SANTA ROSA COUNTY
ECONOMIC DEVELOPMENT OFFICE
6491 Caroline Street | Suite 4 | Milton, Florida 32570

SHANNON OGLETREE, CEcD
Economic Development Director
shannon@santarosa.fl.gov

M E M O R A N D U M

TO: Board of County Commissioners

FROM: Shannon Ogletree, Economic Development Director

DATE: May 9, 2016

SUBJECT: Bid from Fabbro Marine for 20 Acres on Jeff Ates Road in the Santa Rosa Industrial Park East

RECOMMENDATION

Discussion of acceptance of the bid from Fabbro Marine (Project Anchor) in the amount of $70,000 for 20 acres on Jeff Ates Road in the Santa Rosa Industrial Park East to build a 50,000 sf manufacturing facility.

BACKGROUND

Project Anchor is Fabbro Marine, an existing boat manufacturing company located in the Santa Rosa Industrial Park. They have outgrown their current building and would like to build a new facility and be the "anchor" company in the Santa Rosa Industrial Park East. They have looked at relocating to other states but would like to continue to grow here in Santa Rosa County making it possible to keep their existing workforce and continue enjoying the quality of life they have experienced for over 20 years.

Project information:

- Retain 40 existing jobs
- Hiring 10 new employees over 3 years
- Average wage rate will be 115% above the County average of $32,210 annually
- $4 million capital investment

Santa Rosa Economic Development

Santa Rosa County, Florida

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

Project Name: Anchor

1. Total Capital Investment for Expansion

____	Under $500,000	5	
____	$500,000 - $1M	20	→ 25
✓	>$1M	25	

2. Number of New Jobs

____	1 – 9	10	
✓	10 – 24	20	→ 20
____	>25	25	

3. Number of Current Jobs

____	1-9	10	
____	10-24	20	→ 25
✓	>25	25	

4. Employee Wage Rate* (at proposed facility)

____	85% to 115%	5	
✓	115% to 135% Above Avg	20	→ 20
____	>150%	25	

Total Discount Points → 90

A. Number of Acres Needed	→	20
		X
B. Price per Acre before discount	→	$35,000
		=
C. Total price before discount	A x B →	$700,000
D. Discount Points	From page 1 →	% 90
E. Per Acre Discount	B x D →	$31,500
F. Price per Acre after discount	B - E →	$3,500
G. Total Savings	A x E →	$630,000
H. Estimated Final Price After Discount	A x F →	$70,000

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

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

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

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

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

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

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

Effective date: January 14, 2016

Copy to: Legal

cape horn

Fabbro Marine Group, Inc. 5540 Industrial Blvd. Milton, FL 32583
850-626-2211 850-626-2981 fax

April 12, 2016

Mr. Shannon Olgetree
Santa Rosa Economic Development Office
6491 Caroline Street, Suite 4
Milton, FL 32570

Re: Fabbro Marine Group, Inc.'s bid for 20 acres – Project Anchor

Dear Shannon:

This letter is in response to the public notice sale of approximately 20 (twenty) acres of property located in Santa Rosa Industrial Park East. Fabbro Marine Group, Inc. submits a bid in the amount of Seventy Thousand dollars ($70,000 USD) for the purchase of the approximately 20 acres of property. A check for the $500 deposit is enclosed.

Fabbro Marine will work diligently to comply with the capital expenditure of over $4 million dollars and the retention of 30 existing jobs as well as the creation of 10 new jobs in (3) years as set forth in the pricing guidelines and public notice of the sale of property. This bid is contingent upon all parties' mutual agreement on final terms and conditions of the sale.

Since Fabbro Marine Group, Inc. will be the "anchor" facility in the new certified industrial park, we would ask the county to offer the 20 acres to us at no cost with the understanding that the conditions of the pricing guidelines will be applied.

If you have any questions, please call or email.

Sincerely,

Scott Davis

Scott Davis
CFO
Fabbro Marine Group, Inc.

PUBLIC NOTICE
SALE OF PROPERTY

Notice is hereby given that the Santa Rosa County Board of County Commissioners will receive sealed bids for the purchase of property located in the Santa Rosa Industrial Park East. Approximately 20 (twenty) acres of land located in Santa Rosa Industrial Park East is up for bid. Maps depicting the available land are available at the Santa Rosa County Board of County Commissioners Office, 6495 Caroline Street, Milton, Florida 32570. Telephone (850) 983-1877.

The use of said land will be limited to manufacturing use with the employment of a minimum number of 10 new employees and the retention of 30 employees, and have a capital investment of approximately $4,048,000.

All bids must be in writing and delivered by hand, Fed Ex, or mail to the Santa Rosa County Procurement Department, 6495 Caroline Street Suite J, Milton, Florida, 32570; and must be received by 10:00 a.m., April 19, 2016; at which time bids will be opened and read aloud. All interested parties are invited to attend.

Bids are to be sealed and plainly labeled "**BID – SALE OF PROPERTY**". Bids received after the time set for the bid opening will be rejected and returned unopened to the bidder.

Santa Rosa County will retain the right of first refusal in the event the property is sought to be sold. Santa Rosa County reserves the right to negotiate a higher sales price with the highest responsive bidder. Santa Rosa County reserves the right to award more than one bid if it determines such to be in the best interest of Santa Rosa County.

Each bidder will submit a minimum of $500.00 earnest money deposit which will be non refundable should such bidder be awarded the purchase. The deposit will be credited against the purchase amount.

Santa Rosa County reserves the right to waive informalities in bids with or without cause, to reject all bids, or to accept the bid that it determines to be in the best interest of the County.

Each bidder making a purchase proposal agrees that if it is awarded the bid, it will enter into a purchase agreement described herein within thirty days of the bid event. The purchase agreement may be assigned by the successful bidder to an assignee approved by Santa Rosa County at the County's sole discretion.

Santa Rosa County Board of County Commissioners encourages all segments of the business community to participate in its procurement opportunities, including small businesses, minority/women owned businesses, and disadvantaged business enterprises. The Board does not discriminate on the basis of race, color, religion, national origin, disability, sex, or age in the administration of contracts.

By order of the Board of County Commissioners of Santa Rosa County, Florida

LEGAL NOTICE

Two issues – March 19, 2016 and March 26, 2016 – Press Gazette

Bill and proof to Santa Rosa County Procurement Department, 6495 Caroline Street, Suite G, Milton, Florida, 32570, Attn.: Orrin L. Smith.

THE FACE OF THIS DOCUMENT HAS A COLORED BACKGROUND ON WHITE PAPER

FABBRO MARINE GROUP, INC.
5540 INDUSTRIAL BLVD.
MILTON, FL 32583
(850) 626-2211

COMPASS BANK
PENSACOLA, FL

63-1392/630

21726

4/14/2016

PAY TO THE ORDER OF Santa Rosa County

$ **500.00

Five Hundred and 00/100********** DOLLARS

949756-10-08

Santa Rosa County
6495 Caroline Street
Milton, FL 32570

MEMO Earnest $ for 4/19/16 Bid - Sale of Property

⑈021726⑈ ⑆063013924⑆ 2511661857⑈

SECURITY FEATURES INCLUDED. DETAILS ON BACK.

FABBRO MARINE GROUP, INC.

Santa Rosa County

21726

4/14/2016

Earnest $ for 4/19/16 Bid - Sale of Property 500.00

Cash - Operations	Earnest $ for 4/19/16 Bid - Sale of Property	500.00

BID OPENING
April 19, 2016
Milton, Florida

Present: Henry Brewton, Sr. Budget Manager, Santa Rosa County; Brad Dale, Hewes & Company, LLC; Sean Person, CMC International Inc.

The meeting took place at 10:00 a.m.

The purpose of the meeting was to receive bids for the Navarre Dune Walkover, the sale of 20 acres in the Santa Rosa Industrial Park East, and housing rehabilitation at 6642 Grace Street, Milton, FL. Bids were received from the following:

Navarre Dune Walkover:

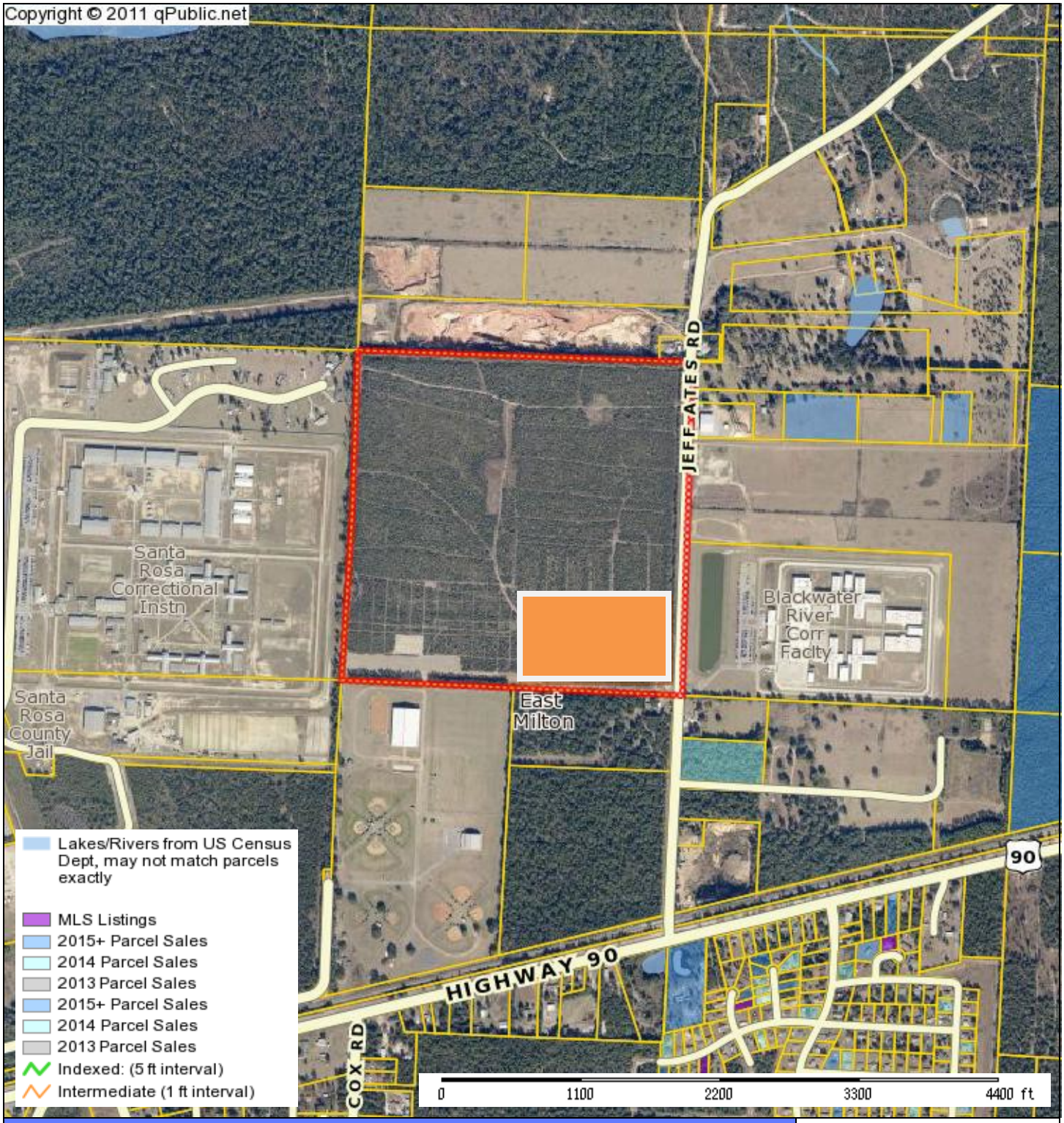
1. Floridian Construction $109,385.00
2. Hewes & Company, LLC $143,000.00
3. CMC Construction $127,790.00
4. RBM Contracting Services, LLC $175,733.70

Sale of 20 acres, Santa Rosa Industrial Park East:

1. Fabbro Marine Group, Inc. $70,000

Housing rehabilitation at 6642 Grace Street, Milton, FL:

1. Wolfe Construction, Inc. $34,970

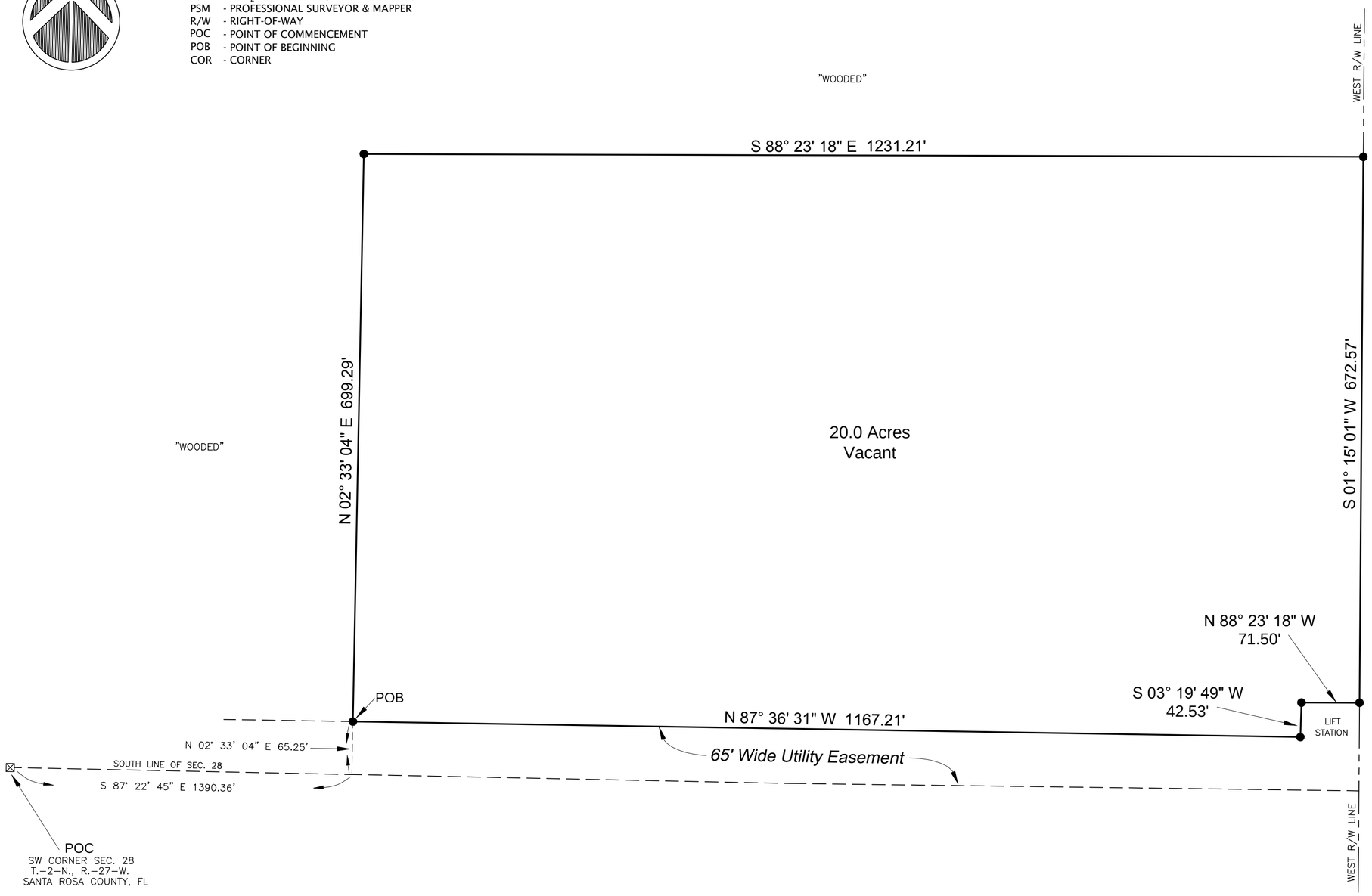


Santarosa County Appraiser			
Parcel: 28-2N-27-0000-00500-0000 Acres: 160			
Name:	SANTA ROSA COUNTY	Land Value:	1,920,000
Site:	JEFF ATES RD MILTON	Building Value:	0
Sale:	$1,700,000 on 2006-05 Reason=V Qual=Q	Misc Value:	0
Mail:	SR COUNTY FINANCE DEPT PO BOX 472 MILTON, FL 32572	Just Value:	1,920,000
		Assessed Value	1,920,000
		Exempt Value	1,920,000
		Taxable Value	0

Santa Rosa County makes every effort to produce the most accurate information possible. No warranties, expressed or implied, are provided for the data herein, its use or interpretation. The assessment information is from the last certified taxroll. All data is subject to change before the next certified taxroll. All data is subject to change before the next certified taxroll. Greg Brown Santa Rosa County Property Appraiser
Date printed: 01/20/16 : 10:03:05

NORTH

LEGEND
- ⊠ - FOUND 4" SQUARE ST. REGIS CONCRETE MONUMENT
- ● - SET ½" CAPPED ROD, PSM #4511 SRCE
- PSM - PROFESSIONAL SURVEYOR & MAPPER
- R/W - RIGHT-OF-WAY
- POC - POINT OF COMMENCEMENT
- POB - POINT OF BEGINNING
- COR - CORNER



SURVEYORS NOTES:
THE BEARINGS SHOWN HEREON ARE BASED ON BASED ON THE A BEARING OF S 87°22'45" E ALONG THE SOUTH LINE OF THE SUBJECT PROPERTY PER THE FLORIDA STATE PLANE COORDINATE SYSTEM.

NO TITLE SEARCH, TITLE OPINION; OR ABSTRACT WAS PERFORMED BY OR PROVIDED TO THE UNDERSIGNED SURVEYOR FOR THE SUBJECT PROPERTY. THERE MAY BE DEEDS OF RECORD; UNRECORDED DEEDS; EASEMENTS; RIGHTS OF WAY; BUILDING SETBACKS; RESTRICTIVE COVENANTS; OR OTHER INSTRUMENTS WHICH COULD AFFECT THE SUBJECT PROPERTY.

THIS SURVEY WAS PREPARED PER THE FLORIDA STANDARDS OF PRACTICE, CHAPTER 5J-17.001 THROUGH 5J-17.080
OF THE FLORIDA ADMINISTRATIVE CODE.

THE INFORMATION SHOWN IS BASED ON A SURVEY BY ELLIOTT WHITNEY DATES 1/31/07, AND FIELD EVIDENCE.

A SURVEY DOES NOT DETERMINE OWNERSHIP.

THE SUBJECT PROPERTY IS VACANT.

DESCRIPTION
COMMENCE AT THE SOUTHWEST CORNER OF SECTION 28, TOWNSHIP 2 NORTH, RANGE 27 WEST, SANTA ROSA COUNTY, FLORIDA; THENCE GO S 87°22'45" E ALONG THE SOUTH LINE OF SAID SECTION FOR 1390.36 FEET; THENCE GO N 2°33'04" E 65.25 FEET TO THE POINT OF BEGINNING; THENCE CONTINUE N 2°33'04" E 699.29 FEET; THENCE GO S 88°23'18" E 1231.21 FEET TO THE WEST RIGHT OF WAY LINE OF JEFF ATES ROAD; THENCE GO S 1°15'01" W ALONG SAID RIGHT OF WAY LINE 672.57 FEET; THENCE GO N 88°23'18" W 71.50 FEET; THENCE GO S 3°19'49" W 42.53 FEET; THENCE GO N 87°36'31" W 1167.21 FEET TO THE POINT OF BEGINNING. THE ABOVE DESCRIBED PARCEL OF LAND CONTAINS 20.0 ACRES.

GRAPHIC SCALE

100 0 50 100 200 400

(IN FEET)
1 inch = 100 ft.

RICKY B. SEARS, COUNTY SURVEYOR
FLORIDA LICENSED SURVEYOR AND MAPPER NO. 4511

Date:

UNLESS IT BEARS THE SIGNATURE AND THE ORIGINAL RAISED SEAL OF THE FLORIDA LICENSED SURVEYOR AND MAPPER NAMED ABOVE, THIS DRAWING, SKETCH, PLAT OR MAP IS FOR INFORMATIONAL PURPOSES ONLY AND IS NOT VALID.

SANTA ROSA COUNTY ENGINEERING
6051 OLD BAGDAD HIGHWAY
SUITE 300
MILTON, FLORIDA 32583
(850) 981-7100

BOUNDARY SURVEY

A PARCEL IN SECTION 28, T.-2-N., R.-27-W., SANTA ROSA COUNTY, FLORIDA

SCALE: 1" = 100'

REVISIONS:
N/A
N/A

DRAWN BY: D.C.G.

DATE DRAWN: 03-07-2016

FIELD DATE: 01-10-2016

F.B. 121
PAGE 33-34

PROJECT NO. 2016H-003-000

SHEET
1 OF 1