

## Robyn Hattaway Notes

- 1) goals for the community is strong economy, and place my children will want to come back to. I think this is a great opportunity to serve and give back.
- 2) Why qualified? Educational background to support. Government degree and law degree, business experience to handle \$100million budget. Now well over a \$100 million. More than just one engineering project. Its 10 projects a a time and need business background to handle all the moving pieces.
- 3) Top 3. Sustained and responsible economic growth, not growing too fast. Be measured and well thought out. Especially if taking debt on to accomodate. Public safety... doing well. But one accident can threaten our revenue stream. Federal offices moving border agents from the port. Being safest port more important than being the businessiest. Being environmentally sustainable. Can't throw money at a problem, but must help. Port paying for environmental studies to discussion of fly over bridge for redo of 528 corridor. TO help find solutions.
  - 1) Spent time with staff? I have, former and current.
- 4) Previous CEO was seeking to do more before the community was ready. He was overambitious and sever community backlash. Must approach from community first, and have voters taken into consideration. Not entirely private organization. Murray on track to follow wishes of the community.
- 5) Priorities laid out by the charter and legislature - includes commercial fishing - so must uphold those mandates.
  - 1) The cove is tough. How do you attract quality tenants if don't offer long term lease. Can't plan for growth, and met with current businesses and potential their leases are not being honored now. I'm not sure there is the private interest for investment there. Cargo and diversifying business s good use of bulkhead.
- 6) Fishing. Maintain environmental responsibility. Quick cleanup and responsible maintenance. And providing enough bulkhead space... mandated in the charter.
- 7) Be a leader on these issues. The idea of opening up the causeways deserves discussion. The locks are manmade and port choose be a community leader discussing it. Opponent suggests a weir at the port - a type of damn - not sure that is most environmentally safe. What if a spill and can't filter out? I think 100 miles of lagoon port might not be the best spot.
- 8) 3 parter
  - 1) Business friendly? I think since Murray starter trying to do better, trying to engage with the tenets. His leadership is trickling down as he engages people, and that is a good sign. I think that is the best model to build relationships, top down. Also believe impersonal relationships and making myself available to tenets to understand what is going on with their businesses. So I know what is working and what is not.
  - 2) Parking. Port needs more parking, and understand not everybody wants to park at the port. Should be different price points, business travelers, and believe there is enough business for everyone. Slower than people would like to see. Transportation from off sight is the complaint I hear from people, facilitating the traffic in and around the area. Part of that is the drawbridge... making sure not opening that when trying to empty parking decks.
  - 3) Special events. Admit I have not been to one. Tennets are opposed, interferes with their business, and possibly their contracts. I think we need to first honor their

contracts. Need to plan and event to keep the tenets whole. Can offer events to the public and do things for the community, without shutting down entire cover area and hurting businesses.

- 9) I have most formal business education and critical skills to assess budgets, shortfalls, contracts. Most of my clients last 15 years have been businesses. All my clients in last 5 years are local small businesses. (none at port - no conflicts). My other opponents while well meaning may not have background to serve well.
- 10) I've studied the budget and monthly reports. Its a basic balance sheet, elaborate. Great new CFO. I think they are on track, only concern is taking on debt that is dedicated to one revenue stream is a little risky. Done with a lot of consideration. I'm comfortable analyzing return on investment.
- 11) Opo research? Nothing to use against me. Bad photos of course, poor times in cocoa beach turkey trot, but in good standing in all work that I've done.
- 12) Contrast with Mac - stay above the fray and respectful. Our differences speak for themselves. I have not found name ID to be daunting, he has not held the office for many years. I have the endorsements of sheriff and outgoing member Tom Weinberg.
- 13) Port aquarium. I have started to look at how other communities funded their aquariums, and might have to get the state to tweek language in the charter, as far as that being outside the mandate for waterways. Not sure aquarium falls within that.
  - 1) Tom - as long as charter doesn't preclude it from doing it, I think can do it, because there is a lot the port does that isn't IN the charter.
- 14) Exploration tower - former CEO very ambitious. It is well Maning focal point for the port, its in the red every month, a money loser - YTD 68,000 (said Shirley) -
  - 1) Tom- look at pricing strategy. Staff is not into variable pricing. They are inflexible. For event space rentals. (same price on Christmas Eve as a Tuesday in October) Robyn - I heard they don't like doing events anyway. TOM - there is the problem, it is government staff running a event space. If it had a contract on concession basis with any event/hospitality manager they'd be able to make it profitable. Shirley - anything that competes with cruise business... when festivals cause traffic with cruise ships. Robyn: I think policies put in place reactively. Tenets would like to see policies put in place re events and their businesses. It is solvable by the staff, with direction.
- 15) Jetty Park - I don't think it should have gone on as long as it did. It was a steal for the property. The ultimatum was not good negotiation, but I think I would have voted to buy it and end it over a year ago.
  - 1) Shirley - tobia saying that county needs a supermajority vote at next commission meeting

Notes taken by Kathryn Rudloff Wednesday June 27th 2018