



January 24, 2023 at 10:00 AM
CO:LAB Pensacola
First Floor Conference Room

PEDC AGENDA

1. Verify Quorum
2. Call to Order
3. Public Notice (1.17.23)
4. Public Comment
5. FYE 22 Audit Presentation
 - a. Approval of FYE 22 Audit
6. Action Items
 - a. Consent for Approval
 - i. September 27, 2022 Meeting Minutes
 - ii. October 25, 2022 Joint 5 Year Strategic Plan Presentation Meeting Minutes
 - iii. November 14, 2022 Special Called Project Meeting Minutes
 - b. Approval of December 2022 Financials
 - c. Approval of FY 22-23 Budget
 - d. New Board Appointments
 - i. Jared Moore (November 2022) - Charles Bare as Replacement (November 26, 2024)
 - ii. Teniade Broughton (December 2022) - Allison Patton as Replacement (November 26, 2024)
 - iii. Benjamin Boutwell (January 31, 2025)
 - e. Bluffs
 - i. FDOT Supplemental Agreement Resolution
 - Supplemental Agreement for \$2.5M and \$5M
 - Extended Deadline by FDOT of 12/31/24
 - Extension of Contract with Cindy Anderson not to exceed \$8000
7. Discussion Items (No Board Action Anticipated)
 - a. Tech Park Update
 - b. Economic Development Update
 - c. Legislative/Triumph Updates
8. Other Business
9. Adjourn

Melissa Stoker

Steven Barry

Scott Luth

Fiscal Year Meeting Schedule

2.21.23

3.28.23

4.25.23

5.23.23

6.27.23

7.25.23

8.22.23: Committee/Officer Nominations

9.26.23: Annual Meeting

Board of Directors
Pensacola-Escambia County Promotion
and Development Commission
Pensacola, Florida

We have audited the financial statements of the governmental activities and General Fund of the Pensacola-Escambia County Promotion and Development Commission (the “Commission”) for the year ended September 30, 2022. Professional standards require that we provide you with information about our responsibilities under generally accepted auditing standards and *Government Auditing Standards*, as well as certain information related to the planned scope and timing of our audit. We have communicated such information in our letter to you dated October 3, 2022. Professional standards also require that we communicate to you the following information related to our audit.

Significant Audit Findings

Qualitative Aspects of Accounting Practices

Management is responsible for the selection and use of appropriate accounting policies. The significant accounting policies used by the Commission are described in Note 1 to the financial statements. No new accounting policies were adopted and the application of existing policies was not changed during fiscal year 2022. We noted no transactions entered into by the Commission during the year for which there is a lack of authoritative guidance or consensus. All significant transactions have been recognized in the financial statements in the proper period.

Accounting estimates are an integral part of the financial statements prepared by management and are based on management’s knowledge and experience about past and current events and assumptions about future events. Certain accounting estimates are particularly sensitive because of their significance to the financial statements and because of the possibility that future events affecting them may differ significantly from those expected. The most sensitive estimate affecting the Commission’s financial statements was

Management’s estimate of the Technology Park Property’s value which is based on an appraisal. We evaluated the key factors and assumptions used to develop the Technology Park Property’s value in determining that it is reasonable in relation to the financial statements taken as a whole.

Certain financial statement disclosures are particularly sensitive because of their significance to financial statement users. The most sensitive disclosure affecting the financial statements was:

The Technology Park disclosure in Note 3 and property held for resale in Note 4 to the financial statements. These are considered sensitive because of the unique situation in which the properties are properly accounted for in governmental activities.

The financial statement disclosures are neutral, consistent, and clear.

Difficulties Encountered in Performing the Audit

We encountered no significant difficulties in dealing with management in performing and completing our audit.

Corrected and Uncorrected Misstatements

Professional standards require us to accumulate all known and likely misstatements identified during the audit, other than those that are clearly trivial, and communicate them to the appropriate level of management. We have communicated all adjustments to management. The following material misstatements detected as a result of audit procedures were corrected by management:

- To record interest expense and true-up related payable to the County for the Technology Park line of credit.
- To true-up deferred inflows of resources, rent receivable, and rent revenue related to the Pegasus project.

Disagreements with Management

For purposes of this letter, a disagreement with management is a financial accounting, reporting, or auditing matter, whether or not resolved to our satisfaction, that could be significant to the financial statements or the auditor's report. We are pleased to report that no such disagreements arose during the course of our audit.

Management Representations

We have requested certain representations from management that are included in the management representation letter dated December 9, 2022.

Management Consultations with Other Independent Accountants

In some cases, management may decide to consult with other accountants about auditing and accounting matters, similar to obtaining a "second opinion" on certain situations. If a consultation involves application of an accounting principle to the governmental unit's financial statements or a determination of the type of auditor's opinion that may be expressed on those statements, our professional standards require the consulting accountant to check with us to determine that the consultant has all the relevant facts. To our knowledge, there were no such consultations with other accountants.

Other Audit Findings or Issues

We generally discuss a variety of matters, including the application of accounting principles and auditing standards, with management each year prior to retention as the Commission's auditors. However, these discussions occurred in the normal course of our professional relationship and our responses were not a condition to our retention.

Other Matters

We applied certain limited procedures to Management's Discussion and Analysis, which is required supplementary information ("RSI") that supplements the basic financial statements. Our procedures consisted of inquiries of management regarding the methods of preparing the information and comparing the information for consistency with management's responses to our inquiries, the basic financial statements, and other knowledge we obtained during our audit of the basic financial statements. We did not audit the RSI and do not express an opinion or provide any assurance on the RSI.

Restriction on Use

This information is intended solely for the use of the Board of Directors and management of the Commission and is not intended to be, and should not be, used by anyone other than these specified parties.

Very truly yours,

A handwritten signature in black ink, reading "Saltmarsh Cleveland & Lund". The signature is written in a cursive, flowing style.

Pensacola, Florida
December 9, 2022



Saltmarsh

Saltmarsh, Cleaveland & Gund

CERTIFIED PUBLIC ACCOUNTANTS AND CONSULTANTS

**PENSACOLA-ESCAMBIA COUNTY PROMOTION
AND DEVELOPMENT COMMISSION**

PENSACOLA, FLORIDA

FINANCIAL STATEMENTS

SEPTEMBER 30, 2022

**PENSACOLA-ESCAMBIA COUNTY PROMOTION
AND DEVELOPMENT COMMISSION**

PENSACOLA, FLORIDA

FINANCIAL STATEMENTS

SEPTEMBER 30, 2022

TABLE OF CONTENTS

	PAGE
Independent Auditor's Report	1
Management's Discussion and Analysis	4
Financial Statements:	
Statement of Net Position	9
Statement of Activities	10
Statement of Revenues, Expenditures and Changes in Fund Balance - Budget and Actual - General Fund	11
Notes to Financial Statements	12
Other Reports:	
Independent Auditor's Report on Internal Control Over Financial Reporting and on Compliance and Other Matters Based on an Audit of Financial Statements Performed in Accordance with <i>Government Auditing Standards</i>	19
Independent Accountant's Report on Compliance with Section 218.415, Florida Statutes	21
Management Letter	22

INDEPENDENT AUDITOR'S REPORT

Board of Directors
Pensacola-Escambia County Promotion
and Development Commission
Pensacola, Florida

Opinion

We have audited the accompanying financial statements of the Pensacola-Escambia County Promotion and Development Commission (the "Commission") as of and for the year ended September 30, 2022, and the related notes to the financial statements, which collectively comprise the Commission's basic financial statements as listed in the table of contents.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of the Commission as of September 30, 2022, and the changes in its financial position and the budgetary comparison for the General Fund for the year then ended in conformity with accounting principles generally accepted in the United States of America.

Basis for Opinion

We conducted our audit in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States. Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of the Commission, and to meet our other ethical responsibilities, in accordance with the relevant ethical requirements relating to our audit. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinions.

Responsibilities of Management for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

Board of Directors
Pensacola-Escambia County Promotion
and Development Commission

In preparing the financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about the Commission's ability to continue as a going concern for twelve months beyond the financial statement date, including any currently known information that may raise substantial doubt shortly thereafter.

Auditor's Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinions. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with generally accepted auditing standards and *Government Auditing Standards* will always detect a material misstatement when it exists. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Misstatements are considered material if there is a substantial likelihood that, individually or in the aggregate, they would influence the judgment made by a reasonable user based on the financial statements.

In performing an audit in accordance with generally accepted auditing standards, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Commission's internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about the Commission's ability to continue as a going concern for a reasonable period of time.

We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit, significant audit findings, and certain internal control-related matters that we identified during the audit.

Required Supplementary Information

Accounting principles generally accepted in the United States of America require that the management's discussion and analysis on pages 4 through 8 be presented to supplement the basic financial statements. Such information, although not a part of the basic financial statements, is required by the Governmental Accounting Standards Board, who considers it to be an essential part of financial reporting for placing the basic financial statements in an appropriate operational, economic, or historical context. We have applied certain limited procedures to the required supplementary information in accordance with auditing standards generally accepted in the United States of America, which consisted of inquiries of management about the methods of preparing the information and comparing the information for consistency with management's responses to our inquiries, the basic financial statements, and other knowledge we obtained during our audit of the basic financial statements. We do not express an opinion or provide any assurance on the information because the limited procedures do not provide us with sufficient evidence to express an opinion or provide any assurance.

Other Reporting Required by *Government Auditing Standards*

In accordance with *Government Auditing Standards*, we have also issued our report dated December 9, 2022 on our consideration of the Commission's internal control over financial reporting and on our tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements and other matters. The purpose of that report is to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on the internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the Commission's internal control over financial reporting and compliance.



Pensacola, Florida
December 9, 2022

**Pensacola-Escambia County Promotion and Development Commission
Management's Discussion and Analysis
For the Year Ended September 30, 2022**

Our discussion and analysis of the financial performance of the Pensacola-Escambia County Promotion and Development Commission (the "Commission") provides an overview of the Commission's financial activities for the fiscal year ended September 30, 2022. Please review it in conjunction with the Commission's financial statements.

FINANCIAL HIGHLIGHTS

- Total assets for the Pensacola-Escambia County Promotion and Development Commission increased by \$10,980,472 from 2021 due to \$2,539,588 rent receivable and \$8,400,000 increase in assets held for resale related to a warehouse purchased and leased to Pegasus Laboratories, Inc. ("Pegasus"). The assets were acquired, and the rent receivable was recorded in connection with an agreement with Pegasus.
- Liabilities increased by \$8,299,829 due to a refundable advance of \$2,500,000 recorded for the Triumph Gulf Coast grant and \$5,780,914 due to Pegasus under a note payable issued in connection with the warehouse purchase.
- Deferred inflows of resources increased by \$2,528,794 to account for unearned rent income resulting from the lease agreement with Pegasus.

USING THIS ANNUAL REPORT

This annual report consists of a series of financial statements. The Statement of Net Position and the Statement of Activities (on pages 9-10) provide information about the activities of the Commission as a whole and present a longer-term view of the Commission's finances.

Reporting on the Commission as a Whole

The Statement of Net Position and the Statement of Activities

Our analysis of the Commission as a whole begins on the following page. One of the important questions asked about the Commission's finances is "Is the Commission as a whole better off or worse as a result of the year's activities?" The Statement of Net Position and the Statement of Activities report information about the Commission as a whole and about its activities in a way that helps answer this question. These statements include all assets and liabilities using the accrual basis of accounting, which is similar to accounting used by most private-sector companies. Accrual of the current year's revenues and expenses are taken into account regardless of when cash is received or paid.

These two statements report the Commission's net assets and changes in them. You can think of the Commission's net assets, the difference between assets, what the Commission owns, and liabilities, what the Commission owes, as one way to measure the Commission's financial health, or financial position. Over time, increases or decreases in the Commission's net assets are one indicator of whether its financial health is improving or deteriorating. You will need to consider other non-financial factors, however, such as continuing local government support, to assess the overall health of the Commission.

**Pensacola-Escambia County Promotion and Development Commission
Management's Discussion and Analysis
For the Year Ended September 30, 2022**

Reporting the Commission's Funds

Notes to the Financial Statements: The notes provide additional information that is essential to a full understanding of the data provided in the government-wide financial statements. The notes to the financial statements can be found on pages 12-16 of this report.

THE COMMISSION AS A WHOLE

The Commission's total net position changed from a year ago, increasing from \$4,416,414 to \$4,568,263. Our analysis below focuses on the net position (Table 1) and changes in net position of the Commission's governmental activities.

**Table 1
Net Position
(in thousands)**

	<u>2021</u>	<u>2022</u>
Cash	\$ 882	\$ 816
Rent receivable	-	2,539
Grant receivable	-	97
Prepaid expenses	-	10
Property held for resale	-	8,400
Technology Park property	5,850	5,850
Total Assets	<u>\$ 6,732</u>	<u>\$ 17,712</u>
Accounts payable	\$ 2	\$ 2
Refundable advance	-	2,500
Technology Park payable – County	2,314	2,333
Note payable	-	5,780
Total liabilities	<u>2,316</u>	<u>10,615</u>
Deferred inflows of resources	<u>-</u>	<u>2,529</u>
Net Position:		
Restricted	61	61
Unrestricted	4,355	4,507
Total net position	<u>4,416</u>	<u>4,568</u>
Total Liabilities and Net Position	<u>\$ 6,732</u>	<u>\$ 17,712</u>

**Pensacola-Escambia County Promotion and Development Commission
Management's Discussion and Analysis
For the Year Ended September 30, 2022**

Statement of Activities

Prior year revenue totaled \$776,853 versus current year revenue of \$1,263,529. This increase is due to an increase in rent revenue and grant funds.

Prior year expenses totaled \$805,796 versus current year expenses of \$1,111,680. This increase is primarily due to an increase in grant expenditures.

**Table 2
Final Budget versus Actual Results (GAAP Basis)
General Fund**

	<u>Final Budget</u>	<u>Actual</u>	<u>Variance</u>
Revenues:			
Governmental -			
Intergovernmental	\$ 775,000	\$ 775,000	\$ 0
Program -			
Rent Revenue	108,666	109,945	1,279
Grant Revenue	300,000	319,299	19,299
Foreign trade zone	1,469	1,469	0
Interest income	53,597	52,816	(781)
Other Income	5,000	5,000	0
Expenditures:			
Current -			
General government	\$ 1,243,732	\$ 1,111,680	\$ 132,052
Net Change in Fund Balance	\$ 0	\$ 151,849	\$ 151,849

ECONOMIC FACTORS

The economic development mission of the Commission remains constant. The Commission contracted with the Community Economic Development Association of Pensacola and Escambia County d/b/a FloridaWest Economic Development Alliance ("FloridaWest") for all its staffing and operational activities again this past year. This includes performing management duties on behalf of the Commission, economic development, and marketing. Since the creation of FloridaWest, the combined efforts of both organizations have supported a commitment from private companies to create/retain approximately 8,200 jobs, \$430 million in annual payroll, and \$796 million in new capital investments. The Commission requested level funding from Escambia County and the City of Pensacola for the current fiscal year. The funds were used for the activities of the Commission as well as for FloridaWest's public funding contribution. Escambia County granted the funding request to the Commission. Half of the funding request from the City of Pensacola came to the Commission and the other half of the funding for economic development came to FloridaWest under a separate agreement.

**Pensacola-Escambia County Promotion and Development Commission
Management's Discussion and Analysis
For the Year Ended September 30, 2022**

The Commission took ownership of property from Escambia County and the City of Pensacola for the purpose of developing it into a Technology Campus during 2008. Construction of the initial infrastructure for the Campus, partially funded with a line of credit from Escambia County, was completed in June 2012. In December 2012, the Commission sought to re-appraise the Technology Campus value to more accurately reflect the current market value of the property. Also, in fiscal year 2013 the Commission approved an updated version of the Inter-local Agreement between the Commission, City of Pensacola, Escambia County and the Community Redevelopment Agency ("CRA"), which included both City and County forgiveness of debt for the Technology Campus property and the ability to market and sell or lease the property independently of City or County approval. The line of credit from Escambia County will be paid for using proceeds from the sale of the lots on the Technology Campus. Once eighty percent of the developable square footage of the Technology Campus has been conveyed by the Commission to a third party, the net ad valorem property tax received by the City and by the County from the properties within the Campus shall be applied to repayment of the line of credit.

The letter of interest from a private company to construct a multi-tenant facility previously received by the Commission has expired. The Commission will continue to work to identify the right project that has the highest and best use for the park.

The development of the "Bluffs" continues to be a high priority project for the Commission. Beginning in fiscal year 2014/2015 to the end of fiscal year 2021/2022, the Commission has received and spent approximately \$11.4 million from the Department of Economic Opportunity ("DEO") and the Florida Department of Transportation ("FDOT"). The Commission was appropriated legislative funding from the State of Florida this year in the amount of \$5,000,000 for a transportation infrastructure project from FDOT. All funding is associated with developing sites along the Lower Escambia River Basin into major industrial sites to target high-energy, aerospace, or other industrial-manufacturing businesses to boost economic development and job growth. All grant contracting and work with this phase is associated with the Bluffs Entrance at Ascend Performance Materials/Emerald Coast Utilities Authority/Chemstrand Road Intersection. Planning, engineering, design and construction for the entrance to The Bluffs Industrial Corridor and Transportation Upgrades at the multi-leg intersection of New Chemstrand Road, Old Chemstrand Road, Emerald Coast Utilities Authority's entrance drive and Ascend Performance Materials entrance drive(s).

The Commission was the recipient of a \$2,500,000 Triumph Gulf Coast grant to provide partial funding to acquire land and renovate a 172,000+- square foot building at Ellyson Field Industrial Park in Pensacola, Florida, which Property was then to be leased by the Commission to Pegasus Laboratories, Inc. ("Pegasus"), a Missouri corporation. Pegasus will create at least 63 new jobs at an average wage of not less than \$61,204. Pegasus will also invest \$3,800,000 in renovation (buildout to suit their specialized operation) and approximately \$5,465,000 for necessary R&D and manufacturing equipment.

**Pensacola-Escambia County Promotion and Development Commission
Management's Discussion and Analysis
For the Year Ended September 30, 2022**

The Commission remains the Grantee for Foreign-Trade Zone ("FTZ") #249 and continues to fulfill all its responsibilities as the designated grantee for FTZ #249. FTZ #249 consists of sites at the Port of Pensacola, Pensacola International Airport, Pensacola Marine Terminal (2 sites: Pensacola Shipyard and Spruce Street Industrial Complex), Century Industrial Park and a designated sub-zone for the GE Wind Energy Plant. The Commission, with the assistance of its FTZ consulting company, submitted the FTZ #249's annual report to the Foreign Trade Zone Board. This past year the Commission finalized the application process to reorganize the FTZ#249 under the alternate site framework and expand into all of Escambia, Santa Rosa and Okaloosa Counties. The Commission also received notification about the approved expansion of FTZ 249 and concurrence was given in accordance with CR 146.7 for a Foreign-Trade Zone Operator Agreement between SnackCrate, Inc. (a local expanding company) and the Commission, the Zone Grantee.

REQUEST FOR INFORMATION

This financial report is designed to provide a general overview of the Commission's finances for all those with interest in the government's finances. Questions concerning any of the information provided in this report or requests for additional financial information should be addressed to the FloridaWest Economic Development Alliance, 3 W. Garden Street, Suite 618, Pensacola, Florida 32502.



Scott Luth
CEO, FloridaWest Economic Development Alliance

FINANCIAL STATEMENTS

**PENSACOLA-ESCAMBIA COUNTY PROMOTION
AND DEVELOPMENT COMMISSION
STATEMENT OF NET POSITION
SEPTEMBER 30, 2022**

ASSETS

Cash and cash equivalents	\$ 815,738
Rent receivable	2,539,588
Grant receivable	96,914
Prepaid expenses	10,248
Property held for resale	8,400,000
Technology Park property, net	<u>5,850,000</u>
Total Assets	<u>\$ 17,712,488</u>

LIABILITIES AND NET POSITION

Liabilities:

Accounts payable	\$ 2,233
Refundable advance	2,500,000
Technology Park payable - County	2,332,284
Note payable	<u>5,780,914</u>
Total liabilities	<u>10,615,431</u>

Deferred Inflows of Resources:

Unearned rent revenue	<u>2,528,794</u>
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Net Position:

Restricted	61,198
Unrestricted:	
Committed	52,309
Unassigned	<u>4,454,756</u>
Total net position	<u>4,568,263</u>

Total Liabilities, Deferred Inflows and Net Position	<u>\$ 17,712,488</u>
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The accompanying notes are an integral
part of these financial statements.

**PENSACOLA-ESCAMBIA COUNTY PROMOTION
AND DEVELOPMENT COMMISSION
STATEMENT OF ACTIVITIES
YEAR ENDED SEPTEMBER 30, 2022**

Revenues:

Governmental -	
Intergovernmental - City	\$ 175,000
Intergovernmental - County	600,000
Program -	
Rent revenue	109,945
Grant revenue	319,299
Foreign trade zone	1,469
Interest income	52,816
Other income	5,000
Total revenues	<u>1,263,529</u>

Expenses:

Current -	
General government -	
Economic development	1,017,790
Audit and accounting	7,311
Legal	3,395
Foreign trade zone	1,250
Interest expense	69,773
Miscellaneous	12,161
Total expenses	<u>1,111,680</u>

Change in Net Position	151,849
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Net Position, Beginning of Year	<u>4,416,414</u>
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Net Position, End of Year	<u>\$ 4,568,263</u>
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The accompanying notes are an integral
part of these financial statements.

**PENSACOLA-ESCAMBIA COUNTY PROMOTION
AND DEVELOPMENT COMMISSION
STATEMENT OF REVENUES, EXPENDITURES AND CHANGES
IN FUND BALANCE - BUDGET AND ACTUAL - GENERAL FUND
YEAR ENDED SEPTEMBER 30, 2022**

	General Fund		
	Budget	Actual	Variance - Favorable (Unfavorable)
Revenues:			
Governmental -			
Intergovernmental - City	\$ 175,000	\$ 175,000	\$ -
Intergovernmental - County	600,000	600,000	-
Program -			
Rent revenue	108,666	109,945	1,279
Grant revenue	300,000	319,299	19,299
Foreign trade zone	1,469	1,469	-
Interest income	53,597	52,816	(781)
Other income	5,000	5,000	-
Total revenues	<u>1,243,732</u>	<u>1,263,529</u>	<u>19,797</u>
Expenditures:			
Current -			
General government -			
Economic development	1,025,000	1,017,790	7,210
Audit and accounting	7,311	7,311	-
Legal	5,343	3,395	1,948
Contractual services - Foreign Trade Zone	1,250	1,250	-
Interest expense	69,773	69,773	-
Miscellaneous	135,055	12,161	122,894
Total expenditures	<u>1,243,732</u>	<u>1,111,680</u>	<u>132,052</u>
Net Change in Fund Balance	<u>\$ -</u>	<u>\$ 151,849</u>	<u>\$ 151,849</u>

The accompanying notes are an integral
part of these financial statements.

NOTES TO FINANCIAL STATEMENTS

**PENSACOLA-ESCAMBIA COUNTY PROMOTION
AND DEVELOPMENT COMMISSION
NOTES TO FINANCIAL STATEMENTS
SEPTEMBER 30, 2022**

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

A. The Reporting Entity

The Pensacola-Escambia County Promotion and Development Commission (“the Commission”) was established by the Legislature of the State of Florida to promote and develop tourism and industry in Escambia County and in the City of Pensacola. The Commission is governed by a nine member board consisting of representatives of the Board of County Commissioners of Escambia County, the City of Pensacola City Council, the Town of Century and the Greater Pensacola Chamber. The Commission is a joint venture of Escambia County and the City of Pensacola and is economically dependent on funding from these entities.

B. Measurement Focus, Basis of Accounting and Financial Statement Presentation

The government-wide financial statements (i.e., the statement of net position and the statement of activities) report information on all of the nonfiduciary activities of the Commission.

The basis of accounting refers to when revenues, expenditures or expenses are recognized in the accounts and reported in the financial statements. Basis of accounting relates to the timing of the measurements made, regardless of the measurement focus applied.

The government-wide financial statements are reported using the economic resources measurement focus and the accrual basis of accounting. Revenues are recorded when earned and expenses are recorded when a liability is incurred, regardless of the timing of related cash flows.

Governmental fund financial statements are reported using the current financial resources measurement focus and the modified accrual basis of accounting. Revenues are recognized as soon as they are both measurable and available. Revenues are considered to be available when they are collectible within the current period or soon enough thereafter to pay liabilities of the current period. For this purpose, revenues are considered to be available if they are collected within 60 days of the end of the current fiscal period. Expenditures generally are recorded when a liability is incurred, as under accrual accounting.

There are no material differences between the accrual basis of accounting and the modified accrual basis of accounting in the Commission’s financial statements. Accordingly, separate financial statements have not been prepared for the General Fund.

The Commission reports the following fund:

Governmental Fund

The General Fund is used to account for all financial resources except those required to be accounted for in another fund.

**PENSACOLA-ESCAMBIA COUNTY PROMOTION
AND DEVELOPMENT COMMISSION
NOTES TO FINANCIAL STATEMENTS
SEPTEMBER 30, 2022**

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

C. General Budget Policies

The Board approves total budget appropriations only. Management is authorized to transfer budget amounts between department and object codes. However, any revisions that alter the total appropriations must be approved by the Board. Therefore, the level of budgetary responsibility is by total appropriations. The operating budget amounts are supported by revenue estimates and take into account re-appropriations of accumulated surpluses to the extent necessary.

Formal budgetary integration is employed as a management device during the year.

D. Budgetary Basis of Accounting

The budget is prepared in accordance with generally accepted accounting principles.

The budget amounts shown in the financial statements are the final authorized amounts as amended during the year.

E. Restricted and Unrestricted Resources

When an expense is incurred for purposes for which both restricted and unrestricted resources are available, it is the Commission's policy to use restricted resources first, then unrestricted resources as they are needed. Within the unrestricted category, committed resources are used first, then assigned resources, if any, followed by unassigned resources as needed. The Commission establishes (and modifies or rescinds) net asset commitments by passage of a Board of Directors resolution.

F. Assets, Liabilities, and Deferred Inflows

Rent Receivable

Rent receivable is stated at the amount the Commission is entitled to under the agreement for property held for resale further described in Note 4. Management provides for probable uncollectible amounts through a provision for bad debt expense and an adjustment to a valuation allowance based on its assessment of the current status of the receivables. If any portion of the rent due under the agreement is still outstanding after management has used reasonable collection efforts, such amount will be written off through a charge to the valuation allowance and a credit to the applicable rent receivable account. As of September 30, 2022, management believes all amounts are collectible and therefore has not reserved an allowance for uncollectible rent.

**PENSACOLA-ESCAMBIA COUNTY PROMOTION
AND DEVELOPMENT COMMISSION
NOTES TO FINANCIAL STATEMENTS
SEPTEMBER 30, 2022**

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

F. Assets, Liabilities, and Deferred Inflows (Continued)

Refundable Advance

The Commission recognizes assets and liabilities associated with voluntary nonexchange transactions when all applicable eligibility requirements are met or the resources are received, whichever is first. When resources are received in advance of eligibility requirements being met, the Commission records such funding as a refundable advance until all eligibility requirements and stipulations associated with the funding have been met, at which point in time, the funding is recognized as revenue.

Deferred Inflows of Resources

The Commission has implemented the provisions of GASB Statement Nos. 63 and 65. Statement No. 63, *Financial Reporting of Deferred Outflows of Resources, Deferred Inflows of Resources, and Net Position*, provides financial reporting guidance for deferred outflows and inflows of resources, originally introduced and defined in GASB Concepts Statement No. 4, *Elements of Financial Statements*, as an acquisition or consumption, respectively, of net assets applicable to a future reporting period. Further, Concepts Statement No. 4 also identifies net position as the residual of all other elements presented in a Statement of Net Position. Statement No. 65, *Items Previously Reported As Assets and Liabilities*, reclassifies and recognizes certain items that were formerly reported as assets and liabilities as one of the four financial statement elements, (1) deferred outflows of resources, (2) outflows of resources, (3) deferred inflows of resources, and (4) inflows of resources. Concepts Statement No. 4 requires that deferred outflows and deferred inflows be recognized only in those instances specifically identified in GASB pronouncements. Statement No. 65 provides that guidance.

The Commission reports increases and decreases in net position that relate to future periods as deferred inflows of resources and deferred outflows of resources, respectively, in a separate section of the statement of net position.

NOTE 2 - CASH AND INVESTMENTS

The investment of surplus funds is governed by the provisions of Section 218.415, Florida Statutes, as to the types of investments that can be made. Investments authorized by the statute include:

- (a) The Local Government Surplus Funds Trust Fund, or any intergovernmental investment pool authorized pursuant to the Florida Interlocal Cooperation Act, as provided in Section 163.01.
- (b) Securities and Exchange Commission registered money market funds with the highest credit quality rating from a nationally recognized rating agency.
- (c) Interest-bearing time deposits or savings accounts in qualified public depositories, as defined in Section 280.02.
- (d) Direct obligations of the U.S. Treasury.

**PENSACOLA-ESCAMBIA COUNTY PROMOTION
AND DEVELOPMENT COMMISSION
NOTES TO FINANCIAL STATEMENTS
SEPTEMBER 30, 2022**

NOTE 2 - CASH AND INVESTMENTS (Continued)

The Commission has no investment policy that would further limit its investment choices.

Deposits:

Chapter 280, Florida Statutes, provides that deposits must be placed in a depository designated under the provisions of Chapter 136 and the regulations of the Department of Banking and Finance as a qualified public depository. As such, these deposits are considered to be fully insured.

The Commission's deposits at year end were entirely covered by federal depository insurance or pooled collateral held by the State Treasurer under the provisions of Chapter 280, Florida Statutes. At September 30, 2022, the carrying amount of the Commission's deposits was \$815,738 and the bank balance was \$852,904.

NOTE 3 - TECHNOLOGY PARK

In 2008, the Commission entered into an interlocal agreement (the "Agreement") with Escambia County (the "County"), the City of Pensacola (the "City") and the Community Redevelopment Agency ("CRA") of the City of Pensacola to develop a Technology Park in downtown Pensacola. Pursuant to the Agreement, the County and the City conveyed certain property to the Commission with a fair value of \$6,900,000 and \$1,425,000, respectively. The development of the Technology Park has been completed and the property is now considered to be held for resale. During the year ended September 30, 2013, the Commission recorded a fair value adjustment of \$5,718,106 to account for a decrease in fair value of the Technology Park property.

Under the Agreement, this property was conveyed to the Commission subject to a right of re-entry if certain goals were not met. The County provided a line of credit to fund development of the Technology Park infrastructure. Also, the County and City were to receive 83% and 17%, respectively, of the proceeds from sales of lots in the Technology Park after the County was reimbursed for all funding provided with the line of credit.

During 2013, the Agreement was amended so that County and City no longer require the Commission to reimburse the respective property interests conveyed unto it. The forgiveness of debt totaling \$4,069,512 was recorded in the statement of activities. Net proceeds from the sale of lots will be applied to the County line of credit until the line of credit is repaid in its entirety, at which time any additional proceeds from the sale of lots will remain with the Commission for future economic development projects. See Note 6 for further information.

**PENSACOLA-ESCAMBIA COUNTY PROMOTION
AND DEVELOPMENT COMMISSION
NOTES TO FINANCIAL STATEMENTS
SEPTEMBER 30, 2022**

NOTE 3 - TECHNOLOGY PARK (Continued)

Once eighty percent of the developable square footage of the Technology Park has been conveyed by the Commission to a third party, the net ad valorem property tax received by the City and by the County from the properties within the Technology Park shall be applied to repayment of any remaining balance on the line of credit.

Infrastructure costs of \$3,243,106 have been capitalized, of which \$1,926,938 were funded by the County. The remaining infrastructure costs of \$1,316,168 were funded by a grant.

The following is a summary of the carrying value of the Technology Park property and the associated liability due to the County as of September 30, 2022:

	<u>County</u>	<u>City</u>	<u>Total</u>
Initial land conveyance	\$ 6,900,000	\$ 1,425,000	\$ 8,325,000
Infrastructure funded by County	1,926,938		1,926,938
Infrastructure funded by grant	<u>1,316,168</u>		<u>1,316,168</u>
Technology Park property at cost	<u>\$ 10,143,106</u>	<u>\$ 1,425,000</u>	11,568,106
Fair value adjustment			<u>(5,718,106)</u>
Technology Park property at fair value			5,850,000
Accrued interest and other			551,796
Forgiveness of debt			<u>(4,069,512)</u>
Technology Park payable			<u><u>\$ 2,332,284</u></u>

The Technology Park payable accrues interest at the monthly yield rate required by the State Board of Administration for inter-fund loans and the County Investment Policy (2.61% at September 30, 2022)

NOTE 4 - PROPERTY HELD FOR RESALE

During the year ended September 30, 2022, the Commission entered into a collaborative agreement with Pegasus Laboratories, Inc. ("Pegasus") to finance the purchase of land and a warehouse for \$8.4 million from a third-party for use by Pegasus. The purchase was partially financed by the Commission with Triumph grant funding in the amount of \$2.5 million, with the remaining \$5.9 million financed by a promissory note payable to Pegasus. The Commission will retain ownership of the warehouse and will lease the space to the Pegasus throughout the incentive period of the grant, at which point the Commission will transfer ownership of the facility to Pegasus, if certain conditions have been met.

**PENSACOLA-ESCAMBIA COUNTY PROMOTION
AND DEVELOPMENT COMMISSION
NOTES TO FINANCIAL STATEMENTS
SEPTEMBER 30, 2022**

NOTE 4 - PROPERTY HELD FOR RESALE (Continued)

The warehouse is classified by the Commission as property held for resale, and as such, the facility will not be depreciated. As of September 30, 2022, the Commission had rent receivable and deferred inflows of resources representing unearned rent revenue, each in the amount of \$2.5 million, relating to the arrangement. The Commission also had an outstanding note payable of \$5.8 million due under the promissory note due to Pegasus. In addition, the \$2.5 million Triumph grant funding is considered a refundable advance within the statement of net position until certain conditions of the grant agreement have been satisfied.

NOTE 5 - NOTE PAYABLE

The note payable is summarized as follows:

Note payable to private company, monthly payments of \$30,184 including interest at 2.12%, matures April 1, 2032	<u><u>\$ 5,780,914</u></u>
--	----------------------------

Scheduled maturities of the note payable are as follows:

<u>Year ending September 30,</u>	
2023	\$ 221,628
2024	246,735
2025	252,016
2026	257,411
2027	262,922
Thereafter	<u>4,540,202</u>
	<u><u>\$ 5,780,914</u></u>

NOTE 6 - NET POSITION

Restricted net position includes \$61,198 contributed by the Emerald Coast Utilities Authority, which is restricted for economic development in the General Fund.

Committed net position includes \$52,309 of funds for future commerce park marketing and/or improvements.

**PENSACOLA-ESCAMBIA COUNTY PROMOTION
AND DEVELOPMENT COMMISSION
NOTES TO FINANCIAL STATEMENTS
SEPTEMBER 30, 2022**

NOTE 7 - RISK MANAGEMENT

The Commission is exposed to various levels of loss related to torts; theft of, damage to, and destruction of assets; errors and omissions; and natural disasters. To mitigate some of those risks, the Commission maintains a directors and officers liability policy and a commercial general liability policy. There have been no losses for these risks in any of the prior three fiscal years, and the Commission is not aware of any material liabilities related to these risks as of September 30, 2022.

NOTE 8 - COMMITMENTS AND CONTINGENCIES

FloridaWest Promotion Commitment:

The Commission has engaged the Community Economic Development Association, Inc. d/b/a FloridaWest Economic Development Alliance to promote economic development for the year ending September 30, 2023 for a fee of \$675,000.

Bluffs Contract Commitments:

The Commission has outstanding contract commitments relating to the Bluffs Project totaling \$174,900.

Triumph Gulf Coast Grant:

As described in Note 4, the Commission has received grant funding relating to an economic development incentive project upon which certain conditions must be met in order for the Commission to recognize revenue and retain the funds. The funding has been recorded in the statement of net position as a refundable advance. As of September 30, 2022, the Commission has not yet met those conditions. In the event conditions are not met, the Commission will have to return the \$2.5 million of funding received.

Technology Park Agreement:

As discussed in Note 3, the Commission entered into, and later amended, the “Agreement with the County, the City and the CRA of the City to develop a Technology Park in downtown Pensacola”. Under the amended agreement, the City and County have a right of re-entry on the property if the Commission does not sell at least one lot or enter into a long-term lease, not less than 15 years in duration, of at least one lot by September 6, 2016. As of September 30, 2022, the Commission has not yet sold or entered into a long-term lease for any of the Technology Park lots. However, neither the County nor the City had indicated that they will exercise their right of re-entry.

OTHER REPORTS

**INDEPENDENT AUDITOR'S REPORT ON INTERNAL CONTROL
OVER FINANCIAL REPORTING AND ON COMPLIANCE AND
OTHER MATTERS BASED ON AN AUDIT OF FINANCIAL STATEMENTS
PERFORMED IN ACCORDANCE WITH GOVERNMENT AUDITING STANDARDS**

Board of Directors
Pensacola-Escambia County Promotion
and Development Commission
Pensacola, Florida

We have audited, in accordance with the auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards* issued by the Comptroller General of the United States, the financial statements of the Pensacola-Escambia County Promotion and Development Commission (the "Commission") as of and for the year ended September 30, 2022, and the related notes to the financial statements, which collectively comprise the Commission's basic financial statements, and have issued our report thereon dated December 9, 2022.

Report on Internal Control Over Financial Reporting

In planning and performing our audit of the financial statements, we considered the Commission's internal control over financial reporting ("internal control") to determine the audit procedures that are appropriate in the circumstances for the purpose of expressing our opinions on the financial statements, but not for the purpose of expressing an opinion on the effectiveness of the Commission's internal control. Accordingly, we do not express an opinion on the effectiveness of the Commission's internal control.

A *deficiency in internal control* exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct, misstatements on a timely basis. A *material weakness* is a deficiency, or a combination of deficiencies, in internal control, such that there is a reasonable possibility that a material misstatement of the entity's financial statements will not be prevented, or detected and corrected on a timely basis. A *significant deficiency* is a deficiency, or a combination of deficiencies, in internal control that is less severe than a material weakness, yet important enough to merit attention by those charged with governance.

Board of Directors
Pensacola-Escambia County Promotion
and Development Commission

Our consideration of internal control was for the limited purpose described in the first paragraph of this section and was not designed to identify all deficiencies in internal control that might be material weaknesses or significant deficiencies. Given these limitations, during our audit we did not identify any deficiencies in internal control that we consider to be material weaknesses. However, material weaknesses may exist that have not been identified.

Report on Compliance and Other Matters

As part of obtaining reasonable assurance about whether the Commission's financial statements are free of material misstatement, we performed tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements, noncompliance with which could have a direct and material effect on the determination of financial statement amounts. However, providing an opinion on compliance with those provisions was not an objective of our audit, and accordingly, we do not express such an opinion. The results of our tests disclosed no instances of noncompliance or other matters that are required to be reported under *Government Auditing Standards*.

Purpose of this Report

The purpose of this report is solely to describe the scope of our testing of internal control and compliance and the results of that testing, and not to provide an opinion on the effectiveness of the entity's internal control or on compliance. This report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the entity's internal control and compliance. Accordingly, this communication is not suitable for any other purpose.



Pensacola, Florida
December 9, 2022

**INDEPENDENT ACCOUNTANT'S REPORT
ON COMPLIANCE WITH SECTION 218.415, FLORIDA STATUTES**

Board of Directors
Pensacola-Escambia County Promotion
And Development Commission
Pensacola, Florida

We have examined Pensacola-Escambia County Promotion and Development Commission's (the "Commission's") compliance with Section 218.415, Florida Statutes, regarding the investment of public funds during the year ended September 30, 2022. Management is responsible for the Commission's compliance with those requirements. Our responsibility is to express an opinion on the Commission's compliance based on our examination.

Our examination was conducted in accordance with attestation standards established by the American Institute of Certified Public Accountants and, accordingly, included examining, on a test basis, evidence about the Commission's compliance with those requirements and performing such procedures as we considered necessary in the circumstances. We believe that our examination provided a reasonable basis for our opinion. Our examination does not provide a legal determination on the Commission's compliance with specified requirements.

In our opinion, the Commission complied, in all material respects, with the aforementioned requirements for the year ended September 30, 2022.

This report is intended solely for the information and use of the Commission and the Auditor General, State of Florida, and is not intended to be and should not be used by anyone other than these specified parties.



Pensacola, Florida
December 9, 2022

MANAGEMENT LETTER

To the Board of Directors
Pensacola-Escambia County Promotion
and Development Commission
Pensacola, Florida

Report on the Financial Statements

We have audited the financial statements of the Pensacola-Escambia County Promotion and Development Commission (the “Commission”), as of and for the fiscal year ended September 30, 2022, and have issued our report thereon dated December 9, 2022.

Auditor’s Responsibility

We conducted our audit in accordance with auditing standards generally accepted in the United States of America; the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States.

Other Reporting Requirements

We have issued our Independent Auditor’s Report on Internal Control over Financial Reporting and on Compliance and Other Matters Based on an Audit of the Financial Statements Performed in Accordance with *Government Auditing Standards*. Disclosures in this report, which is dated December 9, 2022, should be considered in conjunction with this management letter.

Prior Audit Findings

Section 10.554(1)(i)1., Rules of the Auditor General, requires that we determine whether or not corrective actions have been taken to address findings and recommendations made in the preceding annual financial audit report. There were no findings and recommendations made in the preceding annual financial audit report.

Board of Directors
Pensacola-Escambia County Promotion
and Development Commission

Official Title and Legal Authority

Section 10.554(1)(i)4., Rules of the Auditor General, requires that the name or official title and legal authority for the primary government and each component unit of the reporting entity be disclosed in this management letter, unless disclosed in the notes to the financial statements. The official title for the Pensacola-Escambia County Promotion and Development Commission is disclosed in the notes to the financial statements. The Pensacola-Escambia County Promotion and Development Commission was established by Chapters 67-1365 and 89-481, Laws of Florida. There are no component units.

Financial Condition and Management

Sections 10.554(1)(i)5.a. and 10.556(7), Rules of the Auditor General, require us to apply appropriate procedures and communicate the results of our determination as to whether or not the Commission has met one or more of the conditions described in Section 218.503(1), Florida Statutes, and to identify the specific condition(s) met. In connection with our audit, we determined that the Commission did not meet any of the conditions described in Section 218.503(1), Florida Statutes.

Pursuant to Section 10.554(1)(i)5.c. and 10.556(8), Rules of the Auditor General, we applied financial condition assessment procedures for the Commission. It is management's responsibility to monitor the Commission's financial condition, and our financial condition assessment was based in part on representations made by management and the review of financial information provided by same.

Section 10.554(1)(i)2., Rules of the Auditor General, requires that we communicate any recommendations to improve financial management. In connection with our audit, we did not have any such recommendations.

Additional Matters

Section 10.554(1)(i)3., Rules of the Auditor General, requires us to communicate noncompliance with provisions of contracts or grant agreements, or abuse, that have occurred, or are likely to have occurred, that have an effect on the financial statements that is less than material but which warrants the attention of those charged with governance. In connection with our audit, we did not note any such findings.

Purpose of this Letter

Our management letter is intended solely for the information and use of the Legislative Auditing Committee, members of the Florida Senate and the Florida House of Representatives, the Florida Auditor General, Federal and other granting agencies, the Board of Directors, and applicable management, and is not intended to be and should not be used by anyone other than these specified parties.



Pensacola, Florida
December 9, 2022



September 27th, 2022 – CO:LAB Pensacola
418 W. Garden Street, Pensacola, FL 32502

PEDC Members Present: Dave Hoxeng, Steven Barry, Ben Boutwell, Bergosh, David Peaden, Dr. Lusharon Wiley

Staff: Scott Luth, Melissa Stoker, Danita Andrews, Patrick Rooney, Richard Sherrill

Guests: Dave Murzin, Brian Wyer, Quinn Breaux

1. **Verify Quorum/Roll Call:** Quorum was confirmed.
2. **Call to Order:** Dave Hoxeng called the meeting to order at 10:02 am.
3. **Public Notice:** This meeting was publicly noticed on 8/31/22.
4. **Public Comment:** Dave Hoxeng requested public comment. There was none.
5. **Action Items**
 - a. Approval of July 26th, 2022, Meeting Minutes
Steven Barry motioned.
Jeff Bergosh seconded.
Passed unanimously.
 - b. Approval of August 23rd, 2022 Meeting Minutes
Steven Barry motioned.
Jeff Bergosh seconded.
Passed unanimously.
 - c. Approval of August 2022 Financials
Steven Barry motioned.
Jeff Bergosh seconded.
Passed unanimously.
 - d. FYE 22 Budget Amendment
Steven Barry motioned.
Ben Boutwell seconded.
Passed unanimously.
 - e. FDOT Deposit Approval
Steven Barry motioned.
Lusharon Wiley seconded.
Passed unanimously.
 - f. FY 22-23 Meeting Schedule: Keep schedule consistent with history.
Steven Barry motioned.
Ben Boutwell seconded.
Passed unanimously.
 - g. Hancock Whitney: Set up Pegasus recurring wire.
David Peaden motioned.
Steven Barry seconded.

Passed unanimously.

Work with Hancock Whitney to set up Interest Rate Structure Options as recommended by HW

Jeff Bergosh motioned.

Steven Barry seconded.

Passed unanimously.

h. Election of Officers

David Peaden motioned for Dave Hoxeng to serve as Chairman.

Steven Barry motioned.

Jeff Bergosh seconded.

Passed unanimously.

Jeff Bergosh motioned for Steven Barry to serve as Vice Chairman.

David Peaden seconded.

Passed unanimously.

David Peaden motioned for Lusharon Wiley to serve as Secretary/Treasurer.

Steven Barry seconded.

Passed unanimously.

i. Additional Check Signer: Lusharon Wiley to be added in alignment with position of Secretary/Treasurer.

6. Discussion Items

a. Tech Park Update

1. MOU with City of Pensacola: Awaiting execution from City of Pensacola.

b. Economic Development Update: Scott Luth shared an update on EDATE expiration coming up and efforts to get this renewed on the November ballot. Through First Place Partners, funding has been raised and is being spent on this effort (postcards, billboards, radio, etc) to support this renewal. Scott Luth requested the PEDC board help share any messaging in alignment with this issue. Jeff Bergosh highly suggests polling on the issue. We will discuss targeting LOST after this campaign. Scott Luth shared an overview of the various Triumph asks currently out. There will be 3 support letters coming to the County Commissioners requesting execution for this effort.

c. Legislative/Funding Updates

1. Bluffs Update: Scott updated the board on the current contract status of the 2021-2022 legislative appropriations for the Bluffs. Scott asked for board approval for the PEDC Chair to sign all FDOT documents as they become available.

Steven Barry motioned to approve the FDOT Resolution for the \$5M Bluffs Entrance and South Extension.

Jeff Bergosh seconded.

Passed Unanimously.

2. State Cyber: Scott Luth shared that ongoing conversations with Senator Broxson are promising. The FloridaWest Executive Board met and will be proposing to bring a lobbyist on board to help land future projects at today's FloridaWest Board Meeting.

7. Other Business: David Peaden requested a letter be sent to the City Council requesting attendance at PEDC meetings by appointed members. Several other board members echoed this request in support.

8. Adjourn: Dave Hoxeng adjourned the meeting at 11:10 am.

Next Meeting: October 25th, 2022 at 1:00 pm

Respectfully Submitted By:

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



November 14th, 2022 – CO:LAB Pensacola
418 W. Garden Street, Pensacola, FL 32502

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

FloridaWest Members Present: Rick Byars, Ryan Tilley, Don Palmer, Olevia McNally, Jim Waite, Charletha Powell, Rebecca Ferguson, David Bear

FloridaWest Investors Present: Chris Plaeger, Dave Murzin, KC Gartman

Staff: Scott Luth, Melissa Stoker, Danita Andrews, Jessica Scholl, Richard Sherrill, Craig Dalton

Guests:

1. **Verify Quorum/Roll Call:** Quorum was confirmed.
2. **Call to Order:** Dave Hoxeng called the meeting to order at 12:37 pm.
3. **Public Notice:** This meeting was publicly noticed on 11.04.22.
4. **Public Comment:** Dave Hoxeng requested public comment. There was none.
5. **Project Overviews and Staff Recommendations:**

- **Project CORE:** SCIF Space: Before the term sheet, specifics would need to be worked out to ensure guarantees for PEDC.

Lewis Bear motioned to approve PEDC filing the pre-app and application while also exploring and reporting back to the board if it is better to built out new (Tech Park) or proceed with renovation plan.

Steven Barry seconded.

Passed unanimously.

FloridaWest Board Support

Ryan Tilley motioned to support.

Jim Waite seconded.

Passed unanimously.

- **Project LASER:** Pre-app has been approved. In partnership with SpaceFlorida, PEDC would go to Triumph for this. The asset would be leased back and retire the debt service.

Steven Barry motioned to proceed with the application.

Lewis Bear seconded.

Passed unanimously.

FloridaWest Board Support

Charletha Powell motioned to approve.

Olevia McNally seconded.

Passed unanimously.

- **OLF8:** County representation on the PEDC Board encouraged FloridaWest staff to work with the various partners and copy them on correspondence to help facilitate expeditious information

sharing and decision making. Steven Barry will have Joy call Don Palmer with ECUA. - Superfund Site: Danita Andrews to get specifics to County Representation to start moving forward.

- **Mid-Town Commerce Park:** FloridaWest staff will work with County staff to get appraisals/market analysis completed.

- **Additional Projects:** Scott Luth updated board members on status for each.

6. **Other Business:** There was none.

7. **Adjourn:** Dave Hoxeng adjourned the meeting at 1:56 pm

Next Meeting: January 24th, 2022

Respectfully Submitted By:

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

Pensacola Escambia County Promotion & Development Comm
Profit & Loss Budget Performance
October through December 2022

	Oct - Dec 22	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
4000 · City of Pensacola Income	43,750.00	175,000.00	-131,250.00	25.0%
4100 · Escambia County Income	150,000.00	600,000.00	-450,000.00	25.0%
4400 · Foreign Trade Zone Income	0.00	1,500.00	-1,500.00	0.0%
4500 · Tech Park Income	4,275.00	17,000.00	-12,725.00	25.15%
4520 · FOIL Income	18,907.00	500,000.00	-481,093.00	3.78%
4600 · Pegasus Income	89,357.62	387,000.00	-297,642.38	23.09%
4800 · Interest Income	4,100.07	19,000.00	-14,899.93	21.58%
4950 · Miscellaneous	2,322.85	2,750.00	-427.15	84.47%
Total Income	312,712.54	1,702,250.00	-1,389,537.46	18.37%
Gross Profit	312,712.54	1,702,250.00	-1,389,537.46	18.37%
Expense				
5004 · Economic Development	168,750.00	675,000.00	-506,250.00	25.0%
5010 · Foreign Trade Zone	0.00	1,250.00	-1,250.00	0.0%
5100 · Audit Fees	0.00	12,000.00	-12,000.00	0.0%
5310 · Insurance - D&O Liability	0.00	1,000.00	-1,000.00	0.0%
5320 · Legal Expenses	855.50	7,500.00	-6,644.50	11.41%
5330 · Bank Service Charges	0.00	100.00	-100.00	0.0%
5340 · Special District Fees	175.00	200.00	-25.00	87.5%
5400 · Technology Park Expenses	1,636.31	50,000.00	-48,363.69	3.27%
5420 · FOIL Expenses	45,131.00	500,000.00	-454,869.00	9.03%
5500 · New Project Expense	384.00	80,000.00	-79,616.00	0.48%
5600 · Miscellaneous Expense	0.00	200.00	-200.00	0.0%
5750 · Pegasus Expense	20,390.62	375,000.00	-354,609.38	5.44%
Total Expense	237,322.43	1,702,250.00	-1,464,927.57	13.94%
Net Ordinary Income	75,390.11	0.00	75,390.11	100.0%
Net Income	75,390.11	0.00	75,390.11	100.0%

Pensacola Escambia County Promotion & Development Comm
Balance Sheet

As of December 31, 2022
Dec 31, 22

ASSETS

Current Assets

Checking/Savings

1012 · Checking - Hancock Bank 412,891.72

1111 · HW Money Market 504,100.07

Total Checking/Savings 916,991.79

Accounts Receivable

1200 · Accounts Receivable 2,850.00

Total Accounts Receivable 2,850.00

Total Current Assets 919,841.79

Fixed Assets

1500 · Land 8,625,000.00

1600 · Land Improvements - Tech Park 3,243,106.03

1700 · Building - Pegasus 8,100,000.00

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

Total Fixed Assets 14,250,000.00

Other Assets

1400 · Rent Receivable 2,479,676.09

Total Other Assets 2,479,676.09

TOTAL ASSETS 17,649,517.88

LIABILITIES & EQUITY

Liabilities

Current Liabilities

Accounts Payable

2100 · Accounts Payable -30,183.58

Total Accounts Payable -30,183.58

Other Current Liabilities

2122 · Tech Park Payable - County LOC 2,332,284.00

Total Other Current Liabilities 2,332,284.00

Total Current Liabilities 2,302,100.42

Long Term Liabilities

2800 · Deferred Revenues 2,528,794.00

2810 · Deferred Grant Income - Pegasus 2,434,033.10

2900 · Due to Pegasus 5,740,937.09

Total Long Term Liabilities 10,703,764.19

Total Liabilities 13,005,864.61

Equity

32000 · Unrestricted Net Assets 4,454,755.96

3202 · Economic Development Projects 61,198.00

3203 · Commerce Park Impr/Mktg 52,309.20

Net Income 75,390.11

Total Equity 4,643,653.27

TOTAL LIABILITIES & EQUITY 17,649,517.88

7:36 AM
09/27/22
Cash Basis

	Oct 1, '21 - Sep 30, 22	FY 21-22 Budget	Over/Under Budget	FY 22-23 Budget
Ordinary Income/Expense				
Income				
4000 · City of Pensacola Income	175,000.00	175,000.00	0.00	175,000.00
4100 · Escambia County Income	600,000.00	600,000.00	0.00	600,000.00
4400 · Foreign Trade Zone Income	1,469.00	1,250.00	219.00	1,500.00
Total 4520 · FOIL Income	187,385.60	265,000.00	-77,614.40	500,000.00
Total 4600 · Pegasus Income	166,711.85	166,482.00	229.85	387,000.00
4700 · EDA Grant	35,000.00	35,000.00	0.00	
4500 · Tech Park Income	0.00	0.00	0.00	17,000.00
4950 · Misc Income	0.00	0.00	0.00	2,750.00
4800 · Interest Income	1,048.71	1,000.00	48.71	19,000.00
Total Income	1,166,615.16	1,243,732.00	-77,116.84	1,702,250.00
Gross Profit	1,166,615.16	1,243,732.00	-77,116.84	1,702,250.00
Expense				
5004 · Economic Development	675,000.00	675,000.00	0.00	675,000.00
5010 · Foreign Trade Zone	1,250.00	1,250.00	0.00	1,250.00
5100 · Audit Fees	7,310.61	12,000.00	-4,689.39	12,000.00
5310 · Insurance - D&O Liability	773.38	1,000.00	-226.62	1,000.00
5320 · Legal Expenses	3,395.00	7,500.00	-4,105.00	7,500.00
5330 · Bank Service Charges	523.29	100.00	423.29	100.00
5340 · Special District Fees	175.00	200.00	-25.00	200.00
Total 5400 · Technology Park Expenses	45,355.90	50,000.00	-4,644.10	50,000.00
Total 5420 · FOIL Expenses	280,439.50	265,000.00	15,439.50	500,000.00
Total 5500 · New Project Expense	9,877.34	30,000.00	-20,122.66	80,000.00
5600 · Miscellaneous Expense	812.25	200.00	612.25	200.00
5700 · DEO Grant Expense	35,000.00	35,000.00	0.00	0.00
Total 5750 · Pegasus Expense	51,766.94	166,482.00	-114,715.06	375,000.00
Total Expense	1,111,679.21	1,243,732.00	-132,052.79	1,702,250.00
Net Ordinary Income	54,935.95	0.00	54,935.95	0.00
Net Income	54,935.95	0.00	54,935.95	0.00

Office of the
City Clerk

City of
Pensacola



*America's First Settlement
Established 1559*

December 16, 2022

Mr. Scott Luth, Chief Executive Officer
FloridaWest Economic Development Alliance
3 West Garden Street, Suite 618
Pensacola, FL 32502

Dear Mr. Luth:

This is to advise you that the Pensacola City Council has appointed Charles Bare and Allison Patton as its representatives to the Pensacola Escambia Development Commission, for a term of two years expiring on November 26, 2024. You may contact Council Members Bare and Patton or forward agenda information to the following addresses:

Residence

Charles Bare
6021 Otter Point Road
Pensacola, FL 32504
850-977-3862
cbare@cityofpensacola.com

Residence

Allison Patton
850 S. Palafox St., Unit D
Pensacola, FL 32502
850-977-3892
apatton@cityofpensacola.com

Should you require additional information, please do not hesitate to contact me at the telephone number indicated below.

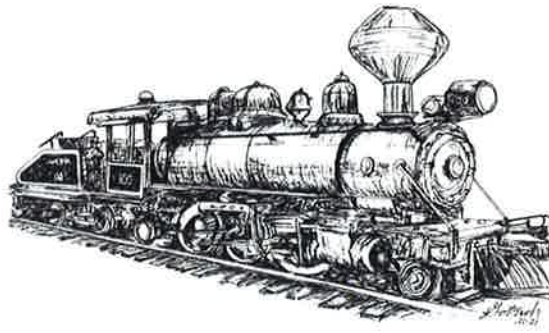
Sincerely,

Ericka L. Burnett
City Clerk

ELB

cc: Honorable Charles Bare
Honorable Allison Patton

Town of Century
7995 N. Century Blvd.
Century, Florida 32535



www.TownOfCenturyFlorida.com
(850)256-3208

January 4, 2023

Melissa Stoker, MSM
Director of Operations
P.O. Box 1992
Pensacola, FL 32591

Re: PEDC Appointment

Dear Ms. Stoker:

I am pleased to share that by unanimous vote during the Council Meeting on December 12, 2022, the Town Council approved reappointment of Mayor Benjamin D. Boutwell to the PEDC Board.

On behalf of the citizens, Town Council and staff, this letter is being sent to formally thank the PEDC for including Century in this worthwhile endeavor.

Sincerely,

Leslie Howington, CMC
Town Clerk

PENSACOLA-ESCAMBIA PROMOTION AND DEVELOPMENT COMMISSION

RESOLUTION
REGARDING APPROVAL OF SUPPLEMENTAL AGREEMENT WITH
FLORIDA DEPARTMENT OF TRANSPORTATION,
FPN: 439451-5-54-01/439451-6-54-01

At a duly noticed meeting of the Pensacola-Escambia Promotion and Development Commission (PEDC) held on January 24, 2023, at which a quorum was present,

1. It was moved, seconded and approved as follows:
 - (a) PEDC approves the terms of State-Funded Grant Supplemental Agreement with the Florida Department of Transportation (FDOT) FPN: 439451-6-54-01, which serves to supplement that certain State-Funded Grant Agreement entered into and executed on October 14, 2021 by and between PEDC and FDOT under original FPN 439451-5-54-01. The maximum additional amount of grant as so supplemented is \$7,500,000, and is for the express purpose of designing and constructing a transportation network and access program to support advanced manufacturing sites at The Bluffs.
 - (b) PEDC approves the extended deadline provided by FDOT of December 31, 2024 for completion of construction for the above-described project.
 - (c) PEDC approves the extension of the contract limits between PEDC and Cindy Anderson to an amount of \$8,000.
2. Further, it was moved, seconded and approved that the PEDC Chairman be authorized and directed to take all such action as is necessary and appropriate to effectuate this Resolution and to work with PEDC legal counsel to negotiate final form of the documents consistent with the terms so approved hereby.

LUSHARON WILEY, Secretary

date: _____ 2023

**STATE-FUNDED GRANT
SUPPLEMENTAL AGREEMENT**

SUPPLEMENTAL NO.

001

CONTRACT NO.

G2128

FPN

439451-5-54-01Recipient: Pensacola - Escambia Promotion and Development Commission (PEDC)

This Supplemental Agreement ("Supplemental"), dated _____ arises from the desire to supplement the State-Funded Grant Agreement ("Agreement") entered into and executed on October 14, 2021 as identified above. All provisions in the Agreement and supplements, if any, remain in effect except as expressly modified by this Supplemental.

The parties agree that the Agreement is to be amended and supplemented as follows:

Exhibit A - Project Description and Responsibilities

Exhibit B - Updated Schedule of Financial Assistance

Exhibit D - New Resolution Approving Agreement

Exhibit J - Updated State Financial Assistance Information

Reason for this Supplemental and supporting engineering and/or cost analysis:

The agreement is being supplemented to include the project 439451-6-54-01. This project builds on the previous work that is underway on the project. An additional \$5,000,000 will be added to complete the current phase of the project, as well as the additional costs associated with the new project. The new exhibit A outlines the work to be completed and added to the projects.

IN WITNESS WHEREOF, the parties have caused these presents to be executed the day and year first above written.

RECIPIENT:

Pensacola-Escambia Promotion & Development Commission

STATE OF FLORIDA

DEPARTMENT OF TRANSPORTATION

By: _____

Name:

Title:

By: _____

Name: Tim Smith, P.E.

Title: Director of Transportation Development

Legal Review:

EXHIBIT A**PROJECT DESCRIPTION AND RESPONSIBILITIES**FPN: 439451-6-54-01

This exhibit forms an integral part of the Agreement between the State of Florida, Department of Transportation and
Pensacola-Escambia Development Commission (the Recipient)

PROJECT LOCATION:

- ☐ The project is on the National Highway System.
- ☐ The project is on the State Highway System.

PROJECT LENGTH AND MILE POST LIMITS: N/A

PROJECT DESCRIPTION: The Pensacola-Escambia Promotion and Development Commission (PEDC) regularly receives requests from potential industries for development sites in Escambia County. To provide competitive responses, PEDC has developed a program for new industrial site inventories along the lower Escambia River basin in Escambia County, Florida.

As part of this effort, PEDC is pursuing a transportation network / access program to support advanced manufacturing sites at The Bluffs. The Bluffs is a master-planned industrial park located on or adjacent to property owned by four stakeholders: Emerald Coast Utilities Authority, ASCEND Performance Materials, Florida Power and Light, and the University of West Florida.

The work proposed herein builds on the previous work done on The Bluffs roadway network / access program. Specifically, the development of an industrial roundabout at the Old Chemstrand / New Chemstrand Road intersection and the addition of a South Extension to the industrial road leading to the Florida Power and Light property line. There are three parts to accomplishing this work, as follows:

Part A: Design and Permitting for an Industrial Roundabout at the intersection of Old Chemstrand and New Chemstrand Road.

Part B: Design and Permitting of an Industrial Roadway extending south of the intersection of Old Chemstrand and New Chemstrand Road to the Florida Power and Light property line.

Part C: Bidding, Construction, and Construction Administration of an Industrial Roundabout at the intersection of Old Chemstrand / New Chemstrand Road and a portion of the South Extension.

The items of work included under Part A are already covered under an existing Agreement (PEDC Contract No. G2128). The remaining work (Part B and Part C) are separated into 9 individual tasks, the tasks are associated with the remaining work as follows:

Part B - Design, permitting, and development of a set of bid ready construction documents for an Industrial Roadway extending south of the intersection of Old Chemstrand and New Chemstrand Road to the Florida Power and Light Property Line

The work associated with Part B includes the engineering design and permitting necessary to develop construction

documents for the extension of an industrial roadway south of the intersection of New Chemstrand Road and Old Chemstrand Road in Escambia County, FL. The work will begin at the end of pavement for the South Extension turn-out. The work will terminate at a cul-de-sac located north of the Florida Power and Light property Line. The preliminary calculated length of the proposed alignment is 9,213', or 1.74 miles. At the northerly extreme of the project, an industrial roundabout is currently under engineering design and permitting; no activity associated with this roundabout design and permitting work is part of this agreement.

Part B activities will include Industrial Roadway Design to provide access and utilities to developable lands in the area identified as "Cypress Bluff" in The Bluffs Industrial Park Master Plan. The associated activities will include concept designs, public involvement, topographical surveys, roadway design, stormwater management, signal and/or signage design, geotechnical services, environmental services, right-of-way assessments and right-of-way acquisition, utility coordination, stakeholder coordination, agency coordination, permitting, and other services necessary to complete the design for the roadway extension. All designs will conform to the FDOT Manual of Uniform Minimum Standards for Design, Construction, and Maintenance for Streets and Highways, (aka "Florida Greenbook") for Industrial Roadway Design and the most current version of the Escambia County Design Standards Manual.

The product for Part B will be a ready-to-advertise set of construction documents for the South Extension, as described herein.

Part B Task 1: Roadway Vertical and Horizontal Alignments

Planning, surveying, and engineering will be accomplished, as required, to support alignment and connection of an industrial roadway extension from the intersection of New Chemstrand Road and Old Chemstrand Road southerly to the Florida Power and Light property line. Right of way surveys will be performed to establish the existing right of way, as needed, to establish the project limits. This shall include the real property necessary to provide a continuous 100' right of way along the entire 1.74-mile length of the alignment. Legal descriptions of the real property needed to establish the right of way will be prepared.

Topographic surveys will be performed along the proposed right of way, as required, to identify the existing centerline profiles, adjacent grades, cross slopes, vegetation limits, drainage conveyance systems, connecting driveways, roadways and access points, and existing buried and overhead utilities. Topographic surveys will be completed as required to support the designs required herein and to conform to the required technical codes and standards.

The right of way and topographic surveys will be utilized to develop horizontal and vertical alignments that comply with the FDOT Manual of Uniform Minimum Standards for Design, Construction, and Maintenance for Streets and Highways, (aka "Florida Greenbook") for industrial roadway design, and the most current version of the Escambia County Design Standards Manual.

In addition to the horizontal and vertical alignments, the proposed right of way geometry shall include considerations for the following utility systems in accordance with The Bluffs Master Plan:

- Industrial Wastewater
- Process Water
- Natural Gas
- Electric Power
- Potable Water
- Sanitary Sewer
- Telecommunications

The horizontal and vertical alignments along with a summary of real property needs and legal descriptions shall be compiled into a document titled "The Bluffs South Extension - Right of Way" and submitted to PEDC for review and approval. This item of work will include enough information for the project stakeholders, Escambia County, and any impacted private property owners to issue board or corporate actions authorizing PEDC to proceed with design.

Part B Task 2: Conceptual Roadway Design

A roadway design concept shall be prepared in accordance with the most current version of the Escambia County Design Standards Manual and (to the maximum extent possible) incorporate the roadway concept (typical section) prepared in Phase I and Phase II of The Bluffs Project. (Refer to Project Background, above). The design concept will consider real property acquisition as well as the survey data collection in Task 1 to establish the conceptual roadway design.

At a minimum, the concept will include the following items:

- Vertical and Horizontal Alignments from Task 1
- Proposed typical sections, noting any deviations from previously developed sections for The Bluffs
- Stormwater management areas
- Regulatory impacts and requirements
- Real Property requirements

Conceptual Level Construction Cost Estimate

The Conceptual Roadway Design will be submitted to PEDC, FDOT, project stakeholders, and Escambia County for review and comment. The Consultant shall respond to and/or incorporate review comments into the roadway design, where feasible, to ensure that the identified rights of way associated with the re-alignments can be accepted and dedicated to Escambia County after construction.

Part B Task 3: 60% Design Stage Submittal

For the approved concept in Task 2, and based on the Conceptual Roadway Design, a 60% Design Package shall be prepared. The 60% package will be submitted to Escambia County, FDOT, and PEDC for review, comment, and approval. All comments issued by the reviewing agencies shall be resolved and/or incorporated, as necessary, to ensure that the layouts and identified rights of way associated with the roadway can be dedicated to the County after development.

At a minimum, the 60% Submittal will include the following items:

- Index of Technical Specifications.
- Design Analysis, including Regulatory Requirements. (60%)
- Design Plans developed to 60% Complete Submittal stage
- Preliminary Estimated Opinion of Probable Construction Cost

Part B Task 4: 90% Submittal

From the approved package in Task 3, a 90% Design package shall be prepared. The 90% package will be submitted to Escambia County, FDOT, and PEDC for review, comment, and approval. All comments issued by the reviewing agency shall be resolved and/or incorporated, as necessary, to ensure standards conformance and that the identified rights of way associated with the roadways can be dedicated to the County after development.

At a minimum, the 90% Submittal will include the following items:

- Complete Technical Specifications
- Design Analysis, including Regulatory Requirements. (90%)
- Design Plans developed to 90% Design Complete Submittal Stage
- 90% Estimated Opinion of Probable Construction Cost

Part B Task 5: Final (100% Submittal)

From the approved 90% package in Task 4, a "Ready-to-Advertise" Design package shall be prepared. The Final package will be submitted to Escambia County, FDOT, and PEDC for review, comment, and approval. All comments issued by the reviewing agencies shall be resolved and/or incorporated, as necessary, to ensure technical conformance to Escambia County Roadway Design Standards; and to ensure that the identified rights of way associated with the roadways can be dedicated to the County after development.

A set of Bid documents shall be prepared to support the separate advertisement and award for construction of a northerly portion of the South Extension.

At a minimum, the Final Submittal will include the following items:

- 100% Complete Bid Documents
- 100% Complete Technical Specifications
- Complete Design Analysis, including Regulatory Analysis and Requirements
- Final Design Plans developed to a Final Submittal Stage
- All approved permits needed for development
- Final Estimated Opinion of Probable Construction Cost

Part C - Construction of an Industrial Roundabout at the intersection of Old Chemstrand / New Chemstrand Road and Construction of a portion of the South Extension.

The work associated with Part C includes the bidding, construction, and construction administration of the Industrial Roundabout designed and permitted under Part A, (under separate agreement); and the bidding, construction, and construction administration of approximately 1.74 miles of the South Extension.

Part C Task 6: Bidding and Contractor Selection

Documents from Part A (under separate Agreement) and Part B, Task 5 will be utilized for the identification of a qualified Construction Contractor to perform the construction work for the project. This task includes the preparation and advertisement of a Request for Proposals for a Construction Contractor for the project; and the recommendation of the applicant identified as the lowest qualified bidder to the Owner's Board for approval along with the bid tabulation sheets and bid contract. Task also includes preparing Request for Qualification documents for the acquisition of a qualified Construction Engineering and Inspection (CEI) Consultant.

- Public advertisement and issuance of bid documents
- Attendance at pre-bid conferences
- Assist the owner in preparing and distributing any addenda during the bidding phase
- Attendance of bid openings
- Tabulation and verification of contractor bids
- Recommendation of contract award
- Preparation of RFQ documents for the acquisition of a qualified CEI Consultant

Part C Task 7: Construction

This task shall include all construction activities by the qualified contractor selected in Task 6; including the construction of the Industrial Roundabout and a portion of the South Extension.

Part C Task 8: CEI

This task shall cover activities related to the selected contractor's performance and will run concurrently with the construction of the project.

Contract administration activities shall include adequate Project Management support to PEDC staff and the selected Contractor. Activities include but are not limited to:

- Overall site observation
- Construction inspections, documentation, and reporting
- Shop drawing review administration
- Answering project related RFI's
- Attendance of contractor meetings
- Review of contractor pay requests
- Erosion and sedimentation inspection
- Punch list inspections
- Permit closeout administration
- Final acceptance administration

Part C Task 9: Agent for Owner

The Agent for Owner will provide direct administrative and engineering support to the owner during construction. Following CEI Consultant and Construction Contractor selection, the Agent for Owner shall provide general oversight during the construction phase of the project. This includes overall supervision of the construction phase contracts, serving as the engineer-of-record for the project, executing any required technical reviews, providing schedule and budget updates, as required, reviewing any applicable field change order requests, making recommendations for approval of contractor and CEI consultant pay requests, attending project meetings, preparing reports and attending Owner (and other public) meetings, and generally supervising the progress of construction on behalf of the Owner. The Agent for Owner will also be responsible for evaluating and certifying the completion of the project. (Certification of Compliance).

SPECIAL CONSIDERATIONS BY RECIPIENT:

The Recipient is required to provide a copy of the design plans for the Department's review and approval to coordinate permitting with the Department, and notify the Department prior to commencement of any right-of-way activities.

The Recipient shall commence the project's activities subsequent to the execution of this Agreement and shall perform in accordance with the following schedule:

- a) Study to be completed by .
- b) Design to be completed by .
- c) Right-of-Way requirements identified and provided to the Department by .
- d) Right-of-Way to be certified by .
- e) Construction contract to be let by .
- f) Construction to be completed by December 31, 2024.

If this schedule cannot be met, the Recipient will notify the Department in writing with a revised schedule or the project is subject to the withdrawal of funding.

SPECIAL CONSIDERATIONS BY DEPARTMENT:

The Department will issue Notice to Proceed to the Recipient after final design plans and the project Bid Package to include Specifications, updated construction estimate, draft construction contract have been reviewed and approved.

STATE OF FLORIDA DEPARTMENT OF TRANSPORTATION
STATE-FUNDED GRANT AGREEMENT

EXHIBIT B
SCHEDULE OF FINANCIAL ASSISTANCE

RECIPIENT NAME & BILLING ADDRESS: Pensacola-Escambia Promotion and Development Commission 117 W. Garden Street Pensacola, FL 32502		FINANCIAL PROJECT NUMBER: 439451-6-54-01			
PHASE OF WORK by Fiscal Year:		MAXIMUM PARTICIPATION			
		(1) TOTAL PROJECT FUNDS	(2) LOCAL FUNDS	(3) STATE FUNDS	Indicate source of Local funds
Design- Phase 34	Maximum Department Participation (Insert Program Name)	\$	\$	\$	<input type="checkbox"/> In-Kind <input type="checkbox"/> Cash
FY:	Maximum Department Participation (Insert Program Name)	\$	\$	\$	<input type="checkbox"/> In-Kind <input type="checkbox"/> Cash
Total Design Cost		\$ 0.00 %	\$ 0.00 %	\$ 0.00 %	
Right-of-Way- Phase 44	Maximum Department Participation (Insert Program Name)	\$	\$	\$	<input type="checkbox"/> In-Kind <input type="checkbox"/> Cash
FY:	Maximum Department Participation (Insert Program Name)	\$	\$	\$	<input type="checkbox"/> In-Kind <input type="checkbox"/> Cash
Total Right-of-Way Cost		\$ 0.00 %	\$ 0.00 %	\$ 0.00 %	
Construction- Phase 54	Maximum Department Participation (Local Transportation Project)	\$2,500,000.00	\$0.00	\$2,500,000.00	<input type="checkbox"/> In-Kind <input type="checkbox"/> Cash
FY: 2022	Maximum Department Participation (Local Transportation Project))	\$5,000,000.00	\$0.00	\$5,000,000.00	<input type="checkbox"/> In-Kind <input type="checkbox"/> Cash
Total Construction Cost		\$7,500,000.00 100.00%	\$ 0.00 0.00%	\$7,500,000.00 %	
Construction Engineering and Inspection - Phase 64	Maximum Department Participation (Insert Program Name)	\$	\$	\$	<input type="checkbox"/> In-Kind <input type="checkbox"/> Cash
FY:	Maximum Department Participation (Insert Program Name)	\$	\$	\$	<input type="checkbox"/> In-Kind <input type="checkbox"/> Cash
Total Construction Engineering and Inspection Cost		\$ 0.00 %	\$ 0.00 %	\$ 0.00 %	
(Phase :)	Maximum Department Participation (Insert Program Name)	\$	\$	\$	<input type="checkbox"/> In-Kind <input type="checkbox"/> Cash
FY:	Maximum Department Participation (Insert Program Name)	\$	\$	\$	<input type="checkbox"/> In-Kind <input type="checkbox"/> Cash
Total Cost		\$ 0.00 %	\$ 0.00 %	\$ 0.00 %	
TOTAL COST OF THE PROJECT		\$7,500,000.00	\$ 0.00	\$7,500,000.00	

COST ANALYSIS CERTIFICATION AS REQUIRED BY SECTION 216.3475, FLORIDA STATUTES:

I certify that the cost for each line item budget category has been evaluated and determined to be allowable, reasonable, and necessary as required by Section 216.3475, F.S. Documentation is on file evidencing the methodology used and the conclusions reached.

Maria Showalter - Local Programs Administrator
 District Grant Manager Name

Signature

Date

STATE OF FLORIDA DEPARTMENT OF TRANSPORTATION
STATE-FUNDED GRANT AGREEMENT

EXHIBIT D

RECIPIENT RESOLUTION

The Recipient's Resolution authorizing entry into this Agreement is attached and incorporated into this Agreement.

STATE OF FLORIDA DEPARTMENT OF TRANSPORTATION
STATE-FUNDED GRANT AGREEMENT**EXHIBIT J****STATE FINANCIAL ASSISTANCE (FLORIDA SINGLE AUDIT ACT)****THE STATE RESOURCES AWARDED PURSUANT TO THIS AGREEMENT CONSIST OF THE FOLLOWING:****Awarding Agency:** Florida Department of Transportation**State Project Title
and CSFA
Number:**

- ☐ County Incentive Grant Program (CIGP), (CSFA 55.008)
- ☐ Small County Outreach Program (SCOP), (CSFA 55.009)
- ☐ Small County Road Assistance Program (SCRAP), (CSFA 55.016)
- ☐ Transportation Regional Incentive Program (TRIP), (CSFA 55.026)
- ☒ Specific Appropriation 1988A of Chapter 2022-156, L.O.F, (CSFA 55.039)

***Award Amount:** \$5,000,000.00

*The state award amount may change with supplemental agreements

Specific project information for CSFA Number is provided at: <https://apps.fldfs.com/fsaa/searchCatalog.aspx>**COMPLIANCE REQUIREMENTS APPLICABLE TO STATE RESOURCES AWARDED PURSUANT TO THIS AGREEMENT:**State Project Compliance Requirements for CSFA Number are provided at:
<https://apps.fldfs.com/fsaa/searchCompliance.aspx>The State Projects Compliance Supplement is provided at: <https://apps.fldfs.com/fsaa/compliance.aspx>

ADDENDUM TO CONSULTING SERVICES AGREEMENT for “The Bluffs”

This Addendum to the Consulting Services Agreement dated December 14, 2021 (the “**Agreement**”) is made and entered into on _____, 2023 by and between PEDC and Cindy Anderson, PE

This Agreement amends and modifies that certain Consulting Services contained in the original Agreement dated December 14, 2021 made is expanded to include the following:

Continue to assist the PEDC in the administration and execution of various elements, specifically associated with PART B: Design and Permitting of an Industrial Roadway extending south of the intersection of Old Chemstrand and New Chemstrand Road to the Florida Power and Light property line as detailed in the FDOT Addendum to contract G2128 dated _____, 2023.

The Project Manager shall keep a description of work accomplished. The Project Manager will not charge PEDC any expense for travel within Northwest Florida. PEDC shall pay Project Manager on an hourly basis at the rate of **\$90** per hour. Unless the PEDC and the Project Manager shall agree, in writing, in advanced, that the services and efforts shall exceed the expectations set out herein, the amount made to Project Manager shall not exceed \$8,000.

IN WITNESS WHEREOF, the Parties have executed this Agreement on the date first written above.

PEDC

By: _____
Dave Hoxeng, Chairman

Pensacola-Escambia
Promotion and Development
Commission

Address: Attn. Scott Luth
PO Box 1192, Pensacola, FL
32591
Email:
sluth@floridawesteda.com

Project Manager

By: _____
Cindy Ward Anderson, PE
Project Manager

Address: 1602 Hwy 2, Westville,
FL 32464

Email:
CindyWardAnderson@gmail.com

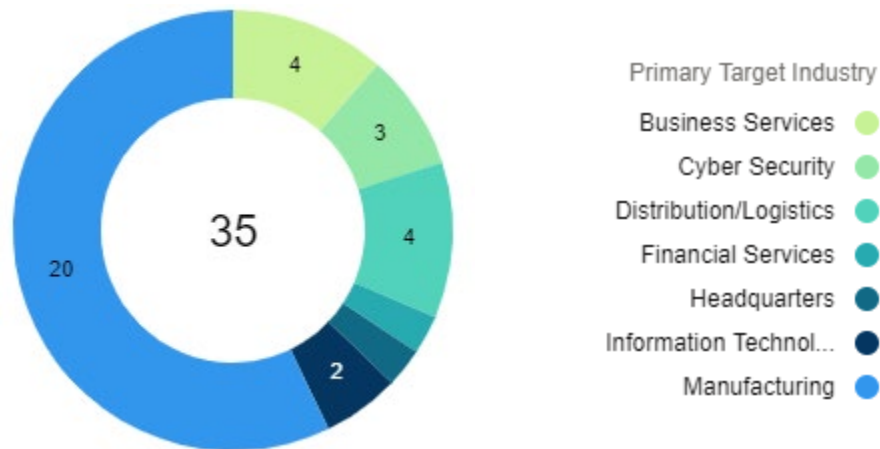
BUSINESS DEVELOPMENT

Year to Date

January 10, 2023

Active Projects	35
Active Project Site Visits	5
Existing Industry Visits	8
Response Proposals	4

PROJECTS **3,347** **JOBS** **21** **NEW RELOCATIONS**
CAPEX \$3,095,745,000 **14** **LOCAL EXPANSIONS**

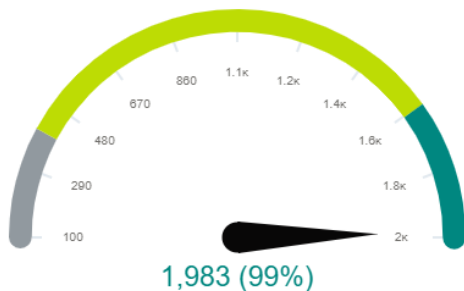


2ND QUARTER EXISTING INDUSTRY VISITS (YTD)

OCTOBER	4
NOVEMBER	2
DECEMBER	0
JANUARY	2

		#Employees	Sector
01/04/2023	NWFMC	1	Bus. Services
01/06/2023	ActiGraph	104	IT /HQ

ANNOUNCEMENTS



22 **PROJECTS** **7** **NEW RELOCATIONS**
15 **LOCAL EXPANSIONS**

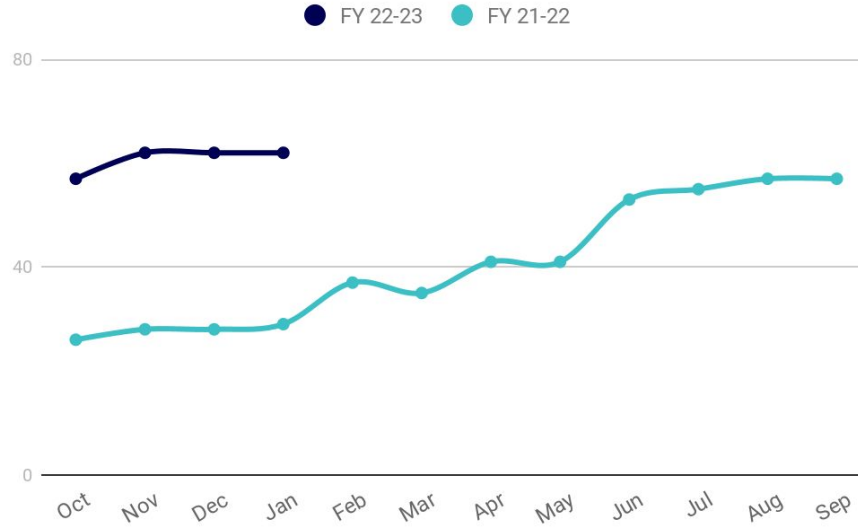
New Jobs	Retained Jobs	Average Wage	Annual Payroll	Capital Investment
1983	271	\$53,142	\$119,622,740	\$319,326,385
New Jobs	Retained Jobs	Average Wage	Annual Payroll	Capital Investment
7341	879	\$52,248	\$429,324,627	\$796,784,585

JOBS GOAL = 2000 (by 2023)
2015 -2021 = 38 PROJECTS ANNOUNCED

FloridaWest - Business Expansion and Relocation Announcements

Company	Sector	New Jobs	Retained Jobs	Average Wage	Annual Payroll	Capital Investment
Economic Development Announcements (2014-2018)	17 Projects	5358	608	\$53,948	\$321,854,514	\$477,458,200
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						
CIRCULOGENE	BioMedical	60		\$100,000	\$7,000,000	\$3,325,000
March, 2021						
Hemp Surgical	Manufacturing	35		\$38,000	\$1,467,795	\$7,000,000
December, 2021						
CIRCULOGENE	BioMedical	10		\$100,000	\$7,000,000	
December, 2021						
Paradigm Parachute & Defense	Manufacturing	28	21	\$46,500	\$2,278,500	\$2,653,345
March, 2022						
Pegasus Laboratories	Manufacturing	63	100	\$61,204	\$9,976,252	\$17,665,000
March, 2022						
ActiGraph, LLC	Headquarters	43	80	\$65,000	\$7,995,000	\$7,833,040
April, 2022						
Advanced Technology Recycle (ATR)	Headquarters	74		\$55,332	\$4,094,568	\$3,500,000
June 1, 2022						
CO:LAB Pensacola (19 Companies)	Business Services	48		\$49,400	\$2,371,200	N/A
September, 2022						
5-year Goals To Date	22 Projects	1983	271	\$53,142	\$119,782,166	\$319,326,385
FY 2014-2021 Totals	38 Projects	7341	879	\$52,248	\$429,481,372	\$796,784,585

Occupancy (Goal: 80%)

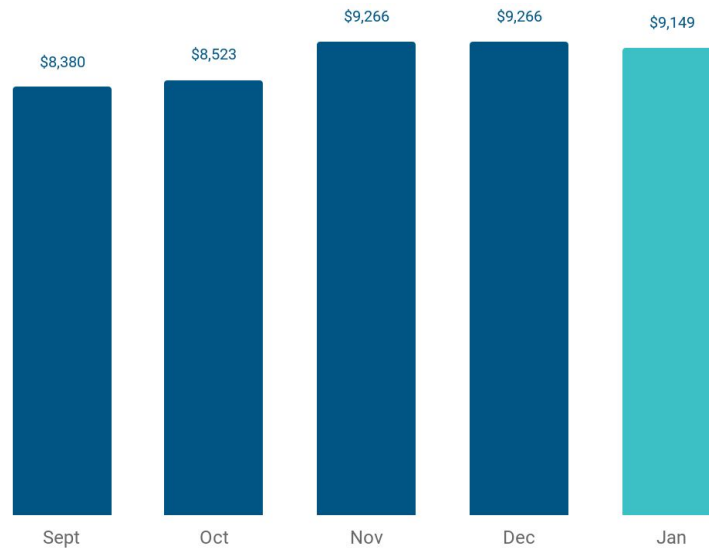


6,278 SQ. FT.
OF 10,206 TOTAL

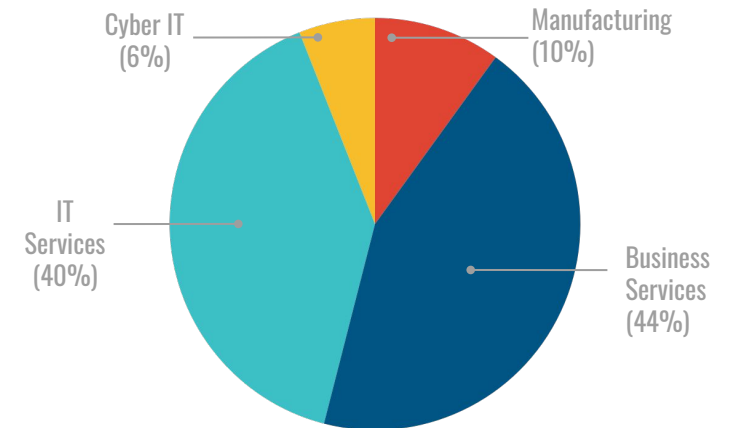
18
COMPANIES

48 EMPLOYEES

Revenue



Employees by Industry



Companies

Vivid Bridge Studios
Snap Soccer

Year 4

128 Creative Collective
Prospect Junkie
ARGO Cyber Systems
Capacity Path
Envision CMS
National Energy USA

Year 2

Heart Crossed Films
Brewwww
Taste of Pensacola
MediaTech Direct
Rx: Stay
Spire Marketing
Morbi
All Mine Lah
Lifestyle Medicine Wellness & Recovery
Determinant Materials

Year 1

Alumni

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 **National Energy USA** has secured its second contract with the US Air Force. This 18-month contract award is for \$860k and represents the final phase before the Air Force can make a procurement. This contract will allow the company to make additional hires and expand its Pensacola Headquarters. National Energy continues to work with municipal governments and other commercial clients to bring its innovation robotic recycling solution to other markets across the southeast.

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*

Marketing & Communications Review - December

Website Metrics – Google Analytics – Through Dec. 31

The last 12 months v the same time period in the previous 12 months

FloridaWest.com

- users ↑ 7.19% - ↑ 1,211
- page views ↑ 2.16% - ↑ 660
- sessions ↑ 6.99% - ↑ 1,363
- top cities: Ashburn, Pensacola, Chicago, Atlanta, New Orleans

CyberCoastFlorida.com (Ad campaign running during previous period) (improvements seen this report)

- users ↓ 59.33% - ↓ 3,170
- page views ↓ 63.44% - ↓ 5,990
- sessions ↓ 61.96% - ↓ 3,877
- top cities: Ashburn, Chicago, Pensacola, Washington D.C., Houston, Dallas, Columbus

CO-LAB.com

- users ↑ 31.5% ↑ 4,300
- page views ↑ 10.21% ↑ 716
- top cities: Pensacola, Ashburn, Mobile, New Orleans, San Antonio

Social Media Metrics – December vs November 2022

FloridaWest

- Facebook
 - Page reach: 1,143 ↓ 28% over previous period
 - Page visits: 58 ↓ 15% over previous period
 - Page new likes (followers) 3 = 0% over previous period
- Instagram
 - Reach: 186 ↓ 23% over previous period
 - Profile visits: 19 ↑ 12% over previous period
 - New followers: 6 ↓ 14% over previous period
- Twitter - 28-day snapshot
 - Tweet impressions: 1424 ↓ 31% over previous period
 - Profile visits: 9 ↓ 93% over previous period
 - Followers: 801 ↑ by 3 followers over previous period
- LinkedIn

- Reactions: 210 ↑ by 27% over previous period
- New followers: 19 ↓ by 10% over previous period
- Page views: 49 ↑ by 11% over previous period

CyberCoast

- Instagram
 - Reached 111 ↓ 6% over previous period
 - Profile Visits: 7 ↓ 59% over previous period
 - New Followers: 9 ↑ 10% over previous period
- Twitter - 28-day snapshot
 - Tweet impressions: 24 ↓ 20% over previous period
 - Profile visits: 58 ↑ 21% over previous period
 - Followers: 36 ↑ 1 over previous period
- LinkedIn
 - Reactions: 4 ↑ 100% over previous period
 - Total followers: 104 ↑ 2 over previous period
 - Page views: 7 ↑ 40% over previous period

CO:LAB

- Facebook
 - Page reach: 971 ↓ 42% over previous period
 - Page visits: 67 ↓ 25% over previous period
 - Page new likes: 1 ↓ 80% over previous period
- Instagram
 - Reach: 5 ↓ 77% over previous period
 - Profile visits: 10 ↓ 55% over previous period
 - New followers: 9 ↓ 36% over previous period
- Twitter - 28-day snapshot
 - Tweet impressions: 71 ↓ 70% over previous period
 - Profile visits: 33 ↓ 75% over previous period
 - Followers: 169 ↑ 1 follower over previous period
- LinkedIn
 - Reactions: 5 ↓ 55% over previous period
 - Total followers: 398 ↑ 220% over previous period
 - Page views: 25 ↑ 178% over previous period

Events & More

Press Releases, Articles & Announcements

CO:LAB - New Tenants - press release/article in progress

Bare and Patton join PEDC Board

Upcoming Social Media – Thank you to Lewis Bear for PEDC leadership

ST Engineering Announcement – February

Bear Construction Spotlight – new board member

Cyber Coast Directory at the printer

MEMORANDUM OF UNDERSTANDING

THIS **MEMORANDUM OF UNDERSTANDING ("MOU")**, dated January , 2023, sets forth certain nonbinding understandings and agreements between:

The District Board of Trustees of Pensacola State College, Florida, a political subdivision of the State of Florida with its principal office in the City of Pensacola, State of Florida ("**PSC**"); American Lightweight Materials Manufacturing Innovation Institute, with its principal office in Detroit, Michigan ("**LIFT**"); Pensacola-Escambia Promotion and Development Commission, with its principal office located in City of Pensacola, State of Florida ("**PEDC**"); and Space Florida, with its principal office located in Exploration Park, State of Florida ("**Space Florida**")

All the above shall collectively be called the "**Parties**" and in the singular called "**Party.**"

1. PURPOSE

This MOU sets forth responsibilities, duties, and goals for the Parties and offer a framework and reference for continued cooperation between the Parties.

2. REQUIREMENTS

For the mutual benefit and interests of the Parties, the Parties agree to:

- a. Collaborate to develop an alliance designed to facilitate the development of an advanced manufacturing R&D, technology accelerator and instructional "showcase and sandbox" facility located on the Pensacola Campus of Pensacola State College focused on bridging the gap between research and commercialization.
- b. Collaborate on ways to integrate existing PSC Engineering Technology Department educational programs with LIFT Technologies, Inc. including, but not limited to, the IGNITE: Mastering Manufacturing® Training Program, LIFT Multi-Skilled Technician Certification Training and Operation Next®, a training program for separating military personnel, members of the National Guard & Reserve, veterans, and their spouses.
- c. Collaborate to strengthen awareness of the quality of jobs in advanced manufacturing available today and those which may be created in the future.
- d. Collaborate with the Escambia County School System and the Santa Rosa School System to strengthen awareness to junior and high school students about opportunities for:
 - (i) Exploring opportunities for structured dual enrollment programs in industrial maintenance and advanced manufacturing.
 - (ii) Providing opportunities for strategic members of the schools and college (academic advisors, guidance counselors, administrators, relevant teachers) to visit facilities.
- e. Collaborate to strengthen the recruitment of Veterans into the area, as well as into the workforce by highlighting the area with Aviation Maintenance Technician (AMT) and Airman Training Program (ATP) programs.

- f. Collaborate on potential internships and apprenticeships for college and high school students.
- g. Collaborate with the Parties on a land lease with the College for the construction of an approximately 40,000 - 50,000 sq. ft. advanced manufacturing R&D, technology accelerator and instructional facility.
- h. Collaborate with LIFT and PEDC to expand the current advanced manufacturing ecosystem and recruit new advanced manufacturing industries in NW Florida.
- i. Collaborate to strengthen the retention of existing work force by providing specialized training, continuing education, and educational opportunities.
- j. Work strategically on upskilling existing workforce by delivering in-person educational training that results in certificates and or degrees of relevant credentials for the industry.
- k. Collaborate with PSC's Career Services teams to post relevant positions, internships, and apprenticeships leveraging the pool of students and qualified alumni who would like to work in the area.

3. **ADVANCED MANUFACTURING R&D, TECHNOLOGY ACCELERATOR AND INSTRUCTIONAL FACILITY BUILD OUT:**

For the mutual benefit and interests of the Parties, the Parties agree to the following expected role of each Party as it relates to the construction and leasing terms of the advanced manufacturing R&D, technology accelerator, and instructional facility.

- a. **PEDC** will function as the public applicant to Triumph Gulf Coast, Inc. ("**Triumph**")
 - (i) PEDC will execute Triumph contracts and hold the Triumph clawbacks and ensure Triumph obligations are passed through to LIFT in the Space Florida lease agreements.
 - (ii) PEDC will contribute Triumph funds to Space Florida either during construction or once long-term loan financing is closed or PSC may receive Triumph Funding directly during the construction process.
 - (iii) PEDC will receive a financial lien position on the facility to secure Triumph funding.
- b. **PSC** will act as the public co-applicant with PEDC to Triumph.
 - (i) PSC will build the R&D, technology accelerator, and instructional facility on behalf of Space Florida.
 - (ii) PSC will procure the services to design and construct the facility based on state procurement laws and in accordance with the LIFT requirements.
 - (iii) PSC will negotiate a not-to-exceed 40-year ground lease with Space Florida with terms and conditions to be agreed to by LIFT.
 - (iv) PSC will become owner of the improvements at the end of the negotiated term for the ground lease.
- c. **Space Florida** will be the owner and conduit financier of the R&D, technology accelerator, and instructional facility.
 - (i) Space Florida will execute a long term (40-year) ground lease with PSC with terms and conditions agreed to by LIFT.
 - (ii) Space Florida will secure both construction and permanent financing based on the financial strength of LIFT's ability to pay lease terms and conditions.
 - (iii) Space Florida will contract with PSC as Space Florida's owner's representative to build the R&D, technology accelerator, and instructional facility.
 - (iv) Space Florida and LIFT will negotiate a 20–30-year lease commensurate with the financing terms, including Triumph clawback terms, and with options to renew.

- (v) Space Florida will transfer the facility to PSC once financing is paid off and lease options to extend terminate.
- d. **LIFT** will be the tenant of the R&D, technology accelerator, and instructional facility and operate as outlined in the Triumph application.
 - (i) LIFT will assist in the negotiations of a long term (not-to-exceed 40-year) ground lease between PSC and Space Florida and agree to the terms and conditions.
 - (ii) LIFT will negotiate a 20–30-year lease with Space Florida commensurate with the financing terms, including Triumph clawback terms, and with options to renew up to 40 years.
 - (iii) LIFT will operate the R&D, technology accelerator, and instructional facility according to the commitments to Triumph and PSC.

4. COMMENCEMENT/EXPIRATION DATE/EARLY TERMINATION

This MOU is executed as of the date of last signature and is effective for one year from that date at which time it will expire unless extended or renewed in writing. Either of the Parties may terminate this MOU before its expiration with 30 days' notice, or immediately if terminated for non-compliance.

IN WITNESS WHEREOF, the Parties hereto have executed this MOU as of the date set forth above.

**THE DISTRICT BOARD OF TRUSTEES OF
PENSACOLA STATE COLLEGE, FLORIDA**

**AMERICAN LIGHTWEIGHT MATERIALS
MANUFACTURING INNOVATION INSTITUTE**

By: _____

By: _____

Name:

Name:

Title:

Title:

**PENSACOLA ESCAMBIA DEVELOPMENT
COMMISSION**

SPACE FLORIDA

By: _____

By: _____

Name:

Name:

Title:

Title:



FOR IMMEDIATE RELEASE

January 24, 2023

LIFT Contact:

Joe Steele
313-309-9132
jsteele@almmii.org

PSC Contact:

Kelby Thornton
850-484-1363
kthornton@pensacolastate.edu

Pensacola State College Partners with LIFT's Operation Next Program to Train Transitioning Soldiers. Military Spouses and Veterans for Careers in Advanced Manufacturing

Pensacola, Fla. – LIFT, the Detroit-based, Department of Defense national manufacturing innovation institute, and Pensacola State College have announced a partnership to provide **free training** to transitioning service members, National Guard, Army Reserves, and their families for careers in advanced manufacturing through LIFT's Operation Next initiative. The program has recently expanded to serve veterans as well.

Through LIFT and the Department of Defense, Operation Next provides an accelerated-hybrid program that combines online education with hands-on training to earn credentials for in-demand careers in advanced manufacturing. Pensacola's rolling start program will train students in Computer Numeric Control (CNC) and Welding. Each year 200,000 service members transition out of the military across the nation.

Serving Escambia and Santa Rosa Counties in Northwest Florida, the Pensacola area is home to military bases from virtually all branches of the military, including: Saufley Field, Whiting Field and Forrest Sherman Field/Naval Air Station, home of the Blue Angels.

"LIFT's work in Florida, particularly its partnership with Pensacola State College through Operation Next, will have a tremendous impact on our workforce and benefit our servicemembers," said Dr. Edward Meadows, President, Pensacola State College. "We

look forward to Operation Next serving the panhandle region and LIFT expanding its presence in the Sunshine State.”

“Pensacola State College has a proud history of serving military members dating back 75 years,” said Kelby Thornton, Coordinator, Corporate Professional Development, Pensacola State College. “Military veterans will be training our Operation Next exiting military students for credentials that will enable them to go to work, including through leveraging our extensive alumni network, or continue their education.”

“Partnerships like these are critical for Operation Next to have the impact it is designed to have and provide opportunities for our service members and their families,” said Marianne Donoghue, Senior Director, Talent Programs, LIFT. “We greatly welcome the opportunity to work with Pensacola State College to bring Operation Next to Northwest Florida and help these servicemembers begin their advanced manufacturing careers.”

Operation Next is currently training former military members and their spouses in 14 locations across the continental United States and Puerto Rico. It is estimated that nearly 2 million advanced manufacturing workers will be needed to fill vacant positions in the U.S. by 2028.

##

About LIFT

LIFT, operated by the American Lightweight Materials Manufacturing Innovation Institute, is the Detroit-based, public-private partnership between the Department of Defense, industry, and academia, committed to the development and deployment of advanced manufacturing technologies, and implementing talent development initiatives to better prepare the workforce today and in the future. LIFT funded in part by the Department of Defense with management through the Office of Naval Research. Visit <https://lift.technology/> or follow on LinkedIn at [LIFT](#) or on Twitter [@NewsFromLIFT](#) to learn more.