



This morning, the Agriculture, Finance, Government, Healthcare, Management, and Professional Services Industry Working Group of the Governor's Re-Open Florida Task Force held their first meeting.

Agenda: <https://www.flgov.com/wp-content/uploads/covid19/Governors%20Task%20Force%20to%20ReOpen%20Florida%20Agenda%20Agriculture%20and%20Healthcare%204.23.20.pdf>

Governor DeSantis Welcome

- Shared positive update on the positive trends of hospitalizations and infections shared
- Peak on April 3rd, have been very successful at widespread testing, approaching 300,000 tests
- Need to get elective procedures back online, very conscientious of the long-term impact of this
- At the end of the day, our tests needs to be what can be done with low-risk

Introductory Remarks by Senate President Designate Wilton Simpson

- \$160 billion in activity in agriculture

Overview of Impact to Agriculture Sector

Mike Joyner, President, FL Fruit & Vegetable Association

(Presentation available here: <https://www.flgov.com/wp-content/uploads/covid19/Agriculture%20Presentation.pdf>)

- Issues Overview
 - 20% of tomatoes go into food services, it is very difficult to shift from food service distribution into retail
 - During the first week of shelter in place we were not moving anything, now its coming back slowly
 - What we saw was a reduction of need of watermelon because they did not want to
- Impact on Florida's Agricultural Industry and Current Economic Outlook
 - Agriculture and construction are neck and neck in terms of economic impact
 - 5 out of top 10 cattle facilities were in Florida
 - One grower provided nine truckloads of strawberries to foodbanks and the foodbank turned away any more
 - Industry still dealing with overly cheap agriculture under unfair trading practices
 - For example, 3 million blueberries brought in from Mexico in 2008, 60 million this year
 - Prior to harvest, it is estimated that the grower spends \$4,000 an acre in lettuce
 - Pepper

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- Price dropped in half and demand is drastically down
- Working with federal partners on direct relief, and if we don't get it we'll see growers go under
- Decisions will be made on planting in late July, these growers will need to know how many acres to plant
- Current Barriers within Supply Chain
 - General notes
 - For the most part very few disruptions in transportation and trucks
 - Very few disruptions in labor, flexibility on the federal levels in allowing workers to move around
 - Farm to Food Service
 - Very little flexibility to move into retail, one of the main reasons is that retail already has its supply chain
 - Growers had planted to food service contracts that were then canceled
 - Farm to Retail
 - Think about farm to distribution center then to retail
 - Very few issues from farm to distribution center, what we are seeing is the prioritization of other products not ours
 - Slowdown from distribution to retailer, just difficulty of getting shelves re-stocked
 - Farm to Community Feeding Programs
 - Shipper have paid for pick and pack costs (Feeding Florida has been great)
 - Challenge with storage and cooler space, overwhelmed so many of these community feeding products
 - Keeping in mind some of our products have shelf life of 7-10 days
 - USDA announced last Friday that they will partner with regional and local distributors and will work with the distribution companies to work with growers to purchase \$100 million a month each of produce, meat and milk. What their goal is to get them in boxes to get them to the individuals most in need
- Protocols for Social Distancing in Agricultural Operations
 - Encouraging everyone to stay focused on the five areas covered:
 - Hygiene
 - 12 action items including prohibiting sharing of personal items
 - Employers should provide hand sanitizer
 - Employees should be a minimum of six feet apart
 - Grower will tell workers what side of the field they are picking, color, etc.

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- Now they are doing this in small groups multiple times
- Employees Who Are Ill
 - Five action items that follow CDC guidelines, many are temperature testing
- Perform Routine Environmental Cleaning in High Traffic Areas of the Operation
 - Folks have really focused on this
 - Off-hour times really focused on sanitizing
 - Spreading workers out on buses making multiple trips
 - Housing- as some of the labor moves onto other jobs, trying to move people together and spread out
- Training & Changes to Processes
 - Workers covering up and using more protection
- Limit Non-Essential Visits and Travel

Discussion

- John Hoblic, President of Florida Farm Bureau- important to recognize other commodities that are being impacted just as much. Aquaculture industry for example, think of oyster and fish production, cattle, poultry all being impacted in the same way fruits and vegetables. Swine, poultry and cattle all are entering the market at ideal weight and size. Smithfield had two plants shutdown because of Covid outbreaks and now Tyson did too. Bee industry, row crops impacted. Think about corn and soybeans backed up because oil costs are low so bio-diesel demand is down.
- Alex Sanchez, Florida Bankers- thank you to everyone.
- Matt Joyner, Florida Citrus Mutual- happy to see orange juice being at the front of consumer's minds, recognizing we have five weeks left.
- Shannon Shepp, Florida Department of Citrus- we're more than happy to provide any data in terms of impact on any of these commodities.
- Florida Forestry Association- our mills are working at full capacity trying to provide the tissue needed, however lumber industry is hurting, so we really need to focus on stimulating housing market.
- Hoblic- how do we make suggestions on fixing these issues?
 - Send input to Chris Spencer
- Simpson- you can tell our farmers are working everyday to get products into the stores and retail. Of course have to thank truck drivers and retail workers. Without a vaccine and other medicines, safety will be of paramount importance.



Overview of Impact to Healthcare Industry and Hospitals Sector

Mary Mayhew, Secretary of the Agency for Healthcare Administration

(Presentation available here: <https://www.flgov.com/wp-content/uploads/covid19/4.22.20%20SEC%20presentation%20draft%20-%20final.pdf>)

- While focus will be on elective procedures and ambulatory surgical centers, it is important to understand the impact across the full continuum of care with some having to rapidly increase services and others halting
- Worked closely with partners and a focus on most vulnerable concerns
- Expect an increase in mental health and substance use disorders as families deal with economic fall outs
- To ready our health system, the Governor restricted elective surgeries to increase hospital capacity and prioritize PPE.
- Hospitals and ambulatory surgical centers have seen a drastic decrease in revenue
- General Notes
 - 243 general hospitals in the state
 - \$54 billion in revenue
 - 713 ambulatory surgical centers in state
 - Florida has been a leader in the level of state reporting that has allowed us to have a laser focus on capacity
- Economics of Hospitals
 - Working to understand impact on hospitals and their finances and the hospitals impact on the economy
- Localized Data
 - Hospitals have come together to ensure we have a regional preparedness
 - Thinking about capacity across institutions
- Surge Capacity
 - Identified 33,000 beds statewide that can be staffed within 48 hours and physically available that can be utilized for COVID response
- Re-opening
 - Initially allowing for some of the elective surgeries and procedures, this does not mean all are not necessary, some are becoming more urgent after being delayed
 - Center for Medicaid and Medicare offers markers of ability to re-open including system and bed capacity, must be access to testing kits
 - While testing is important, the biggest marker must be access to PPE and ensuring we are building sustainable supply chains
 - We are seeing the return of the supply chain with group purchasing becoming more readily available

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- Must be an adequacy across the continuum of care
- Focus on training of conservation and use of PPE including N95's
- Prohibition of visitors unless absolutely necessary
- Non-Covid care zones to isolate staff and patients
- Important to underscore infection spread mitigation is baked into the DNA of our healthcare systems
- Ongoing vigilance in systems capacity and Covid trend analysis
- Risk always greatest for elder and other at-risk populations
- Other Considerations
 - Supply chain management
 - Encouraged by some hospitals not others
 - Comprehensive Communications
 - CDC guidelines change regularly and they must be kept apprised

John Couris, President and CEO of Tampa General Hospital

- Unintended consequence of pausing elective surgeries
 - Primary focus was on safeguarding wellness of patients and healthcare workers
 - But pausing these surgeries can lead to worse health outcomes and higher costs
 - It was the right thing to do to safeguard health and wellness of the community
 - What is happening now though is that someone is coming into a hospital with an issue with the gall bladder and it is determined that it needs to come out, but because it is not immediate harm, it could become a real problem down the road.
- Financial implications to industry
 - We've been sitting idle in elective procedures, but the unintended consequences because businesses are being impacted
 - Across the country there are hospitals that are seeing reductions of revenue of 30-50%
 - Safety-net hospitals in Florida have felt a \$500-\$600 million financial impact
 - Theme is that the pandemic has had a major impact on finances of institutions
 - Industry is working hard not to furlough people and move forward in a thoughtful way
- Specific recommendations to restore elective surgeries
 - Safety Hospital Alliance, FL Hospital Association have done a great job at starting to put together a set of recommendations for the Governor
 - Key recommendations:
 - Testing high-risk procedures are incredibly important, those that are aerosol generating
 - High-risk procedures should be tested no more than 48 hours, that patient should self-isolate immediately after testing
 - Establishment of new screening questions on the morning of surgery

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- New cough, fever, diarrhea, vomiting
- If yes, then a rapid test should be given to safeguard position of workers and others
- Executive Order is set to expire May 8th, I believe the EO should expire that date, we don't want to do it earlier so that hospitals and systems can get everything in place for the new normal
- Hospitals need to anticipate a potential second wave as we ease restrictions as we open up economy
 - Need to make sure that there is the bed, ICU and ventilator capacity
- PPE- we believe hospitals should have a minimum of 15 days of supply and ideally 30 days on hand
 - Calculated base on burn rate
- Next step in giving Governor recommendation
 - Rather than re-inventing the wheel, the Secretary needs to assemble the Chairs of all hospital associations to synthesize all recommendations with a single set of recommendations
 - Needs to happen immediately, ideally today in preparation for Executive meeting tomorrow
 - HCA and Tenant need to be included in that
 - Because Secretary is Switzerland, she is the one to do it

Discussion

- Jackson Health- recommendation that all federal and state funding sources be explored
- Rep Tom Leek- targeted geographic approach, since our hospital system has capacity and has PPE, they are just furloughing 300 employees. Hoping to recommend extending licenses to support retiring health professionals. Protect employees from litigation.
- Rep Travis Cummings- would like to hear from perspective dentists as well
 - Dr. Rudy Rydell, Florida Dental Association- many of our members have donated supplies, and now that we are opening back up, we need to be prioritized as well since our suppliers can't get it to them.
- Florida Board of Medicine- may be wise to hold off on non-necessary procedures, but look to break them down
- Senator Rob Bradley- costs associated with Covid have increased drastically while revenues have decreased, expressed support for hospitals around the state that have the equipment to go, should be able to. Important to include dentists. Can't further exacerbate health crisis because we are only focusing on Covid, including dental care.

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- Melanie Brown Wolfter, Florida Behavioral Health Association- there has been a general increased of anxiety because of the isolation and unemployment which will lead to increase of overdose and domestic violence. Many of the providers are facing increased costs of staffing and revenue, but many have established no-cost crisis lines.
- John Choris- Senator Bradley's comments were very thoughtful, but we have to safeguard the health and wellness of all Floridians, we can't think about individual hospitals. This virus is insidious, asymptomatic individuals are carrying the virus. When we say hospitals are prepared, how do we know that? We need uniform guidelines on what safety looks like. I just want to suggest to allow the Executive Order to serve out so we know we are training our staff and ensuring adequate PPE.
- Rep. Anika Omphroy- concern about 15-30 day PPE, believe we should set it at 30 days because of the concerns about getting PPE into the state

Overview of Impact on the Elderly

Richard Prudom, Secretary, FL Department of Elder Affairs

- General
 - 5.5 million residents that are 60 or older
 - Services of the Department include long-term care services including food delivery and other long-term care to help aging in place
- Covid Data
 - 70% of hospitalizations are elder residents
 - 93% of deaths are over 65
 - 950 deaths
 - Given the severity of this disease, it is not as bad as it could have been
- Recognize home healthcare nurses
- 200,000 meals are delivered per-day
 - Meal providers partnering with local restaurants to provide economic stimulus there
- Loneliness and mental health concerns are rampant
 - Partnership with Alzheimer's Association to allow for socialization
- Concern from the silver tsunami
 - Aging population has changed consumer demand
 - Important for businesses to consider
 - Every senior contributes on average \$2,900 more than they consume in public services
 - Economic impact of senior population is 54% of state GDP

Closing Remarks, Senate President-Designate Wilton Simpson

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- Thank everyone for the lively discussion, staff is working on formulating these points and discussions and we will see something in the coming weeks.



This afternoon, the Accommodation, Food & Tourism, Construction Agriculture, Finance, Government, Healthcare, Management, and Professional Services Industry Working Group of the Governor's Re-Open Florida Task Force met.

Agenda: <https://www.flgov.com/wp-content/uploads/covid19/Governors%20Task%20Force%20to%20ReOpen%20Florida%20Industry%20Work%20Group%20Agenda%20on%20Real%20Estate%20Construction%20and%20Transportation%204.23.20.pdf>

Overview of Real Estate Industry

Dev Motwani, CEO, Merrimac Ventures

- Rent collection
 - April rent collection numbers
 - 90% collections including Class A apartments, Class A office,
 - 75-80% collections Class B apartments and operations (more service industry workers)
 - Significantly lower in non-essential retail and malls
 - April performed better because of some good weeks in March
 - Expected to see drop off in May and June
- Good news
 - PPP and re-employment checks starting to come in, so this should help
- Loan side
 - Taking longer to work through the system since it has to go through many processes
 - Regional and local banks are able to issue the loans quicker
 - Bigger banks are working with borrowers and regulators to try to streamline this process
 - Harder with businesses without established relationships
- Looking ahead
 - Will make it easier to have a better view on this to understand what this looks like in terms of recovery and planning capabilities
 - In terms of new construction, it will take a while for retail and hotel development
 - More conversations around what the office workspace looks like moving forward
 - Desire for Class A projects to move forward, but it is harder to get new construction loans
 - Hope with Sadowski and other funding sources becoming available
 - Need clarity and fund visibility so that we can have more certainty on real estate starting to return to normalcy
- Residential market



- New home sales down 30% from January
- Seeing shift to virtual showings

Discussion

- Marti Grant, Florida Realtors- over one million Floridians work in the real estate industry or are dependent on it. National Association of Realtors estimates that the Florida economic impact of each home is \$77,000. Fundamentals of real estate were very strong prior to the pandemic. Hope that people are pushing the pause button not the stop button on purchases, which will help allow us to emerge strongly.
- Ken Stiles- important to work with property managers and landlords with a particular focus on financial institutions to keep capital flowing.

Overview of Impact on Construction Industry

Department of Transportation Secretary Kevin Thibault

(Presentation available here: https://www.flgov.com/wp-content/uploads/covid19/Transportation%204.23.20%20Gov%20Re-Open%20FL%20Task%20Force_v2.pdf)

AJ de Moya, VP and General Manager, The de Moya Group, Inc.

- As a highway construction entity, we are fortunate to be able to work as an essential business
- During the Great Recession, the construction industry lost a substantial amount of the workforce, it needs to be further explored to have the public transportation projects as a place for the workers to go so they don't leave the industry
- Bid acceleration in the five-year work program will be a good opportunity because the cost of construction will only go up
- Important things to consider to allay fears
 - Need to educate on how death rate is improving
 - Anti-bodies test to show more people have it and can fight it to restore confidence

Rob Kornahrens, President & CEO, Advanced Roofing and Green Technologies

- Really implore the acceleration of public projects
- Construction is an industry that builds critical infrastructure
- With safety, going up to the point of testing all workers and following all safety protocols
- Construction is open air and closed access typically
- Our recommendations include keeping construction as an essential service, uniform procedures of compliance with best practices, and the concerns about the liability issues
- Expediating process of new permits



Discussion

- Bob Powers, Tallahassee contractor- commend FDOT on getting contractors to provide PPE needed to handle the jobs.
- Sec. Thibault- wanted to comment on following changing guidelines
 - AJ de Moya- every firm needs to analyze the best way to keep workers safe and getting sick would be the worst thing for them
- Sec. Thibault- really appreciated your comment regarding shifting the workforce, what are the next steps in making sure that happens.
 - AJ de Moya- trying to hire people before they get on the unemployment rolls. Because benefits are so good with the federal package, it is at or above entry level pay. That's why it is crucial to get people to transition from work to work.
- Glen Gilzing, Urban League- process to obtain OCEA certification online
 - Sec. Thibault- great thought.

Overview of Impact on the Transportation Industry

Sec. Thibault introduction to airports

- \$163 billion in economic output
- 1.3 million jobs
- FL only state with four large hub international airports (TPA, MIA, MCO & FLL)
- Screening of passengers has gone well

Joe Lopano, CEO, Tampa International Airport

- Airports have remained open with police, fire, shops and airlines
- Rental cars parked all over
- Reduced capacity and operation at airports
- Grateful for funds received from CARES act, will go to debt service and will keep employees employed
- Steps taken
 - Reduced touchpoints by using more boarding passes
 - Encouraged carry-on
 - Increased cleaning
 - Shiftwork for employees
 - Restaurants have social distancing measures
 - Widened distance in security screenings
 - Mandate tenants to wear masks and encourage passengers to do so as well
- Accelerating \$150 million in third party work to support economic recovery

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- Speaking with other states and other nations to find out what works well
- Coordination with airline partners more important than ever

Ted Christie III, President & CEO, Spirit Airlines

- Safety in the airline business is a core value, adopting industry and best practices
- Travel flexibility
- Consumer confidence will only restore when the whole system of travel including taxis, airports and destinations are all adhering to standards
- Believe in importance of robust testing
- Need to get people moving, we are currently at 10% of typical schedule

Rick Sasso, Chairman of North America, MSC Cruises

- \$50 billion in economic impact
- Many mayors are calling to have low-impact businesses be able to re-open
- Make sure this is done with regional needs and concerns
- Focus on cargo impact, but recognize the economic impact of the cruise industry
- We developed protocols to make sure our ships were cleaned to a standard higher than others, we're now dealing with mitigation efforts
- Consumer confidence piece has to be very present in everything we do
- We do not have competitors in this environment, we're all working together
- Can't predict when we will start-up again, but we are working on putting safety first before we even run ships

Paul Anderson, CEO Port Tampa Bay

- Acceleration of projects at all ports across the state and recognize the multi-generational impact that these projects and our ports provide to the state
- Florida's 14 seaports handle over 110 million tons of freight and over 18 million passengers
- Florida has the world's four largest cruise terminals
- Ports bring in 90% of the state's refined petroleum
- Ports have not faired well in federal stimulus bills
- State's assistance can help infuse capital and extend bonds
- Looking for assistance in working with feds on re-vitalizing seaports

Discussion

- Best stimulus is to accelerate projects and to fund them is important to keep people employed and off the unemployment rolls



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- Lillian Rivera, Dept Of Health representative- pleased to hear every industry talk about working with the CDC and DOH to establish re-opening protocols

Closing Remarks, Dana Young President and CEO of VISIT Florida

Thank you all, we covered a lot of ground. We will work tomorrow.



04/23/2020 Governor's Task Force to Re-Open Florida Executive Committee
[Agenda](#)

Introductory Remarks by Lieutenant Governor Jeanette Nuñez

Overview of Federal Guidance on Opening Up America

Presentation by Dr. Shamarial Roberson, Deputy Secretary of Health, Florida Department of Health
DOH has hired 200 extra epidemiologists , tested 299,000 ppl (13.9 per 100,0000 ppl), daily monitoring

- Guidelines:
 - Must protect safety and welfare of employees, users/employees of high risk facilities, and users/employees of mass transit systems.
 - May be necessary to restart a phase and return to a phase if you feel an outbreak.
 - Planning phase - Social distancing and masks, etc. Take immediate actions to address the outbreak.
 - Outreach efforts to stakeholders- fact sheets, flyers, webinars with various partners, leveraging social media platforms. Dashboard.
- All phases:
 - National Guidelines on good hygiene of washing hands, sanitizers, how to cough or sneeze. Disinfect frequently touched surfaces. Masks in public, especially public transit.
 - Ppl who feel sick should stay home. Employers should develop policies on social distancing, equipment, sanitation, isolation and workforce contact tracing
- Phase I-
 - minimize non-essential travel. Telework. Isolation after travel.
 - Employers should consider special accomodations for vulnerable people.
 - Bars remained closed
- Phase II - If no resurgence after Phase I and no increase in cases
 - Vulnerable people should continue to shelter in place. And persons living with vulnerable persons to isolate them as much as possible. Should not go into settings of more than 50 ppl
 - Open air can adhere to moderate physical distance rather than strict
 - Non-essential travel can resume. Telework is still encouraged.
 - Still no visitation to nursing homes.
 - Schools can re-open. Gyms can re-open with strict protocols
 - Elective Surgeries can resume
 - Bars can reopen with strict social distance protocols.
- Phase III-If no resurgence after Phase II and no increase in cases



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- Vulnerable can begin public interaction,
- Minimize crowded environments
- Gyms can re-open
- Bars can open with standing room diminished
- Visits to nursing homes may resume

Jamal Sowell, Enterprise Florida: Testing Sites and efforts to increase sites?

Lt Gov Nunez: The Governor has indicated that we are looking at additional sites including Tampa and Miami-Dade focusing on areas with a lack of transportation for walk-up sites and drive-through sites.

Eric Silagy, FPL: Guidelines for all phases - gating issues to monitor workforce for indicative symptoms
If an employer is unable to take employee temperature, must they be forced to not reopen until they can?

Dr. Robertson: They are recommendations. Employers can require employees who feel sick to stay home and we can look at individual case.

So just guidelines and not strict?

Dr. Robertson: We are working with businesses to figure out

What is moderate social distancing or strict social distancing?

Dr. Robertson: Strict means 6 ft. between everyone. Moderate means it can be relaxed because of open air.

So moderate would not have a minimum distancing?

Dr. Robertson: Moderate means adhere as much as possible but can be reduced and relaxed as not as much risk.

Agriculture, Finance, Government, Healthcare, Management, Professional Services

[Agenda](#) [Agriculture Slides](#) [Health Care Slides](#)

Chair, Wilton Simpson:

- Agriculture:
 - 160 billion impact COVID 22 million impact
 - Farmers- retail, food service, packaging, customer bases different, shipping requirements is disruptive to industry because of supply chain of cartons and gallons for retail sale



- CARES Act kept each farmer at \$125,000 per commodity. 100 acres of peppers are at \$1000 per acre - short shelf life of commodities
 - Docking space at retail facilities not just packaging
 - Following FDA and USDA standards for many years so should be short learning curve on any new standards.
 - Meat packaging sites do not have live animals. Animal facilities can not be idled they must be taken care of on a daily basis. So social distancing, monitoring, protocols, will have to be followed until medicine or a vaccine
 - No. 1- Is upping the Federal limit per commodity
 - No. 2 - opening the states to get commodities back into the supply chain.
 - Farmersave given 100,000s of lbs of food to feed our most vulnerable and will continue to work with those groups
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- Healthcare:
 - convo was first about protecting the most vulnerable
 - Ramp up testing, PPE, and capacity within the system, COVID19 guidelines.
 - Also ramping up therapeutic medicine
 - Elective surgeries may start up on May 9th after order expires. Some hospital systems may be prepared prior to that and may start if they enough PPEs.
 - Elective surgeries are not really elective. They can become emergency surgeries if they are not done and we must remember that.
 - 40% capacity there is idle employees, contractors and suppliers of the system are under strain \$500 million impact so far.
 - FHA and FMA guidelines- any high risk procedures require 24 hr COVID test before. Different pre-surgery questions.
 - Drawing maximum federal dollars that we believe can draw down temporarily under Governor's order. It is legislative but Governor's emergency powers should be able.
 - Suspension of certain systems and whether they can restart- do they have enough PPE
 - Secretary Mayhew is continuing to collect data on the system
 - Dentists want to be recognized as essential, behavioral and mental health want to be recognized as essential
 - Our senior population is bigger than 20 states combined. Greater than 5.5 million in FL 65 years and older Video chats, facetime, telemedicine and telehealth to open slowly and carefully. This is important as this population must continue to maximize social distancing as we re-open.

Discussions:



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Patronis: Important to get elective surgeries back and get them back up to work

Administrative, Education, Information & Technology, Manufacturing, Utilities, Wholesale

Agenda Early Learning & Workforce Education Technology Chair, Commissioner Corcoran:

- Technology industry-
 - greater risk for cyber attacks and cyber scams
 - Provided us with specific guidelines
- Early Learning-
 - Eric Torres, Miami-Dade Early Learning Coalition and Senior Chancellor Eric Hall
 - Incentivized early learning centers that were able to stay open, incentivized health care workers and first responders child care services
 - Supply chain concerns for sanitizing and PPE because physical distancing is almost impossible.
 - Broward and Miami-Dade have been hardest hit with closures so it has been critical to keep them open. 40-50% open statewide. Miami-Dade 85% closed.
 - Achievement gap is also something we have to address in early learning
- Colleges and Workforce:
 - Heard from Greg Haile, President of Broward College, and Senior Chancellor Eric Hall
 - Initially closed and moved to online. Will see where they stand at end of summer and into the fall as to re-opening.
 - Technical Centers and colleges donated all of their PPE, gowns, masks, 130 ventilators to frontline workers
 - Tech centers and colleges see enrollment spike up in times of low unemployment because of need to retool for workforce and open enrollment open access
 - Short term certifications are going to be ramped up and expedited
 - Achievement Gap- population has three major challenges 3 Ts. Time, Transportation, Technology.
 - Where do we get this education to students so that they can do that in their communities and their centers.
 - Back to Early learning: need to make sure there is proper supply where there is demand throughout the state. There will be uneven increased demand depending on where businesses open.
- Manufacturing



- A Lot of hits in manufacturing, businesses did not get PPP in the first round so state aid is needed
- 40% of products are sold out of state which is issue with worldwide shutdown
- Need for specific guidance.

Discussion

Alex Sanchez, FL Bankers: doing webinars across state that time to get PPP is now. FL was 3rd in country with 19 billion in approved loans, slightly beaten by NY because their cost of living is greater

Please apply and apply now

Broward County Mayor Holness: Achievement gap and education. The funding we have received should not be based on student enrollment but where these low-income communities are

Corcoran: Yes Mayor. Great point. All of our priorities have been about moving forward with the funding is to stabilize the safety net in the virtual world and making sure everyone is safe. No 2 right after that is addressing achievement gap. Bulk of money will be spent on that gap.

Accommodation, Food, Tourism, Construction, Real Estate, Recreation, Retail, Transportation

[Agenda](#) [Transportation Slides](#) Chair Dana Young, Visit Florida

- Real Estate:
 - Heard from Dev Motwani, Merrimack Ventures:
 - Leasing industry and commercial real estate. Large drop offs in rent collection in May & June and will be awhile before picks back up
 - Teleworking concern for landlords. Major impact as businesses are realizing don't need the office space. Landlords renting to e-commerce are doing quite well
 - Heard from CEO of FL Realtors:
 - Over a million work directly in real estate- \$240 billion from real estate
 - 14 million visitors using Vacation Rentals- \$28 billion
- Construction Industry
 - Panel moderated by FDOT Secretary Kevin Thibault
 - 28,000 jobs created for every 1 billion dollars invested in transportation & infrastructure related projects
 - Commended Governor for accelerating projects in less traffic
 - FDOT and partners looking at guidelines for sanitation and safety
 - AJ de Moya, The de Moya Group-

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- Tourism is key to Florida's economy
- No matter what industry consumers and workforce need to feel safe
- 40% of workforce is at risk of unemployment
- 80% employed by small businesses of less than 500 ppl
- Last recession many did not return to workforce and lose institutional knowledge if we lose them and don't come back
- Cost of building infrastructure is cheaper now than future so infrastructure projects is way to keep ppl employed
- Rob Kornahrens, Advanced Roofing & Greening Technologies
 - Construction is essential service
 - Recommended Inspections should be done uniformly across state to provide certainty to businesses in multiple jurisdictions, expedited permits, tort reform
- Airports & Seaports
 - Joe Lopano- CEO of Tampa International Airport
 - Nationally 97% decrease in activity could take years to return to pre-Covid numbers
 - Undergone modifications: Reduction of touch points, hospital grade cleaners, employees required to wear masks, selling masks at concession stands
 - Echoed infrastructure projects can keep employed and accelerate economy
 - Ted Christie, CEO of Spirit (Headquartered in FL since 1999)
 - Down 90% in flight schedule
 - HEPA filters, etc. best practices should be adopted by hotels, taxi industry to ensure consumer confidence and visitors feel comfortable and safe
 - Rick Sasso, MSC Cruises- largest privately owned cruise line
 - Cruise voluntarily shut down all consumer facing operations. Focused on safely bringing ships back to home ports.
 - Now working on building consumer confidence
 - CLIA working closely with CDC on all best practices
 - Future is bright and have significant bookings for 2021
- Paul Anderson, CEO Port Tampa Bay
 - Largest cruise ports and petroleum. Some reduction in cargo but things are still operating somewhat normally.
 - Help by state: refinancing bonds, accelearting construction, and bonding capacity.

Discussion



C O N S U L T I N G

CFO Jimmy Patronis: Is this based on population or county by county? Have hoteliers in North Florida who are raring to re-open with guidance.

Nunez: yes recognizes differences in the state and we are proceeding with regional approaches. North Florida with a low number of cases is different than SE Florida with a high number of cases.

John Couris, Tampa General: Three reports were clear and concise. We have real tangible items to debate and discuss tomorrow. Thank you to the working groups.

Mayor Holness: Shovel ready infrastructure projects would love to see us look into supporting shovel ready projects. Local Governments will take a hit on bond ratings and need extra support to carry us on projects that may not get bond funding.

President Galvano: Can you walk us through with specificity as to the next steps tomorrow? Are we actually putting together a product tomorrow or are we just having a discussion with all of these reports that the Governor will go through and put together in an order next week?

Shane Strum, Governor COS: Tomorrow will have three working groups again. Will put forward recommendations to you at the Executive Committee over the weekend. We will then synthesize all information from working groups and the executive committee. The committees will then have the opportunity to review and address anything missing. The executive committee will then make formal recommendations to the governor.



**04/23/2020 Industry Working Group: Administrative, Education, Information & Technology,
Manufacturing, Utilities and Wholesale Chair: DOE Commissioner Corcoran**

[Agenda:](#)

Overview of Impact on Information and Technology Industry

James Taylor, CEO, Florida Technology Council

- FL tech companies are hiring right now
- We are seeing an entire group of customers just now waking up to our products, including local governments, education and hopefully the state government
- Technology needs to be funded in order to be prepared for emergencies
- Promising future of FL tech industry
- 2 recommendations: Schools and Local Govs- Public Private Partnerships will expedite recovery
 - Businesses can meet challenges of lack of access, thermal screening, etc.
- Screening protocol. Home self screening kit. Social Distancing program for employees and visitors with procedures when not followed. Sanitation. Have a disinfectant room where things can be decontaminated. Employee sign-on. Employee training- Commissioner Corcoran has done a great job with daily info for education employees.

Discussion:

(Inaudible) Great Outline. 25-50% of people contracted are asymptomatic. Risk of asymptomatic that can get passed screening has prompted source screening instead such as masks so that is important to remember.

John Davis, Orlando Chamber of Commerce:

Who is going to provide PPE, where will they get from. Tax write offs for PPE because now mandatory expense?

Corocoran - good point not all businesses will be the same. Restaurant different

Joey D'Isernia, Eastern Shipbuilding- comment on mask usage. Midsize shipyard in Panama that employs over 1000s ppl. We screen but to account for asymptomatic we made masks mandatory. They are cloth masks and are easy to get/make. We put responsibility on employees to get masks but if they do not have one and we do we can provide. It's easy for employees to do and easier than company taking on.

(Inaudible) Echo those comments- do not need medical it is cloth. Pillow case covers, etc. anything can be used to stop spread, not just medical PPE. Its designed to stop the spread.



James Taylor- Important to design protocols that they must meet in order to open.

Overview of Impact to Early Education

Eric Hall, Senior Chancellor, Florida Department of Education

- Heard yesterday from K-12 system Chancellor. We are all an education family not just system. We are working across the spectrum- Early Learning to Postsecondary.
- Challenges and gaps are exacerbated with distance learning- need to focus on indicators of success of safety and health and be able to deliver on those comments. Focus on achievement gaps and get our floridians back to work.
- Context on early learning: up to age 5 . use 2 funds Federal school readiness funding and state VPK fund. designed to help families get to work and support educational development of our children. Most funded are small, family run child care centers.
- 44% still open Most of our child care is still open which shows a commitment to allow essential workers to continue to work. Especially for our health care workers and emergency responders. We have 1300 children that are being served because we have incentivized these facilities so that childcare is not a hindrance for them to go out and battle COVID19
- Teacher training and support for when we begin to open other centers. Some of the barriers are implementing CDC guidelines with additional sanitation.
- We are committed to continuing to focus on these workers for the next few months and then begin to look at child care for other essential workers.
- Childcare is often the first issue that workers have to deal with when going back to work.
- We also have centers closed because parents are home right now.
- Our coalitions have really stepped up to work with our providers. We have to continue to build on those relationships.

Evelio C. Torres, President and CEO, Miami-Dade County Early Learning Coalition

- Sharing local perspective to the group.
- 30 ELCs in Florida serving children in all 67 counties. Responsible for overseeing school readiness and VPK programs. Have a volunteer board with a chair appointed by the Governor.
- We serve Miami-Dade and Monroe over 45,000 and 1443 programs.
- Bulk of our programs are family owned small businesses
- 85% in MiamiDade are closed with just over 200 programs left to meet community needs. Wondering how much longer than can survive. Many of those are open because of DOE stepping up immediately for first responders and health care workers.
- Learning games in summer months. ELCs play a key role in closing achievement gaps. If we don't do that, children struggle and teachers struggle.



- Infant and toddlers and special needs- infants and toddlers require additional personnel because the ratio can't be higher than 4 children to one instructor. Need to look at CARES funding.
- How to support high-quality programs that have made significant investments and will have huge demands when re-open.
- PPP money is hard to access.
- PPE equipment, etc. is a major concern to staff in programs, parents of childrens, and the directors. We have to reassure that everyone will be safe in a child care setting. Relief from CARES funding should be focused in high-need communities. Need to be shored-up because they are the hardest hit.
- Obvious point: Every county in FL is different. For example, we serve Miami-Dade and Monroe and they are completely different. So we need a surgical approach.

Overview of Impact to Workforce Institutions and Florida Colleges

Eric Hall, Senior Chancellor, Florida Department of Education

- Important to know that our workforce programs and colleges are the programs that train our frontline workers and the people we are depending on during crisis.
- 28 colleges 48 career tech centers.
- Leaders have really stepped up- donating their own equipment, etc.
- Currently wrapping up spring semester in mid-May distance learning. Setting up way to continue to learn virtually. However, we have certain professions that have to do clinicals. They are still doing following CDC guidelines.
- Collaboration and partnerships exist across the state. They are already part of our rapid response strategy. Supply channel, tourism, health care workers, child care centers are all solutions that will be a part of.
- How do we continue to prepare the next wave of workforce into the high-wage high demand jobs.
- Historic increases in enrollment during periods of recovery. A collective system we must stay close to our employers and continue to collaborate with industry.
- We know there's barriers re: access. There is a subgroup of learners left behind due to access. We've done a lot to try to address barriers. But important to pay attention to this gap for these graduating high school seniors that may have those gaps.

Greg Haile, Broward College President

- 28 colleges in the system, feeder to the university system and prepare for workforce opportunities.
- Open-access and affordable. We serve all students- average age is mid-20s, have children, often first generation, lower income levels.



- We are grateful for Commissioner Corcoran and Chancellors for recognizing our success.
- Historically we have a countercyclical relationship with the unemployment rate. We tend to lose enrollment in high employment environments and increase enrollment in high unemployment.
- This was quick, steep unemployment for reasons unlike we've ever seen. Have to focus on what we can control.
- We immediately moved to an online environment. Have to focus on continuity. Some students have no choice but to stop enrollment due to new financial circumstances and we are working hard to get them back. Need to identify resources and be creative
- We have taken money that we are saving from virtual graduations and putting into an emergency aid program for these students so they can have continuity.
- Thousands have been furloughed and terminated employment. We are trying to reach immediately so that students and potential students are not just sitting at home so they can close out certificates, complete programs, to be prepared as possible to get them back in the workforce.
- We have close partnerships with CEOs because we exist to meet their needs. They are also nervous and want to get those furloughed employees back or connected to other opportunities.
- Working with locals to share opportunities with students- especially in low income areas with high unemployment.
- Businesses are learning how to be more efficient and how to leverage technology which can lead to more displacement. We are working with those to retool and repurpose those employees for the new opportunities of the future.
- Need more proximity with individuals that aren't aware the economy is changing and their job won't be coming back
- We started Broward UP prior to this crisis to reach out to those communities. Short term certificate programming.
- It takes a long time for the most challenged communities to recover if they ever do. They have three challenges and why we need proximity
 - Time challenge- have children working multiple jobs
 - Transportation challenge- no access to get to campus
 - Technology challenge- as we have seen.
- Supplied ventilators, PPE, facial masks, gowns, shoes, infection control kits, printed face shields with our 3D printer. To hospitals

Discussion-

Jamal Sowell, Enterprise Florida

- testing sites?

Haile: Yes we are open to and willing to serving in that capacity

Hall: Echo that we have had several colleges offer to use them as sites



Sheriff Young, Gadsden County-

Law enforcement training and impact on vacancies and workforce for law enforcement?

Haile: we train all law enforcement in our training programs. Have to be as cautious as we can to reduce exposure but we have a huge shortage in law enforcement so they need to have these training programs continue. We are working with our local law enforcement to address that.

Sheriff Young: Can you touch on the guardian program that we have also had to suspend?

Hall: Yes we are working with FDLE for guidance in re-opening training centers. Hoping to resume in mid-to-late summer so that we can be ready for the new school year when it opens. We are paying attention to it.

Overview of Impact to Manufacturing Industry

Manny Mencia, Senior Vice President, International Trade & Business Development, Enterprise Florida, Inc.

- 80% of FL manufacturers have 20 employees or less. Before pandemic employed 390,000 FL with average wage of 62k, industry in FL growing steadily over last ten years at 3 times of manufacturing rate of country
- Huge loss in demand, etc.
- SBA ppp loans are hard to access and the need for capital is significant. Many have needed to reluctantly furlough in order to survive and are struggling to keep workers
- Converting manufacturing lines to PPE and other medical needs and do everything in power to stay afloat and employ their employees. Expanding ventilator lines- Ford Motor company contracts to produce ventilators for nation, Miami-Dade company is producing PPEs - 3 million N95 masks
- Enterprise Florida helping to re-establish foreign relationships, challenge is small size companies need state level assistance to survive.
- Manufacturing has always needed to meet stricter OSHA guidelines and we can be a great example for other businesses looking to re-open

Rogan Donnelly, President, Tervis

- All committed
- Small, privately held with just under 500 employees based in Sarasota
- We shut down until May 1 and shut down our retail locations. Give employees full pay and benefits during shutdown.
- Have guidelines for re-opening. Masks required. All PPE provided at no cost. Social Distance. No clocking-in. All touch points sanitized every so many hours.

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- Without access to unlimited funds. Thermal checking- thermometers on backorder and expose HR to virus. Also need to train HR.
- Administratively everything is treated as medical record and need to be stored confidentially and effectively
- We are national businesses- thankfully, target, amazon and walmart are still fulfilling orders.