

**MEETING AGENDA – Tuesday, September 15th, 2020 1:30 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 (9.8.2020)** Karen Sindel
- 3. Public Comment** Karen Sindel
- 4. Action Items** Rebecca Ferguson
 - a. Approval of August 25th, 2020 Minutes
 - b. Approval of August 2020 Financials
 - c. Ratification of executive board officers
 - d. Designated Member Process Approval
 - e. FY 20-21 Meeting Schedule
- 5. Discussion Items**
 - a. Presentation of Escambia Children’s Trust Scott Luth
 - b. Review of Draft 2020 – 2021 Budget Scott Luth
 - c. ED Project Updates Scott Luth
 - i. Cybersecurity Update
 - ii. Co:Lab
 - iii. Business Development
 - iv. Workforce
 - v. Marketing
 - d. New Business Scott Luth
 - i. SpaceFlorida HQ
 - e. Strategic Partner Updates (If in attendance) Karen Sindel
 - i. First Place Partners
 - ii. CareerSource
 - iii. Gulf Coast Minority Chamber of Commerce
 - f. PEDC Board Update Scott Luth
 - g. ED Calendar Review Karen Sindel
- 6. Adjourn** Karen Sindel

Next Meeting: TBD at 1:30 pm

Fiscal Year Meeting Schedule

Based on Adopted FY 20-21 Meeting Schedule – Currently the third Tuesday of each month at 1:30 pm



August 25th, 2020
Co:Lab 1st Floor Conference Room
418 W Garden Street
Pensacola, Florida 32502

FloridaWest Members Present: Karen Sindel, Rick Byars, Rebecca Ferguson, Jim Waite, Don Palmer, Ryan Tilley

FloridaWest Members Present by Phone: Jonathan Tucker

Investors Present: Marcus McBride, Ryan Greenhut, Dave Murzin

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

Guests: Brian Wyer, Matt Chesnut

1. **Call to Order:** The meeting was called to order by President Karen Sindel at 1:31 pm.
2. **Public Notice:** This meeting was publicly noticed for FloridaWest on August 11th, 2020.
3. **Public Comment:** There were no public comments.
4. **FY 2020-2021 Officer Nominating Committee:** Rebecca Ferguson presented the officer proposed slate to include Karen Sindel as President, Rick Byars as Vice President, and Ryan Tilley as Secretary/Treasurer. Scott Luth asked if there were any nominations from the floor. There were none.

Rebecca Ferguson motions to approve this slate as presented.
Don Palmer seconds.
Passed unanimously.

5. **Action Items:**

a. **Approval of July 21st, 2020 Minutes:**

Don Palmer moves to approve.
Ryan Tilley seconds.
Passed unanimously.

b. **Approval of July 2020 Financials:**

Don Palmer moves to approve.
Ryan Tilley seconds.
Passed unanimously.

1. **Discussion Items:** Scott Luth shared that Matt Chestnut is joining us today from SpaceFlorida. After introducing him, Matt Chestnut shared that he is the director of business development for SpaceFlorida. SpaceFlorida is excited about the various projects going on in the NW Florida Region. They focus on three main roles within the state: 1) Space Port Development: launch and return/land 2) Innovation: Work with Florida Venture Forum and other groups - provide capital for startups specific to their niche – capital acceleration 3) Aerospace companies looking to startup, expand, or relocate in/to Florida. SpaceFlorida has an internal policy to only build on special dirt, which is what they refer to as government land that is not already generating money for tax purposes.

a. ED Project Updates:

1. **Cybersecurity:** Craig Dalton shared that we are continuing to make progress with the CMMC certification. We hope to have something next month for the certification assistance program. Craig Dalton also shared that we have been researching the interest and need for a SCIF, identifying the gaps, and targeting 2023 for completion. This is conceptual at this point, and if achieved, we will be able to better market our area for the Cyber industry. Craig Dalton shared that over the past few months he has been working to see where the legitimate and reasonable opportunities are at Corry Station. We have been pleased to see active participation from our CITCOM members. It's certainly helpful when navigating the unique Navy environment. Chris Middleton has been working hard on these efforts as well, specifically in regard to security clearance requirements in hopes of addressing some of the challenges with cyber talent being ready and able to get to work.
2. **Co:Lab:** Patrick Rooney shared that we are seeing companies downsize and work more from home amidst COVID. We do have 16 clients. Revenue continues to be steady. We have welcomed two new tenants, Envision CMS (Construction Software Company – CEO Ron Smith) – 128 Creative Collective (Digital E-Commerce Space and Beekeeping Industry success). Several clients did move out over the summer as reflected in the report. Scott Luth shared that we are finalizing a few projects at Co:Lab. He also shared that we are working with a local entrepreneur to provide manufacturing space. We are exploring an external workshop in the parking lot to see what options we have. We would want a guaranteed lease with the tenant that will cover the cost of the additional asset.
3. **Business Development:** Danita Andrews shared that we have two new projects just in the last few weeks that are on a fast track. One of the projects will bring 30-35 jobs more towards the north and central area of the county. Another project is an information technology company in the biomedical R&D field. This project is looking downtown with \$1-2M capital investment with \$60-\$80k average wages. Another smaller project is looking at Central Commerce Park. They are a business services company looking at 3 acres/10,000 sq ft. building. They are an existing company that is looking to move to a location where they can purchase and own their land and facilities. They will be able to double their size. Another manufacturer has a current location in Escambia county that is exploring phase 2. They want to be able to diversify their market area and be able to service the entire United States. This allows us the opportunity to work with the local universities to help grow our composite industry. Scott Luth shared that this is the first time in 9 years that we have a project working in every part of our county. Karen Sindel asked that we modify the way the projects are presented in the report. She would also like to see Cyber efforts reflected in the projects list. Rick Byars complimented the effort being made on social media by FloridaWest. He

said that we may need to evaluate whether we are taking a more holistic approach to talking about economic development. Visit Pensacola does a great job of focusing on the bigger picture of our community.

4. **Workforce:** Jeff Dyer shared with the board about the virtual job fairs coming up in September (ReEmploy EscaRosa). There are currently about 35 employers signed up for these events. We are putting together a report for the IEDC regarding our efforts with IDN. The leadership team is meeting tomorrow to go over the final goals and assign tasks/establish timeline. Jeff said we are continuing to work the SkillBridge program through CareerSource. There have been a few hiccups that they are having to work through. Jeff Dyer referenced the statistical data provided with today's board packet. We have continuously focused on the unemployment rate, but we have added labor force, total unemployed, and total employment to the data this month. Looking at those separate stats is important for a collective understanding of unemployment. Jeff shared that we were asked why we were seeing a decline in government jobs in June. After researching, it was discovered that June typically is a month we see those government numbers fluctuate because education support positions are considered local government employees and most are laid off during the summer months.
5. **Marketing:** Sena Maddison shared that the third quarter report is available for board members today on the table. She also shared that we are working on the updated Co:Lab website. Hatchmark branded Co:Lab three years ago. We have revamped in partnership with Hail Studios. She gave an overview of the draft website. The final site is expected to be ready in a week or so. The cybercoastflorida.com website is coming right behind the Co:Lab website with a projected finalized date of mid-September. Karen Sindel asked if Sena has done a presentation to realtors as people are being transferred here. It may be worth doing a presentation to one of the local monthly meetings with PAR and HBA.

Scott Luth shared that we are working in collaboration with the GFMCC and Brian Wyer on the CARES Act and will be back in front of the County Commission this Thursday to answer any questions they have and to encourage the disbursement of those funds. In addition, we were asked to work on looking at the downtown redevelopment opportunities.

b. New Business:

1. **SpaceForce HQ:** In partnership with Chris Middleton and WFDA, with guidance from Space Florida, we have gathered a lot of data. The deadline to submit is Sunday midnight. We are working to ensure everything is submitted reflecting well on the community. From there, we will wait and see. We did have to drop to only one site submitted, and after talking through it, our strategic plan is to pursue an on-base location. We did hear that the SpaceX Landing went extremely well here from base command perspective. We are now potentially at the top of the list for future landings/splash downs as opposed to only a backup site. Triumph also stepped up to help us put resources on the table other communities can't. Matt Chestnut stated that we have approached this with a longer term vision in mind for additional projects down the line. The goal is for this to be the first of many. A decision is expected by the beginning of 2021. SpaceFlorida is also happy to help market on our behalf.

- c. **Strategic Partner Updates:** Brian Wyer shared that the GCMCC is staying busy with Covid recovery and CARES. Marcus McBride echoed Scott's statements earlier regarding ReEmploy EscaRosa. Dave Murzin shared that First Place Partners is working on

broadband in the community. He's hoping public awareness will increase. Cybersecurity plays right into that issue. FPP is also working to help support the SpaceForce HQ effort.

- d. **PEDC Board Update:** Scott Luth shared that PEDC is continuing to work on the Bluffs. We have an economic development grant request in that we should hear back from in September. Regarding the Tech Park, the Invitation to Negotiate isn't due for some time yet. A reminder will be sent to ensure interested parties are aware of the end of October deadline. Outlying Field 8 is going through their Master Planning process. We are monitoring that as it develops. Jim Waite asked if the board should put together a position statement in collaboration with PEDC on this. Scott indicated that the time for that will come for FW, PEDC, and several other partners to support the OLF8 process.

- e. **ED Calendar Review:** Karen Sindel stated that the calendar is available in the packet.

Karen Sindel stated that Scott is celebrating his 9th anniversary with FloridaWest as of August 1st. She expressed her interest for his work on behalf of our community and this board.

Adjourned at 2:28 pm.

Respectfully Submitted By:

Rick Byars, Secretary-Treasurer
FloridaWest Economic Development Alliance

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

	Oct '19 - Aug 20	Budget	\$ Over Budget	% of Budget
Income				
4200 · Investor Membership Dues	25,000.00	40,000.00	-15,000.00	62.5%
4000 · Membership Dues	200,000.00	280,000.00	-80,000.00	71.43%
4410 · Non-Dues Income	82,333.33	85,000.00	-2,666.67	96.86%
4420 · Government Income	150,000.00	150,000.00	0.00	100.0%
4430 · PEDC	675,000.00	675,000.00	0.00	100.0%
4500 · CoLab - Rent	99,530.34	100,000.00	-469.66	99.53%
4512 · Miscellaneous Income	6,897.59	1,000.00	5,897.59	689.76%
Total Income	1,238,761.26	1,331,000.00	-92,238.74	93.07%
Gross Profit	1,238,761.26	1,331,000.00	-92,238.74	93.07%
Expense				
5005 · Bank & Credit Card Fees	779.61	1,000.00	-220.39	77.96%
5060 · Marketing, Adv & Promo/Investor	89,542.99	164,000.00	-74,457.01	54.6%
5066 · Database/Research	39,226.66	45,000.00	-5,773.34	87.17%
5100 · Audit Expense	28,700.00	29,000.00	-300.00	98.97%
5105 · Legal Fees	6,331.25	10,000.00	-3,668.75	63.31%
5120 · Auto Travel	9,305.92	10,000.00	-694.08	93.06%
5140 · Business Travel	35,042.91	50,000.00	-14,957.09	70.09%
5190 · Depreciation Expense	0.00	15,000.00	-15,000.00	0.0%
5200 · Dues & Subscriptions	6,630.22	10,000.00	-3,369.78	66.3%
5310 · Insur-D&O/Liab/Umbrella/EPLI	6,750.17	6,000.00	750.17	112.5%
5410 · Maint & Repair- Computers	21,957.87	21,000.00	957.87	104.56%
5440 · Meeting Expense	1,346.79	2,000.00	-653.21	67.34%
5500 · CoLab Expenses	82,948.61	120,000.00	-37,051.39	69.12%
5559 · Workforce Marketing	11,226.48	20,000.00	-8,773.52	56.13%
5600 · Miscellaneous Expense	0.00	1,000.00	-1,000.00	0.0%
5610 · Postage	437.35	1,000.00	-562.65	43.74%
5680 · High Growth Companies	22,961.06	15,000.00	7,961.06	153.07%
57000 · Employee Wages & Benefits	664,008.47	746,000.00	-81,991.53	89.01%
5800 · Supplies	2,369.27	3,000.00	-630.73	78.98%
5915 · Telephone	2,941.14	4,000.00	-1,058.86	73.53%
5925 · Cell Phones	7,867.56	8,000.00	-132.44	98.35%
5954 · Copier Expense	572.14	2,000.00	-1,427.86	28.61%
5980 · Rent Expense	46,842.53	48,000.00	-1,157.47	97.59%
Total Expense	1,087,789.00	1,331,000.00	-243,211.00	81.73%
Net Income	150,972.26	0.00	150,972.26	100.0%

FloridaWest (CEDA)
Balance Sheet
As of August 31, 2020
Aug 31, 20

ASSETS

Current Assets

Checking/Savings

1000 · Checking- Private Hancock -363 576,806.17

1010 · Checking - Public Hancock- 355 89,706.31

Total Checking/Savings 666,512.48

Accounts Receivable

11000 · Accounts Receivable 13,398.27

Total Accounts Receivable 13,398.27

Other Current Assets

1500 · Due from PEDC 42.81

Total Other Current Assets 42.81

Total Current Assets 679,953.56

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 38,626.14

1700 · Accum Depreciation Computers -7,798.31

1701 · Accum Depreciation Furn & Fix -8,447.41

Total Fixed Assets 197,865.08

Other Assets

1800 · Security Deposit 1,000.00

Total Other Assets 1,000.00

TOTAL ASSETS 878,818.64

LIABILITIES & EQUITY

Liabilities

Current Liabilities

Total Accounts Payable 0.00

Other Current Liabilities

2300 · Other Payables

2350 · Christmas Club Payable 7,200.00

Total 2300 · Other Payables 7,200.00

2400 · Payroll Liabilities 3,677.00

Total Other Current Liabilities 10,877.00

Total Current Liabilities 10,877.00

Total Liabilities 10,877.00

Equity

3200 · Unrestricted Net Assets 716,969.38

Net Income 150,972.26

Total Equity 867,941.64

TOTAL LIABILITIES & EQUITY 878,818.64

BUSINESS DEVELOPMENT REPORT

Year to Date

October 1, 2019 – September 1, 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						
Project Spark	Business Services	3		\$36,000	\$108,000	NA
August, 2019						
Project Quartz	Business Services	2		\$50,000	\$100,000	NA
March 2020						
Project Explorer	Business Services	14		\$65,000	\$910,000	\$350,000
March, 2020						
Project Guslo	Business Services	1		\$50,000	\$50,000	NA
April, 2020						
Project Cruise	IT	5		\$45,000	\$225,000	NA
May, 2020						
Project Ranger	Business Services	2		\$40,000	\$80,000	NA
May, 2020						
Project Sail	Business Services	1		\$50,000	\$50,000	NA
May, 2020						
Project Armor	Business Services	1		\$55,000	\$55,000	NA
May 2020						
Project Spruce	Manufacturing	100		\$41,937	\$4,193,700	\$2,500,000
May 2020						
Project Proton	Manufacturing	10	30	\$67,000	\$2,680,000	\$20,000,000
June 2020						
Project Coral	Business Services	5	20	\$42,000	\$1,050,000	\$3,500,000
June 2020						
Totals	30 Projects	6860	675	\$51,180	\$362,430,750	\$742,580,200

YEAR TO DATE BUSINESS DEVELOPMENT SUMMARY

Total Pipeline	45
Projects	22
Existing	9
New	13
Site Visits	11
Business Retention Visits	131*

*Covid-19 Pandemic Outreach and Response, more than 500 virtual visits/calls/emails, across all business sectors to assess needs and direct resource info

Pipeline by Sector

	Manufacturing 65%		Aviation/Aerospace 9%
	Warehouse/Distribution 9%		Headquarters 2%
	Business Services 7%		Marine MRO 2%
	Business Process/Outsourcing 2%		Information Technology 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	Rating
A08312016_WD	5	Warehouse/Distribution	Active	150,000	Direct	3
B12282016_MFG		Manufacturing	Dead	60,000	Direct	
P02202017_MFG	40	Manufacturing	Active	0	Direct	4
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	EFI	4
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	4
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	On-Hold	90000 SF	Direct	3
S11292019_MFG	100	Manufacturing	Active	70000 SF	Direct	3
X01102020_MFG	26	Manufacturing	Active	26,000 SF	EFI	1
L01212020_AAM		Aviation	Lost	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
D01312020_MFG	80	Manufacturing	On-Hold	300,000 SF	Direct	1
B03032020_WD	414	Warehouse/Distribution	Active	400,000 SF	EFI	1
C03042020-HDQTR	200	Manufacturing	Active	40,000 - 50,000 SF	EFI	1
V03052020-MFG	300	Manufacturing	Active	40,000 - 50,000 SF	EFI	1
S03102020_MFG	70	Manufacturing	Active	55,000 SF	FGNW	1
F04202720_AAM	1000	Aviation	Active	400,000 SF	Local Referral	2
G04302020_MFG	30	Manufacturing	Active	7,000 SF	EFI	1
E05012020_BSVC	TBD	Business Services	Active	12,000 - 15,000 SF	Direct	2
I05212020_BSVC	7	Business Services	Active	7,500 SF	Direct	2
V05222020_MFG	41	Manufacturing	Active	7,500 SF	Direct	2
M06252020_MFG	275	Manufacturing	Active	100 AC	Direct	1
S06282020_MFG	10	Manufacturing	Active	14,000 SF	Direct	2
C07062020_MFG	30	Manufacturing	Active	TBD	Local Referral	1
F07062020_MFG	10	Manufacturing	Active	10,000 SF	EFI	1
A7102020_MFG	20	Manufacturing	Active	27,000 SF	EFI	1
T07172020_MFG	100	Manufacturing	Active	90,000 SF	Local Referral	1
R07202020_WD	35	Warehouse/Distribution	Active	150,000 SF	Consultant	2
H07242020_MFG	5	Manufacturing	Active	5,000 SF	Direct	2
V07292020_MFG	165	Manufacturing	Active	500,000 SF	Direct	2
C08122020_IT	20	InfoTechnology	Active	10,000 SF	Local Referral	2
F08172020_MFG	30	Manufacturing	Active	60000 SF	Direct	3
A08152020_IT	200	InfoTechnology	Active	30,000 SF	Direct	3
# Jobs	6,646		Total SF	895,000		

LEAD SOURCE:

Enterprise Florida, Inc. (10)
 Florida's Great Northwest (3)
 Site Consultant (4)
 Direct (24)
 Local Referral (4)

TYPE:

Existing ☐
 New ☐

STATUS:

Active (39)
 Inactive (1)
 Hold (3)
 Dead/Lost (2)
 Announced

RATING:

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

Total Request For Proposal (RFP) by Sector 18



Manufacturing 67%



Aviation 17%



Headquarters 5%



Warehouse/Distribution 11%

YTD Prospect/Project Site Visits 11

S03142019_MFG	ACTIVE	Oct 3, 2019; Feb 6; May 28; July 9; July 28, 2020
C09292019_MFG	ACTIVE	Oct. 7, 2019
S11152019_MFG	ACTIVE	Nov. 15, 2019, Mar. 5, 2020
I05212020_BSVC	ACTIVE	May 29, 2020
R07202020_WD	ACTIVE	July 22, 2020
F08172020_MFG	ACTIVE	August 29, 2020

Total Active Projects 22

13 Recruitment

9 Expansions

3838 JOBS



Manufacturing 55%



Aviation/Aerospace 9%



Warehouse/Distribution 4%



Marine MRO 4%



Headquarters 5%



Business Services 14%



Information Technology 9%

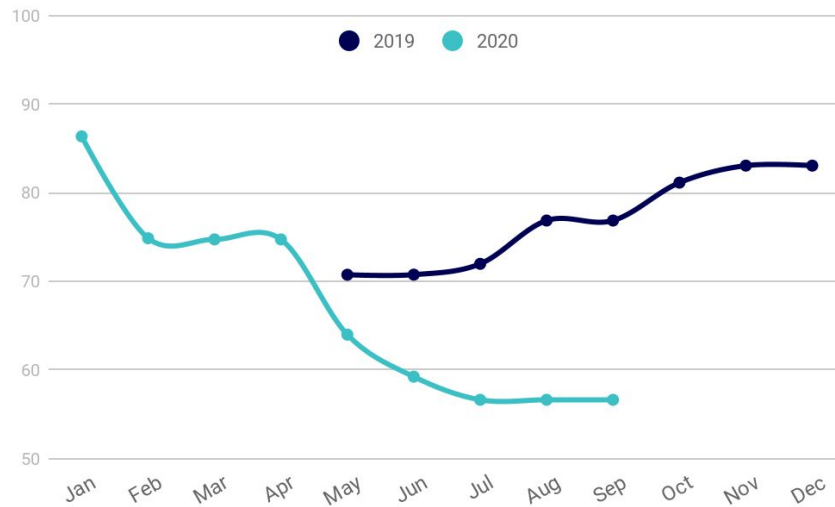
Business Retention-Expansion 131 Visits

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	The Armoured Frog	12	1 Manufacturing
10/03/19	DHS	240	1 Cyber/IT
10/08/19	WA United	8	1 Business Services
10/15/19	National Flight Academy	67	1 Aviation
10/29/19	ST Engineering	180	1 Aviation
11/14/19	Global Business Solutions	35	1 Cyber/IT
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	189	1 Manufacturing
02/13/20	Exxon Mobil - HR	189	1 Manufacturing
02/21/20	Pensacola Shipyard	5	1 Marine/Operations
02/21/20	Ruby Engineering	6	1 Business Services
03/02/20	Vivid Bridge	5	1 Business Services
03/02/20	Port of Pensacola	9	1 Port Operations
03/03/20	Arco	55	1 Manufacturing
03/04/20	Cerex Advanced Fabrics	55	1 Manufacturing
05/04/20	ESA South	40	1 Business Services
05/06/20	International Paper	600	1 Manufacturing
05/15/20	EMC2	2	1 Business Services
05/20/20	Pegasus Laboratories	140	1 Manufacturing
05/29/20	Blue Wind Technologies	50	1 Manufacturing
05/29/20	Iron Horse Restoration	7	1 Automotive
06/17/20	CIS	10	1 Business Services
06/17/20	Ascend Performance Materials	1288	1 Manufacturing
06/02/20	Cerex Advanced Fabrics	65	1 Manufacturing
06/25/20	Pardigm Parachute & Defense	2	1 Manufacturing
07/01/20	TOG Enterprises	2	1 Business Services
07/26/20	Reliance Aerotech Services	8	1 Business Services
07/29/20	Pardigm Parachute & Defense	2	1 Manufacturing
07/30/20	ESA South	40	1 Business Services
07/20/20	UWF - Haas Center	9	1 Business Services
08/28/20	International Paper	600	1 Manufacturing
08/31/20	Port of Pensacola	9	1 Port Operations
09/01/20	ST Engineering	180	1 Aviation
03/30/20 to Present	COVID-19 Outreach & Response (>500 direct calls, email, resource info)		All Sectors
2019-2020		131	

Business Development & Site Consultant Missions

10/7-11/2019	Defense TechConnect Innovation Summit, National Harbor, MD
10/12-16/2019	IEDC Annual Economic Development Conference, Kansas City
10/16-17/2019	Orlando Aerospace Alliance, Orlando
11/4-7/2019	Southern California Trade Mission
11/18-22/2019	NY/NJ Region Trade Mission
12/4-5/2019	Economix - Consultant Connect, Charleston
12/16-18/2019	In-Bound SSG Consultants Visit (Gulf Power sponsored)
1/7-10/2020	CES -Consumer Technology Assoc.
2/6-12/2020	Singapore Airshow
3/9-12/2020	Site Selectors Guild, Atlanta

Occupancy (Goal: 80%)

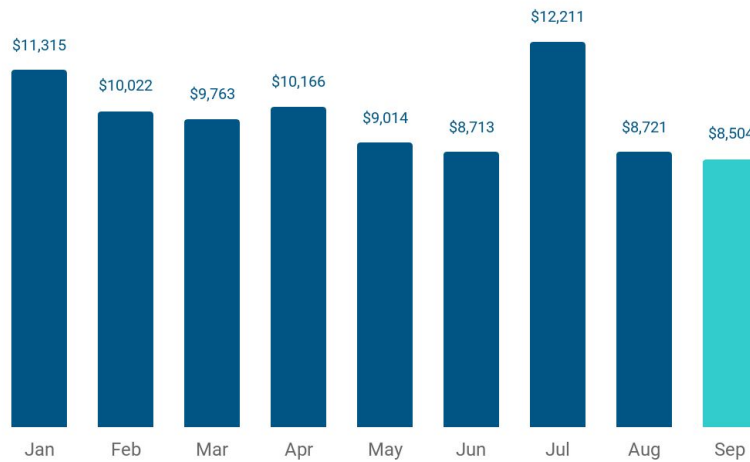


5,781 SQ. FT.
OF 10,206 TOTAL

16
COMPANIES

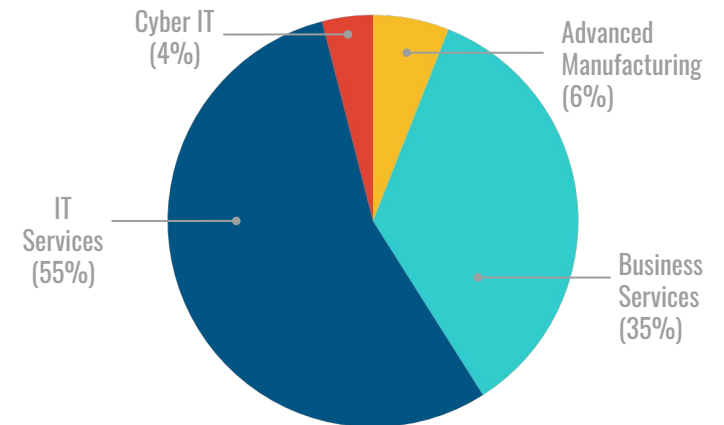
49 EMPLOYEES

Revenue



September total includes \$429 in COVID-19 deferred rent for April & May 2020

Employees by Industry



Companies

Data Revolution
Guided Particle Systems, Inc.

Year 4

Vivid Bridge Studios
Warfighter Fitness
International Debt Recovery*

Year 3

Snap Soccer
N Star Investments
Tag Tech
Enterprise Florida**

Year 2

Angler Up
128 Creative Collective
Smartbiz Design
Capacity Path
Argo Cyber Systems
Envision CMS
Association Resource Solutions

Year 1

*Virtual Tenant

**Affiliate

Graduates & Former Clients

Coast Software, *Moved out Jul '20*
Girl Catch Fire, *Moved out Jun '20*
Altius Marketing, *Graduated May '20*
Coflyt, *Moved out May '20*
Social Icon, *Moved out May '20*
Speaker Training, *Moved out May '20*
Right on Target Marketing, *Moved out May '20*
Pensacola Media Group, *Shut down May '20*
EBI Management Group, *Graduated Mar '20*
Qualia Is, *Moved out Mar '20*
Samantha Weaver, *Moved out Sep '19*
The Strength Group, *Moved out Sep '19*
Lost Key Media, *Graduated May '19*
Hatchmark Studio, *Graduated Aug '18*
Your Techno Geeks, *Moved out May '18*

Community

GRADUATE NEWS **EBI Management Group, Inc.** has been selected as a finalist for the 2020 GrowFL Florida Companies to Watch program.

Now in its 10th year, the GrowFL Florida Companies to Watch program honors notable second-stage businesses throughout the state. Selection is based on steady growth in employee counts and revenue as well as strength in leadership, corporate culture, community support and philanthropy, innovation in management or technology, or other factors that contribute to an outstanding organization.

EBI is the only Northwest Florida company named as a finalist out of 400+ entries from across the state. Award recipients will be announced in November.

Intelligent Retinal Imaging Systems, *Grad. Apr '18*
Robotics Unlimited, *Moved out Oct '17*
Hexad Analytics, *Moved out Apr '17*
Accountingfly, *Graduated Feb '17*
Paint University, *Graduated Feb '17*
FFCFC, *Moved out Feb '17*
Jewel Graphics, *Moved out Apr '17*
Broker Frameworks, *Moved out Feb '17*
Koala Pickup, *Moved out Feb '17*
Re Vera Services, LLC, *Graduated Sep '16*
Clearstream, *Graduated Sep '16*
Pay Cell Systems, *Graduated Jun '16*
Robotics Unlimited, Inc., *Graduated Dec '15*
Engineering & Planning Resources, *Graduated Apr '14*
The Analyst Group, *Graduated Jul '12*

Date	Time	Event	Location
SEPTEMBER			
September 16th	5:30 PM	City Council - Final Public Hearing on Fiscal Year 2021 Proposed Budget	City Council Chamber
September 17th	8:30 AM	BCC Public Forum	Ernie Lee Magaha Government Building
September 17th	9:00 AM	BCC Regular Meeting	Ernie Lee Magaha Government Building
September 21st	3:30 PM	City Council Agenda Conference	Hagler/Mason Conference Room
September 22nd	5:31 PM	County - 2nd Budget Public Hearing	Ernie Lee Magaha Government Building
September 24th	9:00 AM	Committee of the Whole	Ernie Lee Magaha Government Building
September 24th	5:30 PM	City Council Meeting	City Council Chamber
OCTOBER			
October 1st	9:00 AM	Board of County Commissioners Agenda Review Session	Ernie Lee Magaha Government Building
October 1st	4:30 PM	BCC Public Forum	Ernie Lee Magaha Government Building
October 1st	5:30 PM	BCC Regular Meeting	Ernie Lee Magaha Government Building
October 6th	3:30 PM	City Council Agenda Conference	Hagler/Mason Conference Room
October 7th	9:00 AM	1 Million Cups	Zoom Meeting
October 8th	9:00 AM	Committee of the Whole	Ernie Lee Magaha Government Building
October 8th	5:30 PM	City Council Meeting	City Council Chamber
October 15th	8:30 AM	BCC Public Forum	Ernie Lee Magaha Government Building
October 15th	9:00 AM	BCC Regular Meeting	Ernie Lee Magaha Government Building
October 19th	3:30 PM	City Council Agenda Conference	Hagler/Mason Conference Room
October 20th	10:00 AM	PEDC Board Meeting	Co:Lab Pensacola / 1st Floor Conference Room
October 20th	1:30 PM	FloridaWest Board Meeting	Co:Lab Pensacola / 1st Floor Conference Room
October 22nd	5:30 PM	City Council Meeting	City Council Chamber

		NOVEMBER	
November 4th	9:00 AM	1 Million Cups	Zoom Meeting
November 5th	9:00 AM	Board of County Commissioners Agenda Review Session	Ernie Lee Magaha Gorvenment Building
November 5th	4:30 PM	BCC Public Forum	Ernie Lee Magaha Gorvenment Building
November 5th	5:30 PM	BCC Regular Meeting	Ernie Lee Magaha Gorvenment Building
November 9th	3:30 PM	City Council Agenda Conference	Hagler/Mason Conference Room
November 12th	9:00 AM	Committee of the Whole	Ernie Lee Magaha Gorvenment Building
November 12th	5:30 PM	City Council Meeting	City Council Chamber
November 17th	10:00 AM	PEDC Board Meeting	Co:Lab Pensacola / 1st Floor Conference Room
November 17th	1:30 PM	FloridaWest Board Meeting	Co:Lab Pensacola / 1st Floor Conference Room
		DECEMBER	
December 2nd	9:00 AM	1 Million Cups	Zoom Meeting
December 7th	3:30 PM	City Council Agenda Conference	Hagler/Mason Conference Room
December 8th	9:00 AM	Committee of the Whole	Ernie Lee Magaha Gorvenment Building
December 10th	4:30 PM	BCC Public Forum	Ernie Lee Magaha Gorvenment Building
December 10th	5:30 PM	BCC Regular Meeting	Ernie Lee Magaha Gorvenment Building
December 10th	5:30 PM	City Council Meeting	City Council Chamber
December 15th	10:00 AM	PEDC Board Meeting	Co:Lab Pensacola / 1st Floor Conference Room
December 15th	1:30 PM	FloridaWest Board Meeting	Co:Lab Pensacola / 1st Floor Conference Room