

ECONOMIC DEVELOPMENT REPORT

Year to Date
October 1, 2017- March 5, 2018

SCOTT LUTH
Chief Executive Officer

FloridaWest

economic development alliance

GATEWAY TO FLORIDA'S

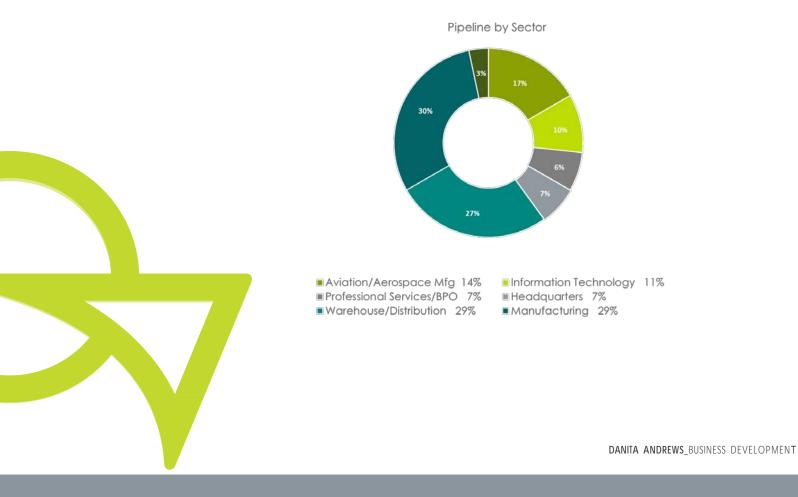
ENTERPRISE



FLORIDAWEST EDA October 1, 2017 – March 5, 2018

BUSINESS DEVELOPMENT

REPORT OVERVIEW		
Total Pipeline	30	
Active Projects	20	
Existing 7		
New 13		
Site Visits	8	
Business Retention Visits	26	



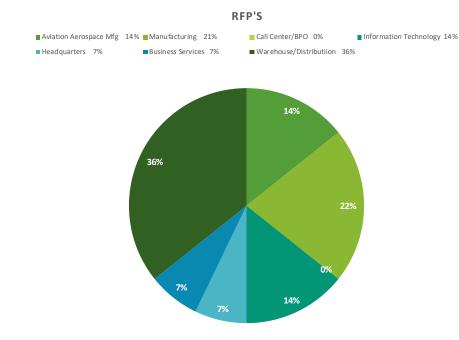
Economic Development Pipeline

Project Code	# Jobs	Industry Sector	Status	Space Required	Lead	Project Rating
P02172015_BPO	1000	BPO	Active	100,000	Direct	95%
H07172015_MFG	100	Manufacturing	Active	50,000	EFI	70%
G08152015_AAM	44	Aviation Manufacturing	Active	128,000	Direct	50%
Q02252016_MFG	45	Manufacturing	Dead	60,000	Direct	0%
J02262016_MFG	10	Manufacturing	Active	1,500	Direct	95%
S08162016_WD	400	Warehouse/Distribution	Active	350,000	Direct	80%
A08312016_WD	5	Warehouse/Distribution	Active	150,000	Direct	90%
G10142016_HQ	6	Headquarters-BusServices	Active	7,000	Direct	95%
F12282016_MFG	35	Manufacturing	Active	60,000	Direct	70%
V01102017_IT	22	IT	Announced	5,000	Direct	100%
A06132017_AAM	65	Aviation MRO	Active	60,000	Direct	40%
A06172017_WD	55	Warehouse/Distribution	On-Hold	35,000	Direct	40%
P07062017_MFG	15	Manufacturing	Active	0	Direct	60%
P07072017_BPO	250	BPO	Active	25,000	Direct	40%
C07122017_IT	25	IT	Active	15,000	Consultant	30%
T07172017_AAM	800	Aviation	Active	200,000	Direct	30%
F10012017_BSVC	5	Business Services	Active	20,000	Direct	40%
T10012017_WD	20	Warehouse/Distribuiton	Active	600,000	Direct	40%
A10182017_HQ		Headquarters	Dead	500,000	Public	20%
E10202017_WD	5	Distribution	Active	3 AC	Direct	20%
V10302017_MFG	75	Manufacturing	Active	60,000	Direct	30%
D11012017_WD	40	Warehouse/Distribuiton	Active	350,000	Direct	40%
P11092017_WD	20	Warehouse/Distribuiton	Active	300,000	Direct	40%
G01/02/2018_WD	TBD	Warehouse/Distribution	Active	100,000	Direct	50%
102052015_MFG	75	Manufacturing	Active	155,000	Direct	50%
E02082018_IT	TBD	IT	Active	TBD	EFI	15%
N02152018_AAM	200	Aviation	Active	100,000	EFI	20%
P02122-018_MFG	20	Manufacturing	Active	30,000	Direct	30%
D02202018_AAM	TBD	Aviation	Active	173,000	Direct	30%
J02282018_MFG	TBD	Manufacturing	Active	30,000	Direct	30%
# Jobs	3,337		Total Space	7,709,833		
			Average SF	192,746		

LEAD SOURCE:		TYPE:	STATUS:	
Enterprise Florida, Inc.	(3)		Active	(27)
Florida's Great Northwest	(0)	Existing	Inactive	
Site Consultant	(1)		Hold	(1)
Direct	(25)	New	Dead	(1)
Public/Open RFP	(1)		Announced	(1)

Request For Proposal (RFP) by Sector

TOTAL YEAR TO DATE = 14

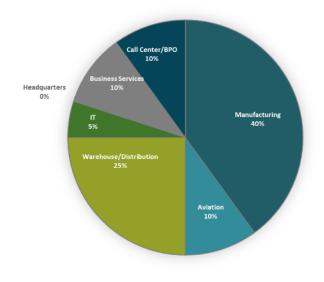


Site Visits 8

F12282016_MFG	ACTIVE	November 13, 2017
T10012017_WD	ACTIVE	Nov 16 2017
D11012017_WD	ACTIVE	Nov 14, 2017
P11132017WD	ACTIVE	Nov 13/Dec 18, 2017
R11152017AAM	ACTIVE	Nov 19, 2017
102052015_MFG	ACTIVE	Jan 29/Feb15, 2018

TOTAL ACTIVE PROJECTS 20

13 RECRUITMENT
7 EXPANSIONS
2942 Jobs



Business Retention-Expansion

26 Existing Industry Visits



1/8/2018 Warn Notice to be issued

Corporate decision affecting QMotion, 46 Manufacturing jobs

- March 2018, production positions will be moved to other US facility
- Sales office to remain in Pensacola (approx. 15-18 positions)

Project Announcement

12/8/2017 Project Valor

- Professional, Scientific and Technical Services (NAICS 541990)
- 20 new jobs, 2 retained jobs
- \$46,005 annual average wages, (115% of the current Escambia County average wage)
- \$95,000 capital investment

ROI Analysis - Haas Center, UWF

- Will create / support an additional 4-7 jobs (1.2-1.3 multiplier)
- will generate an additional \$11-14k in local taxes annually
- will generate \$15-30k in state taxes annually
- will add \$1.2M each year to Escambia's GDP

INNOVATION AND ENTREPRENEURSHIP



Co:Lab Pensacola



development altance

Report for Policy Board as of 02/01/2018

Occupancy (Goal: 80%)	Total Leasable Square Feet	Square Feet Occupied	Available	% Occupancy
2nd Floor (sf)	3,696	3,696	0	100.00%
3rd Floor (sf)	3,974	3,974	0	100.00%
TOTAL SOUARE FEET:	7.670	7.670	Combined Occupancy:	100.00%

Current Clients	Connection	Status	
Intelligent Retinal Imaging Systems	Tenant	Non-Small Business Concern	T
Lost Key Media	Tenant	4th year	Ī
Hatchmark Studio	Tenant	3rd year	T
Samantha Weaver, LLC.	Tenant	2nd year	T
YourTechnoGeeks	Tenant	2nd year	Ī
International Debt Recovery, Inc.	Tenant	2nd year	T
EBI Management Group, Inc.	Tenant	2nd year	
Coast Software, dba. Building on Knowledge	Tenant	1st year	T
Data Revolution, LLC	Tenant	1st year	\exists
Pensacola Media Group, LLC.	Tenant	1st year	
Altius Marketing	Tenant	1st year	T
Guided Particle Systems, Inc.	Tenant	1st year	T
Business RadioX	Tenant	1st year	7
Vivid Bridge Studios	Tenant	1st year	
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Exited Clients	Date of Entry	Status	
The Analyst Group	Mar-09	Graduated 7/15/12	Office space in Milton, FL
Engineering & Planning Resources	Sep-10	Graduated 4/2014	Office space in downtown Pensacola
Robotics Unlimited, Inc.	Oct-14	Graduated 12/2015	Office space in downtown Pensacola
Pay Cell Systems, Inc.	Aug-12	Graduated 6/01/16	Office space in Escambia County
Clearstream	Aug-14	Graduated 9/1/16	Moved company to NYC
Re Vera Services, LLC	Dec-12	Graduated 9/9/16	Bought office in downtown Pensacola
Accountingfly	Jun-12	Graduated 2/15/17	Office space in downtown Pensacola
FFCFC	Oct-12	Graduated 2/15/17	Office space in downtown Pensacola
Paint University	Jun-14	Graduated 2/1/17	Bought office/warehouse in downtown Pensacol:
Broker Frameworks	Dec-15	Moved Out 2/1/17	Moved into other office space in Pensacola
Koala Pickup	Jul-16	Moved Out 2/1/17	Dissolved company, no scalability
Hexad Analytics	Jul-16	Moved out 4/1/17	Dissolved company, loss of founder
Jewel Graphics	Feb-15	Moved out 4/1/17	Continues as freelance developer
Robotics Unlimited, Inc.	17-May	Moved out 10/31/17	Company in idle state, took jobs out of town
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Total Tenant Companies	13		4
Total Virtual Tenant Companies	0		↓
Total Affiliate Companies	1		4
Total Current Employment (working in			
Co:Lab)	47		4
Total Net New Jobs			
(including graduate companies)	32*		┙



ECONOMIC DEVELOPMENT & WORKFORCE DEVELOPMENT ACTIVITIES AND EVENTS

Year to Date

October 1, 2017 - December 31, 2017

- Assisted with Entrecon Pensacola
- Launched the Cyber Strategy Initiative
- Assisted Leadership Pensacola Economic Development Day
- Coordinated VT MAE Information Session and Job Fairs
- Coordinated DHS Job Fair and Roundtable Event
- Assisted with the Japan Walk in America Talk on Japan meetings

January 1, 2018 - March 5, 2018

- Participation and presentation with Greater Pensacola Chamber of Commerce at the Association of Defense Communities (ADC)_Installation Innovation, held in San Diego, CA
- FloridaWest partnered with Santa Rosa EDO and Okaloosa EDC to host Consul General Susan Harper and Consul, Laurent Morel-à-l'Huissier with regional community and business leaders
- FloridaWest joined Ferguson Airport and Brown Helicopter for an Aviation Career Fair
- FloridaWest was awarded three Golden American Advertising Federation Pensacola Addy's and a Best of Show:
 - o Integrated Advertising Campaign
 - o Direct Mail, 3 D Mixed
 - o Internet Commercial the Bluffs promotional video
 - o Best of Show External Communications/PR for Economic Development



January 11, Regional Business Dinner with Consulate General of Canada in Miami, Susan Harper



February 12, Aviation Career Fair at Ferguson Airport and Brown Helicopter