a disparity study. We
23 are not conducting an availability analysis in the same vein as
24 we would a disparity study.

25 Are we looking at the same data? Sure.

1 Are we looking at in a sense the data in a different way?

2 Yes.

3 We are going into much more detail than we would in a
4 disparity study. Because a disparity study captures a snapshot
5 in time, trying to figure out if you have a legal basis for a
6 race gender conscious goal.

7 If you've heard me talk about this issue, you've heard me
8 say that in Riviera Beach a local business goal may work for
9 you. Which does not require you to meet the strict Croson
10 standard, which does not require you to do a disparity study.

11 So the data that we're looking at here today is for the
12 purpose of determining who locally can do your work. We're
13 trying to figure out if you're doing business with people in
14 Riviera, if those are the people who are available or is it
15 people in Palm Beach County or the state of Florida. So when
16 you say we want a local goal of 10 percent, and that is confined
17 to Riviera Beach companies, we want you to be able to back that
18 up. We don't want Mr. Evans to go into a negotiation and ask a
19 developer to meet a 10 percent goal and you as a board don't
20 know whether you can do it.

21 We don't want -- I mean there has been considerable
22 discussion over time, amongst this board, about who can do what
23 and why local businesses are not getting business. Until the
24 analysis is done, whether it feels like a disparity study or
25 not, until the data -- I am a strong believer in data driven

1 decision making. Until you collect the data and you review it,
2 you don't have the answers. So Scott is at a disadvantage,
3 Mr. Evans is at a disadvantage going into a negotiation to
4 demand or to request certain tenets for a community benefits
5 analysis or just inclusive goals for business and workforce,
6 because he has no data, he has to no backup. And so part of the
7 reason you don't get the results that you want is because you
8 don't have the data to start out with, to say what your
9 expectations should be. And that is what we're trying to get
10 you to.

11 And so we're going -- and we will be working with the -- we
12 have not finalized anything yet because we have to see what the
13 outcome of tonight is. But we will be working with a local
14 subcontractor with deep roots in the community in order to go
15 out there and talk to these businesses that we identify in order
16 to determine who has the capacity. We're not going to depend on
17 a survey, as we do in disparity studies. We've going to pick up
18 the phone. We're going to do what we have to do.

19 And we've committed to doing that in two months. To make
20 sure that when Mr. Evans goes to the table, he is not going in
21 blind; he is going in with solid data.

22 COMMISSIONER BOTEL: Madam Chair.

23 CHAIR DAVIS JOHNSON: One moment, please.

24 I fully understand what you are stating as it relates to
25 identifying who the businesses are, knowing where they are,

1 knowing what their capabilities are. We have never -- we had
2 just a quasi local preference; it's never been data driven,
3 because the data has never been available. So I'm trying to
4 understand how is it that you propose that you will be able to
5 get the data that we have not been able to sufficiently get even
6 through our contracting on overall procurements.

7 MS. WILLIAMS: We will be looking at your bid data, your
8 accounts payable data, your purchase order data, your business
9 license data, your building permits data, and any other
10 resources, the BBIC, any other resources that are available to
11 tell us who is out there.

12 For those firms that are getting building contracts, as you
13 know, many of them are doing residential work; we have to figure
14 out whether they have the capacity to do the work, what is their
15 level of capacity. Once we know that, then we can begin to say,
16 well, here's what can be done at prime level, here's what can be
17 done at first tier subcontractor level, here's what can be done
18 at second tier subcontractor level; and here are the
19 relationships that need to be built in order to make sure that
20 these firms who are getting building permits to do somebody's
21 porch, get the capacity, build the capacity to do work on a
22 commercial project, or to work on a team that will help them get
23 that capacity.

24 So a disparity study does not necessarily do that. So that
25 is the body of data that we are looking at in order to do this

1 analysis to determine -- and we have also committed that once
2 the proposals come in, as part of our scope, we will review the
3 vision and the design concept of the developers and then match
4 them to who's available.

5 So it is a very detailed analysis built on our knowledge of
6 construction, design, and overall development, that will allow
7 us to match those who are available to the opportunity. And I
8 think if I remind you, one of the things that you said at the
9 last board meeting was this was a different way of doing it and
10 you were interested to see where it would go.

11 CHAIR DAVIS JOHNSON: And I don't deny that.

12 MS. WILLIAMS: I'm not saying that you do.

13 CHAIR DAVIS JOHNSON: Yeah, yeah. I don't. You are
14 correct. I wanted to see where this was going. But as I got
15 into your scope of work and saw what you were offering, it was
16 just very similar to the information that was requested through
17 our study. And so it just kind of brought pause to me that
18 because of the fact that, yes, you are going to go in and look
19 at business data, some of the very things that you mentioned are
20 the very tenets of a disparity study, although there are some
21 things that you are proposing to do slightly different. And
22 that is where I am challenged, because it is -- in a sense it is
23 a mini study, because you are going to get certain information
24 that you would extract in order to get to a study. And to be
25 able to get us to who's there, who can do what. And I think

1 that there are certain things that you possibly could have
2 included that may not have -- just kind of struck me. And trust
3 me, I am -- when I'm telling you I'm on the heels of a disparity
4 study, we just had ours approved on January the 23rd on the
5 county side of my life. And so when I saw some things, those
6 things just brought me to pause. And certainly you can
7 understand that from my perspective on this side.

8 COMMISSIONER DAVIS: Madam Chair.

9 CHAIR DAVIS JOHNSON: I'm sorry. Go ahead, sir.

10 MR. MILLER: No, I was going to speak a little bit about
11 the fact that, yes, there is some overlap between an
12 availability analysis and a standard disparity study.

13 CHAIR DAVIS JOHNSON: Please say your name.

14 MR. MILLER: Dave Miller, Jr. Miller3 Consulting, out of
15 Atlanta, Georgia.

16 There is some overlap in the required data. I think one of
17 the pieces that we need to consider here is the disparity study
18 is not just availability. There is no consideration of
19 workforce inside a disparity study. There is also a private
20 sector component that we're not considering here. There is a
21 marketplace issue that we're not considering.

22 There are ten parts of a disparity study. There is only
23 one piece that's overlapping in what we're suggesting here.

24 I think one of the other parts that we must consider is to
25 take this discussion from a philosophical one about local

1 participation to how you actually do it. Our firm, our firm is
2 predicated based on that, actually getting it done.

3 The sense of urgency that we have built into our scope to
4 make sure we complete this in two months is really because we
5 know that the City of Riviera Beach has some big grand things
6 that are planned. And so to speak to your 8 million dollars
7 that you are planning to let, how do we ensure that that
8 happens? To speak to 4 million dollars, how do we ensure that
9 local participation happens? We are trying to set a baseline
10 that allows for that to take place.

11 CHAIR DAVIS JOHNSON: I believe it was Commissioner Botel
12 and then Commissioner Davis.

13 COMMISSIONER BOTEL: Two questions for Mr. Evans. Is there
14 any way to expedite the issuance of the RFQ such that the delay
15 to the project is minimized? And at what point do you expect to
16 be meeting with developers?

17 INTERIM EXECUTIVE DIRECTOR EVANS: We could expedite it,
18 certainly. If we put it out, we would do it as quickly as we
19 could.

20 We expect to be meeting with developers starting sometime
21 in August. So we would be delayed if we put it out; but perhaps
22 we could get it to about two months, potentially.

23 CHAIR DAVIS JOHNSON: Commissioner Davis.

24 COMMISSIONER DAVIS: Are we going to hear from the public
25 at any point?

1 CHAIR DAVIS JOHNSON: Yes, we will, when you all are done
2 making your comments.

3 COMMISSIONER DAVIS: I'd like to hear from the public.

4 CHAIR DAVIS JOHNSON: Any there any other comments from the
5 board?

6 VICE CHAIR HUBBARD: Yes, ma'am.

7 CHAIR DAVIS JOHNSON: Commissioner Hubbard.

8 VICE CHAIR HUBBARD: In closing this out and the
9 presentation, the information that they have given us, there is
10 a lot of information that has been requested from staff that
11 determines that there is a major disparity in how we do business
12 here in the city, just by mere -- so that's a given. And we
13 have to -- in some federal guidelines and some federal veins a
14 disparity study is definitely required.

15 However, in order for us to get a piece of this piece of
16 this piece of pie, these 300 million dollars, we can do that by
17 analyzing the data that we have and the information that we
18 have, and as we continue to -- as we continue -- we're saying
19 now that -- and, you know, as I expressed on the other side of
20 the city council meeting, I'm floored by the fact that we have
21 an 8 million dollar contract going out and nobody from the
22 immediate area is going to get a piece of it. And we've been
23 talking about inclusive procurement for forever. And this --
24 you know, if we're willing to take a chance on the 300 million
25 dollars, because we want to see who is out there that can

1 possibly do a better job, maybe do it for less or maybe say that
2 they can do something that, you know, has never been done, I --
3 I don't -- I don't -- if we were doing something illegal, and we
4 were doing something wrong, if we were doing something that was
5 outside of CRA procurement, then I would say by all means stop
6 and slow down the train.

7 I think we sometimes have a problem when we let out these
8 contracts that -- without looking at what we're going to get
9 on -- what we're up against, or what we're going to get on the
10 back end. We're going to get local people creating wealth and
11 becoming more as a business owner, a participant within our
12 community, other than just getting a job and once the business
13 project goes away we don't have anybody -- we don't have
14 anything else to show for it.

15 Everybody, you know, wants to, you know, slow the train
16 down, I guess, to see if they can get a piece of the pie. Well,
17 that's all well and good, but we have to look at what's going to
18 benefit the city. And just look at the past, I mean we have
19 historical data to compare to what we've done, how we've done
20 it, and what we've yielded. And we've yielded nothing that have
21 created maybe one millionaire within the city, or close to it.

22 So that's, that's my piece for this. And I, you know, hope
23 that we can move forward and not let this money too get away
24 from us.

25 CHAIR DAVIS JOHNSON: Public comment.

1 THE CLERK: Tina White.

2 MS. WHITE: Good evening. Tina White.

3 There was a lot of information given that even caused me to
4 be more concerned as to why this should be a public
5 solicitation. This in my opinion is a mini disparity study. We
6 know we need a disparity study. So why invest \$100,000 on this
7 process that can only still add to our local preference and our
8 SBE program.

9 Ms. Hubbard, I understand what you're trying to do, but
10 you're not going to get there until we have a disparity study in
11 the CRA and the City's side. Because we have to meet the legal
12 standards for the Supreme Court test in order to have an MBE,
13 WBE program that specifically identifies this is just based on
14 race and gender.

15 The local program already exists. The SBE program already
16 exists. It has not changed the face of who are getting our
17 contracts.

18 So you as policy makers, before this solicitation was put
19 on the street, should have recognized that you wanted local
20 participation and that you needed to adopt a community benefit
21 policy before you put out the master development RFP.

22 Your policies can't come after the person has responded to
23 the RFP for master developer. The community benefits portion
24 needs to be in that RFP before it went out.

25 And when I hear Miller3 say that they worked with you on

1 this, they should have known that the community benefits is not
2 something you negotiate after the fact. It should have been a
3 part of the RFP. They should have known that our procurement
4 code prohibits us going beyond 25,000.

5 This is not a sole source. There are many people in Palm
6 Beach County, Dade, Broward, and around the United States that
7 do this same work.

8 Sole source means that you could not find anyone in the
9 United States of America that could provide for you this same
10 information. That's what a sole source is.

11 And so Miller3, I know their work, I have nothing
12 despairing to say about their work. I'm just simply saying they
13 have competitors. And what they're proposing to do here, we are
14 still going to be at the same place we are. The community
15 benefits agreement was not in the RFP. Why would a developer
16 now negotiate something with you that wasn't a requirement when
17 you legally noticed the RFP. We're not going to get to the
18 place we're trying to go. Local preference have not changed the
19 face of who does business. We could pull right now all of our
20 business tax receipts and we would know automatically that we
21 don't have capacity already. How we get to capacity, Miller3 is
22 not going to be able to tell us that and get this done in two
23 months for Scott to negotiate this into a developer's master
24 development agreement. It's just not going to happen.

25 And so this is false information saying that we can proceed

1 and make this happen in this manner.

2 If you're upset, Ms. Hubbard, be upset with yourself,
3 because you've been on this board since 2016 --

4 CHAIR DAVIS JOHNSON: Thank you, Ms. White.

5 MS. WHITE: -- you could have brought these policies before
6 now, before this RFP went out.

7 CHAIR DAVIS JOHNSON: Thank you, Ms. White.

8 Any there any other comments?

9 THE CLERK: No, Madam Chair, there is none.

10 INTERIM EXECUTIVE DIRECTOR EVANS: I would like to add
11 something.

12 CHAIR DAVIS JOHNSON: Mr. Evans.

13 INTERIM EXECUTIVE DIRECTOR EVANS: The RFP does have a
14 community benefits section. It requires the developer does
15 propose community benefits. It also lists a variety of board
16 objectives that you'd like to meet, that include business
17 contracting opportunities to local equity opportunities, teaming
18 agreement provisions, permanent job opportunities for local
19 residents, construction skilled workforce and training
20 opportunities, subcontractor bonding assistance, coordination
21 and partnerships with other local small business, and job
22 opportunities for local residents' businesses so that they could
23 participate in development. That's all in the RFP.

24 This process is to take the board through a process so that
25 when we review the proposals from the developer we can come to

1 the table with the board's key priorities. So that we can
2 negotiate the type of community benefits agreement that the
3 board wants. But the RFP does have community benefits in it.
4 And when we negotiate we just wanted to make sure that we're
5 negotiating something -- because the negotiating process will
6 take about four to five months. And so we wanted to make sure
7 that when we bring you a final development agreement that it
8 includes all of the priorities that this board has. But the RFP
9 certainly has a section for community benefits.

10 I just wanted to add that.

11 VICE CHAIR HUBBARD: Madam Chair.

12 CHAIR DAVIS JOHNSON: I believe I heard Mr. Davis and
13 then --

14 COMMISSIONER DAVIS: Go ahead.

15 VICE CHAIR HUBBARD: Madam Chair, I have a couple questions
16 for the team again, if they don't mind, please.

17 One of the questions Mr. Scott Evans just spoke to, because
18 the document we have clearly states that we have a community
19 benefits agreement in that, so that takes care of -- that
20 dispels that.

21 The second thing is the -- the Croson determination, how
22 do -- I need you to speak to the SBE and the local with the --
23 and how the Croson ruling affects us in that we have to -- I
24 mean a disparity study is fine. We can do one. When we do one,
25 we can do one. And I don't have a problem with that.

1 What I'm saying -- what I'm trying to do is get us into
2 play now with these funds. Because the importance of this, and
3 the fact that we have the bid out on the street -- I'm not
4 saying we don't need to do a disparity study. But I think some
5 of the things that Ms. White stated was just a little bit
6 incorrect.

7 MS. WILLIAMS: In terms of the Croson standard, if you're
8 doing a disparity study the question that you are seeking to
9 answer is whether you have the legal foundation to establish a
10 race and gender conscious program. That's what a disparity
11 study does. It does not impact your local program. It does not
12 impact a small business program. Those are not subject to the
13 strict standard established by Croson.

14 The local business program and the small business program
15 are governed by the rationally related test, and as long as --
16 basically what that standard says is pretty much as long as you
17 have a good reason for what it is you want to do, and it is not
18 race and gender conscious, you can do that. So the Croson
19 analysis does not impact what you want to do locally and small
20 business-wise.

21 It does not mean that when you sit down at a table on a
22 local and small business program, you should know on your side
23 what it is that you can support or sustain. So saying that we
24 encourage local participation is different from saying we have a
25 10 percent local LBE goal. Those are two different statements.

1 Right?

2 And so if you're going to say you -- if you want to specify
3 in your negotiations with the developer that you want X
4 percentage of local participation, you have to have some
5 justification for that.

6 The same with workforce goals. If you go to a local
7 developer and say you want 50 percent of the work force to be
8 local, you have just lost your negotiating advantage, because
9 you better make sure you got the 50 percent of the people can do
10 those jobs.

11 So the question is, do you know right now who can do those
12 jobs, so that you are in a position to put -- say how much of a
13 workforce goal you want?

14 The other thing is you have talked about the price and how
15 much it is and how close it is to a disparity study. The
16 element of what we're doing that is akin to the disparity study
17 availability cost, of the \$129,000, that component is about 30
18 to 40 thousand dollars. We are not doing a disparity study for
19 30 to 40 thousand dollars. All of the other tasks are related
20 to identifying opportunities, creating the community benefits
21 plan, negotiating with the developer. The portion that deals
22 with what you're talking about in terms of a disparity study, 30
23 to 40 thousand dollars. So, no, we are not doing a disparity
24 study. A disparity study for Riviera Beach would cost you about
25 \$200,000. Or more.

1 CHAIR DAVIS JOHNSON: Any other comments from the board?

2 MAYOR MASTERS: Yes, Madam Chair.

3 CHAIR DAVIS JOHNSON: Mr. Mayor.

4 MAYOR MASTERS: I don't want -- I cannot allow statements
5 to go unchecked when they reflect on possibly the integrity or
6 credibility of our board, or people that come before the board.
7 So that statement about somebody may want a piece of the pie, I
8 don't know who that was directed to or what was the purpose of
9 it, but you never met with me, have you?

10 MS. WILLIAMS: Say again.

11 MAYOR MASTERS: You never met with me, is that true?

12 MS. WILLIAMS: No.

13 MAYOR MASTERS: Thank you.

14 VICE CHAIR HUBBARD: Madam Chair. Just for point of
15 clarity. What I'm saying is when we -- there's a lot of people
16 out there that would -- could want work, could want to say that
17 they can do this type of work, that could want to do this, but
18 it's not necessarily that them just wanting to do the work, or
19 them just wanting a piece of the pie, it's going to mean that
20 they're going to be able to yield the same results that we have
21 proof that has been yielded.

22 So that's just for point of clarification for the term that
23 I used.

24 CHAIR DAVIS JOHNSON: There being no further comments --

25 COMMISSIONER BOTEL: Madam Chair, may I make a motion?

1 CHAIR DAVIS JOHNSON: Commissioner Botel.

2 COMMISSIONER BOTEL: I'd like to move that we ask Mr. Evans
3 to expedite the writing of an RFQ such that we can get it out on
4 the street as quickly as humanly possible, and move forward as
5 quickly as possible with this process.

6 COMMISSIONER MILLER-ANDERSON: Second.

7 CHAIR DAVIS JOHNSON: It's been motioned and properly
8 seconded. Madam Clerk.

9 (Motion passed unanimously.)

10 CHAIR DAVIS JOHNSON: Next item.

11 THE CLERK: Item 4, a resolution of the Board of
12 Commissioners of the Riviera Beach Community Redevelopment
13 Agency, approving a professional service agreement with
14 Anderson & Carr, Inc., to provide technical assistance and
15 analysis and review of the Marina Village Phase II RFP
16 submittals, and to assist in negotiations of a development
17 agreement with the highest ranked proposal, and providing an
18 effective date.

19 INTERIM EXECUTIVE DIRECTOR EVANS: Madam Chair, I would
20 recommend that we table this, if that's possible.

21 CHAIR DAVIS JOHNSON: Upon advice of the --

22 COMMISSIONER DAVIS: I make a motion to table.

23 COMMISSIONER BOTEL: Second.

24 CHAIR DAVIS JOHNSON: It's been motioned and properly
25 seconded.

1 (Motion passed, with Commissioner Miller-Anderson being absent
2 for the vote.)

3 CHAIR DAVIS JOHNSON: Item 5.

4 THE CLERK: A resolution of the Board of Commissioners of
5 the Riviera Beach Community Redevelopment Agency, approving the
6 Commercial Grant Incentive Program applications to assist local
7 businesses and improve properties in the community redevelopment
8 area, providing an effective date.

9 CHAIR DAVIS JOHNSON: Is there a motion?

10 COMMISSIONER BOTEL: So moved.

11 COMMISSIONER DAVIS: Second.

12 CHAIR DAVIS JOHNSON: It's been moved and properly
13 seconded.

14 Mr. Evans, who will present?

15 INTERIM EXECUTIVE DIRECTOR EVANS: Good evening.

16 This item is our commercial grant program. We opened up
17 our program earlier in late, actually, 2017. And our project
18 manager, Mr. Andre Lewis, will present the applicants who
19 submitted to the program.

20 MR. LEWIS: Good evening, board.

21 Andre Lewis. Project manager.

22 So we're going to go through the applicants and some of the
23 proposed projects that they have for the beautification and the
24 improvement incentives.

25 So to give you a little background, back in February of

1 2017 the grant program was approved for the property
2 improvement, which is one to four matching; one would be private
3 funds, and for public funds to a maximum of \$40,000. And the
4 beautification program, which would be a full reimbursement of
5 \$4,000.

6 So August of 2017 we had our launch event here -- not here.
7 At the Marina Event Center. In October we had some technical
8 assistance dates. We closed it back in October of 2017. We
9 extended our deadline to December 2017.

10 The feedback that we got from a lot of the businesses were
11 because of the hurricane they were having problems getting
12 quotes back from different contractors. So we extended the date
13 so that they had the time to do that.

14 So at the end of the submission deadline we had eight
15 applicants. Two were for the beautification program, and six
16 were for the property program.

17 The first one is for RJ's Caribbean Cuisine and Get Wet
18 Water Sports, which is located at 237 Blue Heron Boulevard. You
19 can see the current site to your right. They're looking to get
20 some reroofing done, pressure washing and painting the building,
21 giving it a fresh coat, and enhancing the landscaping of the
22 property.

23 The applicant would be covering about 14,000. The CRA
24 would be giving them the max of 40,000. Which would give us a
25 total of 54,325 for the total property, property improvement for

1 that site.

2 And you can see the proposed plan for the roofing to your
3 right.

4 Next we're going to move to the Change Wellness, which is
5 located on 31st, West 31st and 20th Street. They're looking to
6 replace the signage on the building, giving it a fresh coat of
7 paint, and installing aluminum fencing around the perimeter.
8 And the feedback from the owner is she's having issues with
9 loitering on her property and the fencing would help alleviate
10 that.

11 The applicant would be spending about \$6,550, the CRA would
12 be putting in about 26,200, for a total of 32,750.

13 Boat Owners Warehouse, which is located on 2230 Broadway.
14 They're looking to replace -- doing some signage replacement,
15 having some architectural columns added, some painting, some
16 enhancements to the east side of the building which would assist
17 them in kind of moving their front door to the side of the
18 building and giving a fresher look. You can kind of see what's
19 existing at the bottom. This is the proposed changes. You can
20 see the signage on the west side and the south side of the
21 building. Their total cost for that project would be about
22 131,000. The applicant will be spending about 91,000 for this
23 project.

24 COMMISSIONER DAVIS: Madam Chair.

25 CHAIR DAVIS JOHNSON: Commissioner.

1 COMMISSIONER DAVIS: That's the improvement?

2 MR. LEWIS: Yes.

3 We can go back. That's how it looks now. That's the -- if
4 you see in the corner, that's the entrance on the south side of
5 the building. The larger picture is the -- what you see going
6 down Broadway. And this would be the improvement.

7 COMMISSIONER DAVIS: Is that stucco? What is that?

8 MR. LEWIS: Yes. And the signage package that they have.
9 You can kind of see the columns that they're adding to the front
10 door to enhance the front of the entrance.

11 INTERIM EXECUTIVE DIRECTOR EVANS: This -- you're looking
12 at a -- this is just probably provided by their contractor as
13 opposed to like a rendering that's done by an architect firm.

14 COMMISSIONER DAVIS: Oh. Okay.

15 INTERIM EXECUTIVE DIRECTOR EVANS: It's quite a bit
16 different.

17 MR. LEWIS: And, you know, again, the feedback from a lot
18 of the owners, the renderings get quite pricey. Most of them
19 were able to get us some sort of rendering so we can kind of
20 illustrate to you what the changes are going to be.

21 BK Auto is our neighbor to the north side of our CRA
22 building. They're looking to replace their doors and windows,
23 upgrade their signage, fresh coat of paint also, and an
24 enhancement to the front entrance of their building. They're
25 looking to spend around, close to \$8,000; the CRA would be

1 spending close to 32,000; for a total cost of a little bit short
2 of \$40,000 for that project.

3 Paradise Chic, 1281 Plaza Circle. They're looking for some
4 improvements to their signage. The feedback from the owner,
5 they have a great product location but they're having visibility
6 issues. They wanted to improve their signage, landscaping.
7 They have a nice porch in the front, they wanted to put some
8 anti-slip paint in the front of that area. The total cost for
9 that would be around \$3,211 for that. And this would be under
10 our beautification project.

11 Yes.

12 COMMISSIONER BOTEL: I have a question about --

13 CHAIR DAVIS JOHNSON: Commissioner Botel.

14 COMMISSIONER BOTEL: I'm sorry.

15 The applicant puts in three, we put in three, why is the
16 total three?

17 MR. LEWIS: No, no, this is the beautification, this is a
18 full reimbursement. So the applicant spends the amount up front
19 and we would reimburse them up to 4,000.

20 Rowe's Draperies. She's looking to -- just some minor
21 improvements, some painting, fresh coat of paint, and stenciling
22 of the signage. That would cost us, reimbursement amount, of
23 about 3,500. Very minor improvements.

24 We spoke also -- Paul, if you wanted to add on that. Paul
25 also spoke with the owner.

1 MR. SKYERS: Paul Skyers, 2001 Broadway, Suite 210,
2 economic development consultant.

3 Commissioners, good evening. Scott, good evening.

4 That particular business person has been in Riviera Beach
5 now for 16 years. She wanted to do a sign which is visible.
6 You know, Broadway is a north-south corridor. She wanted to do
7 a sign that was visible for traffic to see on the way going
8 south. But because of the change in city codes regarding
9 signage, she couldn't do a suspended sign that would project out
10 from her building side so that cars that were travelling south
11 could see her. Because that sign of course is flush against the
12 building and it restricts advertisement or visibility. So
13 that's what she settled on.

14 But I want to take the opportunity to ask the board if
15 possible could you revisit how we could structure, you know,
16 signage codes that allow people on the main drag like her to
17 have even a triangular sign that is visible when you're heading
18 south or north on the major corridors, because that's a business
19 impediment.

20 Thank you.

21 MR. LEWIS: Okay. Our next business is Casa Farneti.
22 They're at 1289 Blue Heron Boulevard. They're looking to do
23 some substantial improvements. They want to install some
24 retractable awnings, install high visibility signage, fresh coat
25 of paint, and adding planters and decorative trellises going

1 around the building. You can see it's around the building.
2 It's right on the corner. The total cost of this project would
3 be a little short of \$28,000. The applicant would be spending
4 short of \$6,000, and the CRA would be expending about 22,386 on
5 this project.

6 Webb Dry Cleaning, formerly Webb Dry Cleaning, which is
7 located at 1601 Broadway. It's currently vacant. They're
8 looking to do some substantial improvements. And they're
9 willing to do inside and out, but our grant only allows for
10 exterior improvements. So we're looking at assisting them with
11 replacing the storefront windows and doors, enlarging the two
12 southern windows to match the storefront; repainting the
13 building, and other decorative stucco improvements to the
14 building.

15 CHAIR DAVIS JOHNSON: Excuse me.

16 MR. LEWIS: Yes.

17 CHAIR DAVIS JOHNSON: I have a question. What is the plan
18 for future use of that building?

19 MR. LEWIS: Well, currently one of the plans is to
20 definitely afford that building to become a dry cleaning again.
21 But the plan is to also make that second bay area available to
22 another business. Small business. But right now it is vacant.

23 CHAIR DAVIS JOHNSON: So we are going to do these, these
24 proposed site improvements to the vacant building. The owner of
25 the building has future use, but he's using the grant dollars to

1 shore up the building for his future plans to attract business?

2 MR. LEWIS: Yes. Yes. He does not have a tenant that is
3 locked in for this, for this site as of yet. But this gives him
4 an opportunity to improve the building.

5 CHAIR DAVIS JOHNSON: I'm well aware of our desire to
6 improve the conditions of the Broadway corridor because that is
7 technically our downtown. But this particular one just kind of
8 doesn't sit well with me because you are preparing a business
9 for an owner to do what he's eventually going to do in making --
10 in generating revenue for himself.

11 MR. SKYERS: Paul Skyers, 2001 Broadway, Suite 210.
12 Commissioners, in this current state the building cannot be
13 marketed. The investor, the owner who is looking at it
14 currently is in a difficult state; but for the improvements he
15 can't attract the tenants that the building in its highest and
16 best use would yield. We have a choice. We can allow it to
17 stay there -- and I think you've been given a copy of the crime
18 report associated with that location. We can allow the building
19 to stay in that condition or we can enhance that property so
20 that we have two new businesses located on Broadway.

21 CHAIR DAVIS JOHNSON: Do we not have the resources to
22 potentially buy that building and create an incubator for our
23 local businesses? I mean if we are going to do something with
24 it then let it be beneficial to the residents and to the local
25 businesses that we are always trying to make sure that we give a

1 leg up to. I could see doing that. But for him to prepare it
2 for industry...

3 MR. SKYERS: Well, I mean you could put a stipulation on it
4 that -- he's looking at creating a two tenant structure. It's
5 currently a one tenant structure. You could stipulate that he,
6 he sublet half the building to a local entrepreneur.

7 VICE CHAIR HUBBARD: Madam Chair.

8 CHAIR DAVIS JOHNSON: Commissioner Hubbard.

9 VICE CHAIR HUBBARD: I heard you use the word investor.
10 Are you -- the owner of Webb Cleaner, who has owned it for years
11 and years, is he still the owner of that building?

12 MR. LEWIS: No, ma'am.

13 VICE CHAIR HUBBARD: Okay. So we have a new investor who
14 bought this off of whatever he bought it. So he's just an
15 investor, but yet we should go in and gut that so that he can
16 put that out on the street and make money?

17 MR. SKYERS: Yeah. As is the case with the other
18 businesses that you're investing in, yes.

19 VICE CHAIR HUBBARD: When you say as is the case, you're
20 saying -- either you're telling me that these persons that you
21 brought before us are not the owners of these buildings and
22 operating them as of yet but they're going -- they bought this
23 investment property and they --

24 MR. SKYERS: No. No. Commissioner, you know, the
25 applicants of these grants are building owners.

1 VICE CHAIR HUBBARD: But you said as is the other one. So
2 I thought maybe I misunderstood the --

3 MR. LEWIS: Oh. I'm sorry.

4 VICE CHAIR HUBBARD: -- the ownership of the properties.
5 Because "as is the other ones," that's not the case with this
6 one.

7 INTERIM EXECUTIVE DIRECTOR EVANS: I'd like to respond. I
8 think that what I'm hearing from the commission is this is the
9 first one that we've come across where there's no active local
10 business in the building. And I think it's within your
11 discretion to say that until that happens that you don't want to
12 fund this particular improvement since it's different from all
13 of the other proposals, it doesn't have an active business, it's
14 just been vacant. So you could -- the board could elect not to
15 fund this particular one.

16 VICE CHAIR HUBBARD: And that's my opinion, I wouldn't fund
17 this particular one.

18 The -- I would agree if it was something that the investor
19 wanted to sell, that it was a price that we wanted to pay, and
20 it's something that we want to offer as an incubator center or
21 whatever to our residents, that's fine, but -- no. For the --
22 but for the other part -- and I just say no like that because I
23 don't want to say something else. But that's the piece for
24 that.

25 But the other thing about the presentation, I notice that

1 you -- even the subcontractors that are going to be working on
2 these buildings in Riviera Beach, they're not even contractors
3 from Riviera Beach. I see two. One, Barron Signs, of course.
4 And the other is Pinkney Construction -- excuse me. Pinkney
5 Stucco.

6 So, you know, all of this money -- you see, this is what
7 just amazes me. How we're willing to spend so much money with
8 all these people outside of the City of Riviera Beach, when
9 even -- I use local and -- local contractors. I'm not even
10 saying minority. I'm saying local. All of this money to
11 increase wealth for persons who 90 percent of them on this sheet
12 don't even lay their head in Riviera Beach. But we -- okay.
13 One thing, we're going to give you money to fix up your
14 business, you don't live here, and you don't even have to use
15 our subcontractors. It amazes me how this makes sense that we
16 continue to create wealth everywhere else but in the City of
17 Riviera Beach, for us and by us. And that's just me. And
18 I'm -- I can't -- I can't understand it for the life of me.

19 MR. LEWIS: Commissioner, during the launch event and our
20 technical assistance event, ad nauseam I clearly made that --
21 championed that same resounding statement that you made. And
22 the scoring reflects that. So we have a scoring criteria that
23 will reflect, if you choose a local contractor this will be
24 scored to you. If you are a resident, these amount of points
25 would be scored to you. So I believe the scoring criteria and

1 the scoring reflects that.

2 VICE CHAIR HUBBARD: Give me an example. Show me. Help
3 me. Walk me through one. Just one.

4 MR. LEWIS: Oh, sure.

5 INTERIM EXECUTIVE DIRECTOR EVANS: And just -- if I could
6 just -- before you do that. And you can prepare and look at the
7 sheet to get ready.

8 I want to say that this -- if we can get more local
9 contractors involved in this project, that is a fantastic goal.
10 But it's not the goal of the program. The program is designed
11 to try and make visual and incremental improvements along
12 Broadway so that we can attract new people to come in and invest
13 in our city. A lot of the times when people drive by and they
14 see a vacant building, they see a run-down building, they see a
15 building that doesn't look very good, this prevents them from
16 purchasing a building beside it, purchasing property beside it,
17 and investing to build new property, because they don't want to
18 locate it beside property that doesn't look good. So this
19 program is designed to try and make incremental improvements so
20 that we can attract future development and future businesses to
21 the city.

22 And then, Andre, if you're ready with the scoring, if you
23 just want to review who scored the highest.

24 VICE CHAIR HUBBARD: Madam Chair.

25 CHAIR DAVIS JOHNSON: Yes.

1 VICE CHAIR HUBBARD: Before you go with Andre's
2 presentation. Mr. Evans, for you to say that the goal of our
3 program -- that wasn't the goal of our program, to create wealth
4 and build business opportunities, everything we do, every
5 contract we sign, every business plan that we review, everything
6 that we negotiate should be about creating wealth, job
7 opportunity, business opportunity in our city. Everything.

8 I don't -- you know, it's a sad commentary that we might
9 have some derelict buildings sitting on Broadway that are vacant
10 and not used. But guess what, if our community could walk into
11 a bank, give it a business loan a little bit easier, then we'll
12 be able to go in and purchase a building and start a business.

13 But for us to say that we're willing to spend this level of
14 money so that somebody else somewhere can be a little bit
15 wealthier, start a business, and in return we still have the
16 same number of business owners not residing in the city, not
17 creating opportunity for ourselves, because we didn't want to
18 see a raggedy building. Okay. If we didn't want to see a
19 raggedy building, the same money that we used to create -- to
20 make it look nice so that somebody somewhere else just might
21 happen to wake up one day and say, hey, that's a decent looking
22 building, I'm going to go in and buy it or rent it and I might
23 start a business, those are the same dollars that we could have
24 used to create opportunity for our persons.

25 So if we do any program that did not -- that the goal was

1 not to create wealth and opportunity for the people of Riviera
2 Beach, that's a sad commentary on its face; and I hope we don't
3 tell anybody else that, that that's what this is about. That's
4 what this always should be about, every day, all day. That's
5 the only thing that we should be about.

6 INTERIM EXECUTIVE DIRECTOR EVANS: I think the scoring
7 criteria was designed to try and reward any business who used a
8 local contractor. So we definitely designed the program to try
9 and maximize that.

10 MR. SKYERS: Right. And you'll find in your backup, I
11 think you have a listing there that shows pretty much that at
12 the 59 point cut off you're looking at -- that's the red line
13 that designated people who were either Riviera Beach residents
14 or used Riviera Beach contractors. So if you were to -- for
15 instance, RJ's Caribbean Cuisine, 84 points; Changes Wellness,
16 81 points; Boat Owners Warehouse, 60 points; that's pretty much
17 the cut off.

18 Let's see here. Down to the discussion that triggered
19 this, Webb Dry Cleaners, they scored 35 points, because they're
20 not residents in Riviera Beach.

21 MS. WHITE: You still recommended we give them the money.

22 CHAIR DAVIS JOHNSON: Point of order.

23 MR. SKYERS: We don't make recommendations. The commission
24 votes on that. That's up to the commission to determine.

25 So that cut off point at 59 points -- which is what you

1 asked us to engineer when we were designing the program --
2 allows you to differentiate or distinguish between those people
3 who use local contractors or had owners that were residing in
4 Riviera Beach.

5 Now I will say this much because -- and you saw it with the
6 discussions that you had about the disparity study. There is a
7 tendency in leadership, when we're faced with a preponderance of
8 data, we believe that we must make a binary decision, yes or no,
9 up or down, left or right, black or white. But there are always
10 extenuating circumstances that bring dimension to the data. I
11 think that's what the folks from Miller3 were trying to tell you
12 when they were going to go about doing that in-depth drill down
13 on the contractors that were not only available but had the
14 capabilities to do the work.

15 The thing that would bring flavor to this scoring is an
16 understanding of the timing of when this grant program hit the
17 road. It was right after Hurricane Irma. A lot of the local
18 contractors who were in the trades, for instance, guys who were
19 in roofing, guys who were in remodeling, they went after
20 hurricane money. A grant program like this, which is, you know,
21 subject to approval by commissioners, money six months down the
22 road on a reimbursement basis, wasn't necessarily attractive to
23 them. You can see which contractors responded. It's the ones
24 that have two, maybe three estimators on their staff. For the
25 sign companies, Atlas, Barron Signs, larger contractors --

1 because they had the capacity, it didn't matter to them whether
2 they had one staff member, two staff members chasing insurance
3 money, they still had the ability to bid on these contracts and
4 wait for a decision three, four months down the road, five
5 months down the road, a reimbursement process. Some of the
6 smaller contractors that are based here in Riviera Beach
7 couldn't in good faith pursue this because of those timing
8 differences.

9 So you look at those dynamics in light of the data that
10 you're being exposed to, and then I would suspect that the
11 decision no longer becomes binary because now we've added
12 dimension and explanation and understanding as to why you're
13 seeing certain tendencies in respondents to the contracting side
14 of this.

15 COMMISSIONER DAVIS: Madam Chair.

16 CHAIR DAVIS JOHNSON: Commissioner Davis.

17 COMMISSIONER DAVIS: Thank you.

18 Is this the last presentation?

19 Just like you stated, Mr. Skyers, I understand those
20 conditions that you presented. I think it's great that you're
21 doing something to actually clean up properties that have folks
22 that are actually doing business. This program is what CRAs
23 potentially mandate, which is the primary focus.

24 One of the things I'd like to see happen is once -- once --
25 and if and once the board approves this item, is that we roll it

1 out again for those contractors who missed the first round
2 because of the conditions that you stated, now watching this but
3 have a chance to get back on track, let's see our local
4 businesses vying for it and put themselves in position to
5 potentially get a shot at some of this work.

6 And I think we're doing a great thing here as a board with
7 this program. I would like to as we move beyond this, to talk,
8 discuss with the executive director towards the end of the night
9 to roll out this program again and see whatever respondents we
10 get for a second round and see how things go.

11 Great job.

12 VICE CHAIR HUBBARD: Madam Chair.

13 CHAIR DAVIS JOHNSON: Commissioner Hubbard.

14 VICE CHAIR HUBBARD: Yes, ma'am. Thank you.

15 One thing -- I got two questions for you. But, okay, if
16 you decide to present this program to roll out again, I surely,
17 I surely hope that the criteria is better. I still hope that
18 I'm able to stand up and say and point out and have people from
19 the community come out and challenge that it benefits them more,
20 that there's some real benefit.

21 While the city would look nicer, it will be prettier, we'll
22 have new buildings, that, that -- but it really needs to be
23 different if it's going to be beneficial, because I don't much
24 see that now.

25 Secondly, I wanted to ask you about one of your

1 recommendations, Changes Wellness and Recovery Center, LLC. Is
2 there two businesses there, the Riviera Beach Urgent Care and
3 the Changes Wellness? Or Changes is moving into the Urgent
4 Care?

5 MR. SKYERS: My understanding is that Changes operates as
6 an independent unit.

7 VICE CHAIR HUBBARD: It's separate and apart from the
8 Urgent Care?

9 MR. SKYERS: Right. They're -- you know, Urgent Care and
10 what its needs are in my understanding are very different than
11 what Dr. Wellons does with her program.

12 VICE CHAIR HUBBARD: I just was asking if it was two
13 different businesses, and if it was -- I didn't know whether,
14 you know, they would no longer be a Wellness and they were going
15 to just be an Urgent Care or if they're two independent
16 businesses.

17 So from what you're saying, it seems to be that there's two
18 different independent businesses operating there.

19 Okay.

20 CHAIR DAVIS JOHNSON: It is seven forty-five. We do have a
21 few public comment cards. I want to pause before we finalize
22 and close this out to allow for public comments.

23 THE CLERK: First up is Tina White, and then followed by
24 Keith Thompson.

25 MS. WHITE: Hi. My public comments are based on two of the

1 agenda items.

2 One, I would ask the board not to put out the solicitation
3 that we discussed for Miller3 as an RFQ. It should go out as an
4 RFP. And we should be very clear what we want. If you're
5 looking for a community development agreement, then that's what
6 the RFP should be for. All of these other things can happen.
7 And I -- even though Scott said that you have all these things
8 in the RFP for community development, it is giving the developer
9 the option as to what he wants to bring.

10 What Miller3 would have been doing is telling the developer
11 what we want. It's a difference, Scott. It's a significant
12 difference.

13 And we need to get out of the business of them telling us
14 what they're going to give us and we telling them what we want.

15 So I know Commissioner Botel wants to rush this RFP. It
16 shouldn't be an RFQ anyway; that's a request for qualifications,
17 not a request of how you're going to do the work.

18 We need to take the time to really understand what we're
19 asking for, and if it's possible to do it without amending the
20 current RFP for the master developer. Why would I negotiate
21 with you community benefits that were not required of me when
22 you put the solicitation on the street? You're changing -- it's
23 a significant change to the current RFP language. That makes no
24 sense. I would not do that as a developer. And we're always
25 back ending. I wouldn't approve not one of these darn buildings

1 that just came before us. They look horrible.

2 We should sit down as a board and decide what we want our
3 buildings to look like. We give a design plan if they want our
4 \$40,000. I don't see how any of the money that we're going to
5 spend is going to change how the Broadway corridor looks when
6 everybody is doing a hodgepodge of their own design. We have
7 got to start dictating what we want our city to look like and
8 what you must comply with if you want our \$40,000.

9 And thirdly, we need to put out an RFP or an advertisement
10 for a CRA director. Whether it's going to be Scott or not, you
11 don't go out and have a vision for a master developer under an
12 interim CRA director. You need the vision of a permanent person
13 that is guiding the board.

14 All of these things are coming in. I understand
15 Ms. Hubbard's frustration. They're my same frustrations because
16 you're not making policies, you're only responding to the fire
17 at every meeting. We're not making policies.

18 You're policy makers. Dictate to them what we want. Don't
19 let them continue to dictate to us.

20 CHAIR DAVIS JOHNSON: Thank you, Ms. White.

21 Mr. Thompson, is it?

22 THE CLERK: Yes, Madam Chair.

23 MR. THOMPSON: Good afternoon, board members.

24 Mr. Scott, nice to see you again.

25 This is my first time, so I'm not sure of the protocol.

1 I'm retired military. We have our protocol in military. I'm
2 not sure of you guys' protocol.

3 My name is Keith Thompson. I retired in 2002. I opened up
4 Graphxtra. Formerly at the 45th Street Flea Market for about
5 eight years. So I'm a pillar of the community. I've been here
6 for eight years.

7 I've had several businesses. Previously I've owned
8 Chimney's on the corner of Northlake and Military Trail. I
9 don't know if you guys remember Chimney's. Northlake and
10 Military Trail. Our business was very successful. CVS came in
11 and bought us out.

12 And I put Chimney's on hold until I the saw old Dairy Bell
13 building. Which is decrepit right now. It's a mess. It's an
14 eyesore for the community. And I have a vision and a plan for
15 that small business. I'm going to build it to turn into
16 Chimney's once again. I have three pages of my business plan,
17 if I can give it to you guys. It's not a proposal. It's just
18 that I have a vision for that building. And it has my name all
19 over it.

20 And I just want to let you guys know that what Ms. White
21 said is correct; I'm a graphic designer, and the stuff you guys
22 showed earlier, it's an eyesore. I could have done it in ten
23 minutes, the signage, the rendering, five, ten minutes, probably
24 \$10.

25 But my reason here is to be here to congratulate the new

1 people, congratulate to all you guys that won in the last
2 election. And to let you guys know that my name is in the hat
3 for whatever you guys decide to do with that building. Okay?

4 CHAIR DAVIS JOHNSON: Thank you, sir.

5 MR. THOMPSON: Thank you very much.

6 THE CLERK: There are no further public comment cards for
7 item 5, Madam Chair.

8 CHAIR DAVIS JOHNSON: Is there any additional comments from
9 the board?

10 COMMISSIONER MILLER-ANDERSON: So with -- Madam Chair.

11 CHAIR DAVIS JOHNSON: Ms. Miller-Anderson.

12 COMMISSIONER MILLER-ANDERSON: Okay. It's an adjustment to
13 have to say that. It's been a year.

14 I don't want it back. Trust me.

15 With this item here though, are we -- I know you said,
16 Mr. Evans, you said that we can pull some out or make some
17 changes. If we vote this in, we need to say that we want to
18 pull that one particular item out before we go ahead and make
19 that vote?

20 INTERIM EXECUTIVE DIRECTOR EVANS: Yes. What you can do
21 is -- we scored all of the applications, and I believe that
22 particular item was the lowest scored one. So you can select
23 the points level at which you're comfortable funding the
24 projects, and then fund all the projects above that, that ranked
25 higher. And you will find that the way that it was ranked, that

1 the local -- the higher -- the more local Riviera Beach based
2 contractors that were included, the higher they would have
3 scored. Which was designed like that.

4 So you can select whichever points level you want to fund
5 at, and then everyone above that would then be included. And
6 that particular one, I just happen to know, it was the absolute
7 lowest. So it's easily avoided.

8 VICE CHAIR HUBBARD: Madam Chair.

9 CHAIR DAVIS JOHNSON: Commissioner Hubbard.

10 VICE CHAIR HUBBARD: The second one, the Real Estate
11 Consulting Group, they are a business or contractor or what?

12 MR. LEWIS: Which one are you referring to?

13 VICE CHAIR HUBBARD: It's right under Boat Owners
14 Warehouse. And it says Real Estate Consulting Group. What are
15 they?

16 MR. LEWIS: Real Estate Consulting Group is, I believe is
17 the company that's over the Webb Dry Cleaners, which is John
18 Tracy I believe.

19 INTERIM EXECUTIVE DIRECTOR EVANS: That's the name of the
20 company that owns the building, is that correct?

21 MR. LEWIS: Yeah. Well, they are --

22 CHAIR DAVIS JOHNSON: Managing.

23 MR. LEWIS: -- over the interest of the building.

24 CHAIR DAVIS JOHNSON: Are there any comments or
25 suggestions?

1 Perhaps we need to make a determination as to what the
2 threshold will be for those grants that we wish to award.

3 I'll entertain conversation.

4 VICE CHAIR HUBBARD: Is that -- when you say threshold, do
5 you want to -- the amounts that was recommended? Or are you
6 saying do we want --

7 CHAIR DAVIS JOHNSON: Well, I'm asking because they gave us
8 a threshold; and it takes it from 84 points, I believe is the
9 highest, 84, with the lowest being 35. So is it our intention
10 to provide dollars to everyone who has been scored? Or is it
11 our desire to extract anything from this list that has been
12 presented?

13 COMMISSIONER DAVIS: Madam Chair.

14 COMMISSIONER MILLER-ANDERSON: Madam Chair.

15 CHAIR DAVIS JOHNSON: Commissioner Davis, and then
16 Commissioner Miller-Anderson.

17 COMMISSIONER DAVIS: I think it's unfair to everyone that
18 was recommended by staff that we support -- excluding the one
19 item that had no tenant, that we all talked about.

20 UNIDENTIFIED SPEAKER: The Webb Dry Cleaners?

21 COMMISSIONER DAVIS: Yes. The one that had no tenant.
22 That was not the intent, at least from my -- we want to support
23 businesses that are already in place, or some future tenants
24 that we knew that was coming. You know, it would be different
25 if we had -- if they actually had a contract with somebody

1 pending. That would have been different. But this is not the
2 case. But I support all tenants, excluding just that one.

3 CHAIR DAVIS JOHNSON: Thank you.

4 Commissioner Miller-Anderson.

5 COMMISSIONER MILLER-ANDERSON: Help me to remember the
6 point system. How did we come up to the points? Was there a
7 rubric or something used?

8 MR. LEWIS: Yes. There was a scoring criteria that was
9 approved in the first round of the grant program.

10 COMMISSIONER MILLER-ANDERSON: So with that point system
11 and that rubric within that, I guess when we agreed to that did
12 we not say we wanted between 60 and 80 points, those are the
13 ones that we would provide the funds to? Or are we just going
14 to sit here and just pick a name out of the hat? Or just say
15 we're going to go with all of them?

16 MR. SKYERS: I remember we had a discussion early in the
17 process where Commissioner Hubbard said she wanted to propose a
18 point scoring system that would clearly delineate which
19 businesses had local participation, local ownership, and which
20 ones didn't.

21 The way in which -- and it's in our program manual. The
22 way in which it works is you can draw a line right at the 59
23 point mark, anything above the 60 point mark had either local
24 ownership or local contractor participation in that project.
25 The ones below fell short of that mark.

1 COMMISSIONER MILLER-ANDERSON: But that -- what you've
2 saying right now was not a part of our talks when we discussed
3 where the cut off was going to be?

4 And I'm asking you, because I really don't recall.

5 But are we just saying anybody that applied would get it?
6 Or was it if they scored a certain point?

7 MR. SKYERS: Oh. I'm sorry. We didn't discriminate. We
8 couldn't tell somebody if you didn't use a local contractor you
9 need not apply.

10 COMMISSIONER MILLER-ANDERSON: No, no, that's not what I'm
11 saying. What I'm saying is when we put this out here did we
12 say, you know, those who score 60 points or higher will be
13 awarded the grant?

14 MR. SKYERS: That would be the same -- that's the same
15 premise.

16 INTERIM EXECUTIVE DIRECTOR EVANS: I don't believe we set a
17 minimum.

18 COMMISSIONER MILLER-ANDERSON: So now we're just going to
19 pick a number, is what we're going to do?

20 CHAIR DAVIS JOHNSON: We don't have to pick a number. I
21 know how I felt about the Webb Cleaners building. I am not
22 opposed to approving everything with the, with the exception of
23 the Webb Cleaner building.

24 COMMISSIONER BOTEL: I make a motion.

25 COMMISSIONER MILLER-ANDERSON: And that is just because

1 anyone that applied -- obviously outside of what we're talking
2 about with Webb -- we were okay with just giving it to them just
3 because they applied?

4 CHAIR DAVIS JOHNSON: Well, we --

5 COMMISSIONER MILLER-ANDERSON: And if they met -- obviously
6 they didn't score five points.

7 CHAIR DAVIS JOHNSON: Right.

8 We did not in our deliberations -- and we can go back and
9 pull those minutes. We never said that there was a threshold
10 for what was going to be approved.

11 Everyone was going to be able to apply and then they would
12 be scored.

13 Now if as a body -- and that's why I asked the question,
14 did this body want to set a threshold? Do we want to just
15 accept the recommendation of staff, with the exception of the
16 Webb Dry Cleaning building, and then move on?

17 And then we need to be very clear, should we move forward
18 with another round of this, we need to have some stronger
19 language in there as it relates to what we want as the CRA
20 board.

21 MR. SKYERS: Commissioners, I should point out one
22 distinction. You have two applicants in there that are going
23 after the \$4,000 program, not the match program. So even though
24 we scored them, you know, be advised then that we didn't have
25 to -- they didn't have to go through a scoring criteria for that

1 paint, the beautification, \$4,000.

2 CHAIR DAVIS JOHNSON: So you're talking about Paradise Chic
3 and Rowe Draperies?

4 MR. SKYERS: Yes. Yes, Commissioner.

5 CHAIR DAVIS JOHNSON: So then we need to just be able to
6 extract that type of grant opportunity from this larger. I know
7 that you're bringing it to us in one fell swoop. But we need to
8 be able to establish and distinguish between the smaller value
9 grant.

10 Commissioner Botel.

11 COMMISSIONER BOTEL: May I make a motion?

12 CHAIR DAVIS JOHNSON: Is there any additional discussion on
13 this item?

14 VICE CHAIR HUBBARD: Yes.

15 What were the other two that did not -- you named two that
16 were just the beautification grants.

17 MR. SKYERS: Yes, it's Rowe Draperies and Paradise Chic.

18 VICE CHAIR HUBBARD: So everybody else had to compete?

19 MR. SKYERS: Paradise Chic is on the island; and Rowe
20 Draperies is on Broadway, immediately north of 23rd Street.

21 CHAIR DAVIS JOHNSON: Is there any further discussion?

22 Commissioner Botel.

23 COMMISSIONER BOTEL: Thank you.

24 I would like to move that we award the grant to anyone that
25 scored 40 or higher.

1 COMMISSIONER MILLER-ANDERSON: Second.

2 CHAIR DAVIS JOHNSON: It's been motioned and properly
3 seconded.

4 THE CLERK: I'm sorry, Madam Chair, I could not hear the
5 motion.

6 CHAIR DAVIS JOHNSON: Okay. You need to restate the
7 motion, Commissioner Botel, please.

8 COMMISSIONER BOTEL: Yes. I'd like to make a motion that
9 we award any of the grants that have a score of 40 or above.

10 COMMISSIONER MILLER-ANDERSON: Second.

11 CHAIR DAVIS JOHNSON: It's been motioned and properly
12 seconded. Madam Clerk.

13 (Motion passed unanimously.)

14 CHAIR DAVIS JOHNSON: Item number 6.

15 THE CLERK: Tiki Market presentation.

16 INTERIM EXECUTIVE DIRECTOR EVANS: I'd like to introduce
17 the managers of our Tiki Market relaunch. We relaunched the
18 Tiki Market successfully three weeks ago, with a new theme,
19 Caribbean theme. And I want to invite them down just to give
20 the board a brief overview.

21 They have been able to go from -- I think when we halted
22 the market we were down to about eight to ten vendors because we
23 just weren't getting the response.

24 So we've re-branded it, we have a new approach. We had
25 over 50 vendors at our recent re-branding and relaunch. So

1 we've had a really successful restart. And I just wanted to
2 have a presentation to the board to show you our new branding.

3 MR. ROBINSON: Good evening. I'm here representing the
4 Tiki Market. I'm with Alyssa Hall, who is the manager of the
5 market. I was recruited by Scott and the CRA to put the concept
6 together. I have a history of doing farmers markets, green
7 markets. I launched the West Palm Beach Green Market and did it
8 for ten years with many of the mayors of West Palm Beach. And
9 then I currently own and operate the Lake Worth Farmers Market,
10 the Jupiter Farmers Market, and I consult to other markets.

11 So for Riviera Beach I -- we needed something new. And so
12 I'm going to take you through a short presentation on the
13 branding that I did for it; the logo, which you can see on the
14 screen; and where we're headed with this new adventure that's
15 really exciting.

16 So the concept is island eats, exotic treats, and flea.
17 The Tiki Bar is happy hour vibes with tiki bar touches. We're
18 going to offer food, because we're a food and music venue. So
19 we're going to do island fare and wares: Conch fritters,
20 barbecue, jerk, coconut milk in the shell. And then from a
21 merchandise standpoint there will be woven baskets, Caribbean
22 style clothes, resort wear, that sort of thing. There is a
23 couple of vegetable vendors and local fruit vendors. The fruit,
24 as we all know in Florida, will be augmented soon and we're
25 going to add those when the mangoes are ready and that sort of

1 thing.

2 A lot of people don't realize but there's so many markets
3 out there. There's just -- they seem to be opening in every
4 city, in every town, sometimes twice. And my feeling is that
5 very many of the markets don't capitalize on their location.
6 And when I met with Scott it was obvious that this location was
7 sensational. So -- but we had to play to the location that we
8 were at at the marina.

9 Very few markets are well branded. If you think about
10 markets that have happened in the past or markets that exist,
11 they often don't have locals, they just have a name. Often
12 there isn't an illustration or a graphic to go with it. Often
13 not a tag line. And I -- whenever I do a project, I always have
14 a tag line, I always have a logo. They don't change. I brand
15 it constantly. And that's what makes for a successful business,
16 and that is also what makes for a successful market, I've
17 learned. So I've done that here. We have a really exciting
18 logo. We've gotten great response from the logo.

19 Signage is up. I think you've probably seen if you've been
20 on Broadway, how we've fixed the signs. And we had them up even
21 before we opened, for two weeks. And then added the opening
22 date -- just before we opened we put "soon", and then we covered
23 that over. So -- and that I think has worked very well for us.

24 Future. There'll be special events and complimentary
25 promotions at the market; i.e. a mango festival could be held

1 there, and many things we talked about.

2 Lychee nuts will be coming in. We actually grow a lot in
3 Palm Beach County. And maybe it would be interesting to do some
4 food demos with them, samplings of them, that sort of thing.

5 Vendor products are often similar from market to market to
6 market, as we all know. So our concentration here is to be more
7 in the food and music, and the resort wear; and we're going to
8 add a flea component to it, just so we're not like every other
9 market, we're unique.

10 Customer service and market management is all but gone. I
11 mean if you go to most markets managers are sitting in a tent or
12 nowhere to be found. I don't believe that. I pay management at
13 my markets. Alyssa is going to be on the floor. We're going to
14 set up an information booth. We have a special presentation of
15 the information booth, and it will have vendor information,
16 information on the market, answer questions, that sort of thing.
17 And it will be at the entrance to the market. And Alyssa will
18 be there when she's not dealing with issues within the market.

19 The above produces a very -- when there isn't visible
20 management -- it's like a restaurant for me, and that's my
21 background. If the management is not on the floor looking after
22 the customers, it never works. And we want to know where people
23 are coming from. We want to know what people think the market
24 could have added to it, that sort of thing. And that's what a
25 manager on the floor is responsible to do.

1 Parking is often an afterthought. We have a really great
2 situation with parking at the marina. We're lucky with that.
3 Customers that purchase things aren't going to have to carry
4 them too far.

5 And we're helping to incubate small businesses for vendors.
6 Over the years I've incubated many businesses. And I have one
7 that's on QVC now, that started at the West Palm Beach Green
8 Market selling tea. So it's -- markets are a great way for a
9 product to be created and then test marketed to the public in a
10 market. Often happens.

11 And I can coach people on booth presentation, on logos, on
12 graphics, on that sort of thing; and we do.

13 While we were sitting in the back I was just saying you
14 have the space beside the cleaners, no one's in it. We need an
15 incubating kitchen. We need a kitchen for food service
16 operators at venues like ours to be able to prepare food in a
17 licensed kitchen to sell at the market; be perfect, be local.
18 And it's been done in San Francisco; many people rent space in
19 it, a booth is set up at the market, representing all the
20 products that are created in that kitchen. That sort of thing
21 is possible. It can support the community. People that are
22 great -- well, we have great conch fritters. But someone who
23 makes Callaloo soup could be making it in the commercial kitchen
24 and then selling it at the market; and maybe take it to another
25 level of it being packaged and sold retail.

1 The marina. The starting point for conceptualizing the
2 Tiki Market concept was to look at the marina itself, both past
3 and present. I've lived in the north end of West Palm Beach for
4 years, and I remember the Tiki Restaurant that was there. And
5 we needed to go back to that, to look at what was there and what
6 was important. Also the Crab Pot, you know, was a favorite. So
7 with the food component that was fun and playful and on the
8 water, we want to create that again. So we're capitalizing on
9 the renovated marina's profile. It's key for our market
10 exposure.

11 The combinations, a blueprint for success and
12 sustainability. Thoughts were given to the much loved Tiki Bar,
13 which I just said, the waterfront Sea Grill and also to the Crab
14 Pot, and also the spirit of these memorable iconic
15 establishments is what's needs to be recreated in this market.
16 So that's what we're working towards.

17 We already have great barbecue. We have great conch
18 fritters. We have great conch salad, great fruits and
19 vegetables too.

20 Re-branded market components and characteristics. Type of
21 market. It's neither a farmers market, as I said, or a green
22 market, nor is it a flea market. This needs to be a market
23 place with activities and entertainment. And a great selection
24 of vendors, mix of food, plants, handicraft.

25 And then food wise, we think about all of the islandy foods

1 which we just talked about. Also rum cake, coconut cookies, we
2 have those in the market now. We have flavored smoothies made
3 with fresh fruit. So our goal is to augment that further; to
4 look at a jerk vendor, maybe demo jerk, how you make jerk
5 seasoning, we'd all like to learn how to do that. And I think
6 those are the events that we can add to this venue.

7 From the non-food vendors. Woven grass baskets are coming.
8 Straw hats are coming. It's resort wear. And those vendors
9 have done very well to date.

10 The standard windows of markets, as we all know, is
11 weekends and mornings from -- going to the afternoon, to 1:00 or
12 2:00 p.m. We're glutted with markets. Thursday evenings are
13 popular, but already many exist. So after thinking through the
14 process, going to the marina, a late afternoon and Sunday with a
15 happy hour vibe was the decision. That seemed to be when we
16 could attract the most traffic. And it was a void that didn't
17 exist, that we really need to play up, because Sundays, even in
18 the summer -- this will be a year-round event -- great
19 opportunity for business, with no competition.

20 Look, feel, and vibe. The vibe here is music. We're going
21 to have live music as much as we can. We've had a Junkanoo band
22 for three of the markets, with huge success. Social media, the
23 Junkanoo band got over 1200 views; and over 2,000 on one week,
24 and over 1200 on one week. And the Junkanoo band is local,
25 they're from Riviera Beach.

1 We're going to add some cafe tables and chairs and tiki
2 umbrellas with the market. We've got some islandy decorations.
3 We've created a memorable logo, which was on the screen in the
4 beginning.

5 We've talked to Rafiki Tiki, had a meeting with them.
6 We're going to create a cocktail that is going to be
7 complimentary, that they'll buy from them. It might be in a
8 coconut shell from the market. But we're going to make a
9 signature drink, signature cocktail for the market; it can have
10 alcohol or no alcohol.

11 In the future we're looking at adding a tailgate trunk
12 sale. We want to take some spaces, back your car up, sell out
13 of your trunk. Maybe it's the first Sunday of the month. It
14 may not be all the time. But something playful and fun. And
15 the live entertainment.

16 Spirited, kid friendly activities. We're going to start
17 looking into adding things that the children can do at the
18 market: Painting, that sort of thing.

19 And we have experienced on-site management at the market.

20 Special events. We talked about local businesses for
21 self-promotion. We're going to look into the local community to
22 bring them in to coordinate events within the market. And we're
23 open to whatever that could be. And it could be chefs' demos,
24 as I mentioned, making coconut and Callaloo soup, that sort of
25 thing. And we'd love that from local restaurants. They can

1 participate and then they can also promote their product by
2 demonstrating it.

3 We can incentivize patrons and vendors to like our pages,
4 which we're doing. We're doing e-mail blasts.

5 I met with Jeanette Marshall last week about accepting EBT
6 at the market, and the Healthier Riviera Beach program that she
7 does. And I'm going to be meeting with her again to see what
8 sort of package we can put together so the food items that are
9 at the market can be purchased possibly by the EBT program.
10 Because we're trying to do that in more places. Tomorrow I'm
11 going out to the Glades to work with them on doing it out there
12 as well.

13 Back to marketing. We've done an 8,000 mailing EDDM, the
14 Every Door Direct Mail, and got great success. And we mailed
15 4,000. And then because marketing, I've learned, needs to be
16 repetitive, we re-mailed out the postcard again; so it was
17 repetitive and people would remember.

18 We're going to advertise in local and nearby neighborhood
19 newsletters. And the EDDM we have done.

20 We -- Alyssa and I were live on TV with Roxanne Stein on
21 Today on 5. And unfortunately she's retiring as of Friday. But
22 she's been a great connection for me. But we'll still be able
23 to get back on when we do a special event, I'm sure. So when we
24 do a mango festival or something we'll take it to Channel 5 for
25 great coverage. And it's like a two-minute spot where we can be

1 there with product.

2 The Facebook page is constantly updated. We've had great
3 response with social media to date. And our plan is to keep
4 boosting those and working the social media program with the
5 logo. And we also have an Instagram account for the market.

6 So visit the new concept market created to enhance the
7 Riviera Beach Marina Village experience.

8 And that's our logo.

9 Any questions?

10 CHAIR DAVIS JOHNSON: Are there any questions from the
11 board?

12 Thank you for your presentation.

13 MR. ROBINSON: Pleasure. Thank you very much.

14 INTERIM EXECUTIVE DIRECTOR EVANS: I would just like to add
15 that we're always looking for more vendors. So if there's any
16 residents who would like to open a new business or have an
17 existing one that they have, we would like you to come down and
18 participate. We have very low entry fees to be a vendor at our
19 Tiki Market. So please contact the CRA at 844-3408. And we
20 will get you in touch with the market, and we'd love to have
21 you.

22 CHAIR DAVIS JOHNSON: Thank you.

23 Item number 7.

24 THE CLERK: Educational partnership presentation.

25 INTERIM EXECUTIVE DIRECTOR EVANS: Good evening, board.

1 This particular item, I'm very excited about. It's our
2 first leadership workshop. We have been working on developing a
3 partnership with Inlet Grove High School. And we would like
4 to -- it's a starter program that we would like to expand to
5 other schools in the city. And this will be our very first
6 leadership lab. We're going to hold it tomorrow from 10:00 a.m.
7 to 3:00 p.m.

8 And so we're hoping that this model program, we can expand
9 to other schools and continue it throughout the community.

10 And our own Dana Nottingham, our consultant, is here and
11 he'll give a brief presentation.

12 MR. NOTTINGHAM: Good evening. My name is Dana Nottingham.
13 I'm the national development consultant to the board.

14 I'm here today wearing a slightly different hat, to inform
15 you of an innovative learning opportunity that will occur this
16 Thursday at 10:00 a.m. to 3:00 p.m. at the Event Center.

17 We are working with the Inlet Grove Community High School.
18 The CRA is the lead host of a leadership development series that
19 will be an all-day event. The CRA is the lead host and sponsor.
20 It's also being sponsored by the Riviera Beach Community
21 Development Corporation, and it's also being sponsored by me.

22 I am wearing a completely different hat here. I am the
23 founder, speaker, workshop facilitator for a leadership
24 developer series that has two tracks. One track is for high
25 school students and the other track is for advanced audiences.

1 We all know that the future is now and students are our
2 future; and that our responsibility is to help them bloom, to
3 weather the storms, and to grow.

4 In the future, future leaders must navigate a new reality
5 that's driven by innovation and team power. The students are
6 walking around today with more computer power and navigation
7 power in their hands than the first astronauts had when they
8 went to the moon.

9 And so our goal is to help the education community, the
10 leadership community, like yourself, to bridge the gap; to
11 bridge the gap between school, college, careers, and other
12 opportunities.

13 On a personal level to bridge the gap between inspiration
14 and aspiration, and action and results that are meant for you.

15 We know that colleges today are looking for leaders as a
16 part of their admission criteria. We know that employers are
17 looking for leaders with these skills: Self-assessment,
18 planning and goal setting, decision making, conflict management,
19 team building, time management, listening and communications,
20 presentation skills, creativity, and execution skills.
21 Everything that we do is focused on that. It's career centric.

22 We have a proprietary starter kit and tool box for
23 students. We know that students are tech savvy, digitally
24 connected, culturally aware; they have entrepreneurship in their
25 DNA; they're hands on, and they have bold aspirations.

1 We also know that students crave speed and simplicity, real
2 world experiences, and actionable tools; tools that will
3 demystify, visually simplify, and systematize the issue basics.

4 So this is what we do. We have a new look. We have a new
5 approach. Everything has been workplace and classroom tested.
6 We meet students where they are. We help them envision success,
7 inspire, to embrace creative genius. We engage role models to
8 share. We translate insights into actionable tools. And we
9 apply tools in active learning. When I say active learning,
10 learning that's inquiry based, problem based, and project based.

11 One of the things that we do differently, I as a speaker,
12 when I'm in the room I'm aware that there's always an elephant
13 in the room -- believe it or not this elephant is in the room --
14 with students and adults. But with the students, the elephant
15 that matters most are these four questions: They may not be
16 asked, but they're in the room. Do I have what it takes to
17 succeed? Do I have a voice people will follow? Am I a leader?
18 And am I creative?

19 We know that today's workplace, there are four success
20 drivers: Leadership, know how, technology, and team power.

21 And so we also know that there's an intense focus on STEAM:
22 Science, technology, engineering, arts, and math. And what we
23 like to say is we focus on the team in STEAM. And the reason
24 that that is so important is my corporate experience and
25 corporate perspective, that no matter what discipline you're in,

1 no matter what business you aspire, you have to learn to
2 confidently work with teams.

3 And so behind every great why there's a great how. Our how
4 is we have stories, art, and case studies. We have actionable
5 tools and active learning. And we apply all of that and
6 learning by doing experiences. So the students actually apply
7 the tool box that they learn in the workshop in team challenges.

8 We're distinct in terms of role modeling. We promote
9 reading, creative, and critical thinking. We're career centric.
10 Workplace simulation is the key. Teaming skills are the focus,
11 and learning by doing.

12 The students actually learn as a take-away how to map out a
13 vision and goals in pencil, chart an end game in ink, and lead
14 both to a course of action.

15 The learning games. Personal leadership basics, the
16 mechanics of team performance, and strategic visioning skills.

17 Confidence building is just as important as skill building.
18 They sharpen their leadership skills and focus, inspire
19 leadership confidence and creative confidence.

20 Creative confidence is the ability to create ideas and
21 encourage to make them happen.

22 So we pride ourselves in meeting students where they are,
23 making learning relevant and fun.

24 If you have an opportunity to come out, please do.

25 The leadership challenges for the day will be three. The

1 group will divide into three teams. The number one challenge
2 will be a team innovation center; number two, a teen center app,
3 we'll actually conceptualize an app; and the third is the water
4 tank art project.

5 So to inspire them here's a vision board for -- to spark
6 ideas for the team innovation center. This is the nature of
7 doing a wire frame for an app. And here is the water tank,
8 which the goal is to create a landmark that's locally relevant
9 and locally authentic.

10 (Vice Chair Hubbard left the dais.)

11 MR. NOTTINGHAM: So with that I'd like to end by again
12 thanking the sponsors. And I'd like to show you a quick video.
13 The video is a community forum that I sponsored in Norfolk,
14 Virginia. This forum was unique in that it was a two-day event.
15 The first evening we had a leadership lab with a teen innovation
16 center there called Teens With a Purpose. And then the next day
17 we had a community leadership forum with a group called the St.
18 Paul's Quadrant Development Corporation, which represents a
19 redevelopment area that has three public housing projects.

20 Without going into details, in every workshop we do with
21 the students there's always one or two students that have a
22 break through. And in this case you'll see at the end of the
23 video she's a part of the presentation and interviews, one of
24 the students who really shined is featured.

25 So with that I'd like to just show you the video. And if

1 you have an opportunity to come, you can come at 10:00 for the
2 opening; or you can come at 2:00, the students will present the
3 outcomes of their team challenges.

4 (Video played.)

5 CHAIR DAVIS JOHNSON: Are there any questions or comments?

6 COMMISSIONER MILLER-ANDERSON: Yes, Madam Chair.

7 What is the amount of this contract for?

8 INTERIM EXECUTIVE DIRECTOR EVANS: There is no contract.
9 Mr. Nottingham has come down here and he's helping to sponsor
10 it. The booklet I just handed out, he did entirely for free.

11 COMMISSIONER MILLER-ANDERSON: Oh. How nice. We
12 appreciate that.

13 The other thing is: How are the kids selected from Inlet
14 Grove?

15 MR. NOTTINGHAM: Well, this is like a demonstration
16 project. Scott and I met with them and we talked about it. And
17 after we took a tour and saw that they had twelve career
18 academies: Pre-engineering, architecture, TV production, and
19 all that, we structured a day -- we customized the curriculum
20 for the day around that; and that's how we came up with the
21 three team challenges. Now the school will provide the
22 students, they will brief the students. The teachers will be
23 there during the day.

24 And we thought it was a good mix because the first
25 challenge is those that are interested more in architecture,

1 planning, engineering. The second challenge is those interested
2 with a technology career path; they'll actually conceptualize an
3 app. And the third one is those that are more artistically
4 inclined. So that reflects a profile of their curriculum.

5 COMMISSIONER MILLER-ANDERSON: Okay. As an educator I'm
6 always in support of any of these projects, and being able to
7 provide leadership.

8 I did do a citizen leadership academy. However it wasn't
9 in this type of format. But I do believe Ms. Davis Johnson will
10 also be bringing forth our youth council. So all of those
11 things involving our youth, providing them with leadership
12 opportunities and experiences, are definitely on point with what
13 I like to see. So I appreciate your efforts.

14 I hope that we have many more of these, as we do this as a
15 pilot. And I appreciate you, Scott. And I know Ms. Jenkins has
16 been involved in with some of these educational type
17 opportunities that we've been providing for our students. So
18 thank you very much, all of you, for bringing forth this idea.

19 MR. NOTTINGHAM: Great. Thank you.

20 COMMISSIONER DAVIS: Madam Chair.

21 CHAIR DAVIS JOHNSON: Commissioner Davis.

22 COMMISSIONER DAVIS: I want to say to Mr. Nottingham, job
23 well done, obviously.

24 It was about a little over a year ago we had a
25 conversation, we drilled down on the youth programs. It was all

1 about training. So thank you for listening. Because obviously
2 you talked about what you've done before, and you shared those
3 concerns over a year ago. And it's really good to see the great
4 things that are happening in this city. And these are the
5 things as we allow our children to do great things, which is
6 being creative, and we must support them with the resources. So
7 I just want to say thank you again for listening.

8 MR. NOTTINGHAM: One of the things that is unique, you
9 know, we want to encourage the students to advance in STEAM
10 careers, and all of those careers are team based, collaborative,
11 and multidisciplinary. And sometimes -- and you really, you
12 have to be confident working in teams in order to advance in
13 those careers.

14 I did my research. I've been advised by educators. And
15 that's a huge gap. And you see it all the time when you work
16 with students, you get a group of six, the dominant
17 personalities take over, and then the ideas cascade from them.
18 Well, it doesn't work that way in the private sector, which I
19 know. It just doesn't work that way. Because you're trying to
20 harness the talent of all the team members to create something
21 that's competitive. And so the student that's in the corner,
22 that's quiet, and has a lot of value to add, doesn't get noticed
23 or recognized. And, see, I know about that student because that
24 was me when I was in high school. And I went on to be an
25 architect, urban planner, and real estate developer.

1 And so this prepares students from the team perspective.

2 And the starter kit and tool box is proprietary. I own it.

3 It's mine. And we also do special events for elementary school
4 teams, kids.

5 Some of you know that I used to work at Disney. So I have
6 a leadership story with an animal based story line; and we get
7 with kids and we have a story time about city building, and then
8 activities and so forth. So we hope that this is just a
9 demonstration project and there will be far more in the future.

10 COMMISSIONER DAVIS: And another thing, as we finish this,
11 as we look down later on, we will discuss it later in the CRA
12 board retreat, is having a component where we as leaders can run
13 through something in a smaller, similar scale, during the
14 retreat process.

15 COMMISSIONER BOTEL: Madam Chair.

16 CHAIR DAVIS JOHNSON: Commissioner Botel.

17 COMMISSIONER BOTEL: I just want to add my thanks to you.

18 As both an educator and a technologist I see extreme great
19 value in this work; and I will see you at 10:00 tomorrow
20 morning.

21 MR. NOTTINGHAM: Thank you.

22 CHAIR DAVIS JOHNSON: Ditto.

23 MR. NOTTINGHAM: Thank you.

24 CHAIR DAVIS JOHNSON: Not the 10:00 part.

25 MR. NOTTINGHAM: Your support is more important. Because

1 you're the lead sponsor. You are making this happen. And I
2 wouldn't be here if it wasn't for you. And definitely not for
3 Scott. So I appreciate it.

4 CHAIR DAVIS JOHNSON: Thank you, Mr. Nottingham, for your
5 presentation.

6 Item number 9.

7 INTERIM EXECUTIVE DIRECTOR EVANS: Item number 9 is just a
8 quick --

9 CHAIR DAVIS JOHNSON: I'm sorry. Item number 8.

10 THE CLERK: Gulfstream Cinema update presentation.

11 INTERIM EXECUTIVE DIRECTOR EVANS: And I'd like to
12 introduce KiAndra Knighten. She is a Riviera Beach resident.
13 She went to school here. She went away to college and now she's
14 come back. And I am happy to say she is our event coordinator
15 at the Event Center. And she's just going to give the board a
16 brief update. We had our first Gulfstream Cinema. Which is
17 cinema for people over 21. And she's going to give you an
18 update on that and what we have coming up.

19 MS. KNIGHTEN: Good evening, Madam Chair and Commissioners.

20 I'm KiAndra Knighten. And I'm the event coordinator at the
21 Marina Village Event Center. And I was granted the opportunity
22 to organize the event, Gulfstream Cinema. This event was
23 created to set the atmosphere for a relaxed evening under the
24 stars with the views of our beautify city. The audience of 21
25 and up can come out, enjoy a night of mingling with friends and

1 colleagues while indulging in food and beverages from our local
2 vendors.

3 Again, on our grand launch, which was March 2nd, 2018, we
4 premiered the movie Get Out. And our local vendor at that time
5 was Demetri Salloum, owner and operator of Rafiki Tiki
6 Restaurant and Bar, located on the grounds of the Event Center.
7 We also had our very own Walter Stephens as the DJ. And it was
8 a really, really, great, great event. That night I was reminded
9 of a quote that says no matter where you go, no matter the
10 weather, always bring your own sunshine. And I want to give a
11 special thanks to Chair Davis Johnson and Commissioner Davis for
12 coming out and shining your light on that very windy night.
13 Thank you.

14 The next movie night that we'll have is April 6, 2018,
15 which will be the Hangover Part I. Again, our local food vendor
16 for that night will be a local Riviera Beach, Pastor Artist
17 Newby, who is the owner and operator of A Newby Taste restaurant
18 located on 13th Street. And drinks will be provided by Rafiki
19 Tiki. We will have Walter again as the DJ. And we are looking
20 forward to having a very, very, very exciting night with the
21 community and residents coming out again.

22 Last time we had a very great attendance, about 50 people
23 came out and supported the event. So we're looking to achieve
24 that same 50 and go above that as well.

25 Again, thank you guys for all of your support, and I look

1 forward to seeing you all next Friday.

2 CHAIR DAVIS JOHNSON: Thank you.

3 Any comments?

4 Item number 9.

5 THE CLERK: CRA Board Retreat. June availability
6 discussion.

7 INTERIM EXECUTIVE DIRECTOR EVANS: As we are starting to
8 get into the beginning of the budget season and planning for
9 next year, I would like to propose that we do a CRA board
10 retreat where we can all sit down as a board and go through and
11 prioritize the things we'd like to accomplish in the coming
12 year. And I would propose that June would be a good ideal date
13 for that. And I was hoping the board might provide a few dates
14 in June, either on a weekend, a Saturday, maybe perhaps a
15 Friday. We could do it at the Event Center. We could do a
16 Friday evening and then like a Saturday until 3:30. That would
17 be the ideal time frame, I think an evening along with a full
18 day. So I just wanted the board to explore if they're
19 interested in a weekend in June that might work for that.

20 COMMISSIONER DAVIS: Mr. Evans.

21 COMMISSIONER MILLER-ANDERSON: Madam Chair.

22 COMMISSIONER DAVIS: Madam Chair.

23 CHAIR DAVIS JOHNSON: Commissioner Miller-Anderson, and
24 then Commissioner Davis.

25 COMMISSIONER MILLER-ANDERSON: Are we able to get back with

1 you or send in some dates to you? Or you're looking for us to
2 give you some dates tonight?

3 INTERIM EXECUTIVE DIRECTOR EVANS: We could do it via
4 e-mail, that's fine, sure.

5 CHAIR DAVIS JOHNSON: Commissioner Davis.

6 COMMISSIONER DAVIS: I'm fine with either dates; other than
7 the June 24th, the weekend like we did on the last retreat last
8 year. It's a special day.

9 CHAIR DAVIS JOHNSON: So if we would -- if members of the
10 commission would send in your dates. Mr. Davis has provided his
11 dates. And I'm assuming that --

12 COMMISSIONER DAVIS: Any date but the 24th.

13 CHAIR DAVIS JOHNSON: -- every weekend except the weekend
14 of the 22nd, which rolls into the 24th.

15 So if you wouldn't mind, on tomorrow or by -- or Friday --
16 you're not here. So if by next week you could provide those
17 dates.

18 COMMISSIONER BOTEL: I can tell you right now that's the
19 only weekend I'm not available, is the 22nd. Otherwise I'm
20 fine.

21 CHAIR DAVIS JOHNSON: Okay. We will get that information
22 to you. And we will make sure that Commissioner Hubbard is
23 aware and that she provides her dates of availability.

24 Thank you, members.

25 Are there any items tabled?

1 THE CLERK: No, Madam Chair, there is none.

2 CHAIR DAVIS JOHNSON: We've already had receipt of public
3 comments.

4 THE CLERK: We do have an item 10 that was added at the
5 beginning of the meeting under additions and deletions.
6 Commissioner Hubbard added the item. And then you added onto
7 the item.

8 CHAIR DAVIS JOHNSON: Prior to her departure she indicated
9 that she wanted to remove the item.

10 THE CLERK: Oh. Okay.

11 CHAIR DAVIS JOHNSON: And I don't need to --

12 THE CLERK: Add anything?

13 CHAIR DAVIS JOHNSON: Right.

14 Report of the executive director.

15 THE CLERK: We do have one public comment card. Mr. Greg
16 Morey.

17 CHAIR DAVIS JOHNSON: On which item was that?

18 THE CLERK: This was just for general public comments.

19 COMMISSIONER DAVIS: He left already.

20 INTERIM EXECUTIVE DIRECTOR EVANS: I just wanted to point
21 out the annual report that is now complete, we provided each of
22 the board members. This is online. And it just highlights all
23 of the activities of the CRA during the year of 2017. So thank
24 you.

25 COMMISSIONER MILLER-ANDERSON: I have a question. With the

1 title here, Community on the Rise, where did that come from? Is
2 that something we had already discussed, or a tag line that we
3 kind of came up with?

4 INTERIM EXECUTIVE DIRECTOR EVANS: We've just been hearing
5 it a lot in the community and we thought it sounded good, so we
6 just put it on there. There's no permanent branding related to
7 that.

8 CHAIR DAVIS JOHNSON: Any further questions or comments?
9 Report of general counsel?

10 MR. HAYGOOD: I don't have any comments.

11 CHAIR DAVIS JOHNSON: Is there any discussion from the
12 board?

13 Mr. Davis?

14 COMMISSIONER DAVIS: I just want to say it was a nice
15 meeting tonight, really clean. Congratulations, Mr. Evans, what
16 we did with the community grant program, I think we've taken the
17 right steps to really change the face of a lot of our old
18 buildings that are in place. And I look forward to giving other
19 local businesses an opportunity to grow.

20 And to the public market, I've had the chance to go down
21 the last two weekends, and it's been really great to see -- you
22 see different folks every time. You see a lot of the same
23 people, but you see a different group of people coming out each
24 week. And the numbers have been extremely high. I want to say
25 congratulations to all of our staff who has been supportive of

1 that.

2 And what else? And thank you to Mr. Nottingham for
3 bringing a program on board with our youth.

4 And I look forward to a much less windier night on the
5 rooftop for the next event.

6 And I would like to also remind everyone that on this
7 Friday, from 10:00 to 3:00 at the Marina, we'll be having
8 Ms. Cunningham and Mr. Wilson Day for our families, not just our
9 kids but our families, because you want people to come out and
10 really have a wonderful time. At our Recreation Department we
11 will have the -- the Coast Guard will be present, some military
12 vehicles, our police, our fire, our Clean and Safe staff, our
13 lifeguards, and even our junior police officers. I think they
14 call it the Explorers Program. They are excited to come out and
15 show the young people what they're doing as they prepare for a
16 career in public safety. This is a wonderful event. Don't just
17 bring the youth and drop them off. Stay and participate.

18 All the pick-up locations, if you don't have
19 transportation, will be at the Lindsey Davis Center, Wells Gym,
20 Tate's Gym, which is the Dan Callaway Gym, as well as
21 Stonybrook. Every 20 minutes there will be a shuttle in place.

22 The weather seems to be projected to be a wonderful day.
23 X102.3 will be there. And we also will have an Easter egg hunt
24 which will take place after lunch time. So we will get a chance
25 to come out on that day and just share some time with one

1 another.

2 Thank you.

3 CHAIR DAVIS JOHNSON: Thank you.

4 Commissioner Botel.

5 COMMISSIONER BOTEL: Just a brief thank you to Scott Evans
6 and staff. I probably spent more money than I needed to at the
7 Tiki Market, but it was a lot of fun. And I look forward to
8 tomorrow.

9 Thank you.

10 CHAIR DAVIS JOHNSON: Commissioner Miller-Anderson.

11 COMMISSIONER MILLER-ANDERSON: I don't have any comments.
12 Thank you.

13 CHAIR DAVIS JOHNSON: I do have a comment. I certainly
14 want to thank staff for putting together the various programs
15 that have gone out.

16 I do want to acknowledge the spring break camp that was
17 held this past week. It was wonderfully attended. They had
18 Stream3. They had Junior Achievement. And when I tell you that
19 it was wonderfully attended, I cannot express that enough.

20 And then we had a competition at the end of the Stream3
21 program where the participants took on the topic of bullying.
22 And they actually gave public presentations. And it was amazing
23 to hear the thoughts and hearts of those children as it related
24 to bullying. And what was particularly interesting, and it
25 stood out to me, was there was a young man -- I do not recall

1 his name -- but he mentioned he had been bullied and in turn he
2 had become a bully. And so he talked about his experience, and
3 I think that those children walked away with a greater
4 understanding of how bullying affects children and how it
5 affects their peers. So kudos to the staff, to Ms. Jenkins,
6 Ms. Hatcher, and the staff, for putting that on. And I am told
7 that it will return during the summer. So please stay tuned for
8 information on that program.

9 And I want to say that as it relates to the grants, I have
10 to agree that we need to have some sort of consistency in the
11 look and design. Even if it gets to painting colors, you know,
12 the schemes, the design. If we are going to brand ourselves as
13 the best then we have to begin to look the best. So we need to
14 start taking some of that into consideration as we're moving
15 forward, as we make plans to do any type of work, we need to
16 think about that as we move forward.

17 And with that, with their being no further business, we
18 stand adjourned.

19 (Proceedings concluded at 8:46 p.m.)
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C E R T I F I C A T E

THE STATE OF FLORIDA)
)
COUNTY OF PALM BEACH)

I, Claudia Price Witters, Registered Professional Reporter,
certify that I was authorized to and did report the foregoing
proceedings at the time and place herein stated, and that the
foregoing is a true and correct transcription of my stenotype
notes taken during said proceedings.

IN WITNESS WHEREOF, I have hereunto set my hand this 31st
day of March, 2018.



CLAUDIA PRICE WITTERS
Registered Professional Reporter

ADJOURNMENT

The CRA Board Meeting was adjourned at 8:46 P.M. The minutes were approved
by the Board of Commissioners on _____.

Tonya Davis Johnson, Chairperson

Interim Executive Director Scott Evans

/cw
Florida Court Reporting