



**MEETING AGENDA – Tuesday, February 18th, 2020 1:00 PM FloridaWest Economic
Development Alliance – Board of Director’s Meeting
Co:Lab, 1st Floor Conference Room
418 W Garden Street - Pensacola, Florida 32502**

- | | |
|---|--------------|
| 1. Call to Order | Karen Sindel |
| 2. Meeting publicly noticed (2/6/2020) | Karen Sindel |
| 3. Public Comment | Karen Sindel |
| 4. Action Items | Karen Sindel |
| a. Approval of January 21 st , 2020 Minutes | |
| b. Approval of January 2020 Financials | |
| c. Escambia County Board of Commissioners CSE Board Appointee | Karen Sindel |
| i. Kristine Rushing – Dianne Hatke | |
| ii. Michelle Kaufman – Tracy Andrews | |
| d. Review of Cyber Consulting Service Agreement | Scott Luth |
| 5. Discussion Items | |
| a. ED Project Updates | Scott Luth |
| i. Cybersecurity Update | |
| ii. Co:Lab | |
| iii. Business Development | |
| iv. Workforce | |
| v. Marketing | |
| b. Strategic Partner Updates | Karen Sindel |
| c. Membership | Karen Sindel |
| d. ED Calendar Review | Karen Sindel |
| e. New Business | Karen Sindel |
| 6. Adjourn | Karen Sindel |

Next Meeting: Tuesday, March 17th at 1:00 pm

Fiscal Year Meeting Schedule

March 17, 2020

April 21, 2020

May 19, 2020

June 16, 2020

July 21, 2020

August 18, 2020

September 15, 2020

FloridaWest Members Present: President Karen Sindel, Secretary/Treasurer Rick Byars, Vice President Rebecca Ferguson, Ryan Tilley, Tim Haag

Investors Present: Sheryl Rehberg

Absent Members: Donnie McMahon, Lewis Bear, Jim Waite, Bonita Player

Absent Investors: Jonathan Tucker, Ryan Greenhut

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

Guests: Allison Jones, David Lister, Philip DeBoer, Patrick Burke, Mike Langston, Dave Murzin, Brian Wyer, Dawn Rudolph (Sacred Heart), Jessica Sholl, Hank Gonzalez, Kurt Morse, Jane Birdwell, Rashard Howard (CSX), Dave Beir, Vicki Campbell

1. **Call to Order:** The meeting was called to order by President Karen Sindel at 1:03 pm.
2. **Public Notice:** This meeting was publicly noticed for FloridaWest on January 2, 2020.
3. **Public Comment:** Public comments were requested. Each person in the room introduced themselves and shared who they were here representing.
4. **Action Items:**
 - a. **BDI/Bluffs Closeout Presentation:** Scott Luth provided a brief summary on the status of the two current projects we are working to close out before turning it over to BDI for presentation. BDI was hired to put together a design/build package for PEDC. Rick Byars asked if the request with the Governor's Growth Fund relates to this and what is the status. Scott Luth shared a status update on the GGF. We do have our ask in. While we haven't been funded yet, it's because the Governor has not funded anyone yet. We also have a \$2.5M ask in this legislative session. We are working with our local delegation and others to achieve this. If we are successful at receiving both, we will hopefully be able to then leverage Triumph dollars to move from engineering to construction. Rashard Howard with CSX shared that the line from Baldwin County to Pensacola was sold, but they are still our primary Class 1 rail provider. CSX is here to be a good partner to us in driving economic development. As FloridaWest drives The Bluffs, CSX will be interested in entertaining the Certified Site program they have. Their line picks up from the Golding line to New Orleans and from Canada to the Keys. Karen Sindel shared that The Bluffs is our community's opportunity for huge growth. It's not an overnight process and requires substantial funding. This is not a sleeping project and has been worked on daily by the FloridaWest staff, and we appreciate all our partners keeping our community informed and for the willingness to help on our behalf.
 - b. **Saltmarsh Audit FYE 2019 Presentation:** Dave Lister, Allison Jones, and Philip DeBoer presented the audit findings.
Rick Byars moves to approve.
Tim Haag seconds.

Passed unanimously.

c. Approval of October 15, 2019 Minutes:

Rebecca Ferguson moves to approve.

Ryan Tilley seconds.

Passed unanimously.

d. Approval of December 2019 Financials:

Scott Luth shared that some of the financial responsibilities will transfer over to Melissa Stoker internally. Lydia Miller, our contracted bookkeeper, will then be utilized to verify the practices and reconcile accordingly, submitting appropriate documentation to the necessary entities throughout the year in addition to completing the audits for both PEDC and FloridaWest. Scott Luth shared business practices that resulted in the financials reflecting as they do.

Ryan Tilley moves to approve.

Rick Byars seconds.

Passed unanimously.

e. Miscellaneous Appropriations Agreement: Scott Luth shared that we did execute the contract with the City and the County. He would like to see that document ratified by the board.

Tim Haag moves to approve.

Rick Byars seconds.

Passed unanimously.

f. IT Services Provider Contract Approval: After working with our FloridaWest Board committee, we have a recommendation to pursue the recommendation of the committee to make the suggested change. Ryan Tilley shared that, as a member on the committee, he supports FloridaWest staff pursuing as they see fit.

Rebecca Ferguson moves to approve.

Ryan Tilley seconds.

Passed unanimously.

5. Discussion Items

a. CSX Update: Rashard Howard shared that he has nothing further to contribute after the earlier conversation.

b. ED Project Updates:

1. **Cybersecurity:** Scott Luth shared that he has been working to finalize a contract for a Cybersecurity consultant. His goal is to come back to the February meeting with that contract for execution. He will be reaching out to various board members for feedback. He hopes to have the consultant on staff by March 1.
2. **Co:Lab:** Patrick Rooney shared that Co:Lab occupancy is at 19 tenants. We are at 86% occupancy, up from 83% in November and October. We have several tenants who are growing as well as interested companies who want to move in. Patrick also shared information on the developing Entrepreneur program mimicked after the program studied at MIT.
3. **Business Development:** Scott Luth shared the request of Lumon May to help develop, with PEDC, an MOU in development commerce park. Scott shared that there are efforts being made to move the Tech Park property. Scott Luth shared that productive conversations have started at the City and County level regarding the potential opportunity to hire a lobbyist. Rebecca Ferguson shared that she encourages FloridaWest to ensure that there are not issues or hurdles with the City or the County in pursuing a lobbyist. Rick Byars shared that this

might be something that First Place Partners can be involved in. Scott shared he wants to ensure we don't do anything to jeopardize our non-profit status as well. It will be a well thought out and executed process. Danita Andrews shared the business development update as reflected in the business development report. She indicated our RFPs are much lower than normal.

4. **Workforce:** Scott Luth shared that the County is moving forward with a workforce project re: Restore. Jane Birdwell stated that a common comment is that we are training people well, but we are losing them out of the community due to low wages in the area. Workforce wages are much lower here, and this is something that perhaps is within the scope of FloridaWest's mission.
 5. **Marketing:** Sena Maddison shared that building up our Cybersecurity assets will be a focus this year. You will see us teaming up with Visit Pensacola and others to push this same initiative collaboratively. Sena also shared that both the FloridaWest and Co:Lab websites are being reviewed for update/refresh. We need to ensure we are ADA compliant. The Co:Lab website needs to be more intuitive for entrepreneurs.
- c. **Strategic Partner Updates:** CareerSource shared that there is a new report out from the gig economy. CareerSource has their new four-year plan ready for BOCC review. CareerSource also has several board seats open or opening soon. February 20th is the state workforce meeting when voting will occur on the certifications proposed.
 - d. **Membership:** There have not been any new members.
 - e. **ED Calendar Review:** Please see the calendar provided in your board packet.
 - f. **New Business:**
 1. **ADA Compliance Brief:** Sena Maddison took training in ADA compliance and is now training Alyvia Waite. We are evaluating whether it is worth it to revamp the entire website. Margaret Stopp shared that we should check with local entities who are stating on their website that ADA Compliant documents are available offline.
 2. Rebecca Ferguson asked that we support America's Cup challenge.

Adjourned at 2:39 pm.

Respectfully Submitted By:

Rebecca Ferguson, Secretary-Treasurer
Pensacola-Escambia Promotion & Development Commission

FloridaWest (CEDA)
Profit & Loss Budget Performance
October 2019 through January 2020

	<u>Oct '19 - Jan 20</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
Income				
4200 · Investor Membership Dues	30,000.00	40,000.00	-10,000.00	75.0%
4000 · Membership Dues	140,000.00	280,000.00	-140,000.00	50.0%
4410 · Non-Dues Income	39,403.30	85,000.00	-45,596.70	46.36%
4420 · Government Income	75,000.00	150,000.00	-75,000.00	50.0%
4430 · PEDC	337,500.00	675,000.00	-337,500.00	50.0%
4500 · CoLab - Rent	43,484.36	100,000.00	-56,515.64	43.48%
4512 · Miscellaneous Income	37.75	1,000.00	-962.25	3.78%
Total Income	<u>665,425.41</u>	<u>1,331,000.00</u>	<u>-665,574.59</u>	<u>49.99%</u>
Gross Profit	665,425.41	1,331,000.00	-665,574.59	49.99%
Expense				
5005 · Bank & Credit Card Fees	256.84	1,000.00	-743.16	25.68%
5060 · Marketing, Adv & Promo/Investor	21,665.64	125,000.00	-103,334.36	17.33%
5066 · Database/Research	2,100.00	45,000.00	-42,900.00	4.67%
5100 · Audit Expense	14,900.00	29,000.00	-14,100.00	51.38%
5105 · Legal Fees	1,350.00	10,000.00	-8,650.00	13.5%
5120 · Auto Travel	3,002.26	10,000.00	-6,997.74	30.02%
5140 · Business Travel	16,577.49	50,000.00	-33,422.51	33.16%
5190 · Depreciation Expense	0.00	15,000.00	-15,000.00	0.0%
5200 · Dues & Subscriptions	3,324.90	10,000.00	-6,675.10	33.25%
5310 · Insur-D&O/Liab/Umbrella/EPLI	5,349.17	6,000.00	-650.83	89.15%
5410 · Maint & Repair- Computers	4,466.08	21,000.00	-16,533.92	21.27%
5440 · Meeting Expense	174.38	2,000.00	-1,825.62	8.72%
5500 · CoLab Expenses	12,402.66	120,000.00	-107,597.34	10.34%
5559 · Workforce Marketing	5,986.17	20,000.00	-14,013.83	29.93%
5600 · Miscellaneous Expense	0.00	1,000.00	-1,000.00	0.0%
5610 · Postage	356.00	1,000.00	-644.00	35.6%
5680 · High Growth Companies	5,937.11	15,000.00	-9,062.89	39.58%
57000 · Employee Wages & Benefits	244,378.90	785,000.00	-540,621.10	31.13%
5800 · Supplies	747.14	3,000.00	-2,252.86	24.91%
5915 · Telephone	836.15	4,000.00	-3,163.85	20.9%
5925 · Cell Phones	3,895.25	8,000.00	-4,104.75	48.69%
5954 · Copier Expense	0.00	2,000.00	-2,000.00	0.0%
5980 · Rent Expense	19,004.70	48,000.00	-28,995.30	39.59%
Total Expense	<u>366,710.84</u>	<u>1,331,000.00</u>	<u>-964,289.16</u>	<u>27.55%</u>
Net Income	<u><u>298,714.57</u></u>	<u><u>0.00</u></u>	<u><u>298,714.57</u></u>	<u><u>100.0%</u></u>

FloridaWest (CEDA)
Balance Sheet
As of January 31, 2020
Jan 31, 20

ASSETS

Current Assets

Checking/Savings

1000 · Checking- Private Hancock -363 561,280.98

1010 · Checking - Public Hancock- 355 92,570.98

Total Checking/Savings 653,851.96

Accounts Receivable

11000 · Accounts Receivable 176,490.46

Total Accounts Receivable 176,490.46

Total Current Assets 830,342.42

Fixed Assets

1702 · Accum Depr-Leasehold Improvemen -4,070.00

1655 · Leasehold Improvements 135,544.93

1600 · Furniture and Fixtures 44,009.73

1650 · Computers 28,454.59

1700 · Accum Depreciation Computers -7,798.31

1701 · Accum Depreciation Furn & Fix -8,447.41

Total Fixed Assets 187,693.53

Other Assets

1800 · Security Deposit 1,000.00

Total Other Assets 1,000.00

TOTAL ASSETS 1,019,035.95

LIABILITIES & EQUITY

Liabilities

Current Liabilities

Accounts Payable

2000 · Account Payable 0.00

Total Accounts Payable 0.00

Other Current Liabilities

2300 · Other Payables

2350 · Christmas Club Payable 2,175.00

Total 2300 · Other Payables 2,175.00

2400 · Payroll Liabilities 3,677.00

Total Other Current Liabilities 5,852.00

Total Current Liabilities 5,852.00

Total Liabilities 5,852.00

Equity

3200 · Unrestricted Net Assets 714,469.38

Net Income 298,714.57

Total Equity 1,013,183.95

TOTAL LIABILITIES & EQUITY 1,019,035.95



BUSINESS DEVELOPMENT REPORT

Year to Date

October 1, 2019 – February 10, 2020

DANITA ANDREWS
Chief Business Development Officer



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						
Hatchmark Studio	Business Services	5		NA	NA	NA
August, 2018						
Lost Key Media	Business Services	3		NA	NA	NA
May, 2019						
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	6716	625	\$52,798	\$352,984,050	\$716,230,200

YEAR TO DATE BUSINESS DEVELOPMENT SUMMARY

Total Pipeline		25
Active Projects		16
	Existing	7
	New	9
Site Visits		4
Business Retention Visits		15

Pipeline by Sector



Manufacturing 63%



Aviation/Aerospace 13%



Warehouse/Distribution 8%



Headquarters 4%



Business Services 4%



Marine MRO 4%

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	Dead	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	On-Hold	100 AC	Consultant	2
B08102018_MRO	30	MRO	Active	TBD	Direct	2
H10172019_MFG	10	Manufacturing	Inactive	20,000	Direct	3
C02252019_MFG	70	Manufacturing	Active	100,000	Direct	2
S03112019_MFG	30	Manufacturing	Active	30,000	FGNW	1
S03142019_MFG	200	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
S11152019_MFG	52	Manufacturing	Active	90000 SF	Direct	2
S11292019_MFG	100	Manufacturing	Active	70000 SF	Direct	2
X01102020_MFG	26	Manufacturing	Active	26,000 SF	EFI	1
L01212020_AAM	35	Aviation	Lost Opportunity	40,000 SF	EFI	1
D1312020_MFG	80	Manufacturing	Active	300,000 SF	Direct	1
M02072020_AAM	350	Aviation	Active	180,000 SF	FGNW	1
# Jobs	3,304		Total SF	895,000		

LEAD SOURCE:

Enterprise Florida, Inc.	(3)
Florida's Great Northwest	(16)
Site Consultant	(4)
Direct	(16)
Local Realtor	(1)

TYPE:

Existing	<input checked="" type="checkbox"/>
New	<input type="checkbox"/>

STATUS:

Active	(34)
Inactive	(3)
Hold	(1)
Dead	(2)
Announced	

RATING:

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

Total Request For Proposal (RFP) by Sector 7



Manufacturing 61%



Aviation 29%

YTD Prospect/Project Site Visits 4

S03142019_MFG	ACTIVE	Oct. 3, 2019, Feb. 6, 2020
C09292019_MFG	ACTIVE	Oct. 7, 2019
S11152019_MFG	ACTIVE	Nov. 15, 2019

Total Active Projects 16



Manufacturing 63%



Warehouse/Distribution 13%



Headquarters 6%



9 Recruitment

7 Expansions

2605 JOBS



Aviation/Aerospace 6%



Marine MRO 6%

Business Services 6%

Business Retention-Expansion 15 Visits

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
11/14/19	Immudyne	5	1 Manufacturing
11/14/19	Port of Pensacola	9	1 Port Operations
11/26/19	VetFed	9	1 Information Technology
12/10/19	Offshore Inland	120	1 Marine MRO
12/12/19	Superior Granite	30	1 Manufacturing
12/17/19	ST Engineering	180	1 Aviation
12/18/19	Navy Federal Credit Union	8182	1 Financial Services
01/17/20	International Paper	600	1 Manufacturing
01/17/20	Exxon Mobil	180	1 Manufacturing

Business Development & Site Consultant Missions

Oct 7 -11, 2019	Defense TechConnect Innovation Summit, National Harbor, MD
Oct 12-16, 2019	IEDC Annual Economic Development Conference, Kansas City
Oct 16 - 17, 2019	Orlando Aerospace Alliance, Orlando
Nov. 4 - 7, 2019	Southern California Trade Mission
Nov. 18 - 22, 2019	NY/NJ Region Trade Mission
Dec. 4 - 5, 2019	Economix - Consultant Connect, Charleston
Dec. 16-18, 2019	In-Bound SSG Consultants Visit (Gulf Power sponsored)
Jan. 7 - 10, 2020	CES -Consumer Technology Assoc., Las Vegas
Feb. 6 - 12, 2020	Singapore Airshow



Co:Lab Pensacola

Report for Policy Board as of 2/1/20

Occupancy (Goal: 80%)	Total Leasable Square Feet	Square Feet Occupied	Available	% Occupancy
1st Floor (sf)	2,280	2,060	220	90.35%
2nd Floor (sf)	3,696	3,269	427	88.45%
3rd Floor (sf)	3,974	2,122	1,852	53.40%
TOTAL SQUARE FEET:	9,950	7,451	Combined Occupancy:	74.88%

Current Clients	Connection	Status
EBI Management Group, Inc.	Tenant	4th year
International Debt Recovery, Inc.	Virtual 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
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
Qualia Is	Tenant	1st year
Association Resource Solutions	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
Samantha Weaver	Jun-17	Moved out 9/30/19	Moved out
Total Tenant Companies	19		
Total Current Employment (working in Co:Lab)	57		

FloridaWest

economic development alliance



Date	Time	Event	Location
FEBRAURY			
February 20th	8:30 AM	BCC Public Forum	Ernie Lee Magaha Government Building
February 20th	9:00 AM	BCC Regular Meeting	Ernie Lee Magaha Government Building
February 20th	6:00 PM	Next Level Program (NLP)#1: The Big Picture and Goal Setting	Florida SBDC at UWF/Synovus-Pensacola Synovus / 4th Floor Training Room
February 21st	12:00 PM	Starting a Business	Florida SBDC at UWF/Synovus-Pensacola Synovus / 4th Floor Training Room
February 24th	3:30 PM	City Council Agenda Conference	Hagler/Mason Conference Room
February 27th	5:30 PM	City Council Meeting	City Council Chambers
MARCH			
March 4th	9:00 AM	1 Million Cups	Pensacola Socialdesk
March 4h	9:00 AM	QuickBooks Basics	Florida SBDC at UWF/Synovus-Pensacola Synovus / 4th Floor Training Room
March 5th	1:00 PM	Starting a Business	Florida SBDC at UWF/Synovus-Pensacola Synovus / 4th Floor Training Room
March 5th	4:30 PM	BCC Public Forum	Ernie Lee Magaha Government Building
March 5th	5:30 PM	BCC Regular Meeting	Ernie Lee Magaha Government Building
March 9th	3:30 PM	City Council Agenda Conference	Hagler/Mason Conference Room
March 12th	9:00 AM	Committee of the Whole	Ernie Lee Magaha Gorvenment Building
March 12th	5:30 PM	City Council Regular Meeting	City Council Chambers
March 23rd	3:30 PM	City Council Agenda Conference	Hagler/Mason Conference Room
March 25th	1:00 PM	Starting a Business	Florida SBDC at UWF/Synovus-Pensacola Synovus / 4th Floor Training Room
APRIL			
April 1st	9:00 AM	1 Million Cups	Pensacola Socialdesk
April 2nd	4:30 PM	BCC Public Forum	Ernie Lee Magaha Gorvenment Building
April 2nd	5:30 PM	BCC Regular Meeting	Ernie Lee Magaha Gorvenment Building
April 6th	3:30 PM	City Council Agenda Conference	Hagler/Mason Conference Room
April 9th	9:00 AM	Committee of the Whole	Ernie Lee Magaha Gorvenment Building
April 10th	5:30 PM	City Council Meeting	City Council Chamber

AGREEMENT

THIS AGREEMENT entered into the ____ day of February, 2020, effective the 1st day of March, 2020 (“Effective Date”), by and between **Community Economic Development Association of Pensacola and Escambia County, Inc.** (“FloridaWest”), a Florida corporation whose address is P.O. Box 1992, Pensacola, FL 32591 and **ARA-JAK, LLC**, a Florida limited liability company whose address is P. O. Box 747, Pensacola, FL 32591 (“Contractor”).

RECITALS

- A. FloridaWest desires to engage Contractor as an independent contractor to provide services more fully described in Exhibit “A” implementing provisions of the Pensacola Cybersecurity Strategic Plan attached as Exhibit “B”; and
- B. The purpose of this Agreement is to set forth the terms and conditions under which Contractor will provide the services and the compensation to be paid to Contractor as an independent contractor.

AGREEMENT

For good and valuable consideration and the promises below, the receipt and sufficiency of which are acknowledged, the parties agree as follows:

1. Term and Services to be Provided. For a period of eighteen (18) months beginning the 1st day of March, 2020 and ending the 31st day of August, 2021 (“Term”) Contractor shall provide the services described in Exhibit “A.” The parties may agree to renew the Agreement on mutually acceptable terms.
2. Compensation. Contractor shall be paid \$117,000.00 for the Term, payable in monthly installments of \$6,500.00 on the 5th of each month, beginning the 1st day of April, 2020.
3. Independent Contractor. The parties intend and agree that Contractor is an independent contractor and not an agent or employee of FloridaWest. FloridaWest is interested only in the results obtained under this Agreement. The manner or means of carrying out the scope of work is under the sole control of Contractor. Contractor shall not hold itself out to the public as an employee, agent, partner, or representative of FloridaWest except to the extent necessary to accomplish the scope of work. As such, both parties agree to the following:
 - A. Contractor is responsible, where necessary, to secure, at its sole cost, Workers’ Compensation insurance, disability insurance, and any other insurance as may be required by law.
 - B. Contractor is responsible for the payment of all federal, State and local taxes as a result of any payments made under this Agreement.
 - C. Contractor may employ as many employees as it requires, such matter resting, entirely within its own discretion. FloridaWest need not be advised of the employment of such individuals. If such persons are employees, Contractor is deemed the employer of the persons.

- D. Contractor may engage in any business which it may determine, and is not required to devote all of its energies exclusively for the benefit of FloridaWest.
- E. Determinations as to how to fulfill obligations imposed on Contractor under this Agreement are within the sole discretion of Contractor.
4. Reports. Contractor agrees to provide monthly reports to FloridaWest's Executive Director specifying actions taken to achieve the scope of work in Exhibit "A." Contractor shall perform all work with a high degree of professionalism and to FloridaWest's reasonable satisfaction.
5. Indemnification and Hold Harmless. Contractor represents and warrants that it has not entered into any contractual relationship with any other employer or third party that would be breached by acting as an independent contractor under this Agreement. Contractor represents and warrants that it has not entered into any non-competition agreements that would be breached by its acting as an independent contractor. Contractor agrees to indemnify and hold FloridaWest harmless from any claims, damages, costs, causes of actions, and attorney fees and court costs, including the fees and costs incurred in appeal, incurred as a result of breach of representations and warranties in this paragraph 5.
6. Non-Disclosure and Confidentiality. Contractor acknowledges that in the course of the Agreement with FloridaWest, Contractor may develop, or require, and will be granted otherwise prohibited access to, trade secrets and other trade information, and confidential information entrusted to FloridaWest by others, whether or not reduced to writing, patented, copyrighted or trademark, that is confidential in nature and of great proprietary and competitive value to FloridaWest and its business prospects. This includes, without limitation, information related to recruitment of businesses. This information ("Confidential Information") includes, but is not limited to, data relating to FloridaWest's unique methods of doing businesses; matters not generally known outside the FloridaWest; programs, techniques, and strategies; computer programs, specialized software, and data bases; lists of prospects and prospective prospects not subject to Florida's Public Records Act; particularized requirements and preferences; research projects; new prospect and business developments; and other aspects of FloridaWest's business.

Contractor will not, at any time, whether during Agreement with FloridaWest, directly or indirectly, by any means or devices whatsoever, divulge, use or permit the use of, any Confidential Information or other proprietary information of FloridaWest, to any person, firm, corporation, or any other entity, except as required or permitted in the course of this Agreement and for FloridaWest's business. Without limiting the foregoing, upon termination of the Agreement, Contractor shall immediately turn over to FloridaWest (including copies), which is in Contractor's possession or otherwise subject to Contractor's control. It is understood and agreed that Contractor will not retain any copy, duplicate or note memorializing any such Confidential Information.

Contractor acknowledges that: (1) compliance with this Non-Disclosure and Confidentiality provision is necessary to protect the FloridaWest's business and good will; (2) a breach of this provision will irreparably and continually damage FloridaWest; and (3) an award of money damages will not be adequate to remedy such harm. Consequently, Contractor agrees that, in the event Contractor breaches or threatens to breach any of these covenants, FloridaWest is entitled to both: (1) a preliminary or permanent injunction in order to prevent the continuation of such harm; and (2) money damages, insofar as they can be determined, including, without limitation, all reasonable costs and attorneys' fees incurred by FloridaWest enforcing the provisions of this

Agreement. Nothing prohibits FloridaWest from also pursuing other remedies available at law or in equity.

7. Term and Termination. The term of this Agreement is set forth above unless otherwise agreed in writing by the parties. Either party may terminate this agreement with a sixty-day written notice.
8. Controlling Law. This Agreement is governed by the laws of the State of Florida.
9. Attorney's Fees. If either party resorts to legal action to enforce or interpret any provision of this Agreement, the prevailing party shall be entitled to recover the cost and expense of the action, including, without limitation, reasonable attorney's fees.
10. Entire Agreement. This Agreement supersedes any and all prior contracts and constitutes the entire Agreement between the parties. Neither party shall be entitled to benefits other than those specified in this Agreement. No prior oral statements or contemporaneous negotiations or understanding or prior written material not specifically incorporated in this agreement shall be of any force and effect. No changes in or additions to this Agreement shall be recognized unless incorporated by written amendment to this Agreement signed by both parties.
11. Assignment. Contractor cannot assign or transfer this Agreement to any other person or entity unless approved by FloridaWest in writing.
12. Public Records. The parties acknowledge that FloridaWest is subject to Florida's Public Records Law, Chapter 119 of the Florida Statutes (the "Act") which requires it to provide access to its records, subject to certain limitations. Contractor agrees to allow public access to all records, documents, papers, letters or other material subject to the provision of the Act and made or received in conjunction with this Agreement. Refusal by Contractor to allow public access will be grounds for immediate cancellation of the Agreement by FloridaWest.

To the extent that Contractor meets the definition of "contractor" under Section 119.0701 of the Florida Statutes, and in addition to other contract requirements provide by law, Contractor agrees that it is acting as a contractor on behalf of FloridaWest as provided under section 119.0701(a) and as such it will comply with the Act. Specifically, Contractor agrees that it will:

- (i) Keep and maintain public records that ordinarily and necessarily would be required by FloridaWest in order to perform the services performed by Contractor under the Agreement;
- (ii) Provide the public with access to such public records on the same terms and conditions FloridaWest would provide the records and at a cost that does not exceed that provided in Chapter 119 of the Florida Statutes, or as otherwise provided by law;
- (iii) Ensure that public records that are exempt or that are confidential and exempt from public record requirements are not disclosed except as authorized by law; and
- (iv) Meet all requirements for retaining public records and transfer to FloridaWest, at no cost, all public records in possession of Contractor upon termination of the Agreement and destroy and duplicate public records that are exempt or confidential and exempt. All records stored electronically must be provided to FloridaWest in a format that is compatible with the information technology systems of FloridaWest.

IF CONTRACTOR HAS QUESTIONS REGARDING THE APPLICATION OF CHAPTER 119, FLORIDA STATUTES, AND CONTRACTOR'S DUTY TO PROVIDE PUBLIC RECORDS RELATING TO THE AGREEMENT, THE CONTRACTOR MAY CONTACT THE CUSTODIAN OF RECORDS AT: Scott Luth, FloridaWest, 3 W. Garden St., Suite 618, Pensacola, FL 32502; sluth@floridawesteda.com; 850-898-2201.

IN WITNESS WHEREOF, the parties have executed this Agreement on the dates shown below.

FloridaWest

ARA-JAK

By Scott Luth
Its Executive Director
Date _____

By _____
Its _____
Date _____

DRAFT

Exhibit "A" **Scope of Work**

Contractor is responsible for executing and developing innovative plans, programs and activities to ensure the successful oversight, promotion, partnerships and protection of the Northwest Florida's public cyber activities in conjunction with the Cybersecurity Strategic Plan developed for Florida West and the Pensacola Cybersecurity Community prepared by Innovation Strategies, LLC. Goals and Strategies are the basis for the duties and responsibilities of Contractor, through collaboration with community economic development parties on behalf of Florida West.

Essential Duties and Responsibilities

Develop a program of work, with supporting documentation, to improve and protect the region's public cyber presence; advance cyber priorities of public partners with an emphasis on federal and State of Florida partners and local businesses; educate and train community partners in accordance with the existing cyber plan developed by Florida West.

Maintain liaisons with military, civilian, governmental, and congressional leadership at the local, state and federal levels.

Be responsible for the overall conduct of meetings and functions on behalf of Florida West's cyber initiatives, including working cyber committees, official visits, site coordination, and the like.

Goal 1: Strengthen partnerships to enhance public cybersecurity innovation and economic development/ Retain and Expand current public cyber missions/ Identify public cyber missions to be located in Pensacola.

Strategies:

Create business development strategies for public cyber missions, including State of Florida initiatives.

Timeline: 3-6 months

Continue to execute existing public cyber initiatives while developing new efforts to retain and grow the area's public cyber presence.

Timeline: Ongoing

Research and prepare annual unfunded MILCON requests for area bases, as it relates to cyber commands, and submit to congressional members for consideration as Congressional "add" to Defense budget.

Timeline: Identified and prepared 4- 6 months. Tracked 6-9 months.

Identify public opportunities, prioritize and lead as special projects for growing public cyber presence.

Timeline: 6-9 months

Goal 2: Build a thriving cybersecurity workforce/Market the Pensacola region's "Live Coastal. Work Cyber." brand

Strategies:

Serve as community partner and organizing entity for all cyber initiatives as it relates to training, education and marketing committees.

Timeline: Ongoing

Following the cyber plan, work closely with academic leaders University of West Florida and Pensacola State College.

Timeline: Ongoing

Coordinate and host at minimum bi-monthly community committees for all community organizations associated with cyber training, education, marketing and job growth.

Timeline: Ongoing

Set an agenda for committees that follows focus areas outlined in the cyber plan, including: Create cyber career pathways to employment; Integrate cyber education into public school curricula; post-secondary higher education entities to meet industry needs; Recruit and retain a diversified workforce; Military personnel transition; Develop mentorship and/or apprenticeship programs; and create an adaptive learning workforce.

Timeline: Ongoing

Help committee members identify cyber training, education and marketing gaps and support new and ongoing initiatives.

Timeline: 6 months

Create collaboration between committee members and public organizations to promote Pensacola as the cyber center for talent and sustained job growth, including: the support of creating an aggressive marketing plan for the region; identification of optimal marketing tools; and the overall of support of promoting the "Live Coastal. Work Cyber." Brand.

Timeline: 6-9 months

Goal 3: Enhance Public technology infrastructure and optimize public/private cybersecurity business climate

Strategies:

Create a working defense contractor committee (similar to “TechMen” in Fort Walton Beach) for IT/cyber companies.

Timeline: 3 months

Coordinate and host at minimum bi-monthly committee meetings for cyber contractors and local cyber companies.

Timeline: Ongoing

Determine need for increased broadband/fiber access; Increase public and private sector technology enabled services; Identify opportunities for a shared cyber innovation range or center of excellence.

Timeline: 4-6 Months

Identify opportunities for public/private cybersecurity focused business incentives.

Timeline: 4-6 months

Create agenda for committee that promotes fellowship, collaboration and contract teaming.

Timeline: Ongoing

Support the committee in identifying current and future cyber contracts that could be executed in Pensacola.

Timeline: 2-3 months. Ongoing

Provide support to existing private sector companies supporting public sector initiatives.

Timeline: Ongoing

Reporting

Provide detailed monthly reports to Florida West that include an overall summary of all activities for each goal, including:

- Progress of stated strategies, new opportunities and overall execution of the cyber plan's initiatives.
- Summary of data collected for determination of best course of actions and strategy development.
- Summary of all bi-monthly subcommittee meetings.
- identified gaps that inhibit public cyber job growth in Pensacola.
- strategy development of public cyber initiatives.
- identification of key special projects; and potential public cyber job growth opportunities.

Materials

Contractor may recommend to Florida West certain marketing and promotional materials as it relates to cyber initiatives identified through its collaborative efforts. It is not the responsibility of Contractor to produce such materials, only to recommend to FloridaWest content and audience related to meeting goals and executing strategies.

Travel

Contractor agrees to travel up to nine times during the Term of the Agreement to Washington D.C., Tallahassee, and relevant conferences at Contractor's expense. In the event FloridaWest desires that Contractor travel to an attend specific venues outside of Contractor's designated travel, FloridaWest must compensate Contractor for travel expenses, conference fees, and related costs pursuant to FloridaWest's reimbursement policy.

Administrative Support

FloridaWest will provide administrative support as needed to support and further the goals, strategies and objectives related to cybersecurity collaborations.

Exhibit "B"
Cybersecurity Strategic Plan
(Attached)

DRAFT

Schedule of Pensacola Delegation during SA2020

Date	Time	Details	Attendee	Remarks
8/2/2020 (Sat)	8.15 pm	Airport arrival (Flight: DL 7875 / KE 643)	1. Mayor G Robinson 2. Jill Robinson (Mayor's wife)	Receiving VIPs: Irving Tjin
9/2/2020 (Sun)	12.30 pm -12.45 pm	Pick-up from Hotel		Transport to Gardens By The Bay
	1:00 pm - 4:00 pm	Visit to Gardens By The Bay	1. Mayor G Robinson 2. Jill Robinson (Mayor's wife) 3. Robert Bender 4. Irving Tjin (Host) 5. Scott Luth	
	4.00 pm	Pick-up from Gardens By The Bay		Transport to Hotels
	6.00 pm - 6.15 pm	Pick-up from Hotel	Mayor & Delegation (4 pax) Irving Tjin (1 pax)	Transport - Hotel to Dinner venue (Pan Pacific Hotel) Receiving VIPs: Irving Tjin
	6.30 pm	Welcome Dinner	<u>Delegation</u> 1. Mayor G Robinson 2. Jill Robinson (Mayor's wife) 3. Robert Bender 4. Scott Luth <u>ST Engineering</u> 1. Kwa Chong Seng (Host) 2. Mrs Betty Kwa 3. Jeffrey Lam 4. Irving Tjin 5. Francis Ngooi 6. Tom Vecchiolla 7. Richard Ng	Venue: Hai Tien Lo @ Pan Pacific Hotel, Level 3 * Jill Robinson (wife) - Shellfish allergy * * Mrs Kwa - No raw food, oysters, clams, scallops Dress code: Business attire - Long sleeve with Jacket (No Tie)
	8.30 pm	Pick-up from Dinner Venue (Pan Pacific Hotel) Return to Hotel	Mayor & Delegation (4 pax) Irving (1 pax)	Transport - Dinner venue (Pan Pacific) to Hotel >>>

Schedule of Pensacola Delegation during SA2020

Date	Time	Details	Attendee	Remarks
10/2/2020 (Mon)	9.00 am - 9.15 am	Pick-up from Hotel	Mayor & Delegation (4 pax) Irving (1 pax)	Transport - Hotel to STE Aerospace, Lobby Receiving VIPs: Irving Tjin
	9.45 am	Visit to ST Engineering Aerospace * Meet & Greet + Presentation @ Boardroom (9.45am - 10.30am) * PLA Facilities Tour: - Services (0.5hr) > Systems (0.5hr) > Engines (0.5hr) > Suite (0.5hr) - Smart MRO presentation by LHF at the Suite	<u>Delegation</u> 1. Mayor G Robinson 2. Robert Bender 3. Scott Luth 4. Katie Hogan <u>ST Engineering</u> 1. Ang Chye Kiat 2. Irving Tjin 3. Francis Ngooi 4. Darryl Seow 5. Tom Vecchiolla 6. Richard Ng	* STEA Boardroom, Paya Lebar (540 Airport Road) * Presentation: by Francis Ngooi * Facilities Tour: Darryl Seow (Lead) * Services Transport (Van) to ferry VIPs @ Lobby to Services Hangar, Systems, etc and back to Lobby, STE Aerospace after facilities tour * visitor badges at gate (contact Swee Fang) * Dress code: Long sleeve shirt (No Tie)
	12.30 pm	Pick-up from Lobby, STE Aerospace	Mayor & Delegation (4 pax) Irving & Tom & Richard (3 pax)	Transport - Lobby, STEA to Lunch venue
	1.00 pm	Lunch	<u>Delegation</u> 1. Mayor G Robinson 2. Robert Bender 3. Scott Luth 4. Katie Hogan <u>ST Engineering</u> 1. Ang Chye Kiat (Host) 2. Irving Tjin 3. Francis Ngooi 4. Darryl Seow 5. Tom Vecchiolla 6. Richard Ng	Venue: Fu Lin Men
	2.30 pm	Return to Hotel	Mayor & Delegation (4 pax) Irving & Tom & Richard (3 pax)	Transport - Lunch venue to Hotel
10/2/2020 (Mon)	6.00 pm - 6.15 pm	Pick-up from Hotel to Marina Bay Sands (Sand Ballroom, Level 5)	<u>Delegation</u> 1. Mayor G Robinson 2. Jill Robinson (Mayor's wife) 3. Rober Bender 4. Scott Luth 5. Katie Hogan 6. Irving Tjin	Transport - Hotel to Singapore Airshow Opening Ceremony (Sands Ballroom, Level 5 @ MBS) Receiving VIPs: Irving Tjin
	6.30 pm	Singapore Airshow Opening Ceremony	<u>Delegation</u> 1. Mayor G Robinson 2. Jill Robinson (Mayor's wife) 3. Rober Bender 4. Scott Luth 5. Katie Hogan <u>ST Engineering</u> 1. Lim Serh Ghee 2. Ang Chye Kiat 3. Irving Tjin	Venue: Opening Reception @ Sands Ballroom, Level 5 Marina Bay Sands Receiving VIPs: Irving Tjin (to escort to Sands Ballroom) Dress code: Gentlemen (Business Suit) Ladies (Business Attire) 8.50 hrs: Guests to be seated
	9.00 pm	Pick-up from Marina Bay Sands Return to Hotel	<u>Delegation</u> 1. Mayor G Robinson 2. Jill Robinson (Mayor's wife) 3. Rober Bender 4. Scott Luth 5. Irving Tjin	Transport - Opening Ceremony Venue (Marina Bay Sands) to Hotel

Schedule of Pensacola Delegation during SA2020

Date	Time	Details	Attendee	Remarks
11/2/2020 (Tue)	11.30 am - 11.45 am	Pick-up from Hotel	Mayor & Delegation (4 pax) Irving (1 pax)	Transport - Hotel to Lunch venue (Jewel Changi Airport) * bring along passport for Singapore Airshow HiAce PA8860 Receiving VIPs: Irving Tjin * bring along passport for Singapore Airshow
	12.15 pm	Lunch	<u>Delegation</u> 1. Mayor G Robinson 2. Jill Robinson (Mayor's wife) 3. Robert Bender 4. Scott Luth <u>ST Engineering</u> 1. Tom Vecchiolla (Host) 2. Francis Ngooi 3. Irving Tjin 4. Richard Ng	Venue: Jewel Changi Airport
	1.45 pm	Pick-up from Lunch venue (Jewel Changi) to Airshow site	<u>Delegation</u> 1. Mayor G Robinson 2. Jill Robinson (Mayor's wife) 3. Robert Bender 4. Irving Tjin	Special Drop Off Vehicle directly to Exhibition Hall * May need Security screening.
	1.45 pm	Pick-up from Lunch venue (Jewel Changi) to Airshow site	1. Scott Luth 2. Tom Vecchiolla 3. Richard Ng	Transport - Lunch venue to Airshow site * Airshow badging for Scott thru QR code
	2.15 pm	Singapore Airshow 2020	<u>Delegation</u> 1. Mayor G Robinson * 2. Jill Robinson (wife) * 3. Robert Bender * 4. Scott Luth ** <u>ST Engineering</u> 1. Tom Vecchiolla ** 2. Richard Ng ** 3. Irving Tjin *	ST Engineering Exhibition area Receiving VIPs: Irving Tjin Receiving VIPs: Francis Ngooi waiting at Main Entrance @ Registration Gateway to bring guests into Exhibition hall
	3.15 pm - 3.45 pm	Singapore Airshow 2020: Business Meeting with ST Engineering	<u>Delegation</u> 1. Mayor G Robinson 2. Jill Robinson (Mayor's wife) 3. Robert Bender 4. Scott Luth 5. Paul Mitchell 6. Katie Hogan <u>ST Engineering:</u> 1. Vincent Chong 2. Lim Serh Ghee 3. Ang Chye Kiat 4. Irving Tjin 5. Tom Vecchiolla 6. Richard Ng	* Meeting Room A1 (Mezzanine deck, one level above pavilion) * Mayor's - 50th Birthday - Cake for celebration >> Cake cutting follow by Meeting
	3.45 pm - 4.30 pm	Singapore Airshow 2020	Mayor & Delegation	Free and easy @ Exhibition area Receiving VIPs: Francis Ngooi, Goh Aik Hoong and Ambassadors
11/2/2020 (Tue)	4.30 pm	Return to Hotel	<u>Delegation</u> 1. Mayor G Robinson 2. Jill Robinson (Mayor's wife) 3. Robert Bender	Transport - Exhibition Hall (Airshow site) to Hotel

Schedule of Pensacola Delegation during SA2020

Date	Time	Details	Attendee	Remarks
	4.30 pm	Return to Hotel Pick-up from Airshow site	<u>Delegation</u> 1. Scott Luth <u>ST Engineering</u> 1. Irving Tjin 2. Tom Vecchiolla 3. Richard Ng	Transport - Airshow site to Hotel
	6.15 pm - 6.30 pm	Pick-up from Hotel	<u>Delegation</u> 1. Mayor G Robinson 2. Jill Robinson (Mayor's wife) 3. Robert Bender 4. Scott Luth 5. Irving Tjin	Transport - Hotel to Dinner Reception Receiving VIPs: Irving Tjin
	6.45 pm	ST Engineering Reception @ Level 1, Ballroom + Foyer Areas @ Park Royal Collection Marina Bay	Mayor & Delegation (4 pax) Irving Tjin (1 pax)	Dinner Reception @ Level 1, Ballroom + Foyer Areas, Park Royal Collection Marina Bay Receiving VIPs: Mr Ang CK & Irving Tjin <u>Dress code:</u> Guests - Smart casual (Jacket & Tie not required) Hosts - Coat and Tie with Sunburst pin and Name tag. * no invitation card required; register with name at entrance
	9.00 pm	Return to Hotel	Mayor & Delegation (4 pax) Irving, Tom, Richard (3 pax)	Transport - Dinner Reception
12/2/2020 (Wed)	3:00 pm - 4:00 pm	Meeting with ST Engineering Electronics on Traffic Management & Parking solutions	<u>Delegation</u> 1. Mayor G. Robinson 2. Robert Bender <u>ST Engineering</u> 2. Richard Ng	ST Engineering Electronncs, Jurong East office Transportation arrangements
13/2/2020 (Thu)	11.30 pm	Pick-up from Hotel	1. Robert Bender	Transport to Airport Flight: DL 7691 / KE 646 @ 1.30am (14 Feb)
15/2/2020 (Sat)	6.00 pm	Pick-up from Hotel	Mayor & Mayor's wife (2 pax) Irving Tjin (1 pax)	Transport - Hotel to Dinner Receiving VIP: Irving Tjin
	6.30 pm	Dinner	<u>Delegation</u> 1. Mayor G Robinson 2. Jill Robinson (Mayor's wife) <u>ST Engineering</u> 1. Lim Serh Ghee (Host) 2. Irving Tjin	Dress code: Smart casual
	8.00 pm	Return to Hotel	Mayor & Mayor's wife (2 pax) Irving Tjin (1 pax)	Transport - Dinner venue
	11.30 pm	Pick-up from Hotel	1. Mayor G Robinson 2. Jill Robinson (Mayor's wife)	Transport to Airport (Flight: DL 7691 / KE 646 @ 1.30am (16 Feb))

Mayor & Delegation Attendees:

1. Mayor Grover C Robinson, IV, Mayor of Pensacola, City of Pensacola, Florida
2. Mrs Jill Robinson, Mayor's wife, Cifty of Pensacola, Florida
3. Commissioner Robert Bender, District 4 Commissioner and Vice Chairman, Escambia Conty District 4
4. Scott Luth, Chief Executive Officer, FloridaWest Economic Development Alliance
6. Katie Hogan, Manager Business Development, Enterprise Florida

ST Engineering Attendees:

1. Kwa Chong Seng, Chairman ST Engineering
2. Mrs Betty Kwa, Chairman's wife
3. Vincent Chong, P&CEO, ST Engineering
4. Lim Serh Ghee, P, STE Aerospace
5. Jeffrey Lam, Dy P, STE Aerospacce
6. Ang Chye Kiat, EVP, AMM, STE Aerospace
7. Tom Vecchiolla, CEO, ST Engineering North America
8. Irving Tjin, VP, Marketing & Sales, SAA
9. Francis Ngooi, VP, Marketing, Services
10. Richard Ng, VP Strategic Business, ST Engineering North America