

Tampa Bay Defense Alliance (TBDA)

Board Meeting Summary

11 June 13

I. Introduction of Members & Guest(s):

- a. Keith – CEO US Geospatial Intelligence Foundation:
 - i. 13-16 October Conference
 - ii. What can TBDA do to help keep annual conference in Tampa
 - iii. What can USGIF do to assist geo
 - 1. Highlight the workforce, capabilities in Tampa
 - 2. Carve out a space in exhibit hall for Tampa Bay Companies
 - 3. Like to invest in community
 - a. \$100k in scholarships
 - b. GOEINT Company: \$3 million operating budget, 11% overhead, 89% driven back to community

II. Community Updates:

- a. HTEDC - Rick Homans:
 - i. About to bring on contractor, Dean Whitaker & Associates, to develop lists; companies that have likelihood of expansion & should be targets for retention, a change in leadership. 50 from Pinellas, 50 from Hillsborough. Recruitment will start from Hillsborough side
 - ii. Work with Geospatial group for event in October
 - iii. Looking at next rounds of funding in July, ideally need one person working full time. Resources were not available before
 - 1. Tim Jones suggests linking with NDIA, Coalition Institute & AFCEA
 - 2. John Schueler suggests that the partnership should consider partnering on this as well
 - 3. Get it done this year, even if it means teaming up
- b. PCED - Mike Meidel:
 - i. \$ to waive fees for vets in 20 programs for vets who have a technology background and are interested in starting a company
 - ii. Tech Venture (developing business & marketing plan)
 - iii. Will be attending the Paris Airshow (Broward County is sending 8 people)
 - iv. 27 June Federal Affairs workshop, working with Congressman Young
 - v. Trying to determine TDIC hard to find enough people, not able to fill 20 openings. Looking at similar option to find company to target
 - 1. Chip Diehl: Can we use our funding under DRG grant to help with travel expenses to go out and solicit?
 - a. John Schueler doesn't see why they couldn't
 - 2. Rick Homans: it makes sense to team up from a regional standpoint
 - 3. Tim Jones: DSS has suspended 1 June due to Seq. Talking about startups & getting new companies to come here, what about helping the companies that are already here that are at risk of going out of business?

- c. 927 AEW - Col Doug Schwartz:
 - i. Unit Mobilization in August
 - ii. 150 Civilians and dual status technicians starting 8 July furlough (20% pay cut)
- d. Chip Diehl:
 - i. 27 June hosting the Florida Defense Support Task Force with Dana Young
 - 1. Morning session open to public
 - 2. 1:00 – 3:30pm MacDill AFB Tour
 - 3. Closed session, SOCCOM/CENTCOM to talk with them
 - ii. 26 June hosting the Principi Group, TBDA will provide an update on the 9 recommendations. Agenda:
 - 1. 3pm briefing at the EDC Board Room
 - a. Slidedeck to show where we think we stand
 - b. We will make a full -press effort to market MacDill
Repositioning the brand
 - 2. 4:30 ends
 - 3. Evening Jackson's, no host dinner. All task force members invited (12, 13 with Senator Young), socializing
 - iii. Marketing MacDill
 - 1. Taking message to Tallahassee
 - 2. They now have \$4mill instead of \$2million for defense grants.
 - a. Suggests partnering up as one marketing effort.
 - b. Need to form committees
- e. John Schueler:
 - i. DRG Grants
 - ii. Auditing will be expensive so we will work through it prior to the end of the year
 - iii. Tax Status-have argued with IRS for 501C-3 (vs C-4), give it one more try based on CPA suggestion
- f. Rich McClain:
 - i. Forming of committees
 - ii. General public involvement
 - 1. Should build on efforts from RNC (ex. Front Row Tampa Bay)
- g. Joe Lopano:
 - i. Sustainability: what is the plan moving forward? Business plan. Build the plan before soliciting new membership
- h. Bill Boesch:
 - i. Airlift tanker is a big deal. If we have a marketing plan, reach out to them before they get here to
 - 1. Who are we trying to influence?

III. Administration:

- a. Rich McClain:
 - i. Spent \$5,700 so far, \$163k still available
 - ii. Looking for an accounting firm
 - iii. Website is up to date

IV. Attendees:

- a. Rich McClain, John Schueler, Commissioner Al Higginbotham, Joe Lopano, Col Schwartz, Mike Meidel, Walter McCracken, Tim Jones, General Lichte, Bill Boesch, Keith Masback, Barry Alpert, Jim Sampey and Brigadier General Chip Diehl.

VII. Next Meeting: 23 July 2013