



PENSACOLA-ESCAMBIA PROMOTION & DEVELOPMENT COMMISSION

October 15th, 2019 at 10:00 AM
Co:Lab, 1st Floor Conference Room
418 W Garden Street - Pensacola, Florida

PEDC AGENDA

- | | |
|--|------------------------|
| 1. Call to Order | Lewis Bear, Jr. |
| 2. Public Notice (9/24/19) | Lewis Bear, Jr. |
| 3. Public Comment | Lewis Bear, Jr. |
| 4. Action Items | |
| a. Election of FY 19-20 Officers | |
| i. Chairman | |
| ii. Vice-Chairman | |
| iii. Secretary-Treasurer | |
| b. Approval of September 17 th , 2019 Minutes | Lewis Bear, Jr. |
| c. Approval of September 2019 Financials | |
| d. Approval of FY 19-20 Budget | Dave Hoxeng/Scott Luth |
| 5. Division Reports (No Board Action Anticipated) | |
| a. Tech Park Update | Lewis Bear |
| b. Economic Development Update | Scott Luth |
| 1. Business Development | |
| 2. Workforce | |
| 3. Co:Lab | |
| 4. Cybersecurity | |
| 5. Marketing | |
| 6. Other Business | |
| a. Bluffs Governor Growth Fund Application Update | Scott Luth |
| b. Bluffs Legislative Request | Scott Luth |
| 7. Adjourn | |

Next Meeting: Tuesday, November 12th 10:00 am – 11:30 am

Fiscal Year Meeting Schedule

~~December 17, 2019~~ – Cancelled for Holidays

January 21, 2020

February 18, 2020

March 17, 2020

April 21, 2020

May 19, 2020

June 16, 2020

July 21, 2020

August 18, 2020

September 15, 2020



September 17th, 2019 – Co:Lab, 1st Floor Conference Room
418 W Garden Street – 1st Floor Conference Room – Pensacola, Florida 32502

PEDC Members Present: Lewis Bear, Jr, Clorissti Shoemo, Jeff Bergosh, Adam Principe, Henry Hawkins, Dave Hoxeng, Steven Barry, PC Wu

Absent Members: Sherri Myers

Staff Present: Scott Luth, Melissa Stoker, Danita Andrews, Jeff Dyer, Sena Maddison, Alyvia Waite, Casey Campbell, Patrick Rooney

Absent Staff: Richard Sherrill

Guests Present: John Hutchinson, Ann Hill, Brian Wyer, Laura Branch

1. **Call to Order:** The meeting was called to order by Chairman Lewis Bear Jr. at 10:01 am.

2. **Public Notice:** This meeting was publicly noticed on August 30, 2019.

3. **Public Comment:** Chairman Lewis Bear Jr. requested public comment. There were none.

4. **Action Items**

a. Approve August 20th, 2019 Minutes

Henry Hawkins motioned.

Jeff Bergosh seconded.

Passed unanimously.

b. Approval of August Financials

Steven Barry motioned.

Clorissti Shoemo seconded.

Passed unanimously.

5. **Division Reports**

a. **FY 19-20 Draft Budget:** Scott Luth referenced the draft budget in the board packet. We did request additional funding from the City. It is currently in their budget and has made it through the first budget hearing. We requested additional funding from the county, who will meet next week. Lewis Bear asked if it is budgeted to engage with an attorney regarding the use of Tech Park. Scott Luth stated that he increased the Tech Park expenses to reflect this potential need. Lewis Bear requested a motion to approve. Clorissti Johnson motioned. Steven Barry seconded. Passed unanimously.

b. Tech Park Workshop: Lewis Bear shared that we had a Tech Park Workshop where Scott was asked to develop an RFP that the board could review. Scott Luth indicated he researched city and county RFPs. He used the Midtown Park Superfund site as a model for the RFP included in the board packet. If the board directs, we will clean it up and market it accordingly. Scott reviewed the options outlined in the RFP to the board. Scott Luth requested clarification on the RFP to ensure it is in the direction of board. Steven Barry stated that he's fine with what it is as it outlines the two points the board gave at the workshop. Steven Barry asked if Richard Sherrill had reviewed yet. Scott Luth shared that Richard Sherill has not reviewed yet as Scott Luth was waiting until he was confident, he was moving in the direction of the board. Dave Hoxeng asked if the retaining of the infrastructure would be included in the first option. Scott Luth indicated he will ensure the infrastructure language is included appropriately. Dave Hoxeng also encouraged Scott Luth to include the 53% due to the EDA under the Background section of the RFP. Steven Barry asked if we could pull the infrastructure if the job and wage requirements are met. Scott Luth shared that he will continue to work with Richard Sherill to interpret the contracts. Adam Principe stated that \$1.7M is due back to the county as well in addition to what is due to the EDA. Adam Principe asked if we need to tell the response applicants of our responsibility to the EDA. Lewis Bear stated that in some cases, we would be passing on that obligation. Dave Hoxeng asked if this is an open solicitation where we are required to share the information with every application. Scott Luth stated that we would take any received questions and respond to the collective. Dave Hoxeng stated that he is of the opinion of working with our attorney to get an analysis before proceeding to ensure we know what our rights and responsibilities are. Dave Hoxeng asked if we should hire a professional real estate company to help to get this done. Lewis Bear stated that if we can develop the RFP and we can put it out ourselves, he doesn't think we need to hire an expert real estate representative to put out an RFP for us. He stated that if the EDA strongly disagrees with our attorney, we will need to discuss how to resolve it. Dave Hoxeng asked if a more national marketing approach would be prudent. Dave Hoxeng suggested using some of the Tech Park budget for marketing. Lewis Bear asked if we need a new appraisal before proceeding. The last appraisal was done after the crash, and we need to know where we are in today's real estate market. Steven Barry stated that he believes we would have to have an updated appraisal before being able to sell. Steven Barry referenced two broker opinions but that they were not formal appraisals. PC Wu stated that it would be cheating ourselves to not get an appraisal. Scott Luth stated an appraisal was done sometime around 2013-2014. Dave Hoxeng asked how much an appraisal will cost. Steven Barry stated that an appraisal will be somewhere between \$5-\$10k. Lewis Bear stated that we will table the appraisal discussion until later. He stated that we should proceed with the development of the RFP and have the attorney do their work before proceeding. Clorissi Shoemo asked if the company did the previous appraisal could do an updated appraisal. Scott Luth will reach out and see what the estimated cost for an appraisal will be. Scott Luth will ensure the RFP will also be back in front of the board in October.

c. Economic Development Update:

- 1. Business Development:** Danita Andrews shared an update on recent RFPs and site visits. Activity is at an all-time high for us. The Tech Park property may be a viable option for the company she visited with last week. Scott Luth reviewed the Business Development report, recapping the announcements over the last five years and reminding the board that many of the projects we work take

many years to develop. He will have these packets available at the City and County as budget cycle proceeds. We do have a higher occupancy rate than what is listed. Dave Hoxeng asked about Bell Steel. Scott Luth indicated they are consolidating their locations.

2. **Workforce:** Jeff Dyer referenced the IDN Report provided in the board packet. We are wrapping up Phase 1. We have now mapped out the groundwork to proceed with Phase 2, which is Strategy Development. The Workforce asset mapping helps us identify gaps as well as resources. Jeff Dyer also provided an update on grants with our partners. Jeff Dyer also indicated that Workforce was included in Leadership Pensacola Workforce Development day two weeks ago. A panel presented scenarios for the class to analyze and solve by using the resources that are available. Danita Andrews shared that most of the FloridaWest team was involved in the Economic Development Day for Leadership Pensacola. The class got to do a site tour at ST Engineering. It was an introduction to the Leadership Pensacola class to get engaged in what goes into Economic Development. Dave Hoxeng asked if the class was mostly engaged, which Jeff stated they were. Scott Luth shared that the Japan Consulate will be in town on Friday at Hitachi.
3. **Co:Lab:** Patrick Rooney shared that there hasn't been a change from August to September. He referenced Scott Luth's comment regarding a Tenant Selection committee meeting this week. Should the committee approve the applicants, occupancy will increase 7%. We will be actively looking for tenants come the first of the year of approximately 1400 sq ft to replace EBI, who has found real estate space they are pursuing. We have several people who will come into the building with employees, but we do have a steadily increasing number of clients. PC Wu asked if we are working with CoWork Annex as a potential pipeline. Patrick Rooney stated that the relationship has been established and we continue to nurture. Scott Luth stated that we have been engaged with DC Reeves and Studer to analyze and improve the entrepreneurial ecosystem. Scott Luth feels we will come out of this with an entrepreneurship mentor program as well as a front door for entrepreneurship in our community. Scott Luth shared that we are looking at a large marketing event at EntreCon. We will highlight the Co:Lab as well as our successful tenants. We will have a booth and increasing brand awareness.
4. **Cybersecurity:** Scott Luth stated that we are doing follow up to our July Cybersecurity Initiative/DHS Visit specifically with Senator Scott's office and Congressman Matt Gaetz's office as well. We are also looking at unique pilots with UWF regarding Security Clearance time frames. We have interviewed several candidates for the Cybersecurity Specialist position without finding the right match. We may need to go back out and recruit to find the specific skillset needed for the position. Dave Hoxeng expressed his surprise at the big temporary facility at Corry Station. Scott Luth stated that we meet with partners at DHS and Corry Station about every 3-4 weeks. We are seeing a lot of companies come in on their own as well. We are working with the Haas Center on two reports. We are getting a market analysis on a comparison to the Bossier City, LA area. We are also a cost comparison between Pensacola and Washington DC.
5. **Marketing:** Sena Maddison stated that we are preparing a 5-year report as we approach our anniversary.

6. Other Business:

7. **Bluffs Governor Growth Fund Application:** Scott Luth stated that the application has been submitted. We are looking at being at committee week in October to push the application and gain support for funding. Steven Barry shared that he will be including an add on for Thursday for a letter of support. We are asking for approximately \$2.5M. If successful, we will use that to seek other funding.
8. **City/County Budget:** Scott Luth stated we will be back next week for the County hearing and this week for the City. He solicited suggestions from the board. It has passed the first meeting with the City. Jeff Bergosh predicts that we will get our request.
9. **FloridaWest 5 Year Anniversary:** The Anniversary Celebration will be October 3rd. Each board member should have received an email invitation already and their hard invitation in today's packet. Congressman Matt Gaetz will be our guest speaker. It's our hope you will be able to join us and participate. Lewis Bear stated that he highly recommends every board member attends the significant anniversary to show support.
10. **Legislative Highlights:** While a definitive date hasn't been announced yet, we are preparing for 2020 Legislature asks. Scott Luth referenced the draft in the board packet of legislative asks.
11. **Meeting Schedule:** Lewis Bear stated that the November meeting was moved to November 12th. The December meeting has been cancelled for the holidays. If there is a pressing reason to meet, we will call a special meeting.

Adjourned at 11:11 am.

Respectfully Submitted By:

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

Pensacola Escambia County Promotion Development Comm

Profit Loss

October 1, 2018 - September 30, 2019

	Oct '18 - Sep 19	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
4000 · City of Pensacola Income	150,000.00	150,000.00	0.00	100.0%
4100 · Escambia County Income	550,000.00	600,000.00	-50,000.00	91.67%
4400 · Foreign Trade Zone Income	2,000.00	2,000.00	0.00	100.0%
4520 · FOIL Income	1,825,807.50	2,000,000.00	-174,192.50	91.29%
4800 · Interest Income	0.00	300.00	-300.00	0.0%
Total Income	<u>2,527,807.50</u>	<u>2,752,300.00</u>	<u>-224,492.50</u>	<u>91.84%</u>
Gross Profit	2,527,807.50	2,752,300.00	-224,492.50	91.84%
Expense				
5004 · Economic Development	600,000.00	650,000.00	-50,000.00	92.31%
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	956.00	1,500.00	-544.00	63.73%
5320 · Legal Expenses	23,906.75	29,500.00	-5,593.25	81.04%
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	26,872.53	42,000.00	-15,127.47	63.98%
5420 · FOIL Expenses	1,713,712.46	2,000,000.00	-286,287.54	85.69%
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	<u>2,374,998.04</u>	<u>2,752,300.00</u>	<u>-377,301.96</u>	<u>86.29%</u>
Net Ordinary Income	<u>152,809.46</u>	<u>0.00</u>	<u>152,809.46</u>	<u>100.0%</u>
Net Income	<u>152,809.46</u>	<u>0.00</u>	<u>152,809.46</u>	<u>100.0%</u>

Pensacola Escambia County Promotion & Development Comm
Balance Sheet

As of September 30, 2019
Sep 30, 19

ASSETS	
Current Assets	
Checking/Savings	
1010 · Checking - Compass	1,074,010.45
Total Checking/Savings	1,074,010.45
Accounts Receivable	
1200 · Accounts Receivable	284,675.00
Total Accounts Receivable	284,675.00
Total Current Assets	1,358,685.45
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	7,208,685.45
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	152,809.46
Total Equity	4,360,334.47
TOTAL LIABILITIES & EQUITY	7,208,685.45

PEDC FY 19-20 BUDGET

	Current Year Oct 18 - Sep 19	FY 18 - 19 Budget	FY 19 - 20 Budget
Ordinary Income/Expense			
Income			
4000 · City of Pensacola Income	150,000.00	150,000.00	175,000.00
4100 · Escambia County Income	550,000.00	600,000.00	600,000.00
4400 · Foreign Trade Zone Income	2,000.00	2,000.00	2,000.00
4520 · FOIL Income	1,825,807.50	2,000,000.00	500,000.00
Total 4520 · FOIL Income	<u>1,825,807.50</u>	<u>2,000,000.00</u>	<u>500,000.00</u>
4800 · Interest Income	0.00	300.00	300.00
Total Income	<u>2,527,807.50</u>	<u>2,752,300.00</u>	<u>1,277,300.00</u>
Gross Profit	<u>2,527,807.50</u>	<u>2,752,300.00</u>	<u>1,277,300.00</u>
Expense			
5004 · Economic Development	600,000.00	650,000.00	675,000.00
5010 · Foreign Trade Zone	1,360.00	2,000.00	2,000.00
5100 · Audit Fees	8,000.00	10,000.00	10,000.00
5310 · Insurance - D&O Liability	956.00	1,500.00	1,500.00
5320 · Legal Expenses	23,906.75	29,500.00	7,500.00
5330 · Bank Service Charges	15.30	1,000.00	1,000.00
5340 · Special District Fees	175.00	300.00	300.00
Total 5400 · Technology Park Expenses	26,872.53	42,000.00	64,000.00
5500 - New Project Expense	0.00	15,000.00	15,000.00
5420 · FOIL Expenses	1,713,712.46	2,000,000.00	500,000.00
5600 · Miscellaneous Expense	0.00	1,000.00	1,000.00
Total Expense	<u>2,374,998.04</u>	<u>2,752,300.00</u>	<u>1,277,300.00</u>
Net Ordinary Income	<u>152,809.46</u>	<u>0.00</u>	<u>0.00</u>
Net Income	<u><u>152,809.46</u></u>	<u><u>0.00</u></u>	<u><u>0.00</u></u>



BUSINESS DEVELOPMENT REPORT

Year to Date
October 7, 2019

DANITA ANDREWS
Chief Business Development Officer



YEAR TO DATE BUSINESS DEVELOPMENT SUMMARY

Total Pipeline		19
Active Projects		16
	Existing	5
	New	11
Site Visits		2
Business Retention Visits		6

Pipeline by Sector



Manufacturing 58%



Aviation/Aerospace 11%



Warehouse/Distribution 11%



Headquarters 5%



Business Services 5%



Marine MRO 5%



Business Processing/Outsourcing 5%

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
A04162018_MFG	50	Manufacturing	Active	30 AC	Consultant	3
E07112018_MFG	20	Manufacturing	Active	40,000	Direct	2
V07132018_HQ	24	Headquarters	Active	10,000	Direct	2
A10232108_WD	45	Warehouse/Distribution	Active	100 AC	Consultant	2
B08102018_MRO	30	MRO	Active	TBD	Direct	2
H10172019_MFG	10	Manufacturing	Active	20,000	Direct	3
C02252019_MFG	70	Manufacturing	Active	100,000	Direct	2
S03112019_MFG	30	Manufacturing	Active	30,000	FGNW	1
S03142019_MFG	250	Manufacturing	Active	50,000	Local Realtor	3
V04232019_MFG	514	Manufacturing	Active	200,000	EFI	2
A08012019_AAM	23	Aviation	Active	35,000	EFI	1
C08-07-2019_BSVC	25	Business Services	Active	10 AC	Direct	3
M08132019_MFG	500	Manufacturing	Active	50 - 100 AC	Direct	1
P08212019_BPO	50	BPO	Active	2500 SF	Consultant	2
C09292019_MFG	35	Manufacturing	Active	60000 SF	Direct	2
<hr/>						
# Jobs	3,061		Total SF	895,000		

LEAD SOURCE:

Enterprise Florida, Inc. (2)
 Florida's Great Northwest (1)
 Site Consultant (3)
 Direct (12)
 Local Realtor (1)

TYPE:

Existing
 New

STATUS:

Active (19)
 Inactive (0)
 Hold (0)
 Dead (0)
 Announced

RATING:

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

Total Request For Proposal (RFP) by Sector 2



Manufacturing 100%

YTD Prospect/Project Site Visits 2

S03142019_MFG	ACTIVE	Oct. 3, 2019
C09292019_MFG	ACTIVE	Oct. 7, 2019

Total Active Projects 16



Manufacturing 57%



Warehouse/Distribution 13%



Headquarters 6%



Aviation/Aerospace 6%



Marine MRO 6%



Business Processing/Outsourcing 5%

11 Recruitment
5 Expansions

2518 JOBS

Business Retention-Expansion 6 Visits

Sample Existing Industry Visits 2019-2020

Date	Visit	# Employees	Sector
10/01/19	Alorica	600	1 BPO
10/01/19	Lewis Bear Company	130	1 Warehouse/Distribution
10/02/19	ST Engineering	180	1 Aviation
10/03/19	IMS Expert Services	85	1 Business Services
10/03/19	DHS	240	1 Cyber/IT
10/08/19	WA United	8	1 Business Services

Business Development & Site Consultant Missions

10/07/2019 Defense TechConnect, Washington, DC
10/12/2019 International Economic Development Council, Indianapolis

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	\$250,000,000	\$350,000,000
October, 2014						
International Paper	Manufacturing	12	424	\$49,900	\$21,756,400	\$92,000,000
October, 2014						
Offshore Inland-Corporate	Headquarters	30		\$75,000	\$2,250,000	\$90,000
December, 2014						
AeroSekur	Aviation MRO	5		\$43,600	\$218,000	\$50,000
March, 2015						
Financial Management & Investment Corp.	Headquarters	15		\$74,720	\$1,120,800	\$1,355,000
March, 2015						
Dept. of Homeland Security	IT/Cyber	35		\$85,000	\$2,975,000	\$20,000,000
June, 2015						
Oren International	Manufacturing	18	8	\$39,225	\$1,019,850	\$2,100,000
March, 2016						
Re Vera Services	Headquarters	4		NA	NA	NA
September, 2016						
Jupiter Composites	Manufacturing	150	100	\$27,040	\$6,760,000	\$1,000,000
May, 2016						
Armoured Frog	Mfg. / Showroom	5	5	\$45,000	\$450,000	\$200,000
November, 2016						
PaintUniversity	Headquarters	7		NA	NA	\$340,200
February, 2017						
Accounting Fly	Headquarters	8		NA	NA	NA
February, 2017						
VetFed	IT	20	2	\$46,000	\$1,012,000	\$95,000
December, 2017						
Pall Corporation	R&D	14	36	\$73,500	\$3,675,000	NA
January, 2018						
Intelligent Retinal Imaging Systems, Inc.	Headquarters/ IT	30	30	NA	NA	NA
April, 2018						
American Tire Distributors	Distribution	30	20	\$32,000	\$1,600,000	\$4,000,000
June, 2019						
ST Engineering Aerospace	Aviation	1325		\$45,394	\$60,147,000	\$245,000,000
July, 2019						
Totals	17 Projects	6708	625	\$52,798	\$352,984,050	\$716,230,200



Co:Lab Pensacola

Report for Policy Board as of 10/1/19

Occupancy (Goal: 80%)	Total Leasable Square Feet	Square Feet Occupied	Available	% Occupancy
1st Floor (sf)	2,280	1,235	1,045	54.17%
2nd Floor (sf)	3,696	3,269	427	88.45%
3rd Floor (sf)	3,974	3,571	403	89.86%
TOTAL SQUARE FEET:	9,950	8,075	Combined Occupancy:	81.16%

Current Clients	Connection	Status
Samantha Weaver, LLC.	Tenant	4th year
International Debt Recovery, Inc.	Virtual 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
CoFlyt	Tenant	1st year
Enterprise Florida - International Trade	Affiliate	1st year
Greater Things Fitness	Tenant	1st year
Girl Catch Fire	Tenant	1st year
N Star Investments	Tenant	1st year
Right on Target Marketing	Tenant	1st year
Social Icon	Tenant	1st year
Tag Tech	Tenant	1st year

Exited Clients	Date of Entry	Co:Lab Status	Business Status
The Analyst Group	Mar-09	Graduated 7/15/12	Office space in Milton
Engineering & Planning Resources	Sep-10	Graduated 4/2014	Office space in downtown Pensacola
Accountingfly	Jun-12	Graduated 2/15/17	Office space in downtown Pensacola
Pay Cell Systems, Inc.	Aug-12	Graduated 6/01/16	Office space in Escambia County, then moved to Atlanta
FFCFC	Oct-12	Moved out 02/15/17	Office space in downtown Pensacola
Re Vera Services, LLC	Dec-12	Graduated 9/9/16	Bought office in downtown Pensacola
Intelligent Retinal Imaging Systems	Feb-14	Graduated 04/01/18	Office space in downtown Pensacola
Lost Key Media	May-14	Graduated 05/31/19	Moved out; Principal took position inside Primary Customer
Paint University	Jun-14	Graduated 2/1/17	Bought office/warehouse in downtown Pensacola
Clearstream	Aug-14	Graduated 9/1/16	Moved company to NYC
Robotics Unlimited, Inc.	Oct-14	Graduated 12/2015	Office space in downtown Pensacola
Jewel Graphics	Feb-15	Moved out 4/1/17	Continues as freelance developer
Hatchmark Studio	Oct-15	Graduated 08/01/18	Moved to Cowork Annex
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
Robotics Unlimited, Inc.	May-17	Moved out 10/31/17	Company in idle state, took jobs out of town
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
Greater Things Fitness	Sep-18	Moved out 9/30/19	Relocated
Total Tenant Companies	18		
Total Current Employment (working in Co:Lab)	52		

Date	Time	Event	Location
OCTOBER			
October 15th	5:00 PM	PYP Quality of Life Main Rollout	The REX Theater
October 17th	8:30 AM	BCC Public Forum	Ernie Lee Magaha Government Building
October 17th	9:00 AM	BCC Regular Meeting	Ernie Lee Magaha Government Building
October 21st	3:31 PM	City Council Agenda Conference	Hagler/Mason Conference Room
October 24th	5:30 PM	City Council Regular Meeting	City Council Chambers
NOVEMBER			
November 6th	9:00 AM	1 Million Cups	Pensacola Socialdesk
November 7th	4:30 PM	BCC Public Forum	Ernie Lee Magaha Government Building
November 7th	5:30 PM	BCC Regular Meeting	Ernie Lee Magaha Government Building
November 12th	3:31 PM	City Council Agenda Conference	Hagler/Mason Conference Room
November 13th	8:00 AM	EntreCon 2019: Business and Leadership Conference	400 S Jefferson St Pensacola
November 14th	9:00 AM	Committee of the Whole	Ernie Lee Magaha Government Building
November 14th	5:30 PM	City Council Regular Meeting	City Council Chambers
November 19th		National Entrepreneurs Day	
November 26th	8:30 AM	BCC Public Forum	Ernie Lee Magaha Government Building
November 26th	9:00 AM	BCC Regular Meeting	Ernie Lee Magaha Government Building
DECEMBER			
December 4th	9:00 AM	1 Million Cups	Pensacola Socialdesk
December 5th	9:00 AM	SCI: Workshop: How to Find, Onboard and Retain Talent	6205 North W Street
December 5th	4:30 PM	BCC Public Forum	Ernie Lee Magaha Government Building
December 5th	5:30 PM	BCC Regular Meeting	Ernie Lee Magaha Government Building
December 9th	3:31 PM	City Council Agenda Conference	Hagler/Mason Conference Room
December 12th	9:00 AM	Committee of the Whole	Ernie Lee Magaha Government Building
December 12th	5:30 PM	City Council Regular Meeting	City Council Chamber
December 16th	5:30 PM	FloridaWest Holiday Party	2210 E Maxwell Street Pensacola, Florida