

# PEDC Board Meeting

July 16, 2019

Name

E-mail address

Dottie Dubuis

<dottieorganizes@gmail.com>

Ronnie Rivera

note1617@gmail.com

Anna Hall

ahall@cityofpeasacolo.co

Dave Murzin

davemurzin@yahoo.com



## PENSACOLA-ESCAMBIA PROMOTION & DEVELOPMENT COMMISSION

July 16<sup>th</sup>, 2019 at 10:00 AM

Co:Lab, 1<sup>st</sup> Floor Conference Room

418 W Garden Street - Pensacola, Florida

### PEDC AGENDA

- |   |                  |
|---|------------------|
| 1. Call to Order  | Lewis Bear, Jr.  |
| 2. Public Notice (6/28/19)                              | Lewis Bear, Jr.  |
| 3. Public Comment                                       | Lewis Bear, Jr.  |
| 4. Action Items   |                  |
| a. Approval of June 18 <sup>th</sup> , 2019 Minutes     | Lewis Bear, Jr.  |
| b. Approval of June 2019 Financials                     | Dave Hoxeng      |
| c. Approval of Landscaping RFP Committee Recommendation | Clorissti Shoemo |
| 5. Division Reports (No Board Action Anticipated)       |                  |
| a. Tech Park Update                                     | Scott Luth       |
| b. Economic Development Update                          |                  |
| 1. Business Development                                 | Danita Andrews   |
| 2. Workforce  | Jeff Dyer        |
| 3. Co:Lab   | Patrick Rooney   |
| 4. Cybersecurity  | Melissa Stoker   |
| 5. Marketing  | Sena Maddison    |
| 6. Other Business                                       |                  |
| a. City/County Budget Update                            | Lewis Bear, Jr.  |
| b. Annual Meeting Discussion                            | Scott Luth       |
| 7. Adjourn  | Lewis Bear, Jr.  |

Next Meeting: Tuesday, August 20<sup>th</sup> 10:00 am – 11:30 am

### Fiscal Year Meeting Schedule

Tuesday, September 17<sup>th</sup> 10:00 am – 11:30 am



## PENSACOLA-ESCAMBIA PROMOTION & DEVELOPMENT COMMISSION

June 18<sup>th</sup>, 2019 – Co:Lab, 1<sup>st</sup> Floor Conference Room  
418 W Garden Street – 1<sup>st</sup> Floor Conference Room - Pensacola, Florida 32502

**PEDC Members Present:** Chairman Lewis Bear Jr, Vice Chair Clorissti Shoemo, Adam Principe, Mayor Henry Hawkins, City Council Member PC Wu, County Commissioner Jeff Bergosh, County Commissioner Steven Barry

**Absent Members:** Secretary/Treasurer Dave Hoxeng, Sherri Myers

**Staff:** Attorney Richard Sherrill, Melissa Stoker, Jeff Dyer, Casey Campbell, Sena Maddison, Alyvia Waite, Patrick Rooney, Danita Andrews, Caleb Prine

**Guests:** John Hutchinson, Dottie Dubouson, Sydney Fowler, Rusty Branch, Brian Wyer, Ann Hill

1. **Call to Order:** The meeting was called to order by Chairman Lewis Bear Jr. at 10:00 am.
2. **Public Notice:** This meeting was publicly noticed on June 6<sup>th</sup>, 2019.
3. **Public Comment:** Chairman Lewis Bear Jr. requested public comment. Dottie Dubouson welcomed the new faces in the room and thanked the board for all they do.
4. **Welcome Interns:** Chairman Lewis Bear Jr. welcomed and introduced Caleb Prine as our summer Business Development intern from the University of Southern Miss and Alyvia Waite as the Marketing intern from the University of West Florida.
5. **Action Items**
  - a. **Approve May 21<sup>st</sup>, 2019 Minutes**

Steven Barry motioned.  
Jeff Bergosh seconded.  
Passed unanimously.
  - b. **Approval of May 2019 Financials**

In Dave Hoxeng's absence, Melissa Stoker provided an update.  
Steven Barry motioned.  
Clorissti Shoemo seconded.  
Passed unanimously.
  - c. **Approval of RFP Committee Minutes**

Clorissti Shoemo provided an update.  
Adam Principe motioned.  
Jeff Bergosh seconded.  
Passed unanimously.
  - d. **Approval of PEDC Bylaws Revision**

Steven Barry motioned.  
Clorissti Shoemo seconded.  
Passed unanimously.

**e. BBVA – Approval to open interest baring account**

Henry Hawkins motioned.  
Jeff Bergosh seconded.  
Passed unanimously.

**6. Division Reports (No Board Action Anticipated)**

- a. **Tech Park Update:** Melissa Stoker provided an update on the quote to disassemble and remove the fence. The quote of \$1750 is \$1.75/ft for 1000 ft of fence to include disassembly, digging up posts, filling holes, and disposing of the fence. Lewis Bear directed FloridaWest to move forward with moving the fence at that price. Melissa Stoker also provided an update on the posting of the towing signs and the executed contract for towing to begin on July 1<sup>st</sup>. Steven Barry asked if we should reengage with a realtor to explore alternative options for the property again. Lewis Bear shared that he and Scott have discussed a number of options. Space Florida continues to pop up but doesn't have strong indications at this point. There is also a tenant out of Texas that could potentially be a good option. Lewis Bear agreed we need to do more to market the property. Steven Barry shared that he would be open minded to feedback on other proposals. Even if we didn't take the highest offer because of the use, he would like to at least get a better feel for what we can do with it. Inventory of downtown is much less than it was 10 years ago. Lewis Bear indicated that we will come back with some more information/options next month. At some point, we have to acknowledge that the initial idea 15 years ago doesn't perhaps fit now. We may need to default on the original agreement. Steven Barry would like Scott to elaborate on what hoops there are to do this. Jeff and Steven need to realize something on the property. There is no way to return the funds. The biggest concern is to not pull out the infrastructure. Adam Principle asked if the tech infrastructure is up to date.

**b. Economic Development Update**

1. **Business Development:** Danita Andrews shared that Scott Luth is currently at the Paris Air Show. Danita Andrews recently visited New York with several other local partners for site consultant visits with backgrounds in manufacturing. She also attended SelectUSA in Washington DC along with 3000 other participants to court foreign companies looking to do business in the US. We have qualified 5 potential projects for our region and will be answering RFPs due between this Friday and next Wednesday. Danita Andrews also shared that Project Spruce is scheduled for tomorrow. They are a manufacturer from Brazil and are looking at space at Elyson Industrial park. Danita Andrews indicated that while State RFPs are down, site visits are up.
2. **Workforce:** Jeff Dyer provided an update on the IDN Grant. He and Scott Luth traveled to Cleveland recently for the first convening with the other four grant recipients. They will be working with Burning Glass, a data analysis company in the coming months. The first phase is a labor market/economic study. The second phase will focus on strategy, and the third phase will focus on

implementation. The next meeting will be in Spokane, WA in September. Jeff Dyer updated on the SkillBridge program in that the website went live on June 14<sup>th</sup>. He did some additional research on the Troops to Teachers program. In 2016, the program was halted due to inappropriate funding usage. In 2018, Florida got the grant reapproved, with processes and procedures reestablished in January 2019. Lewis Bear shared a concern regarding filling available spaces in the career academies. He shared an observed need for recruiting into these programs. There is a consideration at the Triumph level to fund not only those academies but also a quick start program for them. Lewis Bear sees potential in having a regional recruiter for Escambia/Santa Rosa counties to fill those classes. A system could write a grant in collaboration with up to two other counties for a two-year period to fund this position. Lewis Bear also shared that Walton County is using prisoners with a one-year remaining sentence to train for CDL truck drivers, which may be worth exploring here in addition to tapping into our transitioning military members for similar opportunities.

3. Co:Lab: Patrick Rooney welcomed the New Co:Lab Office Manager, Casey Campbell. He also gave an update on Co:Lab. Occupancy is at approximately 70% with two potential new tenants in the pipeline. A tenant selection committee meeting will be scheduled in the next few weeks. Pending approval, the two potential new tenants would get us closer to the 80% occupancy. In addition, the old IRIS space with the 9 workstations is being considered for alternative options to increase utilization.
4. Cybersecurity: Melissa Stoker shared that the hiring committee is scheduled to meet on July 2<sup>nd</sup> for interviews of the top four candidates.
5. Marketing: Sena Maddison shared that the final version of the video previously shared is coming along. She also pointed out the Q2 Report and FloridaWest briefing that is included in the board packet.

7. Other Business: Lewis Bear requested support at the County Budget hearings beginning June 25<sup>th</sup>. We are requesting an additional \$50,000 this year.

Lewis Bear adjourned the meeting at 10:44 am.

Respectfully Submitted By:

---

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

**Pensacola Escambia County Promotion & Development Comm**  
**Profit & Loss Budget Performance**  
October 2018 through June 2019

|                                  | Oct '18 - Jun 19 | Budget       | \$ Over Budget | % of Budget |
|----------------------------------|------------------|--------------|----------------|-------------|
| Ordinary Income/Expense          |                  |              |                |             |
| Income                           |                  |              |                |             |
| 4000 · City of Pensacola Income  | 112,500.00       | 150,000.00   | -37,500.00     | 75.0%       |
| 4100 · Escambia County Income    | 412,500.00       | 600,000.00   | -187,500.00    | 68.75%      |
| 4400 · Foreign Trade Zone Income | 2,000.00         | 0.00         | 2,000.00       | 100.0%      |
| 4520 · FOIL Income               | 1,036,797.50     | 2,000,000.00 | -963,202.50    | 51.84%      |
| 4800 · Interest Income           | 0.00             | 300.00       | -300.00        | 0.0%        |
| Total Income                     | 1,563,797.50     | 2,750,300.00 | -1,186,502.50  | 56.86%      |
| Gross Profit                     | 1,563,797.50     | 2,750,300.00 | -1,186,502.50  | 56.86%      |
| Expense                          |                  |              |                |             |
| 5004 · Economic Development      | 450,000.00       | 650,000.00   | -200,000.00    | 69.23%      |
| 5010 · Foreign Trade Zone        | 1,360.00         | 2,000.00     | -640.00        | 68.0%       |
| 5100 · Audit Fees                | 8,000.00         | 10,000.00    | -2,000.00      | 80.0%       |
| 5310 · Insurance - D&O Liability | 0.00             | 1,500.00     | -1,500.00      | 0.0%        |
| 5320 · Legal Expenses            | 21,369.75        | 7,500.00     | 13,869.75      | 284.93%     |
| 5330 · Bank Service Charges      | 15.30            | 1,000.00     | -984.70        | 1.53%       |
| 5340 · Special District Fees     | 175.00           | 300.00       | -125.00        | 58.33%      |
| 5400 · Technology Park Expenses  | 14,358.91        | 62,000.00    | -47,641.09     | 23.16%      |
| 5420 · FOIL Expenses             | 1,132,181.46     | 2,000,000.00 | -867,818.54    | 56.61%      |
| 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                    | 1,627,460.42     | 2,750,300.00 | -1,122,839.58  | 59.17%      |
| Net Ordinary Income              | -63,662.92       | 0.00         | -63,662.92     | 100.0%      |
| Net Income                       | -63,662.92       | 0.00         | -63,662.92     | 100.0%      |

**Pensacola Escambia County Promotion & Development Comm**

**Balance Sheet**

As of June 30, 2019

Jun 30, 19

**ASSETS**

Current Assets

Checking/Savings

1010 · Checking - Compass

1,142,213.07

Total Checking/Savings

1,142,213.07

Total Current Assets

1,142,213.07

Fixed Assets

1500 · Land

8,325,000.00

1600 · Land Improvements

3,243,106.03

1799 · Allowance for Fair Value Adj

-5,718,106.03

Total Fixed Assets

5,850,000.00

**TOTAL ASSETS**

6,992,213.07

**LIABILITIES & EQUITY**

Liabilities

Current Liabilities

Other Current Liabilities

2122 · Tech Park Payable - County LOC

2,168,065.98

2140 · Grant Funding payable - 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 Projects

61,198.00

3203 · Commerce Park Impr/Mktg

52,309.20

Net Income

-63,662.92

Total Equity

4,143,862.09

**TOTAL LIABILITIES & EQUITY**

6,992,213.07



## BUSINESS DEVELOPMENT REPORT

Year to Date

October 1, 2018 – July 5, 2019

DANITA ANDREWS  
Chief Business Development Officer





## YEAR TO DATE BUSINESS DEVELOPMENT SUMMARY

|                           |    |
|---------------------------|----|
| Total Pipeline            | 36 |
| Active Projects           | 16 |
| Existing                  | 4  |
| New                       | 12 |
| Site Visits               | 14 |
| Business Retention Visits | 32 |

## Pipeline by Sector



Manufacturing 67%



Aviation/Aerospace 17%



Warehouse/Distribution 8%



Headquarters 3%



Business Services 3%



Marine MRO 3%

### Economic Development Pipeline - Project Rating

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

- (1) Inquiry/Suspect - initial or early stage of activity (example: response for proposal (RFP), presentation of potential site/buildings, demographics, customized package supporting client's needs)
- (2) Prospect - client actively engaged (example: site visit, narrowing location options/short-listed)
- (3) Project - regular client interaction (example: multiple visits, site or building identified, or incentive process initiated)
- (4) Imminent - 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              |
| T07172017_AAM   | 1325   | Aviation               | Active   | 200,000             | Direct        | 4              |
| F10012017_BSVC  | 5      | Business Services      | On Hold  | 20,000              | Direct        | 3              |
| V10302017_MFG   | 75     | Manufacturing          | Inactive | 60,000              | Direct        | 2              |
| G01/02/2018_WD  | 30     | Warehouse/Distribution | Active   | 100,000             | Direct        | 4              |
| I02052018_MFG   | 75     | Manufacturing          | Dead     | 155,000             | Direct        | 3              |
| D02202018_AAM   | 30     | Aviation               | Active   | 173,000             | Direct        | 3              |
| H004012018_MFG  | 140    | Manufacturing          | Inactive | 200,000             | Direct        | 2              |
| A04162018_MFG   | 50     | Manufacturing          | Active   | 30 AC               | Consultant    | 3              |
| E07112018_MFG   | 20     | Manufacturing          | Active   | 200,000             | Direct        | 2              |
| V07132018_HQ    | 24     | Headquarters           | Active   | 10,000              | Direct        | 2              |
| A10232108_WD    | 45     | Warehouse/Distribution | Active   | 100 AC              | FGNW          | 2              |
| B08102018_MRO   | 30     | MRO                    | Active   | TBD                 | Direct        | 2              |
| M09182018_AAM   | 265    | Aviation               | Active   | TBD                 | FGNW          | 3              |
| 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              |
| S10052018_MFG   | 15     | Manufacturing          | Active   | 20 Acres            | FGNW          | 1              |
| L10152018_MFG   | 12     | Manufacturing          | On Hold  | 40,000              | Direct        | 2              |
| H10172019_MFG   | 10     | Manufacturing          | Active   | 20,000              | Direct        | 2              |
| N101918_MFG     | 45     | Manufacturing          | Inactive | 10,000              | FGNW          | 2              |
| S03112019_MFG   | 30     | Manufacturing          | Active   | 30,000              | FGNW          | 1              |
| C02252019_MFG   | 70     | Manufacturing          | Active   | 100,000             | Direct        | 2              |
| S03142019_MFG   | 250    | Manufacturing          | Active   | 50,000              | Local Realtor | 3              |
| M05242019_AAM   | 115    | Aviation               | Active   | 100,000             | FGNW          | 1              |
| D05242019_MFG   | 100    | Manufacturing          | Active   | 90,000              | FGNW          | 1              |
| S06212019_MFG   | 50     | Manufacturing          | Active   | 65,000              | FGNW          | 1              |
| S06242029_MFG   | 50     | Manufacturing          | Active   | 50,000/35-50 AC     | FGNW          | 1              |
| G06242019_MFG   | 100    | Manufacturing          | Active   | 50,000              | FGNW          | 1              |
| MO6252019_MFG   | 100    | Manufacturing          | Active   | 200,000             | FGNW          | 1              |
| P06252019_MFG   | 100    | Manufacturing          | Active   | 108,000             | FGNW          | 1              |
| F06262019_MFG   | 45     | Manufacturing          | Active   | 15,000              | FGNW          | 1              |
| S07092019_MFG   | 30     | Manufacturing          | Active   | 40,000/5 AC         | FGNW          | 1              |
| G07222019_MFG   | 120    | Manufacturing          | Active   | 500,000/50 - 100 AC | FGNW          | 1              |
| # Jobs          | 3,507  |                        | Total SF | 1,948,000           |               |                |

### LEAD SOURCE:

Enterprise Florida, Inc. (1)  
 Florida's Great Northwest (17)  
 Site Consultant (1)  
 Direct (16)  
 Local Realtor (1)

### TYPE:

Existing ☒  
 New ☐

### STATUS:

Active (30)  
 Inactive (3)  
 Hold (2)  
 Dead (1)  
 Announced

### RATING:

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

## Total Request For Proposal (RFP) by Sector 20



Manufacturing 70%



Aviation/Aerospace 25%



Warehouse/Distribution 5%

## YTD Prospect/Project Site Visits 14

|               |        |   |
|---------------|--------|---|
| M09182018_AAM | ACTIVE | Sept. 18, Nov.13, Dec. 19,2018; Apr. 26, 2019 |
| L10152018_MFG | ACTIVE | Oct. 18, 2018                                 |
| N101918_MFG   | ACTIVE | Dec. 2, 2018                                  |
| A10232108_WD  | ACTIVE | Jan. 22, 2019                                 |
| I02052018_MFG | DEAD   | Mar. 4, Mar. 27, 2019                         |
| S03142019_MFG | ACTIVE | Apr. 4, May 1-4, May 30, June 28, 2019        |
| C02252019_MFG | ACTIVE | May 16 - 17, 2019                             |

## Total Active Projects 16

12 Recruitment  
4 Expansions

2249 JOBS



Manufacturing 50%



Aviation/Aerospace 19%



Warehouse/Distribution 19%



Marine MRO 6%



Headquarters 6%



## Business Retention-Expansion 32 Visits

### Existing Industry Visits 2018-2019

| Date                  | Visit                                | # Employees | Sector                           |
|-----------------------|--------------------------------------|-------------|----------------------------------|
| 10/23/18              | Vivid Bridge                         | 5           | Business Services                |
| 11/02/18              | IHMC                                 | 100         | R&D                              |
| 11/06/18              | Ascend Performance Materials         | 888         | Manufacturing                    |
| 11/09/18              | Custom Control                       | 50          | Manufacturing                    |
| 12/07/18              | Bell Steel                           | 85          | Manufacturing                    |
| 10/1/18 -<br>12/30/18 | Co-Lab - 15 Existing Business Visits | 31          | Technology,<br>Business Services |
| 01/10/19              | Swan Neck Winery                     | 3           | Manufacturing                    |
| 01/11/19              | Griffin & Associates                 | 2           | Business Services                |
| 03/12/19              | Reliance AeroTech                    | 6           | Business Services                |
| 03/13/19              | ST Engineering                       | 150         | Aviation                         |
| 03/14/19              | National Flight Academy              | 25          | Manufacturing                    |
| 03/19/19              | Pall Corporation                     | 240         | Manufacturing                    |
| 03/19/19              | Navy Federal CU                      | 7445        | Financial Services               |
| 03/20/19              | Offshore Inland                      | 30          | MMRO                             |
| 04/02/19              | Armstrong World Industries           | 245         | Manufacturing                    |
| 04/11/19              | Cerex                                | 75          | Manufacturing                    |
| 04/12/19              | International Paper                  | 500         | Manufacturing                    |
| 05/14/19              | GE Renewable Energy                  | 700         | Manufacturing                    |

## Business Development & Site Consultant Missions

|            |  |
|------------|--|
| 10/22/2018 | ST Aerospace Corporate Visit, Singapore                                  |
| 11/01/2018 | Team Florida Partners Blue Angels Homecoming, Pensacola                  |
| 11/05/2018 | Aviation Forum, Hamburg  |
| 12/05/2018 | Economix, Consultant Connect, Nashville                                  |
| 01/08/2019 | Consumer Technology Association, Las Vegas                               |
| 02/26/2019 | FGNW Partners Consultant Mission, New Jersey/New York                    |
| 03/24/2019 | Annual Site Selectors Guild, Salt Lake City                              |
| 04/29/2019 | Business Development Mission, Montreal                                   |
| 05/29/2019 | Team Florida Partners Consultant Mission, New York                       |
| 06/05/2019 | Experience Pensacola-United Airlines Direct Flight, Consultant, New York |
| 06/10/2019 | Select USA Investment Summit, International Business, Washington DC      |
| 06/17/2019 | International Paris Air Show, Paris, Le Bourget                          |



## Co:Lab Pensacola

Report for Policy Board as of 7/08/19



| Occupancy (Goal: 80%)     | Total Leasable Square Feet | Square Feet Occupied | Available                  | % Occupancy   |
|---------------------------|----------------------------|----------------------|----------------------------|---------------|
| 1st Floor (sf)            | 2,280                      | 1,735                | 545                        | 76.10%        |
| 2nd Floor (sf)            | 3,696                      | 2,999                | 697                        | 81.14%        |
| 3rd Floor (sf)            | 3,974                      | 2,429                | 1,545                      | 61.12%        |
| <b>TOTAL SQUARE FEET:</b> | <b>9,950</b>               | <b>7,163</b>         | <b>Combined Occupancy:</b> | <b>71.99%</b> |

| Current Clients                            | Connection | Status   |
|--|------------|----------|
| Samantha Weaver, LLC.                      | Tenant     | 3rd year |
| International Debt Recovery, Inc.          | Tenant     | 3rd year |
| EBI Management Group, Inc.                 | Tenant     | 3rd year |
| Coast Software, dba. Building on Knowledge | Tenant     | 3rd year |
| Data Revolution, LLC                       | Tenant     | 3rd year |
| Pensacola Media Group, LLC.                | Tenant     | 3rd year |
| Altius Marketing                           | Tenant     | 3rd year |
| Guided Particle Systems, Inc.              | Tenant     | 2nd year |
| Vivid Bridge Studios                       | Tenant     | 2nd year |
| Snap Soccer                                | Tenant     | 2nd year |
| Warfighter Fitness                         | Tenant     | 2nd year |
| Greater Things Fitness                     | Tenant     | 1st year |
| Girl Catch Fire                            | Tenant     | 1st year |
| N Star Investments                         | Tenant     | 1st year |
| Tag Tech                                   | Tenant     | 1st year |
| Social Icon                                | Tenant     | 1st year |

| Exited Clients                                      | Date of Entry | Status             |   |
|---|---------------|--------------------|---|
| The Analyst Group                                   | Mar-09        | Graduated 7/15/12  | Office space in Milton, FL                    |
| Engineering & Planning Resources                    | Sep-10        | Graduated 4/2014   | Office space in downtown Pensacola            |
| Robotics Unlimited, Inc.                            | Oct-14        | Graduated 12/2015  | Office space in downtown Pensacola            |
| Pay Cell Systems, Inc.                              | Aug-12        | Graduated 6/01/16  | Office space in Escambia County               |
| Clearstream   | Aug-14        | Graduated 9/1/16   | Moved company to NYC                          |
| Re Vera Services, LLC                               | Dec-12        | Graduated 9/9/16   | Bought office in downtown Pensacola           |
| Accountingfly                                       | Jun-12        | Graduated 2/15/17  | Office space in downtown Pensacola            |
| FFCFC   | Oct-12        | Moved out 02/15/17 | 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.                            | May-17        | 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-18        | Moved out 05/01/18 | Returned to home office/ freelance work       |
| Business RadioX                                     | Jun-18        | Moved out 06/25/18 | Moved out                                     |
| Hatchmark Studio                                    | Oct-15        | Graduated 08/01/18 | Moved to Cowork Annex                         |
| Lost Key Media                                      | May-14        | Graduated 05/31/19 | Moved out                                     |
| <b>Total Tenant Companies</b>                       | <b>16</b>     |                    |   |
| <b>Total Current Employment (working in Co:Lab)</b> | <b>44</b>     |                    |   |





| Date           | Time    | Event  | Location                             |
|----------------|---------|--|--------------------------------------|
| JULY           |         |  |                                      |
| July 18th      | 8:30am  | BCC Public Forum   | Ernie Lee Magaha Government Building |
| July 18th      | 9:00am  | BCC Regular Meeting  | Ernie Lee Magaha Government Building |
| July 18th      | 5:30pm  | City Council Regular Meeting   | City Council Chambers                |
| AUGUST         |         |  |                                      |
| August 1st     | 4:30pm  | BCC Public Forum   | Ernie Lee Magaha Government Building |
| August 1st     | 5:30pm  | BCC Regular Meeting  | Ernie Lee Magaha Government Building |
| August 7th     | 9:00am  | 1 Million Cups   | Pensacola Socialdesk                 |
| August 8th     | 9:00am  | Committee of the Whole   | Ernie Lee Magaha Government Building |
| August 12th    | 3:31pm  | City Council Agenda Conference   | Hagler/Mason Conference Room         |
| August 15th    | 8:30am  | BCC Public Forum   | Ernie Lee Magaha Government Building |
| August 15th    | 9:00am  | BCC Regular Meeting  | Ernie Lee Magaha Government Building |
| August 15th    | 5:30pm  | City Council Regular Meeting   | City Council Chambers                |
| August 20th    | 10:00am | PEDC Board Meeting   | Co:Lab                               |
| August 20th    | 1:00pm  | FloridaWest Economic Development Alliance Board of Directors Meeting           | Co:Lab                               |
| SEPTEMBER      |         |  |                                      |
| September 4th  | 9:00am  | 1 Million Cups   | Pensacola Socialdesk                 |
| September 5th  | 8:30am  | SCI Workshop: Improving Team Communication with MBS                            | SCI                                  |
| September 5th  | 4:30pm  | BCC Public Forum   | Ernie Lee Magaha Government Building |
| September 5th  | 5:30pm  | BCC Regular Meeting  | Ernie Lee Magaha Government Building |
| September 9th  | 3:31pm  | City Council Agenda Conference   | Hagler/Mason Conference Room         |
| September 10th | 5:31pm  | Budget Public Hearing  | Ernie Lee Magaha Government Building |
| September 11th | 5:30pm  | City Council Special Meeting (1st PUBLIC HEARING ON FY 2020 PROPOSED BUDGET)   | City Council Chambers                |
| September 12th | 9:00am  | Committee of the Whole   | Ernie Lee Magaha Government Building |
| September 12th | 5:30pm  | City Council Regular Meeting   | City Council Chambers                |
| September 17th | 10:00am | PEDC Board Meeting   | Co:Lab                               |
| September 17th | 1:00pm  | FloridaWest Economic Development Alliance Board of Directors Meeting           | Co:Lab                               |
| September 18th | 5:30pm  | City Council Special Meeting (FINAL PUBLIC HEARING ON FY 2020 PROPOSED BUDGET) | City Council Chambers                |
| September 19th | 8:30am  | BCC Public Forum   | Ernie Lee Magaha Government Building |
| September 19th | 9:00am  | BCC Regular Meeting  | Ernie Lee Magaha Government Building |
| September 23rd | 3:30pm  | City Council Agenda Conference   | Hagler/Mason Conference Room         |
| September 23rd | 5:31pm  | Budget Public Hearing  | Ernie Lee Magaha Government Building |
| September 26th | 5:30pm  | City Council Regular Meeting   | City Council Chambers                |



Thank you in advance for your support at the below listed budget meetings for Escambia County & the City of Pensacola.

Escambia County: September 10<sup>th</sup> and September 23<sup>rd</sup>

City of Pensacola: September 11<sup>th</sup> and September 18<sup>th</sup>

All four of these meetings are scheduled for 5:30 pm.

**\*\*It is possible there will be a workshop at the end of July/beginning of August. Details have not yet been released.\*\***