

PENSACOLA-ESCAMBIA PROMOTION & DEVELOPMENT COMMISSION

December 18th, 2018 10:00 AM – Co:Lab, 3rd Floor Conference Room 418 W Garden Street -Pensacola, Florida

PEDC AGENDA

1.	Call to Order	Lewis Bear, Jr.
2.	Public Notice/Comment – 12/4/2018	Lewis Bear, Jr.
3.	Action Items	
	a. Approval of November 14 th , 2018 Minutes	Lewis Bear, Jr.
	b. Approval of November 2018 Financials	Scott Luth
	c. Approval of PEDC Audit	Scott Luth
4.	Discussion Items (No Board Action Anticipated)	
	a. Sunshine Briefing	Richard Sherrill
	b. Tech Park Lights	Scott Luth
	c. Review and Discussion - PEDC Statute and Bylaws	Steven Barry/ Richard Sherrill
	d. Business Development Reports	Scott Luth
	e. Other Business	
	i. Bluffs Update	

- ii. Workforce Innovation Director Position
- iii. Co:Lab Position
- 5. Adjourn

Next Meeting: Tuesday, January 15th 10:00 am – 11:30 am

Fiscal Year Meeting Schedule

Tuesday, February 19^{th} 10:00 am – 11:30 am Tuesday, March 19^{th} 10:00 am – 11:30 am Tuesday, April 16^{th} 10:00 am – 11:30 am Tuesday, May 21^{st} 10:00 am – 11:30 am Tuesday, June 18^{th} 10:00 am – 11:30 am Tuesday, July 16^{th} 10:00 am – 11:30 am Tuesday, August 20^{th} 10:00 am – 11:30 am Tuesday, September 17^{th} 10:00 am – 11:30 am Lewis Bear, Jr.



PENSACOLA-ESCAMBIA PROMOTION & DEVELOPMENT COMMISSION November 14th, 2018 – Co:Lab, 3rd Floor Conference Room 418 W Garden Street - 3rd Floor Conference Room - Pensacola, Florida 32502

Members Present: Chairman Lewis Bear Jr., Secretary/Treasurer Dave Hoxeng, Adam Principe, PC Wu, Steven Barry

Absent Members: Andy Terhaar, Henry Hawkins, Clorissti Johnson, Jeff Bergosh Staff: Attorney Richard Sherrill, Scott Luth, Danita Andrews, Sena Maddison, and Melissa Stoker Guests: Mike Langston, Rebecca Ferguson, Sydney Fowler, Rachel Witbracht, Jim Little

- 1. Call to Order: The meeting was called to order by Chairman Lewis Bear at 10:09 am
- 2. Public Notice: This meeting was publicly noticed on November 1, 2018
- 3. Public Comment: Chairman Lewis Bear Jr. requested public comment. There were none.

4. Action Items

Approval of October 16th Minutes:
 Steven Barry motioned.
 Secretary/Treasurer Dave Hoxeng seconded.

Passed unanimously.

Approval of October 2018 Financials: Secretary/Treasurer Dave Hoxeng motioned. Steven Barry seconded.

Passed unanimously.

c. Bluffs FDOT Phase 2

Mike Langston from BDI presented 3 options. Alternate B with round about chosen as primary option. Alternate C with round about was chosen as contingency. Steven Barry motioned. Secretary/Treasurer Dave Hoxeng seconded. Passed unanimously.

5. Discussion Items

a. Tech Park Lights

Scott Luth had discussions with Ryan Novota from the City regarding options for the transition of the lights from PEDC to the City of Pensacola.

b. Review and Discussion – PEDC Statute and Bylaws

Commissioner Steven Barry agreed to work with Alison Rogers and Richard Sherrill to modify the proposed language as discussed by the board and report back at the next PEDC meeting. Any proposed language must be submitted to Tallahassee by January 28th. The next County meetings are scheduled for December 6th and December 13th and the City meeting is scheduled for December 13th.

c. Business Development Report

We have started the fiscal year with 5 RFPs, 3 site visits, and we are expecting a site visit in the coming week.

d. Other Business:

1. Workforce Innovation Director Position

Interviews are scheduled for Monday, November 26th with a goal of having someone in the position by first of the year.

2. Co:Lab Position

Scott Luth is exploring options on how to proceed while ensuring the transition of Kelly's departure goes smoothly.

3. Manufacturer's Breakfast

The breakfast at Custom Control Solutions on November 16th was a successful event complete with a speech by Commissioner Steven Barry and a tour of the facility.

Chairman Lewis Bear Jr. asked if there was any other business. There was none.

Chairman Lewis Bear adjourned the meeting at 11:32 am.

The next PEDC Board of Director's Meeting date is Tuesday, December 18th at 10:00 am.

Respectfully Submitted By:

Dave Hoxeng, Secretary-Treasurer Pensacola-Escambia Promotion & Development Commission

2:56 PM 12/03/18 Accrual Basis

Pensacola Escambia County Promotion & Development Comm Profit & Loss Budget Performance

October through November 2018

	Oct - Nov 18	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
4000 · City of Pensacola Income	0.00	150,000.00	-150,000.00	0.0%
4100 · Escambia County Income	0.00	600,000.00	-600,000.00	0.0%
4520 · FOIL Income	176,617.50	2,000,000.00	-1,823,382.50	8.83%
4800 · Interest Income	0.00	300.00	-300.00	0.0%
Total Income	176,617.50	2,750,300.00	-2,573,682.50	6.42%
Gross Profit	176,617.50	2,750,300.00	-2,573,682.50	6.42%
Expense				
5004 · Economic Development	150,000.00	650,000.00	-500,000.00	23.08%
5010 · Foreign Trade Zone	1,250.00	2,000.00	-750.00	62.5%
5100 · Audit Fees	0.00	10,000.00	-10,000.00	0.0%
5310 · Insurance - D&O Liability	0.00	1,500.00	-1,500.00	0.0%
5320 · Legal Expenses	5,175.00	7,500.00	-2,325.00	69.0%
5330 · Bank Service Charges	15.30	1,000.00	-984.70	1.53%
5340 · Special District Fees	0.00	300.00	-300.00	0.0%
5400 · Technology Park Expenses	1,588.81	62,000.00	-60,411.19	2.56%
5420 · FOIL Expenses	142,519.96	2,000,000.00	-1,857,480.04	7.13%
5500 · New Project Expense	0.00	15,000.00	-15,000.00	0.0%
5600 · Miscellaneous Expense	0.00	1,000.00	-1,000.00	0.0%
Total Expense	300,549.07	2,750,300.00	-2,449,750.93	10.93%
Net Ordinary Income	-123,931.57	0.00	-123,931.57	100.0%
Net Income	-123,931.57	0.00	-123,931.57	100.0%

Pensacola Escambia County Promotion & Development Comm Balance Sheet

Accrual Basis			
	As of November 30, 2018		
	Nov 30, 18		
ASSETS			
Current Assets			
Checking/Savings	1 091 044 42		
1010 · Checking - Compass	1,081,944.42		
Total Checking/Savings	1,081,944.42		
Total Current Assets	1,081,944.42		
Fixed Assets			
1500 · Land	8,325,000.00		
1600 · Land Improvements	3,243,106.03		
1799 · Allowance for Fair Value Adj	j -5,718,106.03		
Total Fixed Assets	5,850,000.00		
TOTAL ASSETS	6,931,944.42		
LIABILITIES & EQUITY			
Liabilities			
Current Liabilities			
Other Current Liabilities			
2122 · Tech Park Payable -	County LOC 2,168,065.98		
2140 · Grant Funding payal	ble - County 680,285.00		
Total Other Current Liabilities	2,848,350.98		
Total Current Liabilities	2,848,350.98		
Total Liabilities	2,848,350.98		
Equity			
32000 · Unrestricted Net Assets	4,094,017.81		
3202 · Economic Development Pro	jects 61,198.00		
3203 · Commerce Park Impr/Mktg	52,309.20		
Net Income	-123,931.57		
Total Equity	4,083,593.44		
TOTAL LIABILITIES & EQUITY	6,931,944.42		
	<u></u>		

2:45 PM 12/03/18

Accrual Basis

CERTIFIED PUBLIC ACCOUNTANTS AND CONSULTANTS

Saltmarsh, Cleaveland & Gund

Board of Directors Pensacola-Escambia County Promotion and Development Commission Pensacola, Florida

We have audited the financial statements of the governmental activities and General Fund of the Pensacola-Escambia County Promotion and Development Commission (the "Commission") for the year ended September 30, 2018. Professional standards require that we provide you with information about our responsibilities under generally accepted auditing standards and *Government Auditing Standards*, as well as certain information related to the planned scope and timing of our audit. We have communicated such information in our letter to you dated September 25, 2018. Professional standards also require that we communicate to you the following information related to our audit.

Significant Audit Findings

Qualitative Aspects of Accounting Practices

Management is responsible for the selection and use of appropriate accounting policies. The significant accounting policies used by the Commission are described in Note 1 to the financial statements. No new accounting policies were adopted and the application of existing policies was not changed during fiscal year 2018. We noted no transactions entered into by the Commission during the year for which there is a lack of authoritative guidance or consensus. All significant transactions have been recognized in the financial statements in the proper period.

Accounting estimates are an integral part of the financial statements prepared by management and are based on management's knowledge and experience about past and current events and assumptions about future events. Certain accounting estimates are particularly sensitive because of their significance to the financial statements and because of the possibility that future events affecting them may differ significantly from those expected. The most sensitive estimate affecting the Commission's financial statements was management's estimate of the Technology Park Property's value which is based on an appraisal. We evaluated the key factors and assumptions used to develop the Technology Park Property's value in determining that it is reasonable in relation to the financial statements taken as a whole.

Certain financial statement disclosures are particularly sensitive because of their significance to financial statement users. The most sensitive disclosure affecting the financial statements was the Technology Park disclosure in Note 4 to the financial statements. This is considered sensitive because of the unique situation in which the property is properly accounted for in governmental activities.

The financial statement disclosures are neutral, consistent, and clear.

Page 2 of 3

Difficulties Encountered in Performing the Audit

We encountered no significant difficulties in dealing with management in performing and completing our audit.

Corrected and Uncorrected Misstatements

Professional standards require us to accumulate all known and likely misstatements identified during the audit, other than those that are clearly trivial, and communicate them to the appropriate level of management. We have communicated all adjustments to management. The following material misstatements detected as a result of audit procedures were corrected by management:

- To record prior year audit adjustments to properly state the balances of certain liabilities and net assets.
- To record \$325,423 grant receivable and grant revenue for grant expenses incurred prior to year-end.

Disagreements with Management

For purposes of this letter, a disagreement with management is a financial accounting, reporting, or auditing matter, whether or not resolved to our satisfaction, that could be significant to the financial statements or the auditor's report. We are pleased to report that no such disagreements arose during the course of our audit.

Management Representations

We have requested certain representations from management that are included in the management representation letter dated December 5, 2018.

Management Consultations with Other Independent Accountants

In some cases, management may decide to consult with other accountants about auditing and accounting matters, similar to obtaining a "second opinion" on certain situations. If a consultation involves application of an accounting principle to the governmental unit's financial statements or a determination of the type of auditor's opinion that may be expressed on those statements, our professional standards require the consulting accountant to check with us to determine that the consultant has all the relevant facts. To our knowledge, there were no such consultations with other accountants.

Other Audit Findings or Issues

We generally discuss a variety of matters, including the application of accounting principles and auditing standards, with management each year prior to retention as the Commission's auditors. However, these discussions occurred in the normal course of our professional relationship and our responses were not a condition to our retention.

Other Matters

Page 3 of 3

We applied certain limited procedures to Management's Discussion and Analysis, which is required supplementary information ("RSI") that supplements the basic financial statements. Our procedures consisted of inquiries of management regarding the methods of preparing the information and comparing the information for consistency with management's responses to our inquiries, the basic financial statements, and other knowledge we obtained during our audit of the basic financial statements. We did not audit the RSI and do not express an opinion or provide any assurance on the RSI.

We were engaged to report on the Schedule of Expenditures of State Financial Assistance, which accompanies the financial statements but is not RSI. With respect to this supplementary information, we made certain inquiries of management and evaluated the form, content, and methods of preparing the information to determine that the information complies with accounting principles generally accepted in the United States of America, the method of preparing it has not changed from the prior period, and the information is appropriate and complete in relation to our audit of the financial statements. We compared and reconciled the supplementary information to the underlying accounting records used to prepare the financial statements or to the financial statements themselves.

Restriction on Use

This information is intended solely for the use of the Board of Directors and management of the Commission and is not intended to be, and should not be, used by anyone other than these specified parties.

Very truly yours,

Pensacola, Florida December 5, 2018

PENSACOLA-ESCAMBIA COUNTY PROMOTION AND DEVELOPMENT COMMISSION

PENSACOLA, FLORIDA

FINANCIAL STATEMENTS

SEPTEMBER 30, 2018

PENSACOLA-ESCAMBIA COUNTY PROMOTION AND DEVELOPMENT COMMISSION

AND DEVELOPMENT COMMISSION	
PENSACOLA, FLORIDA	
FINANCIAL STATEMENTS	2
SEPTEMBER 30, 2018	
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INDEPENDENT AUDITOR'S REPORT

Board of Directors Pensacola-Escambia County Promotion and Development Commission Pensacola, Florida

Report on the Financial Statements

We have audited the accompanying financial statements of the Pensacola Escambia County Promotion and Development Commission (the "Commission") as of and for the year ended September 30, 2018, and the related notes to the financial statements, which collectively comprise the Commission's basic financial statements as listed in the table of contents.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fnaud or error.

Auditor's Responsibility

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

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We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Opinions

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of the Commission as of September 30, 2018, and the changes in its financial position and the budgetary comparison for the General Fund for the year then ended in conformity with accounting principles generally accepted in the United States of America.

Other Matters

Required Supplementary Information

Accounting principles generally accepted in the United States of America require that the management's discussion and analysis on pages 4 through 8 be presented to supplement the basic financial statements. Such information, although not a part of the basic financial statements, is required by the Governmental Accounting Standards Board, who considers it to be an essential part of financial reporting for placing the basic financial statements in an appropriate operational, economic, or historical context. We have applied certain limited procedures to the required supplementary information in accordance with auditing standards generally accepted in the United States of America, which consisted of inquiries of management about the methods of preparing the information for consistency with management's responses to our inquiries, the basic financial statements, and other knowledge we obtained during our audit of the basic financial statements. We do not express an opinion or provide any assurance on the information because the limited procedures do not provide us with sufficient evidence to express an opinion or provide any assurance.

Other Information

Our audit was conducted for the purpose of forming an opinion on the financial statements that collectively comprise the Commission's basic financial statements. The schedule of expenditures of state financial assistance is presented for purposes of additional analysis as required by Chapter 10.550, Rules of the Auditor General and is not a required part of the basic financial statements.

The schedule of expenditures of state financial assistance is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the basic financial statements. Such information has been subjected to the auditing procedures applied in the audit of the basic financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the basic financial statements or to the basic financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the schedule of expenditures of state financial assistance is fairly stated in all material respects in relation to the basic financial statements as a whole.

Other Reporting Required by *Government Auditing Standards*

In accordance with *Government Auditing Standards*, we have also issued our report dated December 5, 2018 on our consideration of the Commission's internal control over financial reporting and on our tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements and other matters. The purpose of that report is to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on the internal control over financial reporting and reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the Commission's internal control over financial reporting and compliance.

Pensacola, Florida December 5, 2018

Our discussion and analysis of the financial performance of the Pensacola-Escambia County Promotion and Development Commission (the "Commission") provides an overview of the Commission's financial activities for the fiscal year ended September 30, 2018. Please review it in conjunction with the Commission's financial statements.

FINANCIAL HIGHLIGHTS

Total assets for the Pensacola-Escambia County Promotion and Development Commission increased by \$54,781 from 2017 due to an increase of \$80,858 in bank account balances and a decrease of \$26,077 in grant receivables. Liabilities increased by \$42,709 due to an increase in Tech Park payable – County of \$39,925, an increase in FOIL payable – County of \$32,910 and a decrease in accounts payable of \$30,126.

USING THIS ANNUAL REPORT

This annual report consists of a series of financial statements. The Statement of Net Position and the Statement of Activities (on pages 9-10) provide information about the activities of the Commission as a whole and present a longer-term view of the Commission's finances.

Reporting on the Commission as a Whole

The Statement of Net Position and the Statement of Activities

Our analysis of the Commission as a whole begins on the following page. One of the important questions asked about the Commission's finances is "Is the Commission as a whole better off or worse as a result of the year's activities?" The Statement of Net Position and the Statement of Activities report information about the Commission as a whole and about its activities in a way that helps answer this question. These statements include all assets and liabilities using the accrual basis of accounting, which is similar to accounting used by most private-sector companies. Accrual of the current year's revenues and expenses are taken into account regardless of when cash is received or paid.

These two statements report the Commission's net assets and changes in them. You can think of the Commission's net assets, the difference between assets, what the Commission owns, and liabilities, what the Commission owes, as one way to measure the Commission's financial health, or financial position. Over time, increases or decreases in the Commission's net assets are one indicator of whether its financial health is improving or deteriorating. You will need to consider other non-financial factors, however, such as continuing local government support, to assess the overall health of the Commission.

Reporting the Commission's Funds

Notes to the Financial Statements: The notes provide additional information that is essential to a full understanding of the data provided in the government-wide financial statements. The notes to the financial statements can be found on pages 12-17 of this report.

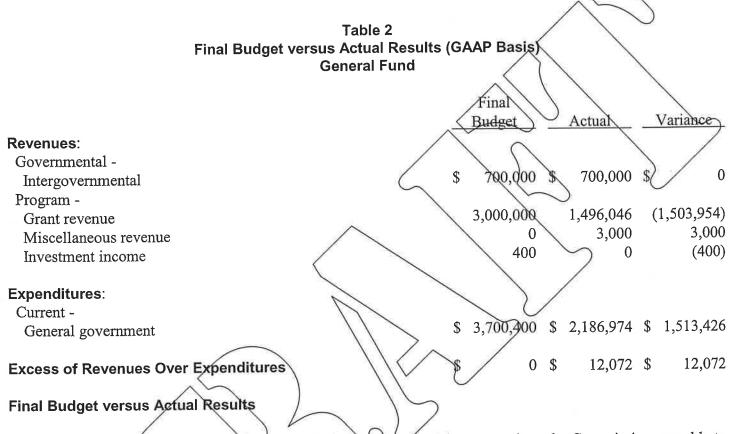
THE COMMISSION AS A WHOLE

The Commission's total net position changed from a year ago, increasing from \$4,455,785 to \$4,507,782. Our analysis below focuses on the net position (Table 1) and changes in net position of the Commission's governmental activities.

	/			
Table		\sim		
(Net Position		/		
(in thousands)	/			
	/			
		2017		2018
Cash	\$	1,274	\$	1,355
Grant receivable		351		325
Technology Park property		5,850		5,850
Total Assets	\$	7,475	<u>\$</u>	7,530
(
Accounts payable	\$	181	\$	151
FOIL payable = County		647		680
Technology Park payable – County		2,191		2,231
Total liabilities	-	3,019		3,062
I Otal Rabilities	-		-	
Mat Begittion:				
Net Position:		61		61
Restricted		4,395		4,407
Unrestricted	-	4,456		4,468
Total net position				
	\$	7,475	\$	7,530
Total Liabilities and Net Position	<u>P</u>	<u>/,~r/J</u>	Ψ	
Statement of Activities				

Prior year revenue totaled \$2,477,425 versus current year revenue of \$2,199,046. This decrease is due to a decrease in grant funds.

Prior year expenses totaled \$2,450,553 versus current year expenses of \$2,186,974. This decrease is primarily due to a decrease in grant expenditures.



The Commission did not have any changes to the intergovernmental revenue since the Commission was able to reasonably estimate the predicted revenue sources throughout the year. The variances in grant revenue and General Government expenditures can be attributed to budgeted grant revenue and expenses for the FOIL project that were not incurred by year end.

ECONOMIC FACTORS

The economic development mission of the Commission remains constant. The Commission contracted with the Community Economic Development Association of Pensacola and Escambia County d/b/a FloridaWest Economic Development Alliance ("FloridaWest") for all its economic activities again this past year. This includes performing management duties on behalf of the Commission and marketing. The Commission requested level funding from Escambia County and the City of Pensacola for the current fiscal year. The funds were used for the activities of the Commission as well as for FloridaWest's public funding contribution. Escambia County granted the funding request to the Commission. Half of the funding request from the City of Pensacola came to the Commission and the other half of the funding for economic development came to FloridaWest under a separate agreement.

The Commission took ownership of property from Escambia County and the City of Pensacola for the purpose of developing it into a Technology Campus during 2008. Construction of the initial infrastructure for the Campus, partially funded with a line of credit from Escambia County, was dompleted in June 2012. In December 2012, the Commission sought to re-appraise the Technology Campus value to more accurately reflect the current market value of the property. Also, in fiscal year 2013 the Commission approved an updated version of the Inter-local Agreement between the Commission, City of Pensacola, Escambia County and the Community Redevelopment Agency ("CRA"), which included both City and County forgiveness of debt for the Technology Campus property and the ability to market and sell or lease the property independently of City or County approval. The line of credit from Escambia County will be paid for using proceeds from the sale of the lots on the Technology Campus. Once eighty percent of the developable square footage of the Technology Campus has been conveyed by the Commission to a third party, the net ad valorem property ax received by the City and by the County from the properties within the Campus shall be applied to repayment of the line of credit. The Commission continued to market the property to prospective companies and maintained its professional service agreement with Atkins for Technology Park master planning assistance.

The Commission continued negotiations with the University of West Florida ("UWF") to acquire the entire Technology Park property and a contribution agreement was signed in September 2017. According to the terms of the agreement, the Commission agreed to contribute the property to UWF as participation in a grant application to be submitted to Triumph Gulf Coast, Inc. ("Triumph") for funding for what is designated by the Commission as Project Expense. The project would be for the development of the Downtown Technology Center for an educational site with high-tech-education, research, and collaborative components, including without limitation, ovber security, advanced manufacturing to potentially include marine, and other high-tech programming (the "Purposes"). The Commission continues to work with UWF and the Triumph board as it relates to the grant application and project funding.

The development of the "Bluffs" continues to be a high priority project for the Commission. Beginning in FY 2014-2015 to the end of FX 2016 2017, the commission has received and spent approximately \$5.3 million from the Department of Economic Opportunity ("DEO") and the Florida Department of Transportation ("EDOT"). All funding is associated with developing sites along the Lower Escambia River Basin into major industrial sites to target high-energy, aerospace, or other industrial-manufacturing businesses to boost economic development and job growth. The Commission was appropriated \$3,100,000 of legislative funding from the State of Florida last year and spent approximately \$1,500,000 of the funds in the current year with the remaining to be spent in FY 2018 - 2019. This round of funding was for a transportation and utility alignment assessment from FDOT. All grant contracting and work with this phase is associated with the Industrial Blvd. from the northwesterly abutment of Spanish Mill Creek to Old Chemstrand Road. This effort involves crossing Spanish Mill Creek at one of the three alternative locations. For this crossing, a bridge structure will be required. In addition, the Commission was appropriated \$500,000 of additional legislative funding from the State of Florida this year. These funds will be for Becks Lake Road Improvements. This effort involves the establishment of horizontal and vertical realignments of Becks Lake Road to provide an industrial route designed as an Industrial Access/Freight Corridor to support The Bluffs. All work associated with this project will begin in FY 2018 -2019.

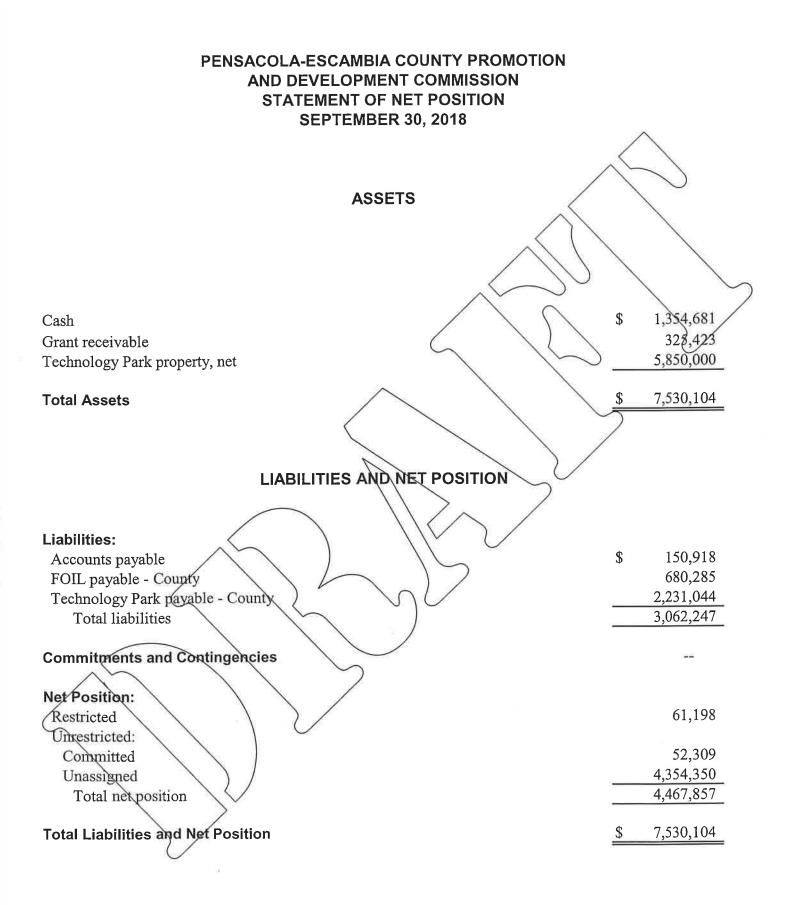
The Commission remains the Grantee for Foreign-Trade Zone ("FTZ") #249 and continues to fulfill all its responsibilities as the designated grantee for FTZ #249. FTZ #249 consists of sites at the Port of Pensacola, Pensacola International Airport, Pensacola Marine Terminal (2 sites: Pensacola Shipyard and Spruce Street Industrial Complex), Century Industrial Park and a designated sub-zone for the GE Wind Energy Plant. The Commission, with the assistance of its FTZ consulting company, submitted the FTZ #249's annual report to the Foreign Trade Zone Board.

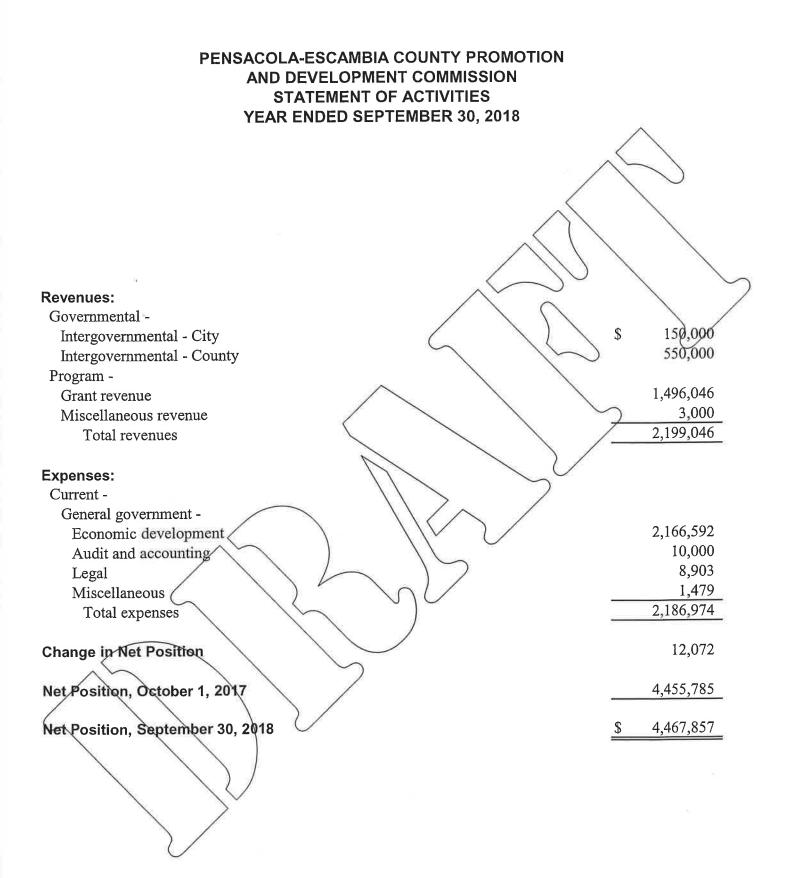
REQUEST FOR INFORMATION

This financial report is designed to provide a general overview of the Commission's finances for all those with interest in the government's finances. Questions concerning any of the information provided in this report or requests for additional financial information should be addressed to the FloridaWest Economic Development Alliance, 3 W. Garden Street, Suite 618, Pensacola, Florida 32502.

Scott Luth CEO, FloridaWest Economic Development Alliance

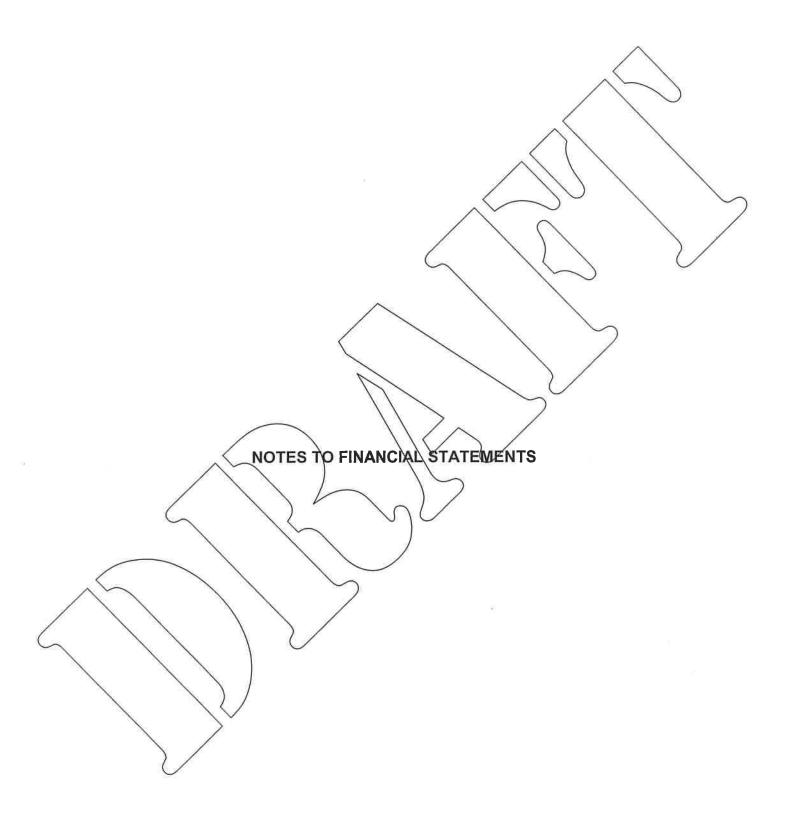






PENSACOLA-ESCAMBIA COUNTY PROMOTION AND DEVELOPMENT COMMISSION STATEMENT OF REVENUES, EXPENDITURES AND CHANGES IN FUND BALANCE - BUDGET AND ACTUAL - GENERAL FUND YEAR ENDED SEPTEMBER 30, 2018

a	\sim	
	Gengral Fund	
	Variance -	5
	Favorable	/
	Budget Actual (Unfavorable	5
Revenues:		
Governmental -	\sim \sim	
Intergovernmental - City	\$ 150,000 \$ 150,000 \$ -	
Intergovernmental - County	550,000 550,000 -	
Program -	$\langle \rangle \rangle \sim$	
Grant revenue	3,000,000 1,496,046 (1,503,954	4)
Miscellaneous revenue	- 3,000 3,000	0
Investment income	400 (400	
Total revenues	3,700,400 2,199,046 (1,501,354	4)
Expenditures:	$\lambda / har /$	
Current -		
General government -		_
Economic development	3,676,200 2,166,592 1,509,608	8
Audit and accounting	10,000 10,000 -	~
Contractual services Foreign Trade Zone	2,000 - 2,000	
Legal	7,200 8,903 (1,703	
Miscellaneous	5,000 1,479 3,52	
Total expenditures	3,700,400 2,186,974 1,513,420	0
$\wedge \sim \wedge \wedge$	a a 10.070 a 10.071	2
Excess of Revenues Over Expenditures	<u>\$ - \$ 12,072</u> <u>\$ 12,075</u>	4
\sim $\langle \rangle$		



NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

A. The Reporting Entity

The Pensacola-Escambia County Promotion and Development Commission ("the Commission") was established by the Legislature of the State of Florida to promote and develop tourism and industry in Escambia County and in the City of Pensacola. The Commission is governed by a nine member board consisting of representatives of the Board of County Commissioners of Escambia County, the City of Pensacola City Council, the Town of Century and the Greater Pensacola Chamber. The Commission is a joint venture of Escambia County and the City of Pensacola and is economically dependent on funding from these entities.

B. Measurement Focus, Basis of Accounting and Financial Statement Presentation

The government-wide financial statements (i.e., the statement of net position and the statement of activities) report information on all of the position activities of the Commission.

The basis of accounting refers to when revenues, expenditures or expenses are recognized in the accounts and reported in the financial statements. Basis of accounting relates to the timing of the measurements made, regardless of the measurement focus applied.

The government-wide financial statements are reported using the economic resources measurement focus and the accrual basis of accounting. Revenues are recorded when earned and expenses are recorded when a liability is incurred, regardless of the timing of related cash flows.

Governmental fund financial statements are reported using the current financial resources measurement focus and the modified accrual basis of accounting. Revenues are recognized as soon as they are both measurable and available. Revenues are considered to be available when they are collectible within the current period or soon enough thereafter to pay liabilities of the current period. For this purpose, revenues are considered to be available if they are collected within 60 days of the end of the current fiscal period. Expenditures generally are recorded when a liability is incurred, as under accrual accounting.

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

There are no material differences between the accrual basis of accounting and the modified accrual basis of accounting in the Commission's financial statements. Accordingly, separate financial statements have not been prepared for the General Fund.

The Commission reports the following fund:

Governmental Fund

The General Fund is used to account for all financial resources except those required to be accounted for in another fund.

C. General Budget Policies

The Board approves total budget appropriations only. Management is authorized to transfer budget amounts between department and object codes. However, any revisions that alter the total appropriations must be approved by the Board. Therefore, the level of budgetary responsibility is by total appropriations.

Formal budgetary integration is employed as a management device during the year.

D. Budgetary Basis of Accounting

E

The budget is prepared in accordance with generally accepted accounting principles.

The budget amounts shown in the financial statements are the final authorized amounts as amended during the year.

Restricted and Unrestricted Resources

When an expense is incurred for purposes for which both restricted and unrestricted resources are available, it is the Commission's policy to use restricted resources first, then unrestricted resources as they are needed. Within the unrestricted category, committed resources are used first, then assigned resources, if any, followed by unassigned resources as needed. The Commission establishes (and modifies or rescinds) net asset commitments by passage of a Board of Directors resolution.

NOTE 2 - CASH AND INVESTMENTS

- The investment of surplus funds is governed by the provisions of Section 218.415. Florida Statutes, as to the types of investments that can be made. Investments authorized by the statute include:
- (a) The Local Government Surplus Funds Trust Fund, or any intergovernmental investment pool authorized pursuant to the Florida Interlocal Cooperation Act, as provided in Section 163 01.
- (b) Securities and Exchange Commission registered money market funds with the highest credit quality rating from a nationally recognized rating agency.
- (c) Interest-bearing time deposits or savings accounts in qualified public depositories, as defined in Section 280.02.
- (d) Direct obligations of the U.S. Treasury.

The Commission has no investment policy that would further limit its investment choices.

Deposits:

Chapter 280, Florida Statutes, provides that deposits must be placed in a depository designated under the provisions of Chapter 136 and the regulations of the Department of Banking and Finance as a qualified public depository. As such, these deposits are considered to be fully insured.

The Commission's deposits at year end were entirely covered by federal depository insurance or pooled collateral held by the State Treasurer under the provisions of Chapter 280, Florida Statutes. At September 30, 2018, the carrying amount of the Commission's deposits was \$1,354,681 and the bank balance was \$1,358,738.

NOTE 3 - FOIL PROJECT

The Commission has signed grant agreements with the Florida Department of Transportation to prepare conceptual plans for transportation and to develop marketing materials and conduct outreach for the Forward Operating Industrial Location ("FOIL") project. The Commission incurred expenditures totaling \$1,496,238 under these grants during the year ended September 30, 2018. At September 30, 2018, the Commission had amounts due under these grants totaling \$325,423.

To manage cash flow needs related to FOIL grant expenditures, the Commission entered into an agreement with the County during 2017, under which the County is providing a non-interest bearing line of credit in an amount not to exceed \$750,000. The line of credit expires on December 31, 2019. At September 30, 2018, amounts due under the agreement totaled \$680,285. The amounts will be repaid once grant reimbursements are received.

NOTE 4 - TECHNOLOGY PARK

In 2008, the Commission entered into an interlocal agreement (the "Agreement") with Escambia County (the "County"), the City of Pensacola (the "City") and the Community Redevelopment Agency ("CRA") of the City of Pensacola to develop a Technology Park in downtown Pensacola. Pursuant to the Agreement, the County and the City conveyed certain property to the Commission with a fair value of \$6,900,000 and \$1,425,000, respectively. The development of the Technology Park has been completed and the property is now considered to be held for resale. During the year ended September 30, 2013, the Commission recorded a fair value adjustment of \$5,718,106 to account for a decrease in fair value of the Technology Park property.

Under the Agreement, this property was conveyed to the Commission subject to a right of re-entry if certain goals were not met. The County provided a line of credit to fund development of the Technology Park infrastructure. Also, the County and City were to receive 83% and 17%, respectively, of the proceeds from sales of lots in the Technology Park after the County was reimbursed for all funding provided with the line of credit.

During 2013, the Agreement was amended so that County and City no longer require the Commission to reimburse the respective property interests conveyed unto it. The forgiveness of debt totaling \$4,069,512 was recorded in the statement of activities. Net proceeds from the sale of lots will be applied to the County line of credit until the line of credit is repaid in its entirety, at which time any additional proceeds from the sale of lots will remain with the Commission for future economic development projects. See Note 7 for further information.

Once eighty percent of the developable square footage of the Technology Park has been conveyed by the Commission to a third party, the net ad valorem property tax received by the City and by the County from the properties within the Technology Park shall be applied to repayment of any remaining balance on the line of credit.

Infrastructure costs of \$3,243,106 have been capitalized, of which \$1,926,938 were funded by the County. The remaining infrastructure costs of \$1,316,168 were funded by a grant.

NOTE 4 - TECHNOLOGY PARK (Continued)

The following is a summary of the carrying value of the Technology Park property and the associated liability due to the County as of September 30, 2018:

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<u>County</u> <u>City</u>	Total
	\sum
Initial land conveyance \$ 6,900,000 \$ 1,425,000 \$	8,325,000
Infrastructure funded by County 1,926,938	1,926,938
Infrastructure funded by grant	1,316,168
Technology Park property at cost \$ 10,143,106 \$ 1,425,000	11,568,106
Fair value adjustment	(5,718,106)
Technology Park property at fair value	5,850,000
Accrued interest and other	450,556
Forgiveness of debt	(4,069,512)
Technology Park payable	2,231,044

The Technology Park payable accrues interest at the monthly yield rate required by the State Board of Administration for inter-fund loans and the County Investment Policy (2.97% at September, 30, 2018)

In November 2017, the Commission signed an agreement with the University of West Florida Foundation (the "Foundation") to contribute all lots located in the Technology Park to the Foundation as participation in a grant application to be submitted to Triumph Gulf Coast, Inc. ("Triumph"). The purpose of the grant is the development of the Downtown Technology Center for an educational site with high-tech education, research and collaborative components. The transfer of the property is contingent on the successful grant application to Triumph and the forgiveness or settlement of the Technology Park payable due to the County. The transfer has not been completed as of September 30, 2018 and the agreement remains in effect.

NOTE 5 - NET POSITION

Restricted net position includes \$61,198 contributed by the Emerald Coast Utilities Authority, which is restricted for economic development in the General Fund.

Committed net position includes \$52,309 of funds for future commerce park marketing and/or improvements.

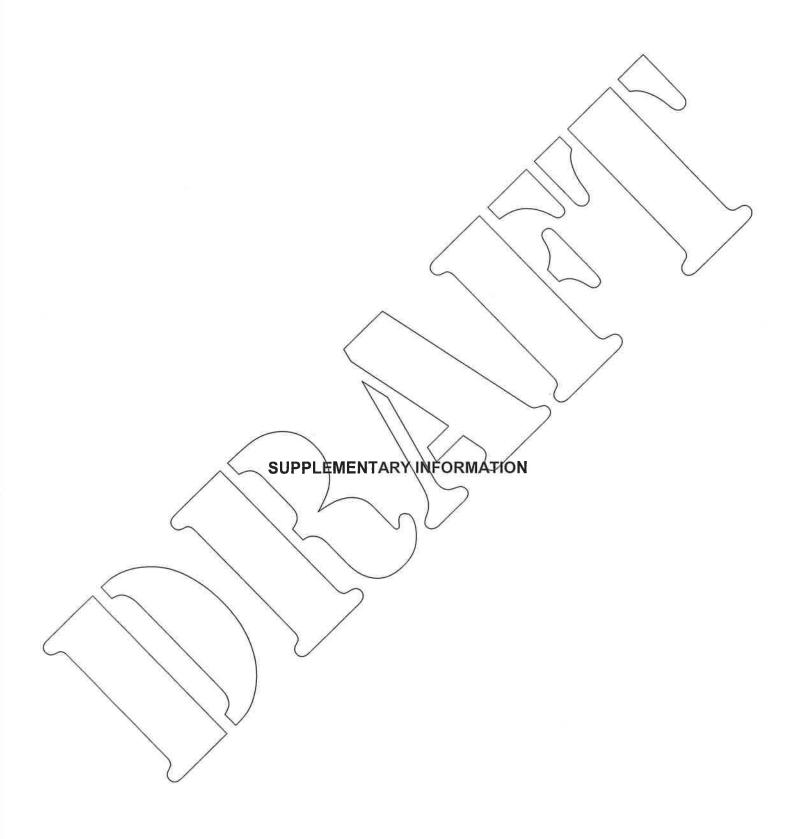
NOTE 6 - RISK MANAGEMENT

The Commission is exposed to various levels of loss related to torts, theft of damage to, and destruction of assets; errors and omissions; and natural disasters. To mitigate some of those risks, the Commission maintains a directors and officers liability policy and a commercial general liability policy. There have been no losses for these risks in any of the prior three fiscal years, and the Commission is not aware of any material liabilities related to these risks as of September 30, 2018.

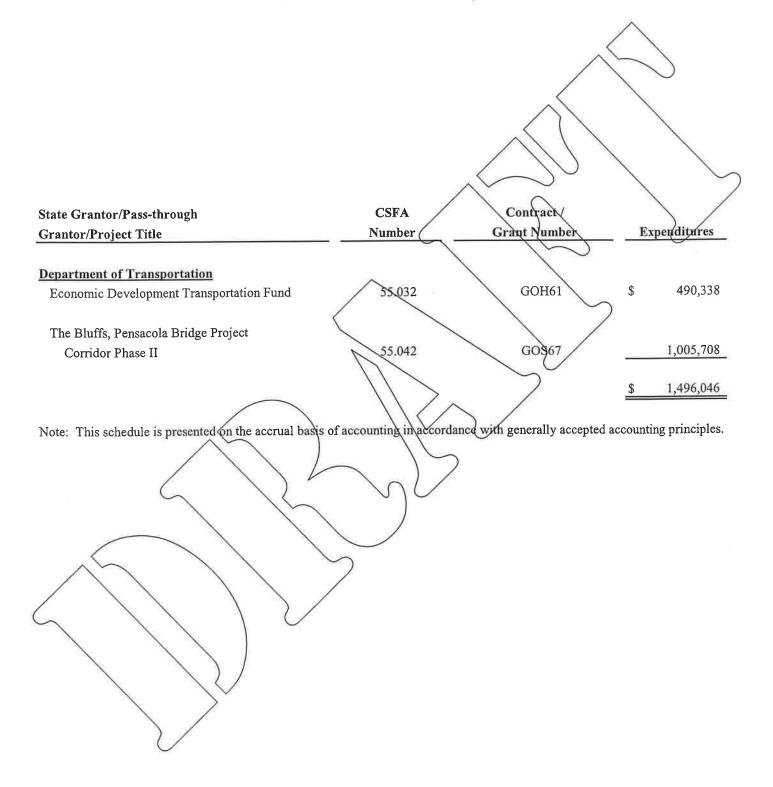
NOTE 7 - COMMITMENTS AND CONTINGENCIES

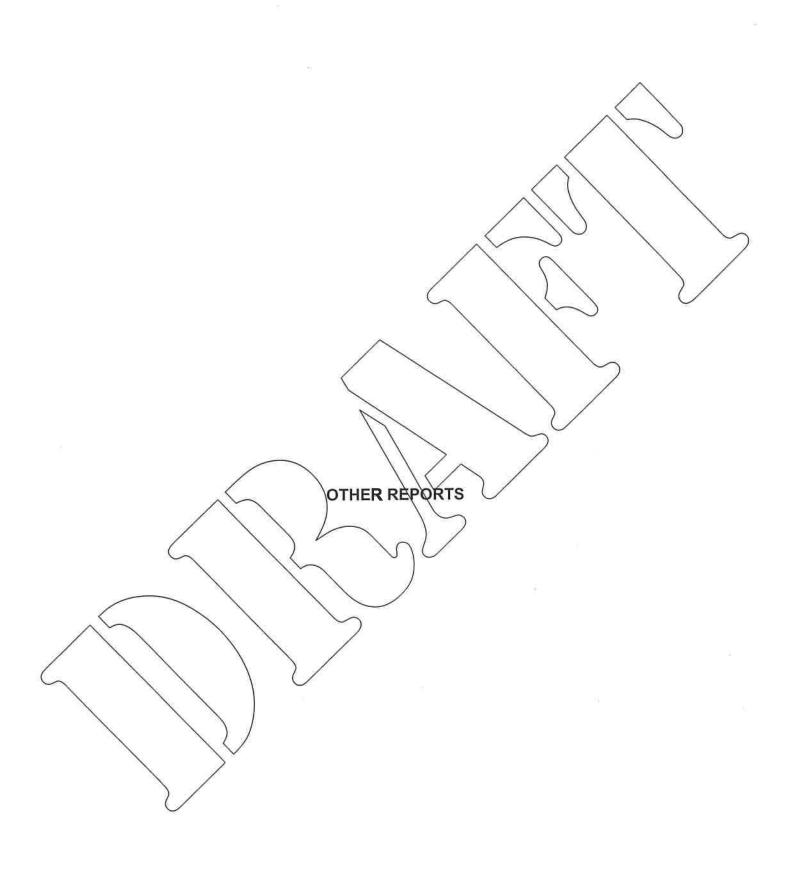
The Commission has engaged the Community Economic Development Association, Inc. d/b/a FloridaWest Economic Development Alliance to promote economic development for the year ending September 30, 2019 for a fee of \$600,000.

As discussed in Note 4, the Commission entered into, and later amended, the "Agreement with the County, the City and the CRA of the City to develop a Technology Park in downtown Pensacola. Under the amended agreement, the City and County have a right of re-entry on the property if the Commission does not sell at least one lot or enter into a long-term lease, not less than 15 years in duration, of at least one lot by September 6, 2016. As of September 30, 2018, the Commission has not yet sold or entered into a long-term lease for any of the Fechnology Park lots. However, neither the County nor the City had indicated that they will exercise their right of re-entry.



PENSACOLA-ESCAMBIA COUNTY PROMOTION AND DEVELOPMENT COMMISSION SCHEDULE OF EXPENDITURES OF STATE FINANCIAL ASSISTANCE YEAR ENDED SEPTEMBER 30, 2018







CERTIFIED PUBLIC ACCOUNTANTS AND CONSULTANTS

INDEPENDENT AUDITOR'S REPORT ON INTERNAL CONTROL OVER FINANCIAL REPORTING AND ON COMPLIANCE AND OTHER MATTERS BASED ON AN AUDIT OF FINANCIAL STATEMENTS PERFORMED IN ACCORDANCE WITH GOVERNMENT AUDITING STANDARDS

Board of Directors Pensacola-Escambia County Promotion and Development Commission Pensacola, Florida

We have audited, in accordance with the auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards* issued by the Comptroller General of the United States, the financial statements of the Pensacola-Escambia County Promotion and Development Commission (the "Commission") as of and for the year ended September 30, 2018, and the related notes to the financial statements, which collectively comprise the Commission's basic financial statements, and have issued our report thereon dated December 5, 2018.

Internal Control Over Financial Reporting

In planning and performing our audit of the financial statements, we considered the Commission's internal control over financial reporting ("internal control") to determine the audit procedures that are appropriate in the circumstances for the purpose of expressing our opinions on the financial statements, but not for the purpose of expressing an opinion on the effectiveness of the Commission's internal control. Accordingly, we do not express an opinion on the effectiveness of the Commission's internal control.

A deficiency in internal control exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct, misstatements on a timely basis. A material weakness is a deficiency, or a combination of deficiencies, in internal control, such that there is a reasonable possibility that a material misstatement of the entity's financial statements will not be prevented, or detected and corrected on a timely basis. A significant deficiency is a deficiency, or a combination of deficiencies, in internal control that is less severe than a material weakness, yet important enough to merit attention by those charged with governance.

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Our consideration of internal control was for the limited purpose described in the first paragraph of this section and was not designed to identify all deficiencies in internal control that might be material weaknesses or significant deficiencies. Given these limitations, during our audit we did not identify any deficiencies in internal control that we consider to be material weaknesses. However, material weaknesses may exist that have not been identified.

Compliance and Other Matters

As part of obtaining reasonable assurance about whether the Commission's financial statements are free of material misstatement, we performed tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements, noncompliance with which could have a direct and material effect on the determination of financial statement amounts. However, providing an opinion on compliance with those provisions was not an objective of our audit, and accordingly, we do not express such an opinion. The results of our tests disclosed no instances of noncompliance or other matters that are required to be reported under *Government Auditing Standards*.

Purpose of this Report

The purpose of this report is solely to describe the scope of our testing of internal control and compliance and the results of that testing, and not to provide an opinion on the effectiveness of the entity's internal control or on compliance. This report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the entity's internal control and compliance. Accordingly, this communication is not suitable for any other purpose.

Pensacola, Florida December 5, 2018



CERTIFIED PUBLIC ACCOUNTANTS AND CONSULTANTS

INDEPENDENT AUDITOR'S REPORT ON COMPLIANCE FOR EACH MAJOR STATE PROJECT AND ON INTERNAL CONTROL OVER COMPLIANCE REQUIRED BY CHAPTER 10.550, RULES OF THE AUDITOR GENERAL

Board of Directors Pensacola-Escambia County Promotion and Development Commission Pensacola, Florida

Report on Compliance for Each Major State Project

We have audited Pensacola-Escambia County Promotion and Development Commission's (the "Commission's") compliance with the types of compliance requirements described in the *Executive Office of the Governor's State Projects Compliance Supplement* that could have a direct and material effect on each of the Commission's major state projects for the year ended September 30, 2018. The Commission's major state project is identified in the summary of auditor's results section of the accompanying schedule of findings and questioned costs.

Management's Responsibility

Management is responsible for compliance with the requirements of laws, regulations, contracts, and grants applicable to its state projects.

Auditor's Responsibility

Our responsibility is to express an opinion on compliance for each of the Commission's major state projects based on our audit of the types of compliance requirements referred to above. We conducted our audit of compliance in accordance with auditing standards generally accepted in the United States of America; the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States; and Chapter 10.550, Rules of the Auditor General. Those standards and Chapter 10.550, Rules of the Auditor General, require that we plan and perform the audit to obtain reasonable assurance about whether noncompliance with the types of compliance requirements referred to above that could have a direct and material effect on a major state project occurred. An audit includes examining, on a test basis, evidence about the Commission's compliance with those requirements and performing such other procedures as we considered necessary in the circumstances.

We believe that our audit provides a reasonable basis for our opinion on compliance for each of the major state projects. However, our audit does not provide a legal determination of the Commission's compliance.

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Opinion on Each Major State Project

In our opinion, the Commission complied, in all material respects, with the compliance requirements referred to above that could have a direct and material effect on each of its major state projects for the year ended September 30, 2018.

Report on Internal Control Over Compliance

Management of the Commission is responsible for establishing and maintaining effective internal control over compliance with the types of compliance requirements referred to above. In planning and performing our audit of compliance, we considered the Commission's internal control over compliance with the types of requirements that could have a direct and material effect on each of the major state projects to determine the auditing procedures that are appropriate in the circumstances for the purpose of expressing an opinion on compliance for each of the major state projects and to test and report on internal control over compliance in accordance with Chapter 10.550, Rules of the Anditor General, but not for the purpose of expressing an opinion on the effectiveness of internal control over compliance. Accordingly, we do not express an opinion on the effectiveness of the Commission's internal control over compliance.

A deficiency in internal control over compliance exists when the design or operation of a control over compliance does not allow management or employees in the normal course of performing their assigned functions, to prevent, or detect and correct noncompliance with a type of compliance requirement of a state project on a timely basis. A material weakness in internal control over compliance is a deficiency, or combination of deficiencies, in internal control over compliance, such that there is a reasonable possibility that material noncompliance with a type of compliance requirement of a state project will not be prevented, or detected and corrected on a timely basis. A significant deficiency in internal control over compliance is a deficiency is a deficiency or detected and corrected on a timely basis. A significant deficiency in internal control over compliance is a deficience is a deficiency or a combination of deficiencies, in internal control over compliance with a type of compliance is a deficiency or a combination of deficiencies, in internal control over compliance with a type of compliance is a deficiency or a combination of deficiencies, in internal control over compliance with a type of compliance is a deficiency or a combination of deficiencies, in internal control over compliance with a type of compliance is a deficiency of a state project that is less severe than a material weakness in internal control over compliance, yet important enough to merit attention by those charged with governance.

Our consideration of internal control over compliance was for the limited purpose described in the first paragraph of this section and was not designed to identify all deficiencies in internal control over compliance that might be material weaknesses or significant deficiencies. We did not identify any deficiencies in internal control over compliance that we consider to be material weaknesses. However, material weaknesses may exist that have not been identified.

The purpose of this report on internal control over compliance is solely to describe the scope of our testing of internal control over compliance and the results of that testing based on the requirements of Chapter 10.550, Rules of the Auditor General. Accordingly, this report is not suitable for any other purpose.

Pensacola, Florida December 5, 2018

PENSACOLA-ESCAMBIA COUNTY PROMOTION AND DEVELOPMENT COMMISSION SCHEDULE OF FINDINGS AND QUESTIONED COSTS YEAR ENDED SEPTEMBER 30, 2018

A. SUMMARY OF AUDIT RESULTS

- 1. The independent auditor's report expresses an unmodified opinion on the financial statements of the Pensacola-Escambia County Promotion and Development Commission
- 2. No significant deficiencies in internal control relating to the audit of the financial statements are reported in the Independent Auditor's Report on Internal Control over Financial Reporting and on Compliance and Other Matters Based on an Audit of Financial Statements Performed in Accordance with *Government Auditing Standards*.
- 3. No instances of noncompliance material to the financial statements of the Pensacola-Escambia County Promotion and Development Commission, which would be required to be reported in accordance with *Government Auditing Standards*, were disclosed during the audit.
- 4. No significant deficiencies relating to the audit of the major state project are reported in the Independent Auditor's Report on Compliance for Each Major State Project and on Internal Control Over Compliance Required by Chapter 10.550, Rules of the Auditor General.
- 5. The auditor's report on compliance for the major state project for the Pensacola-Escambia County Promotion and Development Commission expresses an unmodified opinion.
- 6. There are no audit findings relative to the major state project for the Pensacola-Escambia County Promotion and Development Commission which are required to be reported in accordance with Chapter 10.554, Rules of the Auditor General.
- 7. The project tested as major was:

The Bluffs, Rensacola Bridge Project Corridor Phase II (CSFA

(CSFA No. 55.042)

8. The threshold for distinguishing Type A and B programs was \$300,000 for the major state projects.

B. FINDINGS - FINANCIAL STATEMENT AUDIT

None

C. FINDINGS AND QUESTIONED COSTS - MAJOR STATE PROJECT

None

PENSACOLA-ESCAMBIA COUNTY PROMOTION AND DEVELOPMENT COMMISSION SCHEDULE OF PRIOR AUDIT FINDINGS YEAR ENDED SEPTEMBER 30, 2018

There were no prior audit findings.



CERTIFIED PUBLIC ACCOUNTANTS AND CONSULTANTS

INDEPENDENT ACCOUNTANT'S REPORT ON COMPLIANCE WITH SECTION 218.415, FLORIDA STATUTES

Board of Directors Pensacola-Escambia County Promotion And Development Commission Pensacola, Florida

We have examined Pensacola-Escambia County Promotion and Development Commission's (the "Commission's") compliance with Section 218.415, Florida Statutes, regarding the investment of public funds during the year ended September 30, 2018. Management is responsible for the Commission's compliance with those requirements. Our responsibility is to express an opinion on the Commission's compliance based on our examination.

Our examination was conducted in accordance with attestation standards established by the American Institute of Certified Public Accountants and, accordingly, included examining, on a test basis, evidence about the Commission's compliance with those requirements and performing such procedures as we considered necessary in the circumstances. We believe that our examination provided a reasonable basis for our opinion. Our examination does not provide a legal determination on the Commission's compliance with specified requirements.

In our opinion, the Commission complied, in all material respects, with the aforementioned requirements for the year ended September 30, 2018.

This report in intended solely for the information and use of the Commission and the Auditor General, State of Florida, and is not intended to be and should not be used by anyone other than these specified parties.

Pensacola, Florida December 5, 2018

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ERTIFIED PUBLIC ACCOUNTANTS AND CONSULTANTS

MANAGEMENT LETTER

To the Board of Directors Pensacola-Escambia County Promotion and Development Commission Pensacola, Florida

Report on the Financial Statements

We have audited the financial statements of the Pensacola-Escambia County Promotion and Development Commission (the "Commission"), as of and for the fiscal year ended September 30, 2018, and have issued our report thereon dated December 5, 2018.

Auditor's Responsibility

We conducted our audit in accordance with auditing standards generally accepted in the United States of America; the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States, and Chapter 10, 550, Rules of the Florida Auditor General.

Other Reporting Requirements

We have issued our Independent Auditor's Report on Internal Control over Financial Reporting and on Compliance and Other Matters Based on an Audit of the Financial Statements Performed in Accordance with *Government Auditing Standards*; Independent Auditor's Report on Compliance for Each Major State Project and Report on Internal Control over Compliance; Schedule of Findings and Questioned Costs; and Independent Accountant's Report on an examination conducted in accordance with *AICPA Professional Standards*, AT-C Section 315, regarding compliance requirements in accordance with Chapter 10.550, Rules of the Auditor General. Disclosures in those reports and schedule, which are dated December 5, 2018, should be considered in conjunction with this management letter.

Prior Audit Findings

Section 10.554(1)(i)1., Rules of the Auditor General, requires that we determine whether or not corrective actions have been taken to address findings and recommendations made in the preceding annual financial audit report. There were no findings and recommendations made in the preceding annual financial audit report.

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Board of Directors Pensacola-Escambia County Promotion and Development Commission

Official Title and Legal Authority

Section 10.554(1)(i)4., Rules of the Auditor General, requires that the name or official title and legal authority for the primary government and each component unit of the reporting entity be disclosed in this management letter, unless disclosed in the notes to the financial statements. The official title for the Pensacola-Escambia County Promotion and Development Commission is disclosed in the notes to the financial statements. The Pensacola-Escambia County Promotion and Development Commission was established by Chapters 67-1365 and 89-481, Laws of Florida. There are no component units.

Financial Condition and Management

Sections 10.554(1)(i)5.a. and 10.556(7), Rules of the Auditor General, require us to apply appropriate procedures and communicate the results of our determination as to whether or not the Commission has met one or more of the conditions described in Section 218.503(1), Florida Statutes, and to identify the specific condition(s) met. In connection with our audit, we determined that the Commission did not meet any of the conditions described in Section 218.503(1), Florida Statutes.

Pursuant to Section 10.554(1)(i)5.c. and 10.556(8), Rules of the Auditor General, we applied financial condition assessment procedures for the Commission. It is management's responsibility to monitor the Commission's financial condition, and our financial condition assessment was based in part on representations made by management and the review of financial information provided by same.

Section 10.554(1)(i)2., Rules of the Auditor General, requires that we communicate any recommendations to improve financial management. In connection with our audit, we did not have any such recommendations.

Additional Matters

Section 10.554(1)(i)3., Rules of the Auditor General, requires us to communicate noncompliance with provisions of contracts or grant agreements, or abuse, that have occurred, or are likely to have occurred, that have an effect on the financial statements that is less than material but which warrants the attention of those charged with governance. In connection with our audit, we did not note any such findings.

Purpose of this Letter

Our management letter is intended solely for the information and use of the Legislative Auditing Committee, members of the Florida Senate and the Florida House of Representatives, the Florida Auditor General, Federal and other granting agencies, the Board of Directors, and applicable management, and is not intended to be and should not be used by anyone other than these specified parties.

Pensacola, Florida December 5, 2018 An act relating to the City of Pensacola and Escambia County; amending chapter 67-1365, Laws of Florida, as amended; providing for a change in the membership structure of the Pensacola-Escambia Promotion and Development Commission; eliminating all standing or advisory committees related thereto; providing for a single executive director; providing for a minimum appropriation ongoing funding from both the City of Pensacola and the County of Escambia; providing authority to sponsor, develop, operate and maintain activities and developments relating to the Industry tourism economic development, job creation, workforce development, industry and commerce; and providing an effective date.

Be It Enacted by the Legislature of the State of Florida:

I. Chapter 67-1365, Laws of Florida, as amended<u>and restated in its entirety by Chapter</u> <u>80-579, Laws of Florida, and as further amended</u>, is <u>hereby</u> amended <u>and restated in its</u> <u>entirety</u> to read as follows:

Section 1. <u>Short Title</u>. This act may be cited as the "Pensacola-Escambia County Promotion and Development Commission Act."

Section 2. <u>Definitions</u>. When used in this act the following words and terms, unless a different meaning appears clearly from the context, shall have the following meanings:

(1) "Commission" shall mean the Pensacola-Escambia Promotion and Development Commission created by this act.

(2) "Promotion" shall be deemed to mean the promotion of the advantages of Escambia County and all municipalities therein (including that portion of Santa Rosa Island under the jurisdiction of the Santa Rosa Island Authority <u>or its successor</u>), and the promotion and development of industrial, tourist, and commercial attributes and facilities of said area including the promotion of conventions, convention facilities and visitors to said area and also encompassing the dissemination of information with reference to the foregoing through the media of advertising, personal contact and such other activities as are deemed customary to the sound development and promotion of an area.

(3) "Appointing Authority" shall be deemed to mean that body whose duty it is to appoint specific members of the Commission.

(4) "Development" shall be deemed to mean the improvement of the County of Escambia and all municipalities therein (including that portion of Santa Rosa Island under the jurisdiction of the Santa Rosa Island Authority) through the increase of employment opportunities or its successor) through economic development, job creation, workforce development, enhancement of the economic environment, expansion of the tax base, enticement of industry and other business to the area, and acquisition, lease and construction of facilities for such purposes within the subject area.

Section 3. For the purpose of performing such acts as shall be necessary for the sound Promotion and Development (as those terms have heretofore been defined) of Escambia County, there is created a body corporate and politic to be known as the Pensacola-Escambia County Promotion and Development Commission, which shall be deemed to be a public corporation by that name, and which body may contract and be contracted with and sue and be sued in all courts of law and equity.

Section 4. The Commission shall be composed of nine (9) members, each of whom shall be a freeholder and either i) the owner of a real property interest located in Escambia

Commented [RS1]: The word "ongoing" deleted following BOCC meeting, at the Commissioners' request <u>County, ii)</u> a <u>qualified elector resident</u> of <u>Escambia County, or iii) the principal of a business</u> <u>located in</u> Escambia County. The Commission shall consist of the following:

(1) Two (2) members shall be Commissioners of Escambia County who shall be appointed by the Board of County Commissioners of Escambia County;

(2) Two (2) members shall be Pensacola City Council members appointed by the Pensacola City Council; Two members shall be Councilmen of the City of Pensacola who shall be appointed by the City Council of the City of Pensacola.

(3) One (1) member shall be either i) a member of the Century Town Council or ii) the Mayor of the Town of Century, and who shall be appointed by the Century Town Council; One member shall be a member of the Town Council of the Town of Century and shall be appointed to serve on the Commission by the Council of the Town of Century.

(4) Two (2) members at-large, one of which shall be appointed by the Board of County Commissioners of Escambia County and one of which shall be appointed by the Pensacola City Council; One member at large shall be appointed by the Board of County Commissioners of Escambia County. One member at large shall be appointed by the City Council of the City of Pensacola.

(5) Two (2) members shall be recognized leaders appointed by FloridaWest Economic Development Alliance (or its successor as recognized by the PEDC). One member shall be the president of the Pensacola Area Chamber of Commerce. One member, to be appointed by the president of the Pensacola Area Chamber of Commerce, shall be the chairman of the Committee of 100 or the chairman of the Tourist Advisory Council.

The term of office of each of the members, excepting those holding specific offices, shall be for a term of 2 years; except initial appointments for one member of the Board of County Commissioners and one member of the Pensacola City Council shall be for 1 period of two (2) years, which shall be staggered such that the appointments of three (3) PEDC Commissioners occur each year.

Section 5. The Commission shall elect from Its membership at its organizational meeting, and annually thereafter<u>a</u> Chair, a Chairman, Vice-Chairman<u>Vice-Chair</u>, and Secretary-Treasurer.

Section 6. <u>Quorum; transaction of business</u>. Any five (5) members of the Commission shall constitute a quorum for the transaction of the ordinary business of the Commission. No business shall be transacted except at regularly and specially called meetings and when duly recorded in the Minutes thereof. <u>Each Commissioner is expected to attend the Commission meetings</u>. <u>A Commissioner may be removed from the Commission for missing three (3) consecutive regular Commission meetings</u>.

Section 7. Members of the Commission shall serve without compensation from the Commission, but may be reimbursed for travel expenses incurred in the performance of their duties as members of the Commission, from budgeted funds.

Section 8. <u>Authority of County and Cities to contract</u>. Escambia County acting through its Board of County Commissioners and all incorporated cities in Escambia County are expressly authorized to enter into contracts with the Commission as a public corporation and any and all contributions made by said political bodies to the Commission are hereby authorized and found to be a proper, county and/or city purpose, respectively.

Commented [RS2]: "quali fied elector" replaced with "resident" at BOCC Commissioners' request

Commented [RS3]: Abilit y of PEDC to remove a board member for nonattendance deleted at request of BOCC Commissioners Section 9. <u>Powers and duties</u>. The Pensacola-Escambia County Promotion and Development Commission shall have the following powers:

(1) To have a seal and alter the same at its pleasure.

(2) To acquire, hold and dispose of personal and real property held for its corporate purposes.

(3) To sue and be sued, implead and be impleaded, complain and defend in all courts of law and equity; to retain counsel and set their compensation.

(4) To enter into contracts with the County of Escambia and all incorporated cities within Escambia County, together with the right to enter into contracts with private concerns, both individuals and organizations, so that said private concerns may carry out any and all functions for the Commission as an agent thereof; provided, however, that no function of the Commission may be delegated by contract or otherwise to any agency unless it is determined by the Commission that such function can be more efficiently carried out by the agency to which the function is to be delegated.

(5) To appoint and fix the compensation of an executive director who shall be responsible to the Commission for the proper administration of all affairs placed in his or her charge which shall include (among other things) the appointment, supervision and direction of all employees and agents of the Commission. The Commission shall generally set forth the qualifications necessary for any employee and shall fix the salary ranges of all such employees. The Commission is further authorized to establish and maintain a suitable office at such place as it shall select in Escambia County.

(6) To borrow money for any of its corporate purposes and to execute notes, mortgages, deeds to secure debts, trust deeds and such other instruments as may be necessary or convenient to evidence and secure such borrowing, subject to Section 10, below; and to make contracts and execute all instruments necessary or convenient.

(7) To exercise any power granted by the State of Florida to public or private corporations performing similar functions which is not in conflict with the Constitution and Laws of the State of Florida.

(8) To adopt, alter or repeal its own by-laws, rules and regulations governing the manner in which its business may be transacted, and in which the power granted to it may be enjoyed, as the Commission may deem necessary or expedient in facilitation of its business.

(9) To possess and perform such powers and duties from time to time which may be authorized by the Legislature.

(10) To do all things necessary or convenient to carry out the powers expressly conferred by this act.

(11) To acquire real or personal property by purchase, lease or lease-purchase; to sell and/or lease any or all portions of any such property; to develop, construct, maintain, improve, enlarge, raze, relocate, operate and manage such property and all facilities and improvements appurtenant thereto; to adopt covenants and restrictions governing use of such property; and to pay any lawful expenses or charges incurred and to employ or enter into contracts with such persons as may be needed in acquiring, developing, constructing,

maintaining, improving, enlarging, razing, relocating, operating and managing such property; to finance the acquisition and development of such property, including the mortgaging of such property which is not owned by Escambia County or any incorporated municipalities located therein. "Property" shall be construed to include all properties deemed in the discretion of the Commission to be necessary to fulfill the purposes of this act and shall include, without limitation of other properties, industrial parks, tourist facilities, and civic centers which may include arenas, exhibition halls, convention facilities, offices, shops, lodging facilities, restaurants, and any other facilities related thereto.

(12) To issue and sell revenue certificates or revenue bonds as hereinafter provided, or in any manner permitted by law and not inconsistent with the provisions hereof, for the financing of capital projects beneficial to the promotion and development responsibilities of the Commission, and to take all steps necessary for efficient preparations and marketing of the certificates or bonds at public or private sale at the best price obtainable, including the entry into agreements with corporate trustees, underwriters and the holders of certificates, and the employment and payment, as a necessary expense of issuance, for the service of consultants on valuations, costs and feasibility of undertaking; revenues to be anticipated and other financial matters, architecture, engineering, legal matters, accounting matters and any other fields in which expert advice may be needed to effectuate advantageous issuance and marketing.

(13) To fix, regulate and collect rents, fees, rates and charges for facilities or projects or any parts thereof or services furnished by it or under its control and to pledge the revenue to the payment of revenue certificates or revenue bonds issued by it.

(14) To qualify as an Industrial Development Authority for Escambia County if the Board of County Commissioners of Escambia County declares that there is a need for such an authority to function in Escambia County, and if the Board of County Commission designates the Commission to serve as such authority, and to exercise all powers granted to such authorities in Section 159.44 through 159.53, *Florida Statutes*, as such law may be amended from time to time.

(15) To qualify as a Research and Development Authority for Escambia County if the Board of County Commissioners of Escambia County declares that there exists a need for the development and financing of a research and development park. If the Board of County Commissioners of Escambia County declares that such a need exists and designates the Commission to act as the Research and Development Authority for Escambia County, the Commission may apply to the Florida Research and Development Commission shall have all powers granted to such authorities in Section 159.705, *Florida Statutes*, as such law may be amended from time to time.

Section 10. <u>Provisions governing issuance of certificates and bonds</u>. Issuance of revenue certificates or revenue bonds by the Commission shall be governed by the following general provisions:

(1) Revenue certificates or revenue bonds for purposes hereof are limited to obligations that are secured solely by pledge of revenues produced by the facility or facilities for the benefit of which the certificates or bonds are issued and the sale proceeds used, that do not constitute a lien or encumbrance, legal or equitable, on any real property of the Commission or on any of its personal property other than the revenues pledged to secure payment of the certificates or bonds. Provided, however, the Commission may secure its revenue certificates or revenue bonds by pledging revenues derived from the levy and

collection of a tourist development tax pursuant to Section 125.0104, *Florida Statutes*, provided that the Board of County Commissioners of Escambia County first levies the tax and by resolution authorizes the Commission to pledge any portion or all of the revenues derived from the collection thereof.

(2) The Commission shall not be empowered or authorized to create a debt against the State, Escambia County or any of the incorporated municipalities of said County. Except as provided in the last sentence of subsection (1) above, neither the State, Escambia County or any of the incorporated municipalities of said County shall be obligated directly or indirectly to make any payments on or appropriate any funds for certificates or bonds issued by the Commission. Any evidence of indebtedness issued by the Commission shall state on its face that the certificate or bonds does not directly or indirectly pledge the full faith and credit of the State, Escambia County or any of the incorporated municipalities of said County, and that the Commission is not an agency of Escambia County or of any of the incorporated municipalities of said County.

(3) Before issuing any revenue certificates or revenue bonds the Commission shall as to each issue:

(a) Prepare or procure from a reputable source detailed estimates of the total cost of the undertaking for which the certificates or bonds are contemplated and of the annual revenues to be obtained therefrom and pledged as security for payment of the certificates or bonds;

(b) Determine that the anticipated net proceeds from the sale, together with any other funds available and intended for the purposes of issue, will be sufficient to cover all costs of the undertaking and of preparing and marketing the issues connected therewith;

(c) Determine that the annual revenues anticipated from the undertaking will be sufficient to pay the estimated annual cost of maintaining, repairing, operating and replacing, to any necessary extent, not only the undertaking but also the punctual payment of the principal of, and interest on, the contemplated certificates or bonds; and

(d) Specify those determinations in and include the supporting estimates as parts of the resolution providing for the issue.

(4) The Commission may, as to any issue of revenue certificates or revenue bonds engage the services of a corporate trustee for the issue and may treat any or all cost of carrying out the trust agreement as part of the operating costs of the undertaking for which the certificates or bonds are issued.

(5) The Commission shall from time to time establish such rentals, rates and charges, or shall by agreement maintain such control thereof, as to meet punctually all payments on the undertaking and its maintenance and repair including reserves therefor and for depreciation and replacement.

(6) Revenue certificates or revenue bonds may be issued for the purpose of funding, refunding or both.

(7) All revenue certificates or revenue bonds issued pursuant hereto shall be negotiable instruments for all purposes.

Section 11. <u>Audit</u>. The books and records of the Commission shall be audited at least annually, at the expense of the Commission, by a competent auditor. Any agency performing functions on behalf of the Commission, and receiving public funds, shall furnish to the Commission an accounting of all funds so expended. The Commission shall furnish copies of said audit to the Board of County Commissioners of Escambia County, the City Council of the City of Pensacola and any other groups contributing substantial sums to the operations of the Commission.

Section 12. <u>Construction</u>. This act, being for the purpose of developing and promoting the public good and welfare of Escambia County and the incorporated cities thereof, shall be liberally construed to effect the purpose thereof.

Section 13. (1) All funding shall be provided for by Interlocal Agreement. All such funds so expended by the governmental bodies are hereby authorized as a lawful expenditure. The Commission shall prepare and submit a budget covering its operation and maintenance for the fiscal year to all parties providing funds through the Interlocal Agreement.

(2) The intent of this act is to establish a private-public partnership and united effort for economic development in Escambia County. To accomplish this goal, the private sector is urged to voluntarily collect and pay over to the Commission a reasonable amount each fiscal year for the operation and maintenance of the Commission.

Section 14. The provisions of this act shall be severable, and if any of the provisions hereof shall be held to be unconstitutional or invalid, such determination shall not affect the constitutionality or validity of any of the remaining provisions of this Act.

II. This act shall take effect upon becoming a law.



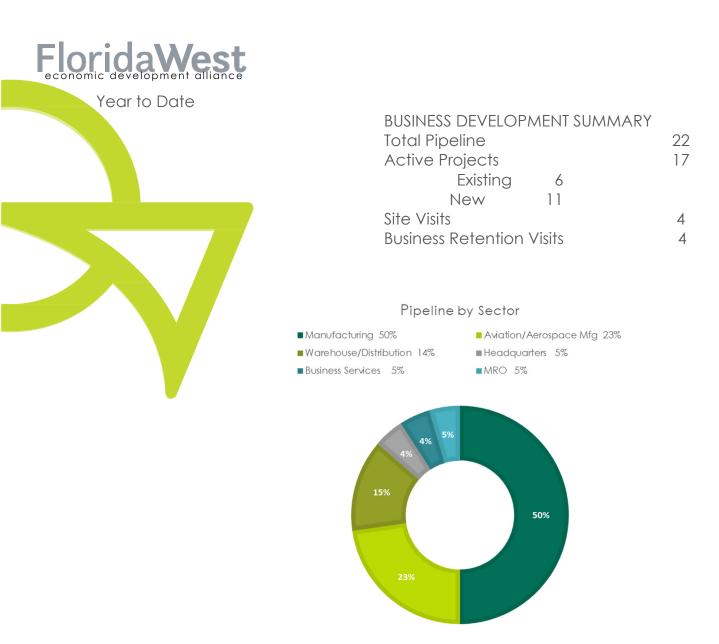
BUSINESS DEVELOPMENT REPORT

Year to Date October 1, 2018 - December 5, 2018



Director of Business Development





Economic Development Pipeline - Project Rating

Indicates individual project rating/status with varied location decision factors and highly competitive environment:

- (1) <u>Inquiry/Suspect</u> initial or early stage of activity (example: response for proposal (RFP), presentation of potential site/buildings, demographics, customized package supporting client's needs)
- (2) <u>Prospect</u> client actively engaged (example: site visit, narrowing location options/short-listed)
- (3) <u>Project</u> regular client interaction (example: multiple visits, site or building identified, or incentive process initiated)
- (4) <u>Imminent</u> client decision forthcoming (example: moving toward incentive application approval and local support
- (5) Announced project approved, client location formally public

Economic Development Pipeline

Project Code	# Jobs	Industry Sector	Status	Space Required	Lead	Project Rating
A08312016_WD	5	Warehouse/Distribution	Active	150,000	Direct	3
B12282016_MFG	35	Manufacturing	Active	60,000	Direct	4
A02202017_MFG	20	Manufacturing	Active	0	Direct	3
P07062017_MFG	15	Manufacturing	Active	0	Direct	3
T07172017_AAM	1325	Aviation	Active	200,000	Direct	3
F10012017_BSVC	5	Business Services	Active	20,000	Direct	3
V10302017_MFG	75	Manufacturing	Active	60,000	Direct	2
102052018_MFG	75	Manufacturing	Active	155,000	Direct	4
D02202018_AAM	30	Aviation	Active	173,000	Direct	3
H004012018_MFG	140	Manufacturing	Active	200,000	Direct	2
A04162018_MFG	50	Manufacturing	Active	30 AC	Consultant	3
E07112018_MFG	40	Warehouse/Distribution	Active	200,000	Direct	2
V07132018_HQ	24	Headquarters	Active	10,000	Direct	2
C08022108_WD	200	Warhouse/Distribution	Active	100 AC	FGNW	2
B08102018_MRO	30	MRO	Active	TBD	Direct	2
M09182018_AAM	50	Aviation	Active	TBD	FGNW	2
F09242018_MFG	15	Manufacturing	Active	20 Acres	FGNW	1
C10022018_AAM	16	Aviation	Active	30,000	EFI	1
E10/04/2018_AAM	60	Aviation	Active	85,000	FGNW	1
\$10052018_MFG	15	Manufacturing	Active	20 Acres	FGNW	1
L10152018_MFG	12	Manufacturing	Active	40,000	Direct	2
N101918_MFG	45	Manufacturing	Active	10,000	FGNW	2
# Jobs	2.282		Total Space	1.393.000		

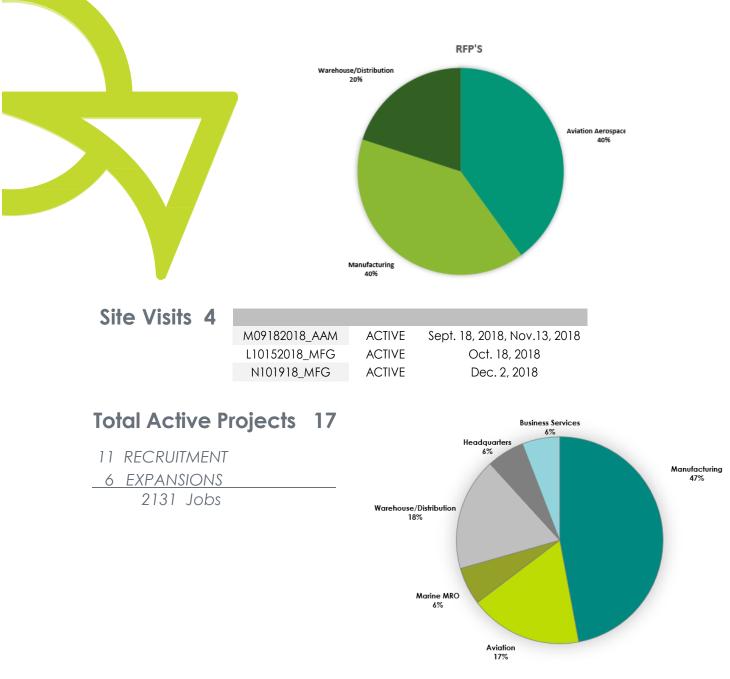
LEAD SOURCE:	
Enterprise Florida, Inc.	(1)
Florida's Great Northwest	(5)
Site Consultant	(1)
Direct	(14)

TYPE:		
Existin	g	
New		

STATUS:	
Active	(21)
Inactive	
Hold	
Dead	
Announced	

- RATING: 1 Inquiry/Suspect 2 Prospect 3 Project
- 4 Imminent
- 5 Announced

Total Request For Proposal (RFP) by Sector 5



Business Retention-Expansion 4 Visits

Existing Industry Visits 2018-2019

		• •	
Date	Visit	# Employee	s Sector
10/23/18	Vivid Bridge	5	Business Services
11/02/18	IHMC	100	R&D
11/06/18	Ascend Performance Materic	a 888	Manufacturing
11/09/18	Custom Control	50	Manufacturing



2017–2018 Economic Development Report

October 1, 2017 – September 30, 2018

Scott Luth CEO, FloridaWest EDA



Encouraging companies to invest, locate and grow in the local community is a foundation of economic development that brings many positive benefits. As new and existing companies introduce innovative technologies, the mix of business becomes more diverse and the export of goods and services generates more prosperity for the area. Employment opportunities increase for all residents resulting in a vibrant talent base and a broader, more resilient tax base that in turn, allows government to improve infrastructure that helps to keep the community growing and thriving. Although the process of economic development is much more complex than illustrated above, it requires a dedicated approach to work ever evolving internal and external projects to help achieve these desired results. It is companies that decide if, where and when to invest. A wide range of factors are weighed to determine a community's suitability to meet the company's short-term and long-term needs. These factors may include the availability and quality of the local workforce, highway accessibility and proximity to major markets, existing sites and buildings, energy availability and costs, construction costs, the entrepreneurial culture, access to innovation and commercially viable R&D, the responsiveness of the public sector, and even some quality of life factors like the number of nonstop destinations accessible from the local airport. These factors really vary by what is important to the company and places our community in a very competitive environment with other cities and regions across the nation and globally.

About FloridaWest:

Established in October 2014, FloridaWest is a re-brand of the Community Economic Development Alliance (CEDA), a 501c6 organization. We are an alliance of public and private community and business leaders, collectively strengthening our social, human and business capital, and developing our communities.

FloridaWest specializes in the practice of economic development. Our sole mission is to maximize the potential of Northwest Florida through focused economic development initiatives, programs and services aimed at nurturing the global contributions of local entrepreneurs, retaining and expanding existing businesses, attracting and recruiting new businesses, developing a welltrained workforce, and advancing our community and assets to position our area as a rich and ready location for growth.

We are establishing our communities as the gateway to Florida's enterprise. The promise of the West -synonymous with the spirit of adventure and opportunity--has become a beacon of how we conduct business, how we serve our community and clients; and how we forge relationships. This is how we are maximizing the economic potential of Pensacola, Escambia County and Northwest Florida.



Wealth Development. We are driven to create a thriving and vibrant community rich in diversity, resources and experiences—a combination of quality of business and quality of life that we can all benefit from.

Economic Partnership. We are an alliance of public and private agencies, businesses and organizations, united-as-one, to further the growth of Northwest Florida's economic prosperity.

Sustainable Business. We support and sustain businesses locally, propelling them toward growth goals that build our community as a viable center of global commerce and innovation.

Transformed Workforce. We are bridging the gap between the needs of today's businesses and the promise of local citizens to play on the national stage, transforming human potential and human success.

FloridaWest Economic Development Alliance is continuing to build upon the foundations of our economic development programs to maximize the potential of our businesses, citizens and communities. We recognize the initiatives we undertake are made possible only through the collaboration and support of our partners in the public and private sectors. We thank you for the positive impact you are making to further economic development opportunities now and for generations to come.

The FloridaWest Team



An Economy of Success

The following economic development program of work has been designed to ensure that our community can meet business needs - logistics, infrastructure, utility requirements, education and training resources for a strong and vibrant economy, both in the present and in the future.

Business Expansion: A pivotal part of our economic development strategy is safeguarding the longevity and prosperity of our existing businesses and the community. We work with our local companies to encourage and advance their retention-expansion and continued growth in our communities.

Business Attraction: FloridaWest understands the critical aspects of economic development and the proactive approach it takes to develop opportunities and advocate for our communities. Pensacola and Escambia County are great places to live and work. Competing with other communities and regions around the world requires us to go above and beyond to promote our local assets by inviting prospects and site selectors to see the community first-hand, to market the region and attend target sector trade shows and conferences, as well as national and global economic development events.

Business Incubation: Housed under FloridaWest is **Co:Lab Pensacola**, a business incubation program which targets early-stage, high-growth companies to increase their chances of success by providing shared office space, support services and business coaching. The mission is to act as a catalyst to support innovative entrepreneurs who create jobs and can sustain long-term economic growth for Greater Pensacola.

Workforce Development: Human capital is our premier strength; it is the foundation of our community's success. By collaborating with partners to develop training and education programs for our citizens, we are creating a community that is alluring to prospects because of our ability to align present and future business needs with human resource strategies.

Sites and Buildings: We seek out and receive leads for potential relocation and expansion of businesses from here at home and all over the world. In order to convert these important activities into wins for the community, we must have properties (sites and buildings) available to meet the needs of existing and prospective companies. A few of our regional locational assets include; The Bluffs, OLF 8, the Technology Campus, the Port of Pensacola and the Pensacola International Airport.

FloridaWest EDA Board of Directors

Wendell Smith, Board President, Gulf Power Company
Donnie McMahon, Board Vice President, City of Pensacola Representative
Karen Sindel, Board Secretary/Treasurer, Escambia County Representative
Lewis Bear, Jr., Board Member, Lewis Bear Company
Rebecca Ferguson, Board Member, Pensacola Energy Representative
Tim Haag, Board member, Emerald Coast Utility Authority
Bonita Player, At-large Board Member, Engineering & Planning Resources
Jim Waite, Board Member, Baskerville-Donovan
Jonathan Tucker, Associate Member, Cox Business

We are an alliance of more than 100 public and private entities. Working together, to maximize Pensacola, Escambia County and Northwest Florida's economic potential.



FloridaWest - Business Expansion and Relocation Announcements

Company	Sector	New Jobs	Retained Jobs	Average Wage	Annual Payroll	Capital Investment
Navy Federal Credit Union	Financial Services	5000		\$50,000	\$160,000,000	\$350,000,000
October 29, 2014						
International Paper	Manufacturing	12	424	\$49,900	\$36,888,000	\$92,000,000
October 29, 2014						
Offshore Inland-Corporate	Headquarters	30		\$75,000	\$2,250	\$90,000
December 20, 2014						
AeroSekur	Aviation MRO	5		\$43,600	\$200,000	\$50,000
March 4, 2015						
Financial Management & Investment Corp.	Headquarters	15		\$74,720	\$1,120,000	\$1,355,000
March 8, 2015						
Dept. of Homeland Security	IT/Cyber	35		\$85,000	\$2,975,000	\$20,000,000
June 22, 2015						
Oren International	Manufacturing	18	8	\$39,225	\$1,200,000	\$2,100,000
March 30, 2016						
Re Vera Services	Headquarters	4				
September 9, 2016						
Jupiter Composites	Manufacturing	150	100	\$27,040	\$4,056,000	\$1,000,000
May 26, 2016						
Armoured Frog	Manufacturing / Showroom	5	5	\$45,000	\$450,000	\$200,000
November 26, 2016		0	0	ų 10,000	\$ 100,000	<i>\</i> 200,000
PaintUniversity	Headquarters	7				\$340,200
February 1, 2017	neudquareis	/				φ040,200
Accounting Fly	Headquarters	8				
February 5, 2017	noudgeareis	0				
VetFed	IT	20	2	\$46,000	\$920,000	\$95,000
December 8, 2017			-	,		Ţ. 9/000
Pall Corporation	R&D	14	36	\$73,500	\$3,525,000	
January 25, 2018				1		
Intelligent Retinal Imaging Systems, Inc.	Headquarters/ IT	30	30			
April 1, 2018						
Totals	15 Projects	5353	605	\$55,362	\$51,336,250	\$467,230,200

Business Development

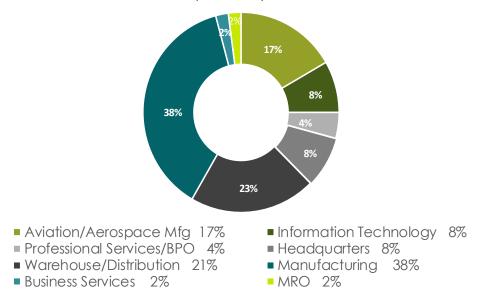
Report Overview

Summary of Business Development Economic Development Pipeline RFP's and Site Visits Active Projects Business Retention and Expansion Visits Business Development Activity Business Parks – Product Development The Bluffs Update The Bluffs Marketing Awards



Year to Date, October 1, 2017 – September 30, 2018 BUSINESS DEVELOPMENT SUMMARY Total Pipeline 48 Active Projects 26 Existing 7 New 19 Site Visits 21 Business Retention Visits 43

Pipeline by Sector



Economic Development Pipeline - Project Rating

Indicates individual project rating/status with varied location decision factors and highly competitive environment:

- (1) <u>Inquiry/Suspect</u> initial or early stage of activity (example: response for proposal (RFP), presentation of potential site/buildings, demographics, customized package supporting client's needs)
- (2) <u>Prospect</u> client actively engaged (example: site visit, narrowing location options/shortlisted)
- (3) <u>Project</u> regular client interaction (example: multiple visits, site or building identified, or incentive process initiated)
- (4) <u>Imminent</u> client decision forthcoming (example: moving toward incentive application approval and local support
- (5) Announced project approved, client location formally public

Economic	Development	Pipeline
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Project Code	# Jobs	Industry Sector	r	Status	Space Requir	ed Lead	Project Rating
P10252012_MFG	35	R&D, Manufactur	ing	Active	14,000	Direct	4
P02172015_BPO	1000	BPO		Active	100,000	Direct	1
H07172015 MFG	100	Manufacturing	<u>ר</u>	On-Hold	50,000	EFI	2
G08152015_AAM	44	Aviation Manufact		Active	128,000	Direct	2
Q02252016_MFG	45	Manufacturing		Dead	60,000	Direct	2
J02262016_MFG	10	~		Active	1,500	Direct	4
		Manufacturing	·				
S08162016_WD	400	Warehouse/Distribu		Active	350,000	Direct	2
A08312016_WD	5	Warehouse/Distribu		Active	150,000	Direct	3
G10142016_HQ	6	Headquarters-BusSe		Active	7,000	Direct	4
F12282016_MFG	35	Manufacturing	9	Active	60,000	Direct	4
V01102017_IT	22	IT		Announced	5,000	Direct	5
A06132017_AAM	65	Aviation MRO		Active	60,000	Direct	1
A06172017_WD	55	Warehouse/Distribu	ution	On-Hold	35,000	Direct	2
P07062017_MFG	15	Manufacturing	g	Active	0	Direct	3
P07072017_BPO	250	BPO		On-Hold	25,000	Direct	
C07122017_IT	25	IT		Active	15,000	Consultar	nt 1
T07172017_AAM	800	Aviation		Active	200,000	Direct	3
F10012017_BSVC	5	Business Service	∋s	Active	20,000	Direct	3
T10012017_WD	20	Warehouse/Distribu		Active	600,000	Direct	2
A10182017 HQ		Headquarters		Dead	500,000	Public	
E10202017_WD	5	Distribution		Active	3 AC	Direct	1
V10302017_MFG	75	Manufacturing	<u></u>	Active	60,000	Direct	2
D11012017_WD	40	Warehouse/Distribu	,	Active	350,000	Direct	2
P11092017_WD	20	Warehouse/Distribu		Active	300,000	Direct	2
R11172017_AAM	TBD	Aviation		On-Hold	TBD	FGNW	1
G01/02/2018_WD	TBD	Warehouse/Distribu	ution	Active	100,000	Direct	4
102052018_MFG	75	Manufacturing		Active	155,000	Direct	4
E02082018_IT	TBD	IT	,	Active	TBD	EFI	1
N02152018_AAM	200	Aviation		Active	100,000	EFI	1
P02122-018_MFG	20	Manufacturing	, ,	Active	30,000	Direct	1
D02202018_AAM	TBD	Aviation	,	Active	173,000	Direct	3
J02282018_MFG	TBD	Manufacturing	3	Active	30,000	Direct	1
H004012018_MFG	140	Manufacturing	, ,	Active	200,000	Direct	2
S04072018_MFG	140	Manufacturing	-	Active	100,000	EFI	1
\$04152018_MFG	20	Manufacturing	J	Active	2 AC	Direct	2
X04132018_WD	200	Warehouse/Distribu	ution	Active	400,000	EFI	1
A04162018_MFG	50	Manufacturing	J	Active	30 AC	Consultar	nt 3
M05152018_MFG	5	Manufacturing	J	Active	10,000	FGNW	2
B05162018_MFG	150	Manufacturing	3	Active	50 AC	FGNW	1
C05172018_IT	2	IT		Active	4,000	EFI	1
V05312018_AAM	40	Aviation		Active	50,000	EFI	1
H06112018_MFG	10	Manufacturing	g	Active	12,000	EFI	1
S06112018_HQ	30	Headquarters/M	lfg	Active	30,000	FGNW	1
E07112018_MFG	20	Warehouse/Distribu	ution	Active	TBD	Direct	2
V07132018_HQ	24	Headquarters		Active	10,000	Direct	2
R08012018_MFG	5	Manufacturing	g	Active	10,000	EFI	1
B08102018_MRO	25	MRO		Active	TBD	Direct	2
M09182018_AAM	50	Aviation		Active	TBD	FGNW	2
F09242018_MFG	15	Manufacturing	9	Active	20 Acres	FGNW	1
# Jobs	3,337			Total Space Average SF	7,723,833 188,386		
LEAD SOURCE:			TYPE:		STATUS:		RATING:
Enterprise Florid		(9)		_	Active	(39)	1 Inquiry/Susp
Florida's Great I	Northwest		Existing		Inactive		2 Prospect
Site Consultant		(2)		_	Hold	(4)	3 Project
Direct			New		Dead	(2)	4 Imminent
Public/Open RF	Р	(1)		-	Announced	(1)	5 Announced

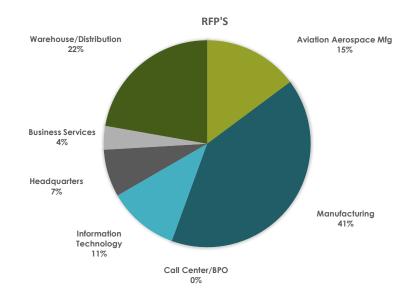
Enterprise Florida, Inc.	(9)
Florida's Great Northwest	(4)
Site Consultant	(2)
Direct	(30)
Public/Open RFP	(1)



JIAIUS.		KAIING.	
Active	(39)	1	Inquiry/Suspe
Inactive		2	Prospect
Hold	(4)	3	Project
Dead	(2)	4	Imminent
Announced	(1)	5	Announced

FY 2017-2018_ECONOMIC DEVELOPMENT REPORT

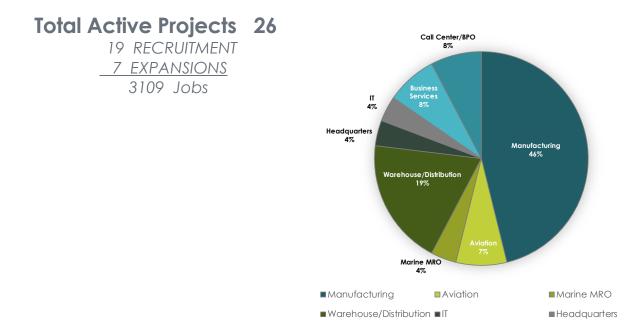
Total Request For Proposal (RFP) by Sector 27



Call Center/BPO

Site Visits 19

F12282016_MFG	ACTIVE	Nov 13, 2017/ Jun 6, 2018	A04162018_MFG	ACTIVE	April 17, 2018
T10012017_WD	ACTIVE	Nov 16 2017	M05152018_MFG	ACTIVE	Jun 9, 2018
D11012017_WD	ACTIVE	Nov 14, 2017	E07112018_MFG	ACTIVE	July 11, 2018
P11132017WD	ACTIVE	Nov 13/Dec 18, 2017	V07132018_HQ	ACTIVE	July 13, 2018
R11152017AAM	ACTIVE	Nov 19, 2017	R08012018_MFG	ACTIVE	August 1, 2018
102052015_MFG	ACTIVE	Jan 29/Feb15/Apr 17/Jun 5/July 16, 2018	B08102018_MRO	ACTIVE	Aug 15,/Sept 18, 2018
S04132018_MFG	ACTIVE	Apr 13, 2018	M09182018_AAM	ACTIVE	Sept. 18, 2018



Business Services

Business Retention-Expansion 43 Visits



-xistina	Industry	Visits	2017-2018
	in iciosiny	V 1311 3	2017-2010

Date	Visit	# Employees
10/4/2017	Custom Control	50
10/6/2017	Ferguson/HASE	48
10/07/17	Ascend Performance Materials	888
10/19/17	VetFed	18
10/20/17	Hanto-Clarke	12
11/14/17	LeGrange	60
11/30/17	Superior Granite	11
12/01/17	Fleetco	16
12/07/17	DigiPro	20
12/07/17	Exxon Mobil	160
12/08/17	Offshore Inland	30
12/08/17	VetFed	22
12/12/18	AT&T	300
12/14/17	NFCU	6393
01/04/18	AppCom Solutions	8
01/05/18	Armoured Frog	5
01/12/18	West Fraser Mill	140
01/15/18	Ascend Performance Materials	888
01/15/18	VTMAE	
01/19/18	Custom Control	50
01/19/18	International Paper	453
01/26/18	Lewis Bear Company	100
01/31/18	Primerica	2
02/01/18	Pall Corporation R&D	40
02/12/18	Ferguson/HASE	48
02/12/18	KA Med Data/Vet CV	10
03/13/18	Hitachi Cable	360
03/13/18	Jupiter Composites	150
04/02/18	Heliworks	19
04/05/18	Reliance Aerotech	7
04/05/18	DDCU Resources	2
04/11/18	Martelli Enterprises	18
04/14/18	National Energy	2
04/17/18	EFI Germany Visit - Ascend	888
06/08/18	ST Aerospace - Opening Celebration	130
06/19/18	Turner Industries	55
06/29/18	VetFEd	19
07/17/18	IHMC	100
07/20/18	GE Wind	510
07/27/18	IMS Expert Services	80
08/15/18	Offshore Inland	30
09/18/18	International Paper	453
09/26/18	Lighthouse Health	6

Business Development Activities

- Secured \$1.8 M funding for the Bluffs project through the 2018 Florida Legislature -PEDC and Florida West were instrumental in championing for the Bluffs project funding and results leading to active contracts with FDOT and DEO. This phase is to develop Design/Build Package for Industrial Blvd., and Bridge Development, Design/Build for repairing Becks Lake Road, Alternative Analysis, Industrial Utility System Crossings, Real Property Impacts and Stakeholder Communications. The Bluffs project presents the next premier site inventory opportunity for Northwest Florida and bolsters economic development; allowing us to compete for the next generation manufacturing high wage/high skill jobs, while leveraging and attracting targeted industry sectors. Funding for infrastructure and roadway improvements are necessary to transform the site and further aligns with the state's vision to grow Florida's economy.
- Pensacola International Airport Master Planning and Commercial Aircraft Maintenance, Repair and Overhaul Campus (MRO Campus) Expansion participating in the Airport's commercial and aviation business park property development for a 775,000 SF commercial aircraft MRO campus to accommodate future MRO activity, maximize business development and economic development opportunities to attract and grow aviation/aerospace jobs.
- Airlines recruitment for expanding flight services to Pensacola presented with a team from PNS with United Airlines in positioning the greater Pensacola regional economy and supporting advancement of present and future airline service with major carriers. For example, these efforts generated American Airlines launch of a new daily non-stop service to the Washington Reagan, DC Airport in 2016 and Frontier Airlines began nonstop to Denver in 2017.
- IT/Cybersecurity Strategic Plan launched in October 2017 to maximize Pensacola-Escambia County's unique opportunity to become a regional and national leader in cybersecurity. Stakeholders from private, public, and military sectors participated in development of the strategic plan. FloridaWest as lead organization is continuing to engage key cybersecurity stakeholders and is moving forward with implementation to build a strong workforce, identify education and career pathways, and enhance the economic and community impact of cybersecurity in northwest Florida.
- Industry and Manufacturing Awareness promoting and increasing awareness of why local manufacturing matters and the resulting annual economic impacts of manufacturing. With an annual manufacturing awareness event and industry tour. Manufacturing is a key driver in the Northwest Florida regional economy. According to the September 2017 JobsEQ economic report of the Pensacola MSA, there were 324 manufacturing establishments accounting for 6,462 jobs with an average annual wage of \$62,193. Local manufacturers produced \$1.2 Billion in Gross Domestic Product (GDP) within the region.

Target Industry Trade Shows

SEUS Japan Conference Singapore Airshow Farnborough International Airshow Cyber Security Summit Aviation Forum, Hamburg MRO Americas Association of Defense Communities IMTS Manufacturing Technology Show

- National Site Location Consultant Events
 Economix
 Site Selectors Guild
- Site Consultant Missions Chicago, Atlanta, Dallas

International Trade

Consul General of Japan in Miami, Ken Okaniwa and 'Walk in America-Talk on Japan' delegates visit, November 2017 Consul General of Canada in Miami, Susan Harper visit, January 2018 Japan-US Grass Roots Partnership Forum, March 2018 Sister Cities, Gero, Japan, May 2018

Business Park-Product Development

New companies considering relocation or existing companies needing room for expansion look for readily available sites and buildings,

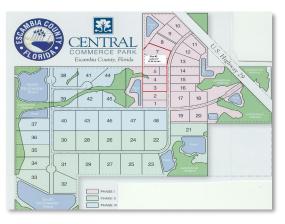
Pensacola Aviation Business Park



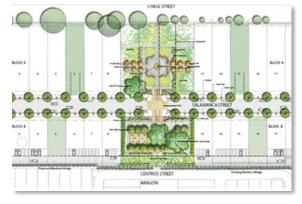
Port of Pensacola



Central Commerce Park



Pensacola Technology Park



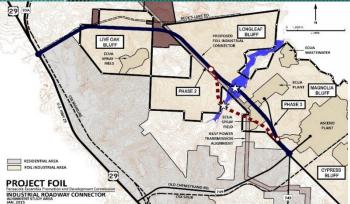
Heritage Oaks



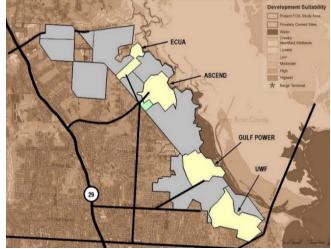
Bluffs Multi Phase Project

- Project 1: Industrial Development Study
- Project 2: Industrial Blvd. from Becks Lake Road to Spanish Mill Creek Bluffs Marketing materials and outreach
- Project 3: Industrial Blvd. from Spanish Mill Creek to Old Chemstrand Road
- Project 4: Design/Build Package for Industrial Blvd. and Bridge Development Design/Build for repairing Becks Lake Road Alternative Analysis Industrial Utility ServicerSystem Crossing Real Property-Impacts
 - Stakeholder Communication





NORTHWEST FLORIDA'S INDUSTRIAL CAMPUS





The Bluffs Marketing Awards

The Bluffs of Northwest Florida video, promotional materials and website were made possible through a PEDC grant with the Dept. of Economic Opportunity (DEO). This marketing was a collaborative effort with Vision First Advisors and local companies Vivid Bridge, Pelican Drones and Calliope Films.



- IEDC (International Economic Development Council) Gold Award, Excellence in Economic Development Award, Video/Multimedia Promotion
- SEDC (Southern Economic Development Council) Special Judges Award, Creative Delivery of Content
- FEDC (Florida Economic Development Council) Innovation Marketing Award, Digital Advertising
- FEDC (Florida Economic Development Council) Innovation Marketing Award, Direct Mail Campaign
- 2018 American Advertising Federation Pensacola ADDY Gold Awards:
 - o Integrated Advertising Campaign, B-to-B, Regional/National
 - Direct Mail, 3-D/Mixed Campaign
 - Internet Commercial

• Additional Awards:

- 2018 Silver Addy Awards:
 - Video Editing, Vivid Bridge
 - o Creative for Animation, Vivid Bridge

2018 Aurora Filmmaking Awards – Platinum Best of Show

- External Communications/PR: Economic Development
- o Individual Achievement, Use of Graphics, Vivid Bridge
- o Gold Award, Individual Achievement: Editing, Vivid Bridg

INNOVATION and Entrepreneurship

Report Overview

Key Metrics Occupancy Current Tenants Tenant Overview FY 17-18 Successes Entrepreneurial Ecosystem Noteworthy Events

KEY METRIC: Companies Served







ECONOMIC IMPACT* **THOSE NUMBERS EQUAL:** Over MILLIÓN direct, indirect & induced jobs in gross in Pensacola earnings metro area * According to UWF Haas Center

KEY METRIC: Occupancy

Collaborate. Innovate. Accelerate. Pensacola, Florida

Occupancy (Goal: 80%)	Total Leasab SQFT		SQFT cupied	Available	% Occupancy	
2nd Floor (SQFT)	3,69	96	3,127	569	84.60%	
3rd Floor (SQFT)	3,91	74	3,049	3,049 925 7		
TOTAL SQUARE FEET:	7,670		6,176	Occupancy	80.52%** **Snapshot as of 09/30/2018	
Current Clients	Current Clients			Status		
Lost Key Media		Ja	n-08		5th year	
Samantha Weaver, L	LC.	Fe	Feb-08 3rd year		3rd year	
International Debt Re	ecovery, Inc.	Mar-08		2nd year		
EBI Management Gro		Ap	or-08	2nd year		
Coast Software, dba. Building on Knowledge		Мс	ay-08	2nd year		
Data Revolution, LLC		Jun-08 2nd year		2nd year		
Pensacola Media Gr	oup, LLC.	Ju	I-08	2nd year		
Altius Marketing	Altius Marketing		Aug-08 2nd year		2nd year	
Guided Particle Systems, Inc.		Sep-08 2nd year		2nd year		
Vivid Bridge Studios		Oct-18 2nd year		2nd year		
Snap Soccer		Nov-18 1st year		1st year		
Warfighter Fitness		May-18 1st year		1st year		
Greater Things Fitness		Jul-18 1st year		1st year		
Girl Catch Fire		Au	g-18	lst year		
N Star Investments		Se	p-18	1st year		



Exited Clients	Date of Entry	Status	Notes
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 Pensacola
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
Intelligent Retinal Imaging Systems	Feb-14	Graduated 04/01/18	Office space in downtown Pensacola
YourTechnoGeeks	Apr-16	Moved out 05/01/18	Company in idle state, took job out of town
Business RadioX	Jun-17	Moved out 06/30/18	Moved into other office space in Pensacola
Hatchmark Studio	Oct-15	Graduated 08/01/18	Office space in downtown Pensacola

	YE 2013	YE 2014	YE 2015	YE 2016	YE 2017	JUNE 2018
Full Time Employment						
FT On-site:	5	10	12	17	29	18
FT Off-site (in Pensacola MSA):		4	4	4	5	3
FT Off-site (outside of Pensacola MSA):		5	10	9	1	1
Part Time Employment						
PT On-site:		1	0	0	2	2
PT Off-site (in Pensacola MSA):		2	2	1	2	2
PT Off-site (outside of Pensacola MSA):		1	1	0	2	2
TOTAL FTE	5	19	26	30	41	22
Total salaries and wages	185,000	220,809	408,864	343,634	407,174	-
in the Pensacola MSA:	185,000	1,076,205	724,583	2,079,789	2,580,289	1,720,000
Total Contractors (subs, 1099s, etc):	-	14	6	14	17	8
in Pensacola MSA:		3	-	3	7	5
outside of Pensacola MSA:		11	6	11	10	3
Gross revenues- Total	100,000	987,608	1,209,852	5,764,471	5,625,338	3,014,500
% Sales in the Pensacola MSA:		0%	2%	1%	5%	6%
Total equity capital raised in most recent						
full year	250,000	250,000	250,000	250,000	9,035,000	9,035,000
Total debt capital raised in most recent						
full year		300,000	-	225,000	116,100	116,100
Total grant funds raised in most recent full						
year		-	450,000	\$-		
Undergoing merger, acquisition or closure						
in the next six months?**						
Awards Company Receivied					Several	



RECOGNITION

INTELLIGENT RETINAL IMAGING SYSTEMS, INC.

- Inc. 500 #459 fastest growing company in America
- Microsoft Health Innovation Award
- Secured Series B Funding

LOST KEY MEDIA

- Published 30th Anniversary edition of Guy Harvey Magazine
- Named Studer Community Institute MicroBusiness of the year

ALTUS CONTENT MARKETING

- Awarded 1st US trademark
- Secured Private label manufacturing agreement with a Canadian Company

"

Co:Lab has been a source of community and caffeine as I've grown my business. I gained access to mentorship and business partnerships I would not have otherwise had.

VERONIQUE ZAYAS OWNER, HATCHMARK STUDIO



Entrepreneurial Ecosystem

THE CULTURE OF ENTREPRENEURSHIP IN PENSACOLA

Co:Lab is devoted to participating in and promoting Pensacola's unique, vibrant entrepreneurial ecosystem. With economic development strategies purposed with promoting the success of our local entrepreneurs, FloridaWest EDA and Co:Lab are hitting the ground running to ensure entrepreneurs of the Pensacola Area are exposed to resources that will maximize their economic impact footprint.

In April, Co:Lab helped bring the Kauffman Foundation's 1Million Cups program to the Pensacola community. Meeting bimonthly, 1MC serves as an easy entry point to the entrepreneurial ecosystem. Each event features two early stage ventures and averages 45 attendees.





NOTEWORTHY EVENTS:

Co:Lab Policy Board Meetings- Quarterly

- Board meeting to discuss tenant leases and facility concerns
- FloridaWest role- staff support
- Nitty Gritty Series Monthly
 - Local service providers share their expertise with Co:Lab clients and provide lessons learned, nuggets of wisdom and mentorship
 - FloridaWest role host
- ITEN WIRED Summit- October, Hilton Pensacola Beach Gulf Front
 - Gulf Coast's premier tech conference featuring tracks in Cybersecurity, Tech Maker/ Incubators, and Professional Development for IT
 - FloridaWest role- co-hosting with ITGULFCOAST
- Startup Weekend Pensacola- November, Cowork@nnex
 - For startups to build a business model and prototype in aweekend
 - FloridaWest role- organizing, Co:Lab provides office space to winners
- Northwest Florida Forward- Entrepreneurship & Innovation Council- Monthly
 - Collaboration with leaders across NWFL to create a strategy for growth of entrepreneurial activity
 - FloridaWest role- collaboration

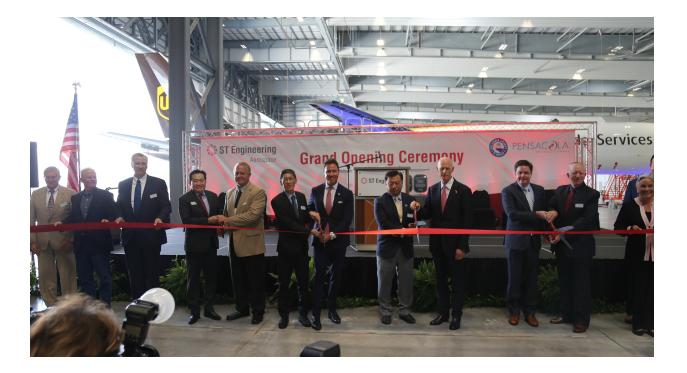
WORKFORCE DEVELOPMENT

Report Overview

Workforce Activity Workforce Communication and Promotional Support

Workforce Activity

- FloridaWest partnered with Pensacola State College in the planning and promotion of the 2018 Skills USA Conference, which hosts educational programs and competitions for high school, middle school and college students that support career and technical education (CTE). The statewide conference returned to Pensacola this year and will take place here for two more consecutive years.
- FloridaWest collaborated with partners in the Greater Pensacola Career Pathways initiative, including Pensacola State College, the Escambia County School District workforce education, George Stone Technical Center, CareerSource Escarosa, AFFCEA and Gulf Power Company to apply for the Governor's Job Growth Grant funding. This workforce development partnership was awarded \$1,860, 510 to support Pensacola State College's workforce training program. The initiative also secured a Carl D. Perkins grant to recruit young women into the Aviation Maintenance Career Academy at Washington High School and is presently working on a Triumph grant request to address additional workforce training needs.
- St Engineering Aerospace held a Career Information Session in preparation for their grand opening in June 2018, which set the stage for two successful November hiring events. FloridaWest assisted in the planning, advertising and coordination of the events, as well as staging a media tour of the Pensacola Airport Site that generated significant coverage.
- FloridaWest hosted manufacturing and cybersecurity Career Advisory Council meetings bringing together local industry leaders to connect with career academy teachers and students.



Workforce - Communication and Promotional Support

FloridaWest provided communication and promotional support for workforce training, and educational events with a variety of industry and organization partners throughout the year:

- Careersource Escarosa
- SBDC
- Gulf Coast African American
 Chamber
- Enterprise Florida
- The Studer Institute
- The University of West Florida
- U.S. Japan Alliance

Noteworthy examples include:

• The office of Representative Matt Gaetz

- ITEN WIRED
- Department of Homeland Security
- Cyberthon
- Entrecon
- IT Gulf Coast
- VetFED
- Cox Communications
- Ferguson Airport
- St. Engineering Aerospace



Feb. 2018, Governor Rick Scott announced \$35 million in awards for nine Florida Job Growth Grant Fund projects, including \$1,860,510 for Pensacola State College's workforce training programs, under the umbrella of the Greater Pensacola Career Pathways initiative



Feb. 2018, Ferguson Airport/Brown Helicopter hosted an Aviation Career Expo attended by nearly 100 area students and job seekers. Industry and workforce partners Brown Helicopter, Pensacola International Airport, ST Engineering, CareerSource Escarosa and Escambia County School District provided insights into the types of jobs available in aviation today and the opportunities to launch an exciting career in aviation.



Oct. 2017, Department of Homeland Security (DHS), the University of West Florida Center for Cybersecurity and FloridaWest collaborated to bring together a Cyber Career Expo and Roundtable event featuring Jeanette Manfra, Assistant Secretary for Cybersecurity and Communications, DHS.

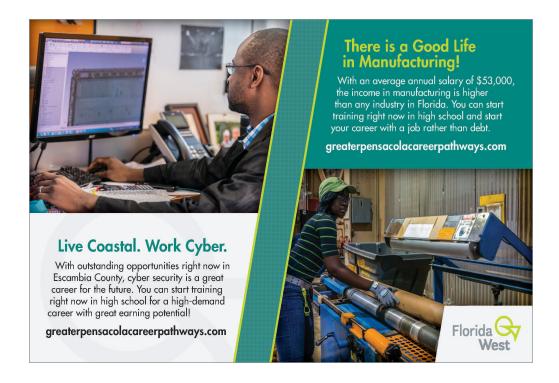


Nov. 2017, The Japan-America Society of Northwest Florida hosted delegates of "Walk in the U.S, Talk on Japan", a Japan government sponsored mission for teams of volunteers visiting U.S. cities to promote Japan based on their own experiences and d interests. Topics included dialogue about history, culture, business, the economy and military service. While in Pensacola, the delegates attended several events and engaged with representatives from the University of West Florida, the City of Pensacola, Pensacola Sister Cities International organization,, Visit Pensacola, FloridaWest EDA, and the Japan US Military program (JUMP).



FEDERAL RESERVE BANK of ATLANTA

Aug. 2018, FloridaWest hosted a luncheon and round table with Adrienne Slack, Vice President & Regional Executive, New Orleans Branch of, the Federal Reserve Bank of Atlanta. Ms. Slack Vice provided local business representatives an update on the economy and Federal Reserve policy actions as well as an outlook on the regional and national economy.





Economic Development Funding and Budget

PEDC



Income		
County	\$550,000	
City	\$150,000	
Other	\$10,000	
TOTAL INCOME	\$710,000	
Expense		
FloridaWest	\$600,000	
TechPark	\$80,000	
Operations	\$20,000	
Other	\$10,000	
TOTAL EXPENSE	\$710,000	

Income	
Membership	\$280,000
Foundation	\$ 50,000
Program Income (Co:Lab Events)	\$85,000
Public Funding (City of Pensacola, Escambia County)	\$750,000
TOTAL INCOME	\$1,176,000
Expense	
Economic Development Programming	\$240,000
Incubator/Entrepreneur Growth	\$117,000
Workforce Programming	\$20,000
Staffing (6 full time, 2 part time)	\$650,000
Operational Overhead	\$149,000
TOTAL EXPENSE	\$1,176,000



Date December 18,0018

Board of Directors Meeting Public Comment Sign-Up

Name	Address	Agenda Item Commenting On	Time
Rebecca Ferguson	FW Board Member	NA	Dam
Rachel Witbracht	FW Board Mumber 2265. parapix St	PEDC	WAAN
Sydney Fourer	224 S. Palafox	±	IO AM
Philip De Boar	Sattmarsh	Audit	IDAM
David Lister	Saltmarsh	Audit	IOPM
Melisso-			IDAM

PENSACOLA-ESCAMBIA PROMOTION & DEVELOPMENT COMMISSION



November 14th, 2018 – Co:Lab, 3rd Floor Conference Room 418 W Garden Street - 3rd Floor Conference Room - Pensacola, Florida 32502

Members Present: Chairman Lewis Bear Jr., Secretary/Treasurer Dave Hoxeng, Adam Principe, PC Wu, Steven Barry

Absent Members: Andy Terhaar, Henry Hawkins, Clorissti Johnson, Jeff Bergosh Staff: Attorney Richard Sherrill, Scott Luth, Danita Andrews, Sena Maddison, and Melissa Stoker Guests: Mike Langston, Rebecca Ferguson, Sydney Fowler, Rachel Witbracht, Jim Little

- 1. Call to Order: The meeting was called to order by Chairman Lewis Bear at 10:09 am
- 2. Public Notice: This meeting was publicly noticed on November 1, 2018
- 3. Public Comment: Chairman Lewis Bear Jr. requested public comment. There were none.

4. Action Items

 Approval of October 16th Minutes: Steven Barry motioned.
 Secretary/Treasurer Dave Hoxeng seconded.
 Passed unanimously.

Approval of October 2018 Financials: Secretary/Treasurer Dave Hoxeng motioned. Steven Barry seconded. Passed unanimously.

c. Bluffs FDOT Phase 2

Mike Langston from BDI presented 3 options. Alternate B with round about chosen as primary option. Alternate C with round about was chosen as contingency. Steven Barry motioned. Secretary/Treasurer Dave Hoxeng seconded. Passed unanimously.

5. Discussion Items

a. Tech Park Lights

Scott Luth had discussions with Ryan Novota from the City regarding options for the transition of the lights from PEDC to the City of Pensacola.

b. Review and Discussion – PEDC Statute and Bylaws

Commissioner Steven Barry agreed to work with Alison Rogers and Richard Sherrill to modify the proposed language as discussed by the board and report back at the next PEDC meeting. Any proposed language must be submitted to Tallahassee by January 28th. The next County meetings are scheduled for December 6th and December 13th and the City meeting is scheduled for December 13th.

c. Business Development Report

We have started the fiscal year with 5 RFPs, 3 site visits, and we are expecting a site visit in the coming week.

d. Other Business:

1. Workforce Innovation Director Position

Interviews are scheduled for Monday, November 26th with a goal of having someone in the position by first of the year.

2. Co:Lab Position

Scott Luth is exploring options on how to proceed while ensuring the transition of Kelly's departure goes smoothly.

3. Manufacturer's Breakfast

The breakfast at Custom Control Solutions on November 16th was a successful event complete with a speech by Commissioner Steven Barry and a tour of the facility.

Chairman Lewis Bear Jr. asked if there was any other business. There was none.

Chairman Lewis Bear adjourned the meeting at 11:32 am.

The next PEDC Board of Director's Meeting date is Tuesday, December 18th at 10:00 am.

Respectfully Submitted By:

Dave Hoxeng, Secretary-Treasurer Pensacola-Escambia Promotion & Development Commission