



PENSACOLA-ESCAMBIA PROMOTION & DEVELOPMENT COMMISSION

October 20th, 2020 at 10:00 AM

Baskerville-Donovan

First Floor Conference Room

PEDC AGENDA

- | | |
|--|----------------|
| 1. Verify Quorum/Roll Call | Melissa Stoker |
| 2. Call to Order | Dave Hoxeng |
| 3. Public Notice (10.12.2020) | Dave Hoxeng |
| 4. Public Comment | Dave Hoxeng |
| 5. Action Items | Dave Hoxeng |
| a. FY 20-21 Officer Election | |
| b. FY 20-21 Meeting Schedule | |
| c. Approval of July 21 st , 2020 Minutes | |
| d. Approval of September 8 th , 2020 Special Called Meeting Minutes | |
| e. Approval of September 2020 Financials | |
| f. Budget Amendment FY 19-20 (FOIL) | |
| g. Approval of FY 20-21 Budget | |
| 6. Division Reports (No Board Action Anticipated) | |
| a. Tech Park Update | Scott Luth |
| b. Economic Development Update | Scott Luth |
| 1. Business Development | |
| 2. Workforce | |
| 3. Co:Lab | |
| 4. Cybersecurity | |
| 5. Marketing | |
| 6. Other Business | |
| a. Bluffs Update | Scott Luth |
| 7. Adjourn | |

Next Meeting: TBD at 10:00 am – Potentially November 17th
December 15th, 2020

Fiscal Year Meeting Schedule

Currently Third Tuesday of Each Month at 10:00 am unless otherwise decided



July 21st, 2020 – Co:Lab, 1st Floor Conference Room
418 W Garden Street – 1st Floor Conference Room - Pensacola, Florida 32502

PEDC Members Present: Mayor Henry Hawkins, Adam Principe, Vice Chair Clorissti Shoemo, Secretary/Treasurer Dave Hoxeng, Commissioner Steven Barry

PEDC Members Present on Phone: Chairman Lewis Bear

Staff: Scott Luth, Melissa Stoker, Danita Andrews, Sena Maddison, Alyvia Waite, Casey Campbell, Richard Sherrill, Patrick Rooney

Staff Present by Phone: Jeff Dyer

Guests: Dave Murzin, Brian Wyer

1. **Verify Quorum/Roll Call:** Quorum confirmed by Melissa Stoker at 10:03 am
2. **Call to Order:** The meeting was called to order by Secretary/Treasurer Dave Hoxeng at 10:05 am.
3. **Public Notice:** This meeting was publicly noticed for FloridaWest on July 8, 2020.
4. **Public Comment:** Secretary/Treasurer Dave Hoxeng requested public comment. Brian Wyer shared information microgrants for minority businesses. Steven Barry asked for more information on who qualified and were awarded the microgrants. Steven Barry shared that it's good information to work with for the CARES Act money. Secretary/Treasurer Dave Hoxeng passed leadership of the meeting to Clorissti Shoemo. Brian Wyer thanked Scott, Dave, Mayor Hawkins and Commissioner Barry for the number of challenging and productive conversations over the past few weeks to help pave the future forward.
5. **Action Items**
 - a. Approve June 23, 2020 Minutes
Steven Barry motioned to approve.
Dave Hoxeng seconded.
Passed unanimously.
 - b. Approval of June 2020 Financials
Dave Hoxeng motioned.
Steven Barry seconded.
Passed unanimously.
6. **Division Reports**
 - a. Tech Park Update:
 1. Invitation to Negotiate: Sena Maddison provided an update on the feedback we are getting. She referenced the provided statistics highlighting Chicago as a point of high volume. She also shared that quality of life is a major contributing factor to interest. Clorissti Shoemo asked if we know what kind of industries are expressing interest. Scott Luth shared that we aren't aware of the specific types

of businesses but that we are pleased with the traffic and interest. Dave Hoxeng asked if we could find out if those who clicked went beyond the first page. Sena Maddison shared that she would research to get that information if possible. Dave Hoxeng asked for an update on the call held about a week ago. Scott Luth shared that there were approximately 7 companies represented on that call, and while we don't know exactly who they were, we could see that some were outside of the area. We haven't had to send out a Q&A or any additional follow up information yet. Dave Hoxeng shared that he is impressed with the responses. Scott Luth stated that there would be a second big push in late August/September. Scott Luth shared that we did get an inquiry from a prospect regarding several lots in the park, but their time frame is moving faster than our October deadline. Scott Luth and Richard Sherrill discussed the option to pursue outside of this ITN, and there was no reason found to not receive a formal request outside of the ITN at the Board's discretion. We should have more information in the next 30 days with an update at the next board meeting.

b. Economic Development Update:

- 1. Business Development:** Danita Andrews provided an update. She referenced the Business Development Report. She shared that our pipeline continues to grow with anticipated projects being added as a result of new activity over the last few weeks. There is a site visit for warehouse with 50 employees. We will be showing them build to suit opportunities as well as introducing them to Santa Rosa County as well. Danita Andrews also referenced a manufacturing opportunity for 160+ jobs that resulted through a relationship with another company that made the introduction. She also shared that another project was sent to us with potential to expand to 400 new jobs. We hope to have formal announcements for a few past projects soon. Scott Luth shared that we are having issues finding land for projects considering Escambia County. More decisions need to be made regarding the master planning of OLF8 to help us know how we can move forward. The cost of land off I-10 is substantially more expensive, which presents a challenge for us as compared to other communities in our region. Dave Hoxeng asked the shovel ready properties do we have. Scott Luth stated that we have limitations on size of those properties. There is almost 100 acres in Century 35 miles from I-10.
- 2. Workforce:** Jeff Dyer shared labor market information referenced in the June data in the board packet. The unemployment rate dropped 2.7%, which is somewhat expected. We are still down about 10,000 jobs since COVID. People are starting to go back to work. We should see more people returning to work in the next few weeks as the \$600 extension ends. Dave Hoxeng stated that a large number of lost jobs are with the government. Jeff Dyer will be doing some research on what government jobs were lost. Brian Wyrer asked where this data was pulled from. Scott Luth shared that it's coming from the State. Jeff Dyer shared that we are working with the Chamber and other partners to put on a virtual job fair in late August. There would be a main host with industry experts with various rooms for attendees to visit to learn more. There would also be job booths, and depending on what the employer is looking for, the applicants will be able to provide those on the spot on a platform called Hopin. Dave Hoxeng would like to support that when the date is firmed up. Jeff Dyer also shared that we are working with CareerSource. We are also working with IDN to finalize our goals and objectives. Scott Luth asked if the board members had

any input on specific items or areas for us to work on regarding Workforce. Brian Wyer shared that he was on the call this morning for the COVID task force, and there is a real concern about schools opening and childcare. Many people are going to have to choose between childcare and working. This is an increasingly hot topic. Steven Barry shared that the community centers and libraries are available and open. Dave Hoxeng asked how our traditional businesses that were expanding before COVID are doing. Scott Luth shared that the general feedback is that they aren't increasing or decreasing their staff but rather maintaining due to the uncertainty. Each company has their own strategy, so there are some that are hiring such as Blue Wind Technology.

3. Co:Lab: Patrick Rooney referenced the Co:Lab Report. We are still not hitting our occupancy goals, and with COVID, this will continue to be a challenge
4. Cybersecurity: : Scott Luth shared that Craig Dalton is working on two primary initiatives on our behalf. The first is the CMME certification which is a new mandatory certification for all government contractors. Workshops and seminars will be rolling out, which we will work to ensure our partners here are aware of. We are also moving towards one on one counseling with our local companies to ensure our folks have a Technical Outreach person. This should help protect our existing industry as well as expand our service marketing for expansion opportunities. This should roll out sometime this fall. We are seeing policy changing every few weeks at this point. The second initiative is for meetings related to Cyber Operations Center at Corry Station. We will hopefully get that scheduled in the next few weeks, which will probably need to be offsite and in person. Scott Luth shared that we are working closely to co-chair with Chris Middleton to put together a proposal for Space Force Command. The meeting yesterday with the city went very well to ensure this is something we want to pursue and if we are committed to pursue it. A high-level brief was given of the early scope. They are looking for 50-100 acres of property to generate about 1400 jobs for the community. We don't know yet if it has to be inside or outside the fence, and we are waiting for more information from the Air Force. Cassie Boatright from the County represented Janice Gilley at that meeting. Mayor Grover Robinson was also in the meeting. The big decisions that are coming is where this site would be. Corry Station or Sauflay are the inside the fence options. Outside the fence options include everything from OLF8, Tech Park, midtown commerce park, to the Bay Center, and as a community we need to start thinking about all those options and which one is best for this project. We are going to get a lot of data on our community that we do not currently have. Moving forward with the proposal also has value because it expands awareness for our community with the DOD sector. In addition, it sets the stage for other opportunities such as a training command potentially locating here. As we begin to narrow the sites down, we will go into a confidentiality phase because we don't want our competition to know what our plan is. Responses are due end of August with a decision expected by the early next year.
5. Marketing: Sena Maddison shared that most marketing right now revolves around Cyber website and branding. Alyvia Waite and Walker Parra have been working together on this effort. We are soliciting bios from people who work remotely in this field.

7. Other Business:

- a. Bluffs Legislative Request: Scott Luth shared that we were vetoed for this year's funding.
- b. Bluffs EDA Application: We did get this in by the deadline, and there have been several calls/emails asking for additional information from the EDA on our application, which indicates we are still in front of the decision makers.
- c. CARES Act: Scott Luth asked what PEDC and FloridaWest can do to assist the county in allocating the dollars that are available. Steven Barry shared that they are trying, at the county, to define the buckets for the funds. He stated that non-recipients of PPP will probably be given priority as it relates to business grants. Scott Luth shared that we do have the data on the PPP recipients for the state and will send it over to the county for cross referencing.

Next Meeting: The next PEDC Board Meeting will be on August 25th at 10:00 am.

Adjourned at 11:12 am.

Respectfully Submitted By:

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



September 8th, 2020
Via "Zoom"

PEDC Members Present Via Zoom: Lewis Bear, Dave Hoxeng, Adam Principe, Jeff Bergosh, Clorissti Shoemo, Sherri Myers

Staff: Scott Luth, Melissa Stoker, Danita Andrews, Richard Sherrill, Meredith Crawford, Jeff Dyer

1. **Call to Order:** The meeting was called to order by Chairman Lewis Bear at 10:02 am.
2. **Verify Quorum/Roll Call:** Melissa Stoker took roll call prior to the start of the meeting to ensure quorum.
3. **Public Notice:** This meeting was publicly noticed for FloridaWest on September 2, 2020.
4. **Action Items**
 - a. **Project Armor:** Scott Luth shared that a cyber security entity has expressed interest in expanding operations into the Tech Park. The proposed project would require 3 lots for the building and 5 lots for parking. Dave Hoxeng asked about the financial risks if we proceed forward. Scott Luth said that there is currently little to no risk until final documents are presented to the board. The potential risks would be providing the lots and taking those lots out of service. We will need to look at the Triumph funding and assess that risk as well. Chairman Lewis Bear requested a motion to authorize Scott Luth to move forward with this effort. Jeff Bergosh moved to approve. Dave Hoxeng seconded. Passed unanimously.

Adjourned at 10:12 am.

Respectfully Submitted By:

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

Pensacola Escambia County Promotion Development Comm

Profit and Loss

October 1, 2019 - September 30, 2020

	Oct '19 - Sep 20	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
4000 · City of Pensacola Income	175,000.00	175,000.00	0.00	100.0%
4100 · Escambia County Income	600,000.00	600,000.00	0.00	100.0%
4400 · Foreign Trade Zone Income	1,250.00	2,000.00	-750.00	62.5%
4520 · FOIL Income	1,060,090.00	500,000.00	560,090.00	212.02%
4800 · Interest Income	437.25	300.00	137.25	145.75%
Total Income	1,836,777.25	1,277,300.00	559,477.25	143.8%
Gross Profit	1,836,777.25	1,277,300.00	559,477.25	143.8%
Expense				
5004 · Economic Development	675,000.00	675,000.00	0.00	100.0%
5010 · Foreign Trade Zone	1,250.00	2,000.00	-750.00	62.5%
5100 · Audit Fees	10,000.00	10,000.00	0.00	100.0%
5310 · Insurance - D&O Liability	768.00	1,500.00	-732.00	51.2%
5320 · Legal Expenses	6,519.50	7,500.00	-980.50	86.93%
5330 · Bank Service Charges	48.81	1,000.00	-951.19	4.88%
5340 · Special District Fees	175.00	300.00	-125.00	58.33%
5400 · Technology Park Expenses	35,387.66	64,000.00	-28,612.34	55.29%
5420 · FOIL Expenses	874,429.00	500,000.00	374,429.00	174.89%
5500 · New Project Expense	0.00	15,000.00	-15,000.00	0.0%
5600 · Miscellaneous Expense	0.00	1,000.00	-1,000.00	0.0%
Total Expense	1,603,577.97	1,277,300.00	326,277.97	125.54%
Net Ordinary Income	233,199.28	0.00	233,199.28	100.0%
Net Income	233,199.28	0.00	233,199.28	100.0%

Pensacola Escambia County Promotion & Development Comm
Balance Sheet

As of September 30, 2020
Sep 30, 20

ASSETS

Current Assets

Checking/Savings

1010 · Checking - Compass 211,164.00

1111 · BBVA Money Market 700,435.25

Total Checking/Savings 911,599.25

Total Current Assets 911,599.25

Fixed Assets

1500 · Land 8,325,000.00

1600 · Land Improvements 3,243,106.03

1799 · Allowance for Fair Value Adj -5,718,106.03

Total Fixed Assets 5,850,000.00

TOTAL ASSETS 6,761,599.25

LIABILITIES & EQUITY

Liabilities

Current Liabilities

Accounts Payable

2100 · Accounts Payable 0.00

Total Accounts Payable 0.00

Other Current Liabilities

2122 · Tech Park Payable - County LOC 2,168,065.98

Total Other Current Liabilities 2,168,065.98

Total Current Liabilities 2,168,065.98

Total Liabilities 2,168,065.98

Equity

32000 · Unrestricted Net Assets 4,246,826.79

3202 · Economic Development Projects 61,198.00

3203 · Commerce Park Impr/Mktg 52,309.20

Net Income 233,199.28

Total Equity 4,593,533.27

TOTAL LIABILITIES & EQUITY 6,761,599.25

	Current Year Oct 19 - Sep 20	FY 19 - 20 Budget	FY 19 - 20 Revised Budget
Ordinary Income/Expense			
Income			
4000 · City of Pensacola Income	175,000.00	175,000.00	175,000.00
4100 · Escambia County Income	600,000.00	600,000.00	600,000.00
4400 · Foreign Trade Zone Income	1,250.00	2,000.00	2,000.00
4520 · FOIL Income	1,060,090.00	500,000.00	1,060,000.00
Total 4520 · FOIL Income	1,060,090.00	500,000.00	1,060,000.00
4800 · Interest Income	437.25	300.00	300.00
Total Income	1,836,777.25	1,277,300.00	1,837,300.00
Gross Profit	1,836,777.25	1,277,300.00	1,837,300.00
Expense			
5004 · Economic Development	675,000.00	675,000.00	675,000.00
5010 · Foreign Trade Zone	1,250.00	2,000.00	2,000.00
5100 · Audit Fees	10,000.00	10,000.00	10,000.00
5310 · Insurance - D&O Liability	768.00	1,500.00	1,500.00
5320 · Legal Expenses	6,519.50	7,500.00	7,500.00
5330 · Bank Service Charges	48.81	1,000.00	1,000.00
5340 · Special District Fees	175.00	300.00	300.00
Total 5400 · Technology Park Expenses	35,387.66	64,000.00	64,000.00
5500 - New Project Expense	0.00	15,000.00	15,000.00
5420 · FOIL Expenses	874,429.00	500,000.00	875,000.00
5600 · Miscellaneous Expense	0.00	1,000.00	1,000.00
Total Expense	1,603,577.97	1,277,300.00	1,652,300.00
Net Ordinary Income	233,199.28	0.00	185,000.00
Net Income	233,199.28	0.00	185,000.00

	Current Year Oct 19 - Sep 20	FY 19 - 20 Budget Revised	FY 20 - 21 Draft Budget
Ordinary Income/Expense			
Income			
4000 · City of Pensacola Income	175,000.00	175,000.00	175,000.00
4100 · Escambia County Income	600,000.00	600,000.00	600,000.00
4400 · Foreign Trade Zone Income	1,250.00	2,000.00	1,250.00
Total 4520 · FOIL Income	1,060,090.00	1,060,000.00	0.00
4800 · Interest Income	437.25	300.00	1,000.00
Total Income	1,836,777.25	1,837,300.00	777,250.00
Gross Profit	1,836,777.25	1,837,300.00	777,250.00
Expense			
5004 · Economic Development	675,000.00	675,000.00	675,000.00
5010 · Foreign Trade Zone	1,250.00	2,000.00	1,250.00
5100 · Audit Fees	10,000.00	10,000.00	12,000.00
5310 · Insurance - D&O Liability	768.00	1,500.00	1,000.00
5320 · Legal Expenses	6,519.50	7,500.00	7,500.00
5330 · Bank Service Charges	48.81	1,000.00	100.00
5340 · Special District Fees	175.00	300.00	200.00
Total 5400 · Technology Park Expenses	35,387.66	64,000.00	65,000.00
5500 - New Project Expense	0.00	15,000.00	15,000.00
5420 · FOIL Expenses	874,429.00	875,000.00	0.00
5600 · Miscellaneous Expense	0.00	1,000.00	200.00
Total Expense	1,603,577.97	1,652,300.00	777,250.00
Net Ordinary Income	233,199.28	185,000.00	0.00
Net Income	233,199.28	185,000.00	0.00

BUSINESS DEVELOPMENT REPORT

Year to Date

October 1, 2019 – October 5, 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						
Velfed	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 Refinal 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 Gusto	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						
Project Spectra	Manufacturing	100		\$45,500	\$4,550,000	\$2,000,000
September 2020						
Totals	31 Projects	6960	675	\$50,953	\$366,980,750	\$744,580,200

YEAR TO DATE BUSINESS DEVELOPMENT SUMMARY

Total Pipeline	45
Projects	22
Existing	9
New	13
Site Visits	14
Business Retention Visits	176*

*Covid-19 Pandemic and Hurricane Sally Outreach and Response, more than 600 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	5
T07172017_AAM	1325	Aviation	Active	200,000	Direct	5
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	5
V04232019_MFG	514	Manufacturing	Active	200,000	EFI	2
A08012019_AAM	23	Aviation	Active	35,000	EFI	1
C08-07-2019_B SVC	25	Business Services	Active	10 AC	Direct	5
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	5
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_B SVC	TBD	Business Services	Active	12,000 - 15,000 SF	Direct	2
I05212020_B SVC	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	70	InfoTechnology	Active	10,000 SF	Local Referral	4
F08172020_MFG	30	Manufacturing	Active	60000 SF	Direct	4
A08152020_IT	200	InfoTechnology	Active	30,000 SF	Direct	3
B10052020_MFG	200	Manufacturing	Active	20,000 - 40,000 SF	EFI	1
# Jobs	6,896		Total SF	895,000		

LEAD SOURCE:

Enterprise Florida, Inc. (11)
 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 (5)

RATING:

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

Total Request For Proposal (RFP) by Sector 19



Manufacturing 68%



Aviation 16%



Headquarters 8%



Warehouse/Distribution 11%

YTD Prospect/Project Site Visits 14

		Oct 3, 2019; Feb 6; May 28; July 9; July 28, 2020
S03142019_MFG	ACTIVE	
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
A08152020_IT	ACTIVE	Sept. 4, 2020
C08122020_IT	ACTIVE	Sept.10; Sept 23, 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 176 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	Paradigm 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	Paradigm 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
COVID-19 and Hurricane Sally Outreach & Response (>600 direct calls, email, to Present resource info)			
2019-2020			All Sectors 176

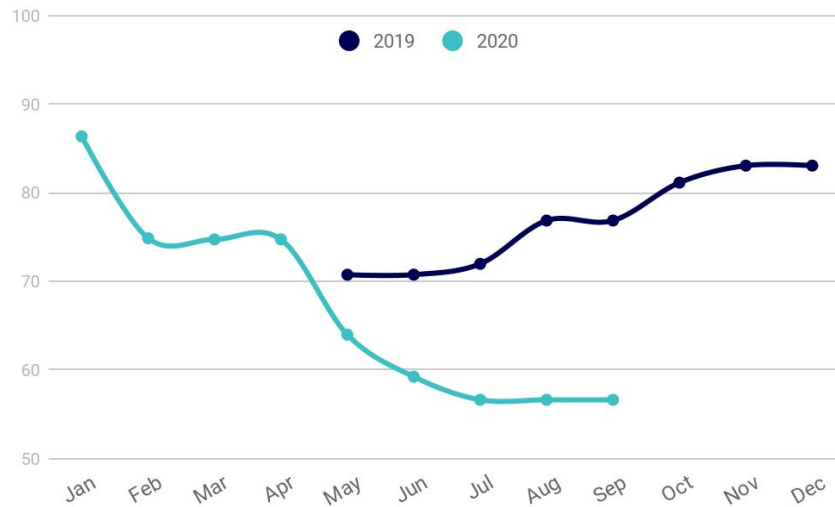
Business Development & Site Consultant Missions

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

Employment / Unemployment Data	Pensacola-Ferry Pass-Brent Metropolitan Statistical Area										
	Jan 20	Feb 20	Mar 20	April 20	May 20	Jun 20	Jul 20	Aug 20	Sep 20	Difference Jan to Sep	Difference Apr to Sep
Unemployment Rate	3.2%	3.1%	4.3%	12.0%	10.1%	7.3%	8.5%	5.4%	4.8%	1.6%	-7.2%
Labor Force	229,082	230,631	231,038	208,489	210,410	214,928	221,910	235,796	234,593	5,511	26,104
Total Unemployed	7,435	7,078	10,045	24,682	21,225	15,962	18,839	12,280	10,712	3,277	(13,970)
Total Employment	221,647	223,553	220,993	183,807	189,185	198,966	203,071	223,576	223,881	2,234	40,074
Total Non Agricultural Employment	186,000	187,400	188,500	173,200	171,000	175,600	177,300	179,000	178,800	(7,200)	5,600
Mining, Logging, and Construction	12,500	12,700	12,900	12,100	12,500	12,600	12,400	12,400	12,400	(100)	300
Manufacturing	7,000	6,900	7,100	6,500	6,800	6,800	6,800	6,800	6,700	(300)	200
Trade, Transportation, and Utilities	33,700	33,700	34,100	30,900	31,300	32,300	32,300	32,300	32,700	(1,000)	1,800
Wholesale Trade	5,700	5,700	5,700	5,600	5,500	5,500	5,500	5,500	5,500	(200)	(100)
Retail Trade	23,700	23,800	24,200	21,300	21,900	22,800	22,800	22,700	23,100	(600)	1,800
Transportation, Warehousing, and Utilities	4,300	4,200	4,200	4,000	3,900	4,000	4,000	4,100	4,100	(200)	100
Information	1,600	1,600	1,600	1,600	1,500	1,500	1,500	1,500	1,500	(100)	(100)
Financial Activities	14,900	15,000	15,000	14,600	14,600	14,800	14,600	14,500	14,600	(300)	0
Professional and Business Services	24,100	23,900	23,900	22,900	22,200	23,200	24,100	23,900	23,300	(800)	400
Education and Health Services	31,200	31,500	31,400	29,300	29,900	30,100	30,200	30,800	31,100	(100)	1,800
Leisure and Hospitality	25,700	26,300	26,600	20,800	19,000	22,700	23,600	22,900	22,500	(3,200)	1,700
Other Services	6,400	6,500	6,500	5,200	5,800	5,800	5,800	5,800	5,900	(500)	700
Government	28,900	29,300	29,400	29,300	27,400	25,800	26,000	28,100	28,100	(800)	(1,200)

Employment / Unemployment Data	Escambia County										
	Jan 20	Feb 20	Mar 20	April 20	May 20	Jun 20	Jul 20	Aug 20	Sep 20	Difference Jan to Aug	Difference Apr to Aug
Unemployment Rate	3.4%	3.2%	4.5%	12.6%	10.9%	7.9%	9.2%	5.9%	5.3%	2.5%	-3.4%
Labor Force	146,089	147,161	147,562	134,040	135,227	137,655	142,520	143,753	TBD	(2,336)	9,713
Total Unemployed	4,905	4,708	6,685	16,897	14,721	10,917	13,167	8,665	TBD	3,760	(8,232)
Total Employment	141,184	142,453	140,877	117,143	120,506	126,738	129,353	135,088	TBD	(6,096)	17,945

Occupancy (Goal: 80%)

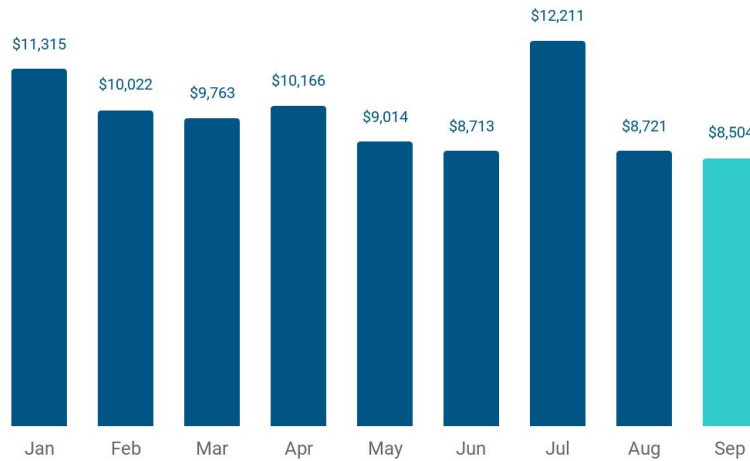


5,781 SQ. FT.
OF 10,206 TOTAL

16
COMPANIES

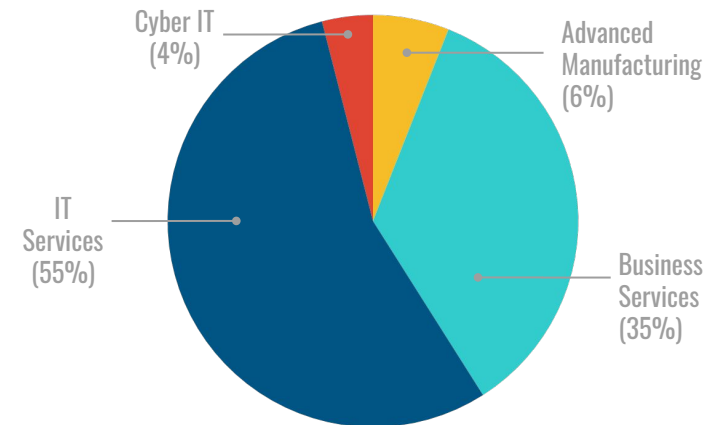
49 EMPLOYEES

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*

Hurricane Sally Updates

Building

- Loss of roof resulting in interior water damage on all 3 floors
- Third floor requires all new ceiling tiles, drywall, and carpet
- First and second floors require all new ceiling tiles and carpet and some drywall replacement
- Furniture and equipment Inventory assessment in progress
- Estimated restoration timeline is 2-3 months

Clients

- All clients completely moved out as of 10/2
- Most clients reported no damages; some clients reported minimal damages but did not require insurance claims
- Angler Up and Association Resource Solutions provided notice of lease termination
- Data Revolution has leased permanent office space in Pensacola; Guided Particle Systems, Inc. is in negotiations to lease permanent office space in Pensacola
- 128 Creative Collective, Snap Soccer, and Tag Tech have secured temporary office spaces and currently plan to return
- All other clients are working remotely and most currently plan to return



Date	Time	Event	Location
OCTOBER			
October 22th	10:00 AM	Manufacturing & Skilled Trades Virtual Job Fair	http://www.careersourceescarosa.com/
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