



PENSACOLA-ESCAMBIA PROMOTION & DEVELOPMENT COMMISSION

October 26th, 2021 at 10:00 AM

CO:LAB Pensacola

First Floor Conference Room

PEDC AGENDA

1. Verify Quorum
2. Call to Order
3. Public Notice (10.12.2021)
4. Public Comment
5. Welcome Dr. Lusharon Wiley, City Council Appointee
6. Action Items
 - a. Approval of September 28th Meeting Minutes
 - b. Approval of September 2021 Financials
 - c. CPA Recommended Budget Modification
 - d. FY 21-22 Budget
 - e. Approval of FY 21-22 Meeting Schedule
7. Discussion Items (No Board Action Anticipated)
 - a. Economic Development Update
 1. Triumph Project Status
 - b. Legislative/Funding Updates
 - c. Tech Park Update
 - d. Joint Meeting: December 14th
8. Other Business
9. Adjourn

Melissa Stoker

Lewis Bear

Scott Luth

Next Meeting: December 14th (Joint Board Planning Meeting)

Fiscal Year Meeting Schedule

TBD

Pensacola City Council

October 15, 2021

Mr. Edwin Taylor
3169 Belle Christiane Place
Pensacola, FL 32503

Dear Mr. Taylor:

On behalf of the Pensacola City Council, I would like to take this opportunity to thank you for your dedication to the citizens of our community while you served as a member of the Pensacola Escambia Development Commission.

I consider your expertise to have been invaluable to this board and wish to thank you for the time you contributed.

Sincerely,



Jared Moore
President of City Council

JM/rmt

cc: Ericka L. Burnett, City Clerk
Scott Luth, Chief Executive Officer, FloridaWest Economic Development Alliance

From: noreply@civicplus.com
Sent: Monday, September 20, 2021 10:56 AM
To: [Ericka Burnett](#); [Robyn Tice](#)
Subject: [EXTERNAL] Online Form Submittal: Application for Boards, Authorities, and Commissions - City Council Appointment

THIS EMAIL IS FROM AN EXTERNAL EMAIL ACCOUNT

Application for Boards, Authorities, and Commissions - City Council Appointment

This application will be utilized in considering you for appointment to a City Council board, authority, or commission. Pursuant to Florida Statutes, Chapter 119, all information provided on or with this form becomes a public record and is subject to disclosure, unless otherwise exempted by law.

Completed applications will be kept on file for a period of one (1) year from the date received in the Office of the City Clerk.

It is necessary to contact a member of Council to obtain a nomination in order to be placed on the ballot for consideration. Please go to cityofpensacola.com/council for Council Member contact information. If you have any questions, contact the City Clerk's Office.

(Section Break)

Personal Information

Name	Dr. Lusharon Wiley
Home Address	4255 Bonway Drive Pensacola, FL 32504
Business Address	113 Bay Bridge Drive Gulf Breeze, FL 32561
To which address do you prefer we send correspondence regarding this application?	Home
Preferred Contact Phone Number(s)	18507487641
Email Address	lwiley@innisfreehotels.com
Upload Resume (optional)	Lusharon Wiley Biosketch.pdf

(Section Break)

Details

Are you a City resident?	Yes
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If yes, which district?	1
If yes, how long have you been a City resident?	32 Years
Do you own property within the City limits?	Yes
Are you a registered voter in the city?	Yes
Board(s) of interest:	Pensacola Economic Development Commission
Please list the reasons for your interest in this position:	I believe it is vital to continue to ensure the economic viability of our community through extending our reach to bring more tourists to the area, pursuing more industrial partners, expanding our presence as a waterfront community and promoting our area for conventions and sports-related events. Equally as important is continued educational growth and innovation in cyber-technology and logistics. As a professional in the hospitality industry, I would be representing the third largest employer sector in Escambia County. As a current board member of Visit Pensacola I understand the importance of being seen as a city where innovation and creativity happens. Further, as a retiree from University of West Florida, I know the impact of education and innovation on the community. Pensacola is ready to move to the next-level city, I believe my experiences will serve the board well in helping to move the needle.
Do you currently serve on a board?	Yes
If yes, which board(s)?	Visit Pensacola
Do you currently hold a public office?	No
If so, what office?	<i>Field not completed.</i>
Would you be willing to resign your current office for the appointment you now seek?	N/A
(Section Break)	
Diversity <i>In order to encourage diversity in selections of members of government committees, the following information is required by Florida Statute 760.80 for some committees.</i>	
Gender	Female
Race	African-American

Physically Disabled

No

(Section Break)

Acknowledgement of
Terms

I accept these terms.

Email not displaying correctly? [View it in your browser.](#)

Lusharon Wiley, Ed.D.
September 20, 2021
Bio Sketch

As Vice President of Corporate Culture at Innisfree Hotels, a Florida-based hotel management, marketing and development company, Dr. Lusharon Wiley is responsible for managing the company's culture practices and providing expertise and support in the areas of employee engagement and retention, diversity and inclusion, culture training and navigating difference.

Hailing from Valdosta, Georgia, Lusharon joined the Innisfree team as Director of Culture in 2017. She holds an undergraduate degree from Tuskegee University, a master's degree from the University of Illinois Chicago, and a doctorate from the University of West Florida in Diversity Studies. She is also a graduate of the Social Justice Training Institute, Kouzes and Posner's Leadership Challenge, the Donald Gehring Institute, and Leadership Pensacola.

Lusharon worked in both Academic Affairs and Student Affairs while at the University of West Florida. She founded and participated in multiple inclusion and diversity groups and committees during her long and successful career with the University of West Florida. She founded the Military Connections program in recognition of the service of veterans and their families, and the Inclusion Spotlight, a program highlighting the accomplishments of diverse people in the community. Lusharon was also the founder of the Argo Pantry, a program that focuses on making sure University of West Florida students always have access to food and personal care items.

Lusharon Wiley is committed to making a difference in her community where she serves as Chair of the WSRE-TV Foundation Board and is an Executive Board member of Visit Pensacola.

Education

Doctor of Education

University of West Florida
Specialization: Diversity Studies

May 2007
Pensacola, FL

Master of Arts in Political Science

University of Illinois at Chicago
Specialization: Program Evaluation and Design

December 1974
Chicago, IL

Bachelor of Science in Political Science

Tuskegee University
Specialization: Political Science & pre-law

May 1973
Tuskegee, AL

Publications & Articles

Wiley, L. (2021). *"I See You'": Lusharon Wiley Continues Diversity, Inclusion Efforts in Decades-Long Career*. Pensacola News Journal.

Wiley, L. (2020). *5 Steps We Must Take to Truly Create an Inclusive, Representative and Equitable Society*. Medium's Authority Magazine.

Wiley, L. (2018). *Feature article on my life's journey as a successful woman*. Out Front Magazine.

Wiley, L. (2018). *Difference, Diversity, and Sensitivity Among Ourselves and For Our Clients.* Florida Association of Aging Services Providers, Volume 62/January/February 2018

Wiley, L. (2018) *"Agent for Change"*. Bella Magazine, Pensacola News Journal.

Wiley, L. (2017). *Social Justice Advocate an Angel for Change*. Pensacola News Journal.

Wiley, L. (2015). *Can Mindfulness Align Us With Success?* Powerful Women of the Gulf Coast Magazine.

Wiley, L. (2010) StoryCorps interview with Civil Rights icon, Reverend H. K. Matthews. Archived in the Library of Congress.

Ford, D, Northrup, P. and Wiley, L. (2009) *New Directions for Student Services. Connections, Partnerships, Opportunities, and Programs to Enhance Success for Military Students*. Wiley Periodicals.

Wiley, L. et al. (2007) American Association of State Colleges and Universities *Hispanic Student Success in State Colleges and Universities: Creating Supportive Spaces on our Campuses*, Research team member that visited Chico State University, Hammang et.al.

Wiley, L. (2007). An Agent for Change: The Story of Reverend H.K. Matthews (doctoral dissertation). University of West Florida, Pensacola, FL.

Wiley, L. (1998). When Black Folks Was Colored. Anthology of selected writings. *Mama N'em*. African American Heritage Society of Pensacola.

Thought Leader/Planner/Implementer

Planned and implemented numerous programs and initiatives while employed at the University of West Florida including the following:

Military Connections – planned and implemented the first campus-wide events to recognize the contributions and sacrifices of military members and their families. This included starting the first Memorial Day and Veterans Day observance programs at the University of West Florida.

Common Ground Diversity and Peer Mentoring Group – developed the manual and started the program to facilitate discussions and trainings for students and staff on issues of diversity and inclusion.

Student Transition Conference (for professionals working with students with disabilities) – started a yearly conference for professionals from local high schools, social services agencies and colleges that served students with disabilities to minimize the problems associated with transitioning to institutions of higher education.

Inclusion Spotlight – began a bi-yearly event to focus on people in the community who were making a difference. This initiative underscores the value of knowing “the people in our neighborhood.”

Discussing the Un-Discussable – started this campus-wide initiative to create a space for discussing issues of difference and issues of social injustice.

Argo Pantry – founder and director of the Argo Pantry which is a resource for students enrolled at the University who are facing food insecurity.

Race and Reconciliation – founding member of this UWF-led community-wide social action initiative to discuss and explore racial tensions in Pensacola.

SPLC on Campus – responsible for the University of West Florida being designated as a Southern Poverty Law Center Campus by spearheading the efforts to bring social justice initiatives to campus. UWF is one of the few colleges and universities recognized by SPLC as a campus that supports and implements social justice initiatives.

Multicultural Competency – Lead contributor to the creation and development of a five-module curriculum on multicultural competency for the Division of Student Affairs at the University of West Florida for training student affairs employees on multicultural competency and inclusion. Responsible for coordinating and facilitating the training.

Volunteer Activities

Chair, WSRE-TV Foundation Board

Board member, Visit Pensacola

Founding Member, Equity Project Alliance

Member, United Way of West Florida Diversity, Equity and Inclusion Strategy Team

Member, Gulf Coast Minority Chamber of Commerce

Member, Gulf Coast Citizens Diplomacy Council

Member, Powerful Women of the Gulf Coast

Member, Zeta Phi Beta Sorority, Incorporated

Board Member, Greater Pensacola Tuskegee Alumni Club (GPTAC)

Pensacola City Council

October 15, 2021

Dr. Lusharon Wiley
4255 Bonway Drive
Pensacola, FL 32504

Dear Dr. Wiley:

On behalf of the City Council, it is a pleasure to advise you of your appointment to the Pensacola Escambia Development Commission, filling an unexpired term ending on June 30, 2023.

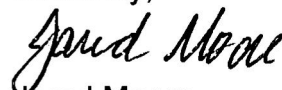
Should you have any questions or desire to discuss this appointment, please do not hesitate to contact Scott Luth, Chief Executive Officer, FloridaWest Economic Development Alliance at (850) 898-2201.

Also please be advised, as a member of the Board you are subject to Florida's Public Records Law and Sunshine Law, as well as the City of Pensacola Code of Ethics. Therefore, please review the following enclosures: *A Pocket Guide to Florida's Government-in-the-Sunshine Laws: Open Meetings and Public Records*; and *City of Pensacola Ordinance No. 07-11 Code of Ethics for City Officials and Employees*. If you have any questions, please call the City Attorney's Office at 435-1615.

Thank you for your willingness to serve the citizens of our community in this capacity. We look forward to working with you.

Congratulations on your appointment.

Sincerely,



Jared Moore
President of City Council

JM/rmt
Enclosures

cc: Ericka L. Burnett, City Clerk
Scott Luth, Chief Executive Officer, FloridaWest Economic Development Alliance



September 28th, 2021 – CO:LAB Pensacola
418 W. Garden Street, Pensacola, FL 32502

PEDC Members Present: Lewis Bear, Ben Boutwell, Steven Barry, Dave Hoxeng, Jared Moore, David Peaden, Jeff Bergosh

Staff: Scott Luth, Melissa Stoker, Danita Andrews, Jeff Dyer, Patrick Rooney, Casey Campbell, Richard Sherril

Guests: David Bear, Dave Murzin, Rhonda Deaton

1. **Verify Quorum/Roll Call:** Quorum was confirmed.
2. **Call to Order:** Lewis Bear called the meeting to order at 10:00 am.
3. **Public Notice:** This meeting was publicly noticed on 9/14/2021.
4. **Public Comment:** Lewis Bear requested public comment. Brian Wyer publicly thanked all involved for the use and support of the Supplier Diversity Event with over 100 attendees. He presented Casey Campbell with a certificate of appreciation.
5. **Action Items**
 - a. Approval of July 27th, 2021 Meeting Minutes
Jeff Bergosh motioned to approve the minutes.
David Peaden seconded.
Passed unanimously.
 - b. Approval of August 2021 Financials
Steven Barry motioned to approve the financials.
Dave Hoxeng seconded.
Passed unanimously.
 - c. Approval of FY 20-21 Budget Modification
Dave Hoxeng motioned to approve the budget modification.
Steven Barry seconded.
Passed unanimously.
 - d. Officer Slate and Vote
Steven Barry nominated Lewis Bear as Chairman.
Dave Hoxeng seconded.
Passed unanimously.
Steven Barry nominated Dave Hoxeng as Vice Chairman.
Jeff Bergosh seconded.
Passed unanimously.
Jeff Bergosh nominated Steven Barry as Secretary/Treasurer.
Jared Moore seconded.
Passed unanimously.

e. Bluffs/FDOT Funding Contracts/ Project RFP

Scott Luth shared that we received a formal contract from FDOT on \$2.5M in the last legislative session. Richard Sherrill has reviewed the contract. This contract is somewhat different in that we are moving forward with construction. Scott Luth is seeking approval of the resolution for FDOT as well as permission to move forward with the RFP to start the process of selecting an engineering firm. Once an engineering firm is select, FloridaWest staff will work with the engineering firm to select the construction contractor.

Lewis Bear requested a motion to approve the resolution and FDOT Contract.

Steven Barry motioned to approve.

Dave Hoxeng seconded.

Passed unanimously.

Lewis Bear requested a motion to proceed with the RFP for an engineering firm.

Ben Boutwell motioned to approve.

Dave Hoxeng seconded.

Passed unanimously.

Dave Hoxeng suggested PEDC RFP for an owner's rep. The board discussed this.

Dave Hoxeng motioned to immediately put out an RFP for an owner's rep to assist in assembling the document package. Steven Barry suggested we use this rep to also advise on if we can use the same engineering firm as the CEI.

Steven Barry seconded.

Passed unanimously.

Lewis Bear appointed Steven Barry, Dave Hoxeng, and David Peaden to serve on the RFP selection committee.

f. Project Amber: Triumph Request

Steven Barry and Jeff Bergosh stated that the county will support the claw back for all three projects listed.

Jeff Bergosh motioned to approve.

Dave Hoxeng seconded.

Passed unanimously.

g. Project Pioneer: Triumph Request

Steven Barry motioned to approve.

Jeff Bergosh seconded.

Passed unanimously.

h. Project Ironwood: Triumph Request

Dave Hoxeng motioned to approve.

Steven Barry seconded.

Passed unanimously.

6. Discussion Items

a. Review of FY 21-22 Draft Budget

Scott Luth presented the upcoming fiscal year draft budget. Dave Hoxeng asked about the \$28,000 loss from this year, which Scott Luth stated that we will cover with reserves.

Lewis Bear shared that this is not uncommon but something to watch and manage.

b. Economic Development Update

1. Business Development: Scott Luth provided an update on this.

2. Workforce: Jeff Dyer provided an update. There have been several efforts. The employment data this month did not change month. September 30th, the

minimum wage increases to \$10.00 with a \$1 per year increase until 2026. This is a 73% increase over time. We are working with the Town of Century on a \$35,000 State Department of Economic Opportunity grant. PSC is also working with us on this effort. Scott Luth shared that Soar with Restore is another partnership effort along with a number of other agencies. Commissioner May is engaged, and we expect to see this on the October schedule. Steven Barry asked about Project Spruce. Scott Luth shared that we have received the draft lease document. They will finalize their version and then work with their attorney. Scott Luth shared that we expect to see that before the board of county commissioners in the next month or so.

3. Marketing: The upcoming calendar is included in the board packet.

c. Legislative/Funding Updates

Scott Luth shared that we are putting together our legislative requests. We may have a combined "Bluffs" request this year as a result of increased construction costs. We will also be requesting funds for the road extension to the south. We will have more information on this in the coming weeks.

d. Tech Park Update

This was covered in the earlier discussion around Triumph requests.

7. Other Business: There was none.

8. Adjourn: Lewis Bear adjourned the meeting at 11:25 am.

Next Meeting: October 26th, 2021

Respectfully Submitted By:

Steven Barry, Secretary-Treasurer
Pensacola-Escambia Promotion & Development Commission

Pensacola Escambia County Promotion & Development Comm

Profit & Loss Budget Performance

October 2020 through September 2021

	Oct '20 - Sep 21	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	1,250.00	0.00	100.0%
4800 · Interest Income	593.29	1,000.00	-406.71	59.33%
Total Income	776,843.29	777,250.00	-406.71	99.95%
Gross Profit	776,843.29	777,250.00	-406.71	99.95%
Expense				
5004 · Economic Development	735,000.00	735,000.00	0.00	100.0%
5010 · Foreign Trade Zone	1,250.00	1,250.00	0.00	100.0%
5100 · Audit Fees	10,000.00	10,000.00	0.00	100.0%
5310 · Insurance - D&O Liability	52.53	1,000.00	-947.47	5.25%
5320 · Legal Expenses	5,694.00	6,000.00	-306.00	94.9%
5330 · Bank Service Charges	55.33	100.00	-44.67	55.33%
5340 · Special District Fees	175.00	200.00	-25.00	87.5%
5400 · Technology Park Expenses	41,381.18	40,500.00	881.18	102.18%
5500 · New Project Expense	12,872.00	13,000.00	-128.00	99.02%
5600 · Miscellaneous Expense	101.62	200.00	-98.38	50.81%
Total Expense	806,581.66	807,250.00	-668.34	99.92%
Net Ordinary Income	-29,738.37	-30,000.00	261.63	99.13%
Net Income	-29,738.37	-30,000.00	261.63	99.13%

Pensacola Escambia County Promotion & Development Comm
Balance Sheet

As of September 30, 2021
Sep 30, 21

ASSETS

Current Assets

Checking/Savings

1010 · Checking - Compass 353,335.12

1111 · BBVA Money Market 697,420.53

Total Checking/Savings 1,050,755.65

Total Current Assets 1,050,755.65

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 6,900,755.65

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 2,284,852.98

Total Other Current Liabilities 2,284,852.98

Total Current Liabilities 2,284,852.98

Total Liabilities 2,284,852.98

Equity

32000 · Unrestricted Net Assets 4,532,133.84

3202 · Economic Development Projects 61,198.00

3203 · Commerce Park Impr/Mktg 52,309.20

Net Income -29,738.37

Total Equity 4,615,902.67

TOTAL LIABILITIES & EQUITY 6,900,755.65

PEDC 2nd Proposed Budget Modification FY 20-21

	Oct '20 - Sep 21	Current Budget	\$ Over Budget	% of Budget	Proposed Budget
Ordinary Income/Expense					
Income					
4000 · City of Pensacola Income	175,000.00	175,000.00	0.00	100.0%	175,000.00
4100 · Escambia County Income	600,000.00	600,000.00	0.00	100.0%	600,000.00
4400 · Foreign Trade Zone Income	1,250.00	1,250.00	0.00	100.0%	1,250.00
4800 · Interest Income	603.87	1,000.00	-396.13	60.39%	1,000.00
Total Income	<u>776,853.87</u>	<u>777,250.00</u>	<u>-396.13</u>	<u>99.95%</u>	<u>777,250.00</u>
Gross Profit	<u>776,853.87</u>	<u>777,250.00</u>	<u>-396.13</u>	<u>99.95%</u>	<u>777,250.00</u>
Expense					
5004 · Economic Development	735,000.00	675,000.00	60,000.00	108.89%	735,000.00
5010 · Foreign Trade Zone	1,250.00	1,250.00	0.00	100.0%	1,250.00
5100 · Audit Fees	10,000.00	12,000.00	-2,000.00	83.33%	10,000.00
5310 · Insurance - D&O Liability	52.53	1,000.00	-947.47	5.25%	1,000.00
5320 · Legal Expenses	5,694.00	7,500.00	-1,806.00	75.92%	6,000.00
5330 · Bank Service Charges	55.33	100.00	-44.67	55.33%	100.00
5340 · Special District Fees	175.00	200.00	-25.00	87.5%	200.00
5400 · Technology Park Expenses	41,381.18	65,000.00	-23,618.82	63.66%	40,500.00
5500 · New Project Expense	12,872.00	15,000.00	-2,128.00	85.81%	13,000.00
5600 · Miscellaneous Expense	101.62	200.00	-98.38	50.81%	200.00
Total Expense	<u>806,581.66</u>	<u>777,250.00</u>	<u>29,331.66</u>	<u>103.77%</u>	<u>807,250.00</u>
Net Ordinary Income	<u>-29,727.79</u>	<u>0.00</u>	<u>-29,727.79</u>	<u>100.0%</u>	<u>-30,000.00</u>
Funds From Reserves	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.0%</u>	<u>30,000.00</u>
Net Income	<u><u>-29,727.79</u></u>	<u><u>0.00</u></u>	<u><u>-29,727.79</u></u>	<u><u>100.0%</u></u>	<u><u>0.00</u></u>

PEDC FY 21 - 22 Draft Budget

	Current Year Oct '20 - Sep 21	FY 20 - 21 Budget Revised	FY 21 - 22 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	1,250.00	1,250.00
4520 · Bluffs State Funds	0.00	0.00	1,500,000.00
4800 · Interest Income	603.87	1,000.00	1,000.00
Total Income	<u>776,853.87</u>	<u>777,250.00</u>	<u>2,277,250.00</u>
Gross Profit	<u>776,853.87</u>	<u>777,250.00</u>	<u>2,277,250.00</u>
Expense			
5004 · Economic Development	735,000.00	735,000.00	675,000.00
5010 · Foreign Trade Zone	1,250.00	1,250.00	1,250.00
5100 · Audit Fees	10,000.00	10,000.00	12,000.00
5310 · Insurance - D&O Liability	52.53	1,000.00	1,000.00
5320 · Legal Expenses	5,694.00	6,000.00	7,500.00
5330 · Bank Service Charges	55.33	100.00	100.00
5340 · Special District Fees	175.00	200.00	200.00
5400 · Technology Park Expenses	41,381.18	40,500.00	50,000.00
5420 · Bluffs State Funds	0.00	0.00	1,500,000.00
5500 · New Project Expense	12,872.00	13,000.00	30,000.00
5600 · Miscellaneous Expense	101.62	200.00	200.00
Total Expense	<u>806,581.66</u>	<u>807,250.00</u>	<u>2,277,250.00</u>
Net Ordinary Income	<u>-29,727.79</u>	<u>-30,000.00</u>	<u>0.00</u>
Funds From Reserves		30,000.00	
Net Income	<u><u>-29,727.79</u></u>	<u><u>0.00</u></u>	<u><u>0.00</u></u>

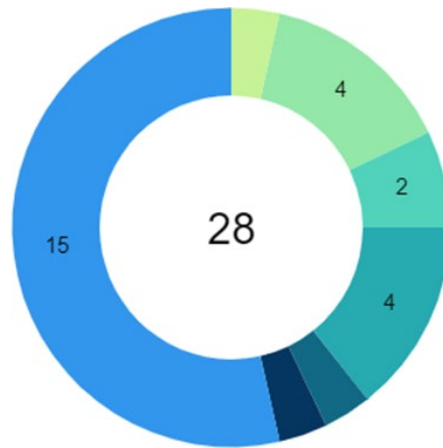
BUSINESS DEVELOPMENT

Year to Date

September 30, 2021

Active Projects	28
Active Project Site Visits	23
Existing Industry Visits	179

PROJECTS **1987** JOBS **12** NEW RELOCATIONS
16 LOCAL EXPANSIONS



- Primary Target Industry
- Aviation/Aerospace
 - Business Services
 - Cyber Security
 - Distribution/Logistics
 - Health & Life Sciences
 - Information Technology
 - Manufacturing

4TH QUARTER EXISTING INDUSTRY VISITS

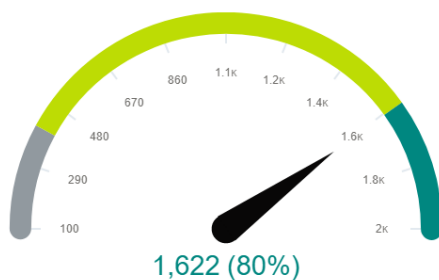
179

OCTOBER	11	APRIL	15
NOVEMBER	18	MAY	12
DECEMBER	11	JUNE	19
JANUARY	14	JULY	20
FEBRUARY	12	AUGUST	18
MARCH	13	SEPTEMBER	16

8/4/2021	Oren International
8/29/2021	Randstad
8/12/2021	Guided Particle Systems, Inc.
8/13/2021	Sunlissant
8/13/2021	Intelligent Retinal Imaging Systems
8/18/2021	Paradigm Parachute
8/26/2021	Tech Farms Capital
8/27/2021	Kukua Institute
9/7/2021	Merrill Land Company
9/14/2021	IHMC
9/15/2021	Paradigm Parachute.
9/15/2021	ST Engineering
9/28/2021	Engineered Cooling Services
9/30/2021	GST

# EMPLOYEES	SECTOR
45	Manufacturing
2	Business Services
3	R&D
2	R&D
50	Headquarters
38	Manufacturing
2	Business Services
3	Headquarters
26	Business Services
100	R&D
38	Manufacturing
160	Aviation
70	IT
20	Education Services

ANNOUNCEMENTS



JOBS GOAL = 2000 (by 2023)

15 PROJECTS **2** NEW RELOCATIONS
2019-2020 **13** LOCAL EXPANSIONS

New Jobs	Retained Jobs	Average Wage	Annual Payroll	Capital Investment
1622	70	\$47,122	\$76,763,490	\$277,350,000

SPECIAL PROJECTS - FTZ #249 ALTERNATE SITE FRAMEWORK (ASF) REORGANIZATION

- o Approved by the US Department of Commerce, Foreign Trade Zones Board on October 5, 2021, to include service area of Escambia, Santa Rosa and Okaloosa Counties.

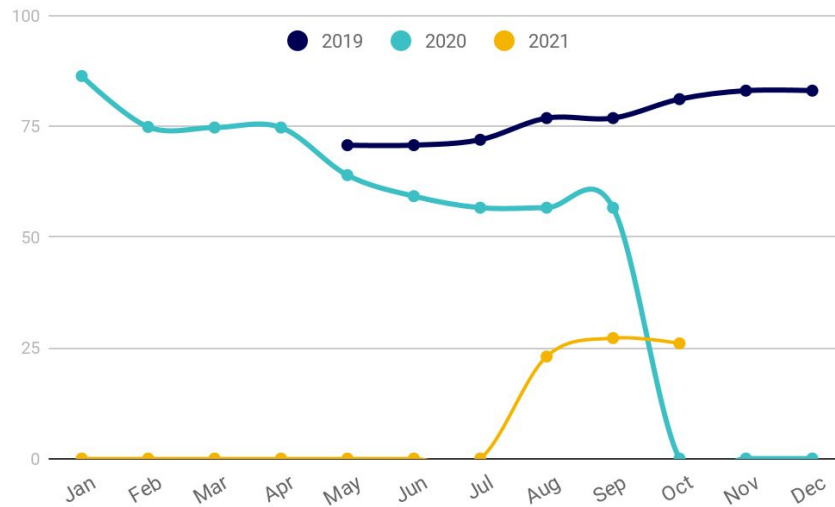
FloridaWest - Business Expansion and Relocation Announcements

Company	Sector	New Jobs	Retained Jobs	Average Wage	Annual Payroll	Capital Investment
Economic Development Announcements (2014-2018)	16 Projects	5358	608	\$53,948	\$311,077,402	\$477,258,200
Lost Key Media	Business Services	3		\$42,000	\$126,000	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	\$60,147,050	\$245,000,000
July, 2019						
Social Icon	Business Services	3		\$36,000	\$108,000	NA
August, 2019						
Qualia Is	Business Services	2		\$50,000	\$100,000	NA
March 2020						
EBI Management Group, Inc.	Business Services	14		\$65,000	\$910,000	\$350,000
March, 2020						
Girl Catch Fire	Business Services	1		\$50,000	\$50,000	NA
April, 2020						
CoFlyt	IT	5		\$45,000	\$225,000	NA
May, 2020						
Right on Target Marketing	Business Services	2		\$40,000	\$80,000	NA
May, 2020						
Speaker Training	Business Services	1		\$50,000	\$50,000	NA
May, 2020						
Altius Marketing	Business Services	1		\$55,000	\$55,000	NA
May 2020						
Blue Wind Technologies	Manufacturing	120		\$41,937	\$5,032,440	\$2,500,000
May 2020						
Ascend Performance Materials	Manufacturing	10	30	\$67,000	\$2,680,000	\$20,000,000
June 2020						
Cordele Intermodal	Business Services	5	20	\$42,000	\$1,050,000	\$3,500,000
June 2020						
Streamline Boats	Manufacturing	100		\$45,500	\$4,550,000	\$2,000,000
September 2020						
5-year Goals To Date	15 Projects	1622	70	\$47,122	\$76,763,490	\$277,350,000
FY 2014-2020 Totals	31 Projects	6980	678	\$50,645	\$387,840,892	\$754,608,200

October 2021

OCCUPANCY REPORT

Occupancy (Goal: 80%)

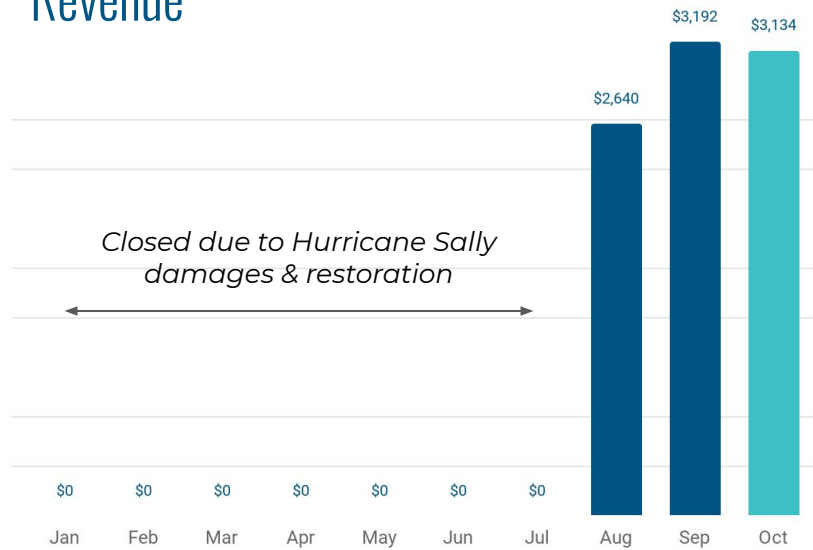


2,606 SQ. FT.
OF 10,206 TOTAL

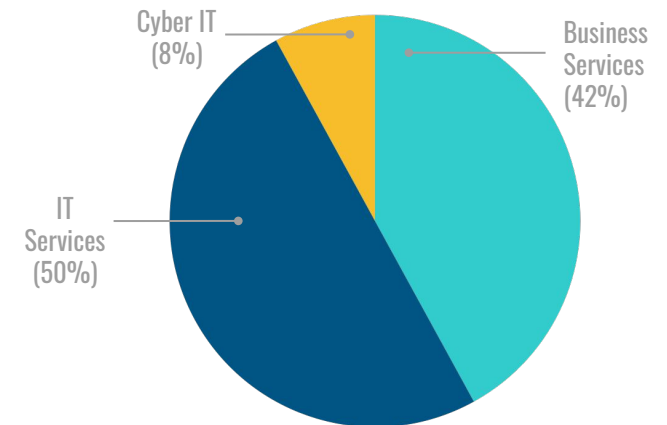
8 COMPANIES

24 EMPLOYEES

Revenue



Employees by Industry



Companies

Snap Soccer
Vivid Bridge Studios

Year 3

128 Creative Collective
ARGO Cyber Systems
Capacity Path
Envision CMS
National Energy USA
Mind Marketing Group

Year 1

Graduates & Former Clients

Data Revolution, *Graduated Sep '20*
Guided Particle Systems, Inc., *Moved out Sep '20*
Warfighter Fitness, *Moved out Sep '20*
N Star Investments, *Moved out Sep '20*
Tag Tech, *Moved out Sep '20*
Angler Up, *Moved out Sep '20*
Association Resource Solutions, *Moved out Sep '20*
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*

Community

TENANT NEWS Following Hurricane Ida, **Capacity Path** collaborated with AERObridge, a group of pilots who use private aircraft to provide emergency response. Through their efforts, they delivered several thousand pounds of water, food, and medical supplies to devastated areas in Louisiana. Capacity Path also set up a wellness oasis at the distribution center, offering mental health and psychosocial support resources to residents and relief workers.

Capacity Path's mission is to support disaster-stricken communities to recover efficiently and expediently through restoring resilience and providing tools to thrive amidst adverse circumstances.

Lost Key Media, *Graduated May '19*
Hatchmark Studio, *Graduated Aug '18*
Your Techno Geeks, *Moved out May '18*
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*

Overview of the CareerSource Escarosa Region
Not Seasonally Adjusted
October 22, 2021

- The unemployment rate in the CareerSource Escarosa region (Escambia and Santa Rosa counties) was 3.9 percent in September 2021. This rate was 1.2 percentage points lower than the region's year ago rate of 5.1 percent. The region's September 2021 unemployment rate was 0.4 percentage point lower than the state rate of 4.3 percent. The labor force was 242,253, up 14,320 (+6.3 percent) over the year. There were 9,373 unemployed residents in the region.
- Santa Rosa County had the lowest unemployment rate (3.3 percent) in the CareerSource Escarosa region followed by Escambia County (4.2 percent).
- In September 2021 nonagricultural employment in the Pensacola-Ferry Pass-Brent MSA was 187,700, an increase of 6,100 jobs (+3.4 percent) over the year.
- The mining, logging, and construction (+10.3 percent); manufacturing (+4.4 percent); and government (+0.3 percent) industries grew faster in the metro area than statewide over the year.
- The Pensacola-Ferry Pass-Brent MSA had the third fastest annual job growth rate compared to all the metro areas in the state in mining, logging, and construction (+10.3 percent) in September 2021.
- The industries gaining in jobs over the year were leisure and hospitality (+2,000 jobs); mining, logging, and construction (+1,200 jobs); education and health services (+800 jobs); trade, transportation, and utilities (+700 jobs); financial activities (+700 jobs); manufacturing (+300 jobs); professional and business services (+200 jobs); other services (+100 jobs); and government (+100 jobs).
- The information industry was unchanged over the year.

Note: All data are subject to revision.

Source: Florida Department of Economic Opportunity, Bureau of Workforce Statistics and Economic Research.

Unemployment Rates (not seasonally adjusted)	Sep-21	Aug-21	Sep-20
CareerSource Escarosa	3.9%	4.5%	5.1%
Escambia County	4.2%	4.8%	5.7%
Santa Rosa County	3.3%	3.9%	4.0%
Florida	4.3%	4.9%	7.3%
United States	4.6%	5.3%	7.7%

Nonagricultural Employment by Industry (not seasonally adjusted)	Pensacola-Ferry Pass-Brent Metropolitan Statistical Area				Florida			
	Sep-21	Sep-20	change	percent change	Sep-21	Sep-20	change	percent change
Total Employment	187,700	181,600	6,100	3.4	8,836,200	8,399,700	436,500	5.2
Mining, Logging, and Construction	12,800	11,600	1,200	10.3	583,600	564,000	19,600	3.5
Manufacturing	7,100	6,800	300	4.4	383,500	372,700	10,800	2.9
Trade, Transportation, and Utilities	34,500	33,800	700	2.1	1,789,200	1,729,200	60,000	3.5
Wholesale Trade	5,900	5,700	200	3.5	356,600	338,300	18,300	5.4
Retail Trade	24,000	23,700	300	1.3	1,072,100	1,051,700	20,400	1.9
Transportation, Warehousing, and Utilities	4,600	4,400	200	4.5	360,500	339,200	21,300	6.3
Information	1,500	1,500	0	0.0	135,600	128,200	7,400	5.8
Financial Activities	15,900	15,200	700	4.6	621,100	590,700	30,400	5.1
Professional and Business Services	24,800	24,600	200	0.8	1,424,400	1,346,700	77,700	5.8
Education and Health Services	31,300	30,500	800	2.6	1,348,100	1,296,900	51,200	3.9
Leisure and Hospitality	24,300	22,300	2,000	9.0	1,092,200	941,200	151,000	16.0
Other Services	6,600	6,500	100	1.5	342,800	314,200	28,600	9.1
Government	28,900	28,800	100	0.3	1,115,700	1,115,900	-200	0.0

Population	2020	2019	change	percent change
CareerSource Escarosa	511,503	503,966	7,537	1.5
Escambia County	322,364	319,379	2,985	0.9
Santa Rosa County	189,139	184,587	4,552	2.5
Florida	21,733,312	21,492,056	241,256	1.1

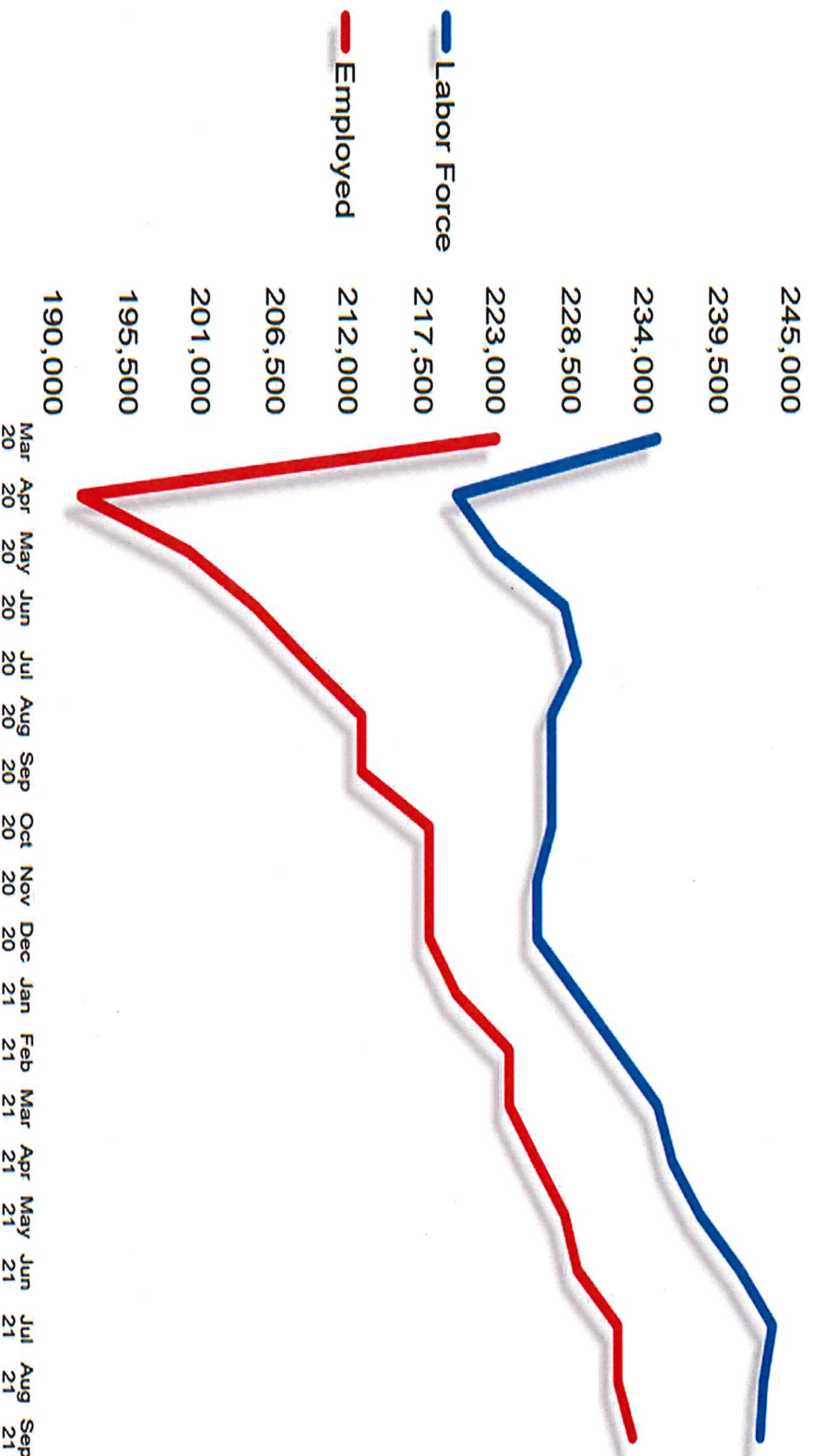
Average Annual Wage	2020	2019	change	percent change
CareerSource Escarosa	\$47,247	\$44,347	\$2,900	6.5
Escambia County	\$48,847	\$45,786	\$3,061	6.7
Santa Rosa County	\$41,701	\$39,341	\$2,360	6.0
Florida	\$55,845	\$51,744	\$4,101	7.9

Note: All data are subject to revision.

Source: Florida Department of Economic Opportunity, Bureau of Workforce Statistics and Economic Research.

Employment / Unemployment Data	Pensacola-Ferry Pass-Brent Metropolitan Statistical Area													
	Jan 20	Apr 20 (COVID-19)	Jan 21	Feb 21	Mar 21	Apr 21	May 21	Jun 21	Jul 21	Aug 21	Sep 21	Difference Aug - Sep 21	Difference Jan 20 - Sep 21	Difference Apr 20 (COVID-19) - Sep 21
Unemployment Rate	3.7%	12.0%	4.1%	4.4%	4.5%	4.5%	4.3%	5.2%	4.8%	4.5%	3.9%	-0.6%	0.2%	-8.1%
Labor Force	230,019	218,140	229,667	232,608	235,190	236,735	238,650	241,381	243,568	242,790	242,253	(537)	12,234	24,113
Total Unemployed	8,508	25,952	9,311	8,331	10,690	10,656	10,247	12,539	11,599	10,847	9,373	(1,474)	865	(16,579)
Total Employment	221,511	192,188	220,356	224,277	224,500	226,079	228,603	228,842	231,969	231,943	232,880	937	11,369	40,692
Total Non-Agricultural Employment	186,000	173,200	183,600	185,700	185,600	186,800	185,900	185,600	185,600	187,400	187,700	300	1,700	14,500
Mining, Logging, and Construction	12,500	12,100	11,800	12,100	12,100	12,100	12,300	12,500	12,800	12,500	12,800	300	300	700
Manufacturing	7,000	6,500	6,800	6,900	6,900	6,900	6,900	7,000	7,000	7,100	7,100	0	100	600
Trade, Transportation, and Utilities	33,700	30,900	34,000	34,200	34,000	33,700	33,700	34,000	34,100	34,100	34,500	400	800	3,600
Wholesale Trade	5,700	5,600	5,700	5,700	5,800	5,700	5,700	5,800	5,900	5,900	5,900	0	200	300
Retail Trade	23,700	21,300	23,900	24,000	23,700	23,600	23,500	23,700	23,700	23,600	24,000	400	300	2,700
Transportation, Warehousing, and Utilities	4,300	4,000	4,400	4,500	4,500	4,400	4,500	4,500	4,500	4,600	4,600	0	300	600
Information	1,600	1,600	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	0	(100)	(100)
Financial Activities	14,900	14,600	15,200	15,300	15,200	15,400	15,400	15,500	15,700	16,100	15,900	(200)	1,000	1,300
Professional and Business Services	24,100	22,900	25,900	26,700	25,900	26,400	25,900	25,500	25,200	25,300	24,800	(500)	700	1,900
Education and Health Services	31,200	29,300	30,700	30,800	31,000	31,200	31,200	30,900	30,900	31,400	31,300	(100)	100	2,000
Leisure and Hospitality	25,700	20,800	22,900	23,000	23,800	24,100	24,300	24,700	24,900	24,600	24,300	(300)	(1,400)	3,500
Other Services	6,400	5,200	6,500	6,600	6,500	6,500	6,600	6,600	6,600	6,600	6,600	0	200	1,400
Government	28,900	29,300	28,300	28,700	28,700	28,900	28,100	26,400	26,900	28,200	28,900	700	0	(400)

Pensacola MSA Labor Force



November

2021

Subtitle

Marketing Campaigns in October

Manufacturing Month

Cyber Conferences Targeted

CO:LAB Videos released

ST Engineering – UPS Partnership

CyberCoast Website Analytics Sept - Oct

605 unique visitors / Washington



Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
	1	2	3	4 BOCC Meeting 5:00 pm	5	6
7	8	9 Committee of the Whole 9:00 AM	10	11	12	13
14	15	16 BOCC Meeting 5:00 pm	17 Entrecon	18 Entrecon Pensacola City Council Mtg. 5:30 PM	19	20
21	22	23 Pensacola City Council Special Mtg. 9:00 AM	24	25 Happy Thanksgiving!	26	27
28	29	30				