



April 25th, 2023 at 10:00 AM
CO:LAB Pensacola
First Floor Conference Room

PEDC AGENDA

1. Verify Quorum
2. Call to Order
3. Public Notice (3.24.23)
4. Public Comment
5. Action Items
 - a. Approval of March 28th, 2023 Meeting Minutes
 - b. Approval of March 2023 Financials
 - c. Pegasus Quarterly Inspections: See Included Contract
 - d. Bank Signature Authorization Changes
 - e. Project Nova: Authorization to Accept Funds
6. Discussion Items (No Board Action Anticipated)
 - a. CEO Search Update
 - b. Bluffs
 - i. Easement Update
 - ii. South Road Extension LOI Update – May 19th
 - c. Tech Park
 - i. EDA Status
 - d. Economic Development Update
 - i. Anglin Reichman Invite: May 3rd 9:30 am – 11:00 am
 - e. Legislative/Triumph Updates
7. Other Business
 - a. FloridaWest PEDC Board Appointment
 - b. Confidentiality Agreement
 - c. Conflict of Interest Disclosure Form
8. Adjourn

Melissa Stoker
Dave Hoxeng

Dave Hoxeng

Troupe Brewer

Troupe Brewer
Scott Luth

Fiscal Year Meeting Schedule

5.23.23

6.27.23

7.25.23

8.22.23: Committee/Officer Nominations

9.26.23: Annual Meeting



March 28th, 2023 – CO:LAB Pensacola
418 W. Garden Street, Pensacola, FL 32502

PEDC Members Present: Jeff Bergosh, Charles Bare, Allison Patton, David Peaden, Steven Barry, Dave Hoxeng, Lusharon Wiley

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

Guests: Dave Murzin, Rick Byars, Freddy Donovan, Jason Frick, Mike Langston, Cynthia Wells

1. **Verify Quorum/Roll Call:** Quorum was confirmed.
2. **Call to Order:** Dave Hoxeng called the meeting to order at 10:05 am
3. **Public Notice:** This meeting was publicly noticed on 2.24.23.
4. **Public Comment:** Dave Hoxeng requested public comment. There was none.
5. **Bluffs Presentation**
 - a Mike Langston, Jason Frick, and Freddy Donovan from BDI Presented. Steven Barry requested Richard Sherrill work with Allison (County legal) to ensure she is kept in the loop. Marketing/Land Sales Agreement and Right of Way Agreement should work simultaneously.
6. **Action Items**
 - a Approval of February 21st, 2023 Meeting Minutes
Steven Barry motioned to approve.
Charles Bare seconded.
Passed unanimously.
 - b Approval of February 2023 Financials
Steven Barry motioned to approve.
Charles Bare seconded.
Passed unanimously.
 - c Bluffs ROI Authorization South Road Extension
Steven Barry motioned to approve.
Charles Bare seconded.
Passed unanimously.
Selection Committee Volunteers: Steven Barry, David Peaden, and Allison Patton
 - d Pegasus Quarterly Inspections: Bring contract back in April
7. **Discussion Items**
 - a CEO Search Update: Rick Byars provided an update on this process.
 - b Economic Development Update: Scott Luth provided an update.
 - c Legislative/Triumph Updates
 - i DC Trip: Scott Luth provided an update.
 - d Tech Park Update

- i Signs – City: Melissa Stoker provided an update.
- ii Security – Graduation Dates: Melissa Stoker provided an update.
- iii Path Forward: Discuss next month.

8. Other Business

- a Confidentiality Agreement
- b Conflict of Interest Disclosure Form

9. Adjourn: Dave Hoxeng adjourned the meeting at 11:29 am.

Next Meeting: April 25th, 2023

Respectfully Submitted By:

Dr. Lusharon Wiley, Secretary-Treasurer
Pensacola-Escambia Promotion & Development Commission

PEDC
Profit & Loss Budget Performance
October 2022 - March 2023

	Total			
	Actual	Budget	over Budget	% of Budget
Income				
4000 City of Pensacola Income	87,500.00	175,000.00	(87,500.00)	50.00%
4100 Escambia County Income	300,000.00	600,000.00	(300,000.00)	50.00%
4400 Foreign Trade Zone Income	-	1,500.00	(1,500.00)	0.00%
4500 Tech Park Income	10,060.00	17,000.00	(6,940.00)	59.18%
4520 FOIL Income	65,285.00	500,000.00	(434,715.00)	13.06%
4600 Pegasus Income	188,645.31	387,000.00	(198,354.69)	48.75%
4800 Interest Income	9,466.15	19,000.00	(9,533.85)	49.82%
4950 Miscellaneous	2,412.85	2,750.00	(337.15)	87.74%
Total Income	\$ 663,369.31	\$ 1,702,250.00	-\$ 1,038,880.69	38.97%
Gross Profit	\$ 663,369.31	\$ 1,702,250.00	-\$ 1,038,880.69	38.97%
Expenses				
5004 Economic Development	337,500.00	675,000.00	(337,500.00)	50.00%
5010 Foreign Trade Zone	-	1,250.00	(1,250.00)	0.00%
5100 Audit Fees	8,526.00	12,000.00	(3,474.00)	71.05%
5310 Insurance - D&O Liability	-	1,000.00	(1,000.00)	0.00%
5320 Legal Expenses	2,271.50	7,500.00	(5,228.50)	30.29%
5330 Bank Service Charges	-	100.00	(100.00)	0.00%
5340 Special District Fees	175.00	200.00	(25.00)	87.50%
5400 Technology Park Expenses	7,810.21	50,000.00	(42,189.79)	15.62%
5420 FOIL Expenses	72,706.00	500,000.00	(427,294.00)	14.54%
5500 New Project Expense	4,602.50	80,000.00	(75,397.50)	5.75%
5600 Miscellaneous Expense	-	200.00	(200.00)	0.00%
5750 Pegasus Expense	50,711.31	375,000.00	(324,288.69)	13.52%
Total Expenses	\$ 484,302.52	\$ 1,702,250.00	-\$ 1,217,947.48	28.45%
Net Operating Income	\$ 179,066.79	\$ 0.00	\$ 179,066.79	0.00%
Net Income	\$ 179,066.79	\$ 0.00	\$ 179,066.79	0.00%

PEDC
Balance Sheet
As of March 31, 2023

	<u>Total</u>
ASSETS	
Current Assets	
Bank Accounts	
1012 Checking - Hancock Bank	443,524.32
1111 HW Money Market	509,466.15
Total Bank Accounts	\$ 952,990.47
Accounts Receivable	
1200 Accounts Receivable	2,850.00
Total Accounts Receivable	\$ 2,850.00
Total Current Assets	\$ 955,840.47
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	2,419,446.04
Total Other Assets	\$ 2,419,446.04
TOTAL ASSETS	\$ 17,625,286.51
LIABILITIES AND EQUITY	
Liabilities	
Current Liabilities	
Total Accounts Payable	-\$ 31,894.58
Other Current Liabilities	
2122 Tech Park Payable - County LOC	2,332,284.00
Total Other Current Liabilities	\$ 2,332,284.00
Total Current Liabilities	\$ 2,300,389.42
Long-Term Liabilities	
2800 Deferred Revenues	2,528,794.00
2810 Deferred Grant Income - Pegasus	2,368,066.10
2900 Due to Pegasus	5,680,707.04
Total Long-Term Liabilities	\$ 10,577,567.14
Total Liabilities	\$ 12,877,956.56
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	179,066.79
Total Equity	\$ 4,747,329.95
TOTAL LIABILITIES AND EQUITY	\$ 17,625,286.51

PROPERTY MANAGEMENT AGREEMENT

THIS AGREEMENT is made on the ____ day of May 2023 between PEDC. (“Owner”), whose address is: PO Box 1992, Pensacola, FL 32591, and Neal & Company, LLC (“Property Manager”), whose address is: 105 E. 32502. Street, Pensacola, FL 32502;

WHEREAS, Owner represents that it owns or leases the property described in this paragraph, including improvements and fixtures thereon, and all appurtenances thereto, being herein located and referred to as: 9101 Ely St. Pensacola, FL 32514 (“Property”); and

WHEREAS, Owner desires to engage Property Manager to oversee the property and inspect the property and report back to the Owner;

NOW THEREFORE, in consideration of the mutual covenants herein, Owner and Property Manager agree as follows:

ARTICLE 1 – DEFINITIONS

1. Definitions: This Article 1 contains definitions of certain terms used in this Agreement, as set forth below:

A. Management Fee: \$750 quarterly

B. Storm Response Fee: \$150.00 per hour

C. Contract Start Date: May 1, 2023

D. Owner Contact: Name: PEDC
Address: PO Box 1992, Pensacola, FL 32591
Email: mstoker@floridawesteda.com
Phone: 850-898-2201
Cell: 850-860-4177

E. Property Manager Contact: Name: Thomas Edward Cronley
Address: 105 E. Garden Street, Pensacola, FL 32502
Email: cronley@nealcommercial.com
Phone: (850) 444-9994
Cell: (850) 776-0531

ARTICLE 2 – ENGAGEMENT OF PROPERTY MANAGER

- 2.1 Engagement. Owner engages Property Manager to manage the Property on the terms and conditions set forth in this Agreement and Property Manager agrees to perform on the terms and conditions set forth in this Agreement.
- 2.2 Status of Property Manager: Limitation on Authority: Property Manager shall act under this Agreement as an independent contractor and not as Owner's agent. Property Manager shall not have the right, power or authority to enter into agreements or incur liability on behalf of Owner except as expressly set forth herein. Any action taken by Property Manager which is not expressly permitted by this Agreement, shall not bind Owner.

ARTICLE 3 – DUTIES OF MANAGER

- 3.1 Standard of Performance. Property Manager will perform its duties in a diligent, careful and professional manner to maximize all potential revenues to Owner and to minimize expenses and losses to Owner.
- 3.2 Specific Duties of Property Manager: Without limiting the obligations of Property Manager under other provisions of this Agreement, Property Manager will have the following specific duties:
- 3.2.1 Inspection of Property. Property Manager agrees to inspect the property quarterly and subsequently send property update reports to the Owner Contact via email, which shall include all observations and activity relating to the Property on each visit.
- 3.2.2 Storm Response. Property Manager shall be the primary contact on the contract and shall respond to the building in order to deal with any storm related instances, and meet with the local contractors and the tenant as needed.
- 3.2.3 Notices. Property Manager will promptly notify Owner in writing of any of the following in any way relating to the Property: notice of any claim of violation of any governmental or legal requirement.
- 3.3 Termination Without Cause. Owner may terminate this Agreement without cause at any time upon thirty (30) days prior written notice to Property Manager. Property Manager may terminate this Agreement without cause at any time upon thirty (30) days prior written notice to Owner.
- 3.4 Independent Contractor. Property Manager's status under this Agreement is that of an independent contractor and not as an agent of Owner.
- 3.5 Owner Insurance. Owner agrees to insure the Property during the contract period.
- 3.6 Entire Agreement. This Agreement sets forth the entire Agreement and understanding between the parties regarding the subject matter of this Agreement.

Executed to be effective as of the date first entered above.

PROPERTY MANAGER
Neal & Company, LLC

By: _____

Name: Ed Cronley

Title: MGR

Date: _____

OWNER
PEDC

By: _____

Name: _____

Title: _____

Date: _____

LEGAL ADVERTISEMENT

Project Manager/Owner's Representative

Pensacola Escambia Development Commission requires an experienced project engineer or firm to manager, review and advise the Owner (Pensacola Escambia Development Commission – PEDC) on aspects of the site planning and design. The successful candidate should be knowledgeable of Florida Systems: design, permitting and construction, as well as the individuals and agencies having purview over a major industrial project.

The Individual or firm must be a licensed Professional Engineer in the State of Florida with a minimum of ten years' experience with local governments, permitting agencies, FDOT, construction methods and pricing, and local design standards.

The Individual or firm will be a team member representing the Owner through the development of a design criteria package for an industrial roadway associated with The Bluffs extending south of the intersection of old Chemstrand and new Chemstrand Roads (proposed roundabout) to the Florida Power and Light property line in Escambia County, Florida. Compensation will be on an hourly basis and commensurate with experience.

All interested engineers or firms should respond no later than **May 26th, 2023 at 12:00 pm CDT**. Selection will be based on relevance to the needs of the project and fees. Questions during the preparation of submissions should be directed to Scott Luth, by email only, at sluth@floridawesteda.com.

***PEDC: Professional Services for 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
Escambia County, Florida***



PENSACOLA-ESCAMBIA PROMOTION & DEVELOPMENT COMMISSION

REQUEST FOR LETTERS OF INTEREST

Professional Services for a design criteria package for site connectivity alignment and real property acquisition support for The Bluffs: 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; and Owner's Representative for the construction of a new roundabout at the intersection of Chemstrand Road, Old Chemstrand Road, ECUA and Ascend Entrances.

Escambia County, Florida

Letters of Interest Will Be Received Until:

May 26th, 2023, 12:00 pm CDT

Submission Contact Name and Address:

Dave Hoxeng, Chairman
Pensacola-Escambia County Promotion & Development Commission
3 West Garden Street, Suite 618
Pensacola, FL 32502

All requests for assistance should be made in writing. Responses will be provided to all known submitters in writing. **It is the proposing firms' responsibility to check the following link for any changes or updates to the request for letter of interest.**

<https://www.floridawesteda.com/notice-of-request-for-letters-of-interest>

ASSISTANCE

Questions during the preparation of submissions should be directed to Scott Luth, by email only, at sluth@floridawesteda.com. Responses and/or answers where applicable will be provided within 1-3 business days.

SPECIAL ACCOMMODATIONS

Any person requiring special accommodations to attend or participate, pursuant to the Americans with Disabilities Act, should call the PEDC at (850) 375-1060 at least five (5) working days prior to the solicitation opening.

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HOW TO SUBMIT YOUR LETTER OF INTEREST

Please review this document carefully. All documents and submittals must be received on or before **May 26th, 2023 at 12:00 pm**. Late proposals will be returned unopened.

INFORMATION PACKAGE:

Interested firms will prepare and submit a letter of interest (proposal) responsive to this scope of work, in accordance with the requirements set forth within. Proposals will be limited to a maximum of fifty one-sided (50) pages, or twenty-five (25) two-sided pages. Proposals should be printed on 8 1/2" x 11" paper. As a minimum, the consultant shall provide the following information for consideration:

1. Proposed team members and team organization
2. Professional qualifications of team members
3. Past experience with similar work, including:
 - a. Economic development projects
 - b. Master Plan Conformance
 - c. Road Alignment and Planning
 - d. Infrastructural evaluations
4. General approach to the scope of work
5. Project communications approach
6. Local consultant involvement approach

The page limitations include any required forms, but excludes the cover letter, report covers, and table of contents.

BACKGROUND/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 will retain professional services to program and prepare construction documents for transportation / access to advanced manufacturing sites at The Bluffs. **See Exhibit B for conceptual drawing.**

The Bluffs is a 6,800 Acre master-planned industrial park located on property owned by four stakeholders: Emerald Coast Utilities Authority, ASCEND Performance Materials, Florida Power & Light and the University of West Florida. The Phases of work programed thus far include transportation corridors south of Becks Lake Road and utility connections to support industrial development for The Bluffs. Phase 1 included design/build criteria development for an industrial road from Becks Lake Road southeasterly to Spanish Mill Creek. Phase 2 included design/build criteria development for the extension of the industrial road southeasterly across Spanish Mill Creek, terminating at Old Chemstrand Road. Phase 3 included design and permitting for an industrial road at Becks Lake Road. Phase 4 included transportation upgrades for a roundabout intersection at the intersection of Chemstrand Road, Old Chemstrand Road, ECUA and Ascend Entrances.

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Escambia County, Florida***

This phase will be the 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 Roundabout to the Florida Power and Light Property Line. This work will be broken down into two parts (A and B)

PART A - Scope of Services: 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 A 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 the pavement for the South Extension turn-out. (See **Exhibit B**). The work will terminate at a cul-de-sac located north of the Florida Power and Light property Line. (See **Exhibit A**). 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 A activities will include Industrial Roadway Design to provide access and utilities to developable lands south of the proposed Chemstrand roundabout. . 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 A will be a ready-to-advertise set of construction documents for the South Extension, as described herein.

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 (Chemstrand roundabout) 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.

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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.

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.

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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% Design 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

Task 4. 90% Design Stage 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 agencies 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

Task 5. Final (100%) Submittal

From the approved 90% Design 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. (See **Exhibit A**).

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

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- 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 A, Task 6 Task Project Management, Public Information and Communications

For all tasks and phases of work, the Consultant shall provide adequate Project Management support to PEDC staff and other Consultants. This includes, but is not necessarily limited to:

- a. Project Meetings and Conferences
- b. Public Information Meetings
- c. Project Communications and Promotions
- d. Stakeholder Communications
- e. Stakeholder Approvals
- f. Real Property Acquisition Support
- g. Conformance to Master Plan
- h. Foundational Document Revisions, as required
- i. Project Administration

Part B. Owner's Representative, Chemstrand Roundabout/ Southern Extension Construction Phase

As indicated in the Background and Project Description above, Phase 4 includes a new roundabout at the intersection of Chemstrand Road, Old Chemstrand Road, ECUA, Ascend Entrances and the future addition of the South Extension described herein. It is anticipated that the construction of this roundabout will be underway during the performance of the design and permitting work for the South Extension included in Part A of this solicitation. During the construction of the roundabout, the selected consultant will also serve as the Owner's Representative for the construction of the (Phase 4) roundabout. The execution of services under Part B will require that the consultant have familiarity with Industrial Roundabout Engineering and Design – and construction phase Project Management. Under this item, the consultant will serve as the general administrative entity for the construction phase of the Chemstrand Roundabout. The selected consultant will be responsible for coordinating with PEDC staff and recommending action as required; and reporting progress and the status of any construction phase project issues to the PEDC Board of Directors. Part B includes the following items:

- a. Assistance with the solicitation and selection of a qualified CEI (Construction Engineering and Inspection) consultant.
- b. Owner's Representative for management of the selected CEI consultant.
- c. General administrative and communications oversight of the construction phase.
- d. Contractor compliance with the Chemstrand Road construction documents.
- e. Monthly generation and approval of project cost and schedule updates.
- f. Any required permitting reviews or certifications and regulatory agency coordination.

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- g. Project stakeholder coordination assistance, as required.
- h. Responses to contractor RFI's, review for any proposed or required design modifications, and any required shop drawing reviews.
- i. Monthly reviews and approvals of CEI consultant reports.
- j. Review and approval / responses to any contractor field change order requests – in accordance with the requirements set forth in the construction documents.
- k. Regular coordination with PEDC staff and monthly progress reporting to the PEDC Board of Directors.
- l. Approval of final punch list items and project close-out.

INSTRUCTIONS TO SUBMITTERS

Firms desiring to submit shall provide four (4) hard copies and one (1) electronic version of your firm's Letter of Interest containing all the requested information no later than the date and time listed on the cover sheet. Submittals delivered late shall not be accepted or considered. No exceptions will be made.

Information submitted with your letter of interest should include documentation to demonstrate your firm's qualifications and abilities to provide the services outlined in the scope of work. The submittal should include sufficient information to permit a clear understanding of project requirements, project familiarity, similar past projects, staff experience and abilities, and any other additional, pertinent details to describe the team's capabilities.

A committee will review the information submitted and short-list the firms. The PEDC will develop final selections from written proposals. Submitters are advised that project funding is time-sensitive, so there will be no on-site presentations. In this case, interviews and/or telephonic discussions may be requested of any preferred firms. Once all reviews and interviews are complete, any short-listed firms will be ranked by the selection committee with the ranked firm being scheduled for negotiations of project scope and fees.

CONDUCT OF PARTICIPANTS

After the issuance of any solicitation, all bidders/proposers/protestors or individuals acting on their behalf are hereby prohibited from lobbying as defined herein or otherwise attempting to persuade or influence any elected or appointed PEDC officials, their agents or employees, or any member of the relevant selection committee at any time during the blackout period as defined herein; provided, however, nothing herein shall prohibit bidders/proposers/protestors or individuals acting on their behalf from communicating with the purchasing staff concerning a pending solicitation unless otherwise provided for in the solicitation or unless otherwise directed by the agency contact identified herein.

a. Definitions:

Blackout period means the period between the time the bids/proposals for invitations for bid or the request for proposal, or qualifications, or information, or requests for letters of interest, or the invitation to negotiate, as applicable, are received at the PEDC and the time the PEDC awards the contract, and any resulting bid protest is resolved or the solicitation is otherwise canceled.

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Lobbying means any attempt to influence the thinking of PEDC officials, their agents or employees or any member of the relevant Selection Committee for or against a specific cause related to a pending solicitation for goods or services, in person, by mail, by facsimile, by telephone, by electronic mail, or by any other means of communication.

b. Sanctions:

The PEDC or its authorized agent may impose any one or more of the following sanctions on a nonemployee for violations of the policy set forth herein:

- Rejection/disqualification of submittal
- Termination of contract

IDENTIFICATION OF SUBCONSULTANTS/CHANGES AFTER THE FACT

After delivering an initial proposal in response to this solicitation, all submitters are prohibited from substituting, modifying, or amending those sub consultants identified in the initial written submittal at any time during the course of the solicitation process up to the final award of contract and including question and answer sessions, presentations (if required) or technical clarifications and submittals as may be required by the Review/Selection Committee. A substitution or addition of subconsultants or any other material changes to the submittal after the initial response will cause the submittal to be invalid for review and selection purposes.

After contract award, and during project execution, any substitutions or additions to the consulting team must be approved in writing by the responsible PEDC officials, or authorized representative.

c. Florida Executive Order 11-116 Compliance

FIRMS' EVALUATIONS AND SELECTION

The PEDC shall follow the procedures of the Consultants' Competitive Negotiation Act, Title XIX, Chapter 287, Section 055 of the Florida Statutes. The selection committee shall consider such factors as:

Team Composition and Organization	20 points
Professional Qualifications	20 points
Project Experience	20 points
General Approach to Scope of Work	25 points
Ability to communicate effectively with PEDC staff	10 points
Utilization of Local Resources	5 points

***PEDC: Professional Services for 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
Escambia County, Florida***

SCHEDULE

The following schedule shall be adhered to in so far as practical in all actions related to this procurement:

Letters of Interest due date: May 26th, 2023 at 12:00 pm CDT

Evaluations ON OR ABOUT: June 2nd, 2023

Negotiations with First Ranked Firm ON OR ABOUT: June 7th, 2023

PEDC Board Approval ON OR ABOUT: June 27th, 2023

Note: Per Florida Statute 119.071, General exemptions from inspection or copying of public records 2. Sealed bids, proposals, or replies received by an agency pursuant to a competitive solicitation are exempt from s. 119.07(1) and s. 24(a), Art. I of the State Constitution until such time as the agency provides notice of an intended decision or until 30 days after opening the bids, proposals, or final replies, whichever is earlier.

Public Records associated with this solicitation will not be available until the earlier of PEDC Board Approval of firm or February 23, 2022.

TERMS AND CONDITIONS OF CONTRACT

By submitting this response, Respondent agrees that all or portions of the submittal contents may become part of a contract, if accepted. Any submittal which does not accept this condition will be rejected.

The Pensacola-Escambia Promotion & Development Commission reserves the right to modify the scope of work, negotiate the award, and conditions of the proposal prior to entering into a written agreement.

Project Nova

Aviation Center of Excellence

Industry Labor Shortages Forecast



612,000
Pilots



626,000
Technicians



886,000
Cabin Crew Members



18-24 months to train an Airframe & Powerplant certificated Technician

132,000 new technicians required in North America

Boeing's 2021 Pilot and Technician Outlook projects that 626,000 new maintenance technicians will be needed to maintain the global commercial aviation fleet over the next 20 years.

Fewer technician, many more planes
Apprenticeships, technical school partnerships and expanding diversity efforts are key paths identified in addressing labor supply shortage.

Aviation Center of Excellence



Greenfield site

- Synergy with MRO operations co-location
- Access taxiing training & GA aircraft maintenance
- 56k s.f training hangar & technical center
- Design spec collaboration with education partners
- Career opportunities with ST Engineering & other major customers
- Fence line separates MRO operations & Technician Training

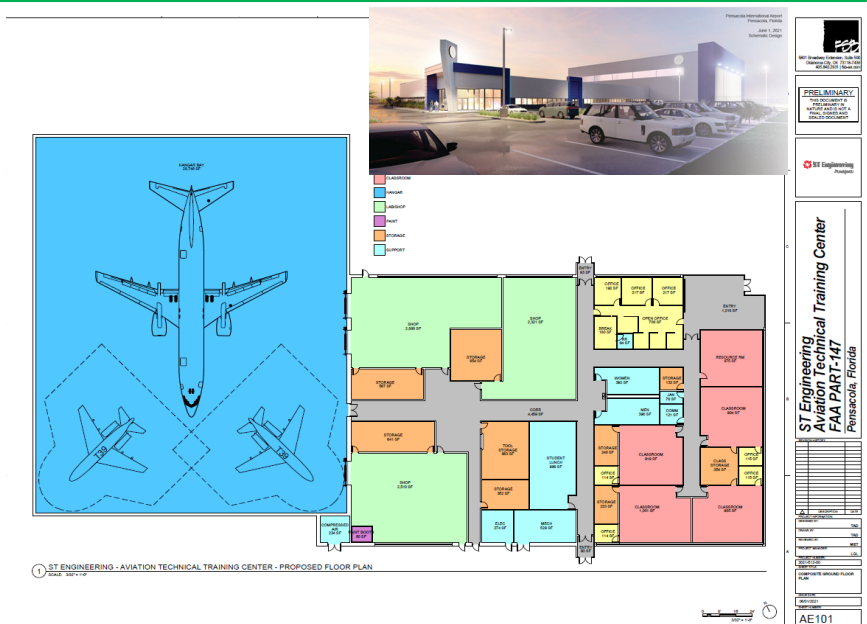
Aviation Center of Excellence

Training capacity for up to 150 students & more

- Support Workforce Development ramp up & future aviation expansions
- Training pipeline for ST Engineering and Leonardo coming online by 2024
- GA aircraft as training opportunity

Partnership with Existing Education Schools

- Public Training - Pensacola State College (PSC)
- PSC establish FAA Part 147 certificate on new site
- Upskill Northwest Floridians to become highly skilled mechanic/ good salary
- Possible PSC tie up for trade certification to further serve local community on industry needs
- Feeder network with Escambia County Schools



Excerpt, FTZ #249 Annual Report to International Trade Administration

Zone Number	Report Date		Grantee
249	03/29/2023	2022	Pensacola-Escambia County Promotion & Development Commission

Total Value of Shipments (Includes value of merchandise as well as value added – labor, profit, overhead, etc.)		
	Total Summed from Warehouse Operator Reports	Total to be Submitted to the FTZ Board
1 Value of Shipments to the U.S. Market	18,630,947.64	18,630,947.64
2 Value of Exports	10,105,118	10,105,118
3 Total Value of Shipments - Calculated	28,736,065.64	28,736,065.64

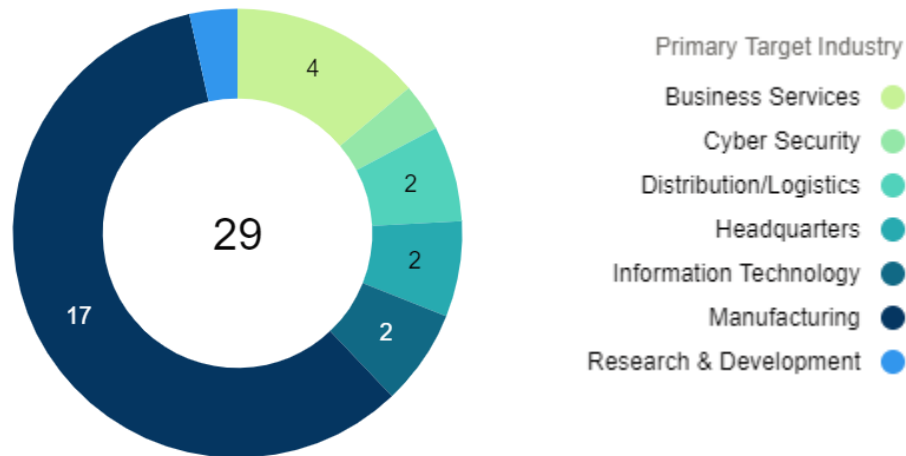
BUSINESS DEVELOPMENT

Year to Date

April 7, 2023

Active Projects	29
Active Project Site Visits	7
Existing Industry Visits	17
Response Proposals	10

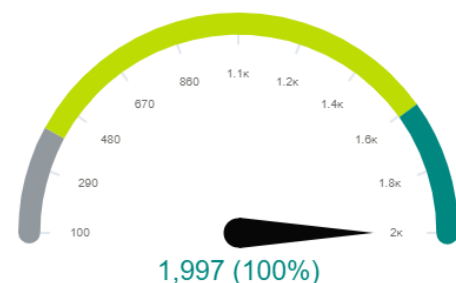
PROJECTS **1,850** JOBS **15** NEW RELOCATIONS
CAPEx \$2,198,725,000 **14** LOCAL EXPANSIONS



3RD QUARTER EXISTING INDUSTRY VISITS

			#Employees	Sector
OCTOBER	4	2/2/2023	West Fraser	250 Manufacturing
NOVEMBER	3	2/6/2023	ESA South	45 Business Services
DECEMBER	0	2/10/2023	Cerex Advanced Fabrics	72 Manufacturing
JANUARY	3	2/15/2023	Custom Control Solutions	50 Manufacturing
FEBRUARY	5	2/28/2023	JAG Consulting	12 R&D
MARCH	2	3/7/2023	ST Engineering	180 Aviation MRO
		3/29/2023	CEMEX USA	12 Manufacturing

ANNOUNCEMENTS



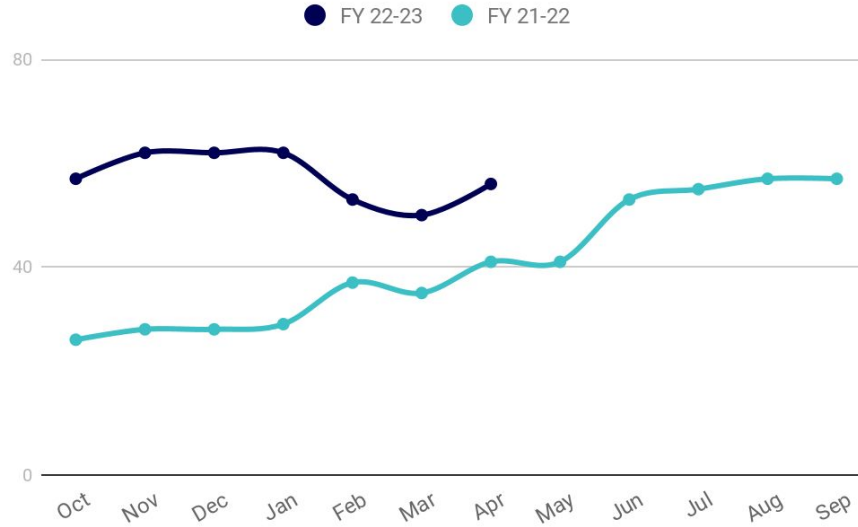
24 PROJECTS **9** NEW RELOCATIONS
15 LOCAL EXPANSIONS

New Jobs	Retained Jobs	Average Wage	Annual Payroll	Capital Investment
1997	271	\$54,019	\$122,137,995	\$322,926,385
New Jobs	Retained Jobs	Average Wage	Annual Payroll	Capital Investment
7355	879	\$52,541	\$432,621,976	\$800,384,585

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						
Alfius 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						
Spectra	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, 2022						
Vivid Bridge Studios	Business Services	6		\$58,200	\$349,200	
January, 2023						
Project MAGNOLIA (imminent)	Headquarters	10		\$58,000	\$580,000	\$3,600,000
March, 2023						
CO:LAB Pensacola (19 Companies)	Business Services	46		\$49,400	\$2,272,400	N/A
April, 2023						
5-year Goals To Date	24 Projects	1997	271	\$54,019	\$122,516,132	\$322,926,385
FY 2014-2023 Totals	40 Projects	7355	879	\$52,541	\$432,621,976	\$800,384,585

Occupancy (Goal: 80%)

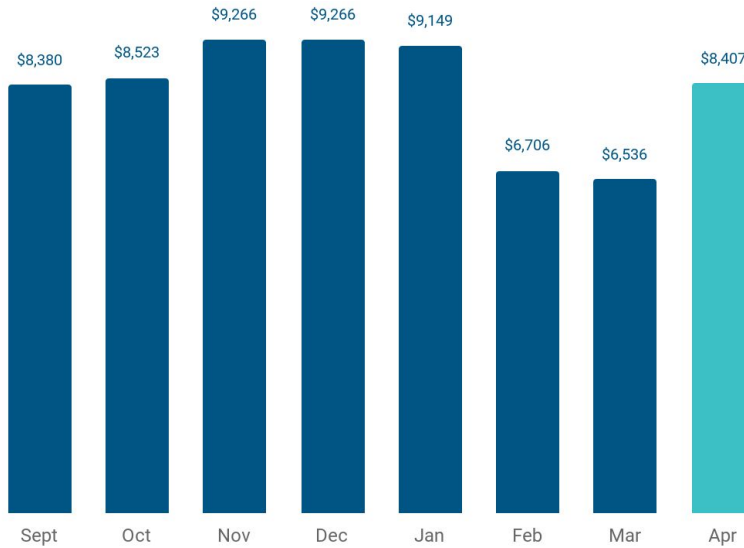


5,678 SQ. FT.
OF 10,206 TOTAL

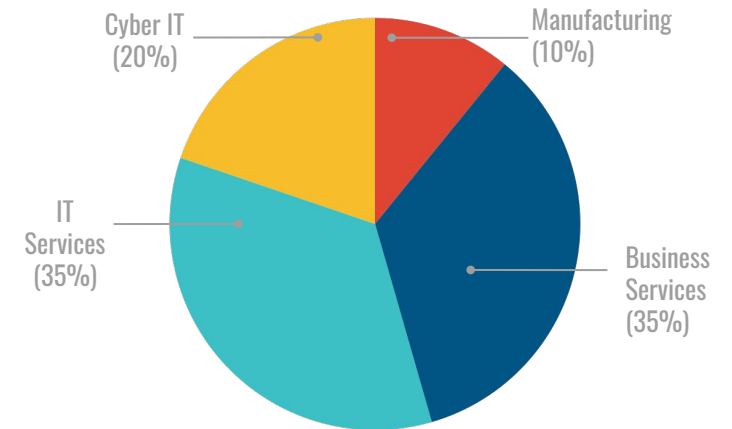
20
COMPANIES

46 EMPLOYEES

Revenue



Employees by Industry



Companies

Snap Soccer

Prospect Junkie

ARGO Cyber Systems
Capacity Path
Envision CMS
National Energy USA
Heart Crossed Films
Brewwww
Taste of Pensacola

MediaTech Direct
Rx: Stay
Spire Marketing
Morbi
All Mine Lah
Determinant Materials
She Speaks and Inspires
Master Butler Service Corp
Lifestyle Medicine Wellness & Recovery
Accenture
Mappica

Alumni

128 Creative Collective, *Mar '23*
Vivid Bridge Studios, *Feb '23*
Data Revolution, *Sep '20*
Guided Particle Systems, *Sep '20*
Warfighter Fitness, *Sep '20*
N Star Investments, *Sep '20*
Tag Tech, *Sep '20*
Angler Up, *Sep '20*
Assoc. Resource Solutions, *Sep '20*
Coast Software, *Jul '20*
Girl Catch Fire, *Jun '20*
Altius Marketing, *May '20*
Coflyt, *May '20*

Social Icon, *May '20*
Speaker Training, *May '20*
Right on Target Marketing, *May '20*
Pensacola Media Group, *May '20*
EBI Management Group, *Mar '20*
Qualia Is, *Mar '20*
Samantha Weaver, *Sep '19*
The Strength Group, *Sep '19*
Lost Key Media, *May '19*
Hatchmark Studio, *Aug '18*
Your Techno Geeks, *May '18*
IRIS, *Apr '18*
Hexad Analytics, *Apr '17*

Community

NEW TENANT Gulf Coast 3D Metrology is a technology based company utilizing the latest 3D scanning equipment and software for dimensional analysis & inspection, 3D layouts, and archiving of items in a digital format. Founder Brian Krueger established Gulf Coast 3D Metrology this year.

NEW TENANT Mappica LLC is developing innovative no-code software designed to empower non-technical users—giving them the ability to rapidly prototype and publish their own compelling, interactive, on-brand visualizations. Founder Ross van der Linde established Mappica LLC this year and plans a software launch late 2023/early 2024.

Accountingfly, *Feb '17*
Paint University, *Feb '17*
FFCFC, *Feb '17*
Jewel Graphics, *Apr '17*
Broker Frameworks, *Feb '17*
Koala Pickup, *Feb '17*
Re Vera Services, LLC, *Sep '16*
Clearstream, *Sep '16*
Pay Cell Systems, *Jun '16*
Robotics Unlimited, Inc., *Dec '15*
EPR, *Apr '14*
The Analyst Group, *Jul '12*

Marketing & Communications Review – March 2023

Website Metrics – Google Analytics – March over February

We continue to see improvement in the majority of the website metrics!

FloridaWest.com (big spike in February 10 makes March look down but we are trending upward)

- users ↓ 11.6% - ↓ 198
- page views ↓ 3% - ↓ 91
- sessions ↓ 9% - ↓ 179
- top cities: Pensacola, Chicago, Atlanta, New Orleans, New York

CyberCoastFlorida.com (Ad campaign running during previous period)

- users ↑ 2.78% - ↑ 2
- page views ↑ 13% - ↑ 16
- sessions ↑ 6.41% - ↑ 5
- top cities: Ashburn, Atlanta, Columbus, Austin, Ottawa

CO-LAB.com

- users ↑ 43.2% - ↑ 272
- page views ↑ 7.2% - ↑ 33
- sessions ↑ 23.83% - ↑ 61
- top cities: Ashburn, Pensacola, Atlanta, Chicago, St. Louis

Social Media Metrics – March over February

FloridaWest

- Facebook
 - Page reach: 1422 ↓ 67% over previous period
 - Page visits: 64 ↓ 32% over previous period
 - Page new likes (followers) 0 — flat over previous period
- Instagram
 - Reach: 251 ↓ 22% over previous period
 - Profile visits: 30 ↓ 57% over previous period
 - New followers: 0 — flat over previous period
 - Impressions: 1134 ↑ 3.7% over previous period
- Twitter - 28-day snapshot
 - Tweet impressions: 760 ↓ 61% over previous period
 - Profile visits: 195 ↓ 8% over previous period
 - Followers: 818 ↑ by 1 follower over previous period
- LinkedIn
 - Reactions: 258 ↓ by 17% over previous period

- New followers: 38 ↑ by 52% over previous period
- Page views: 60 ↓ by 32% over previous period

CyberCoast

- Facebook
 - Page reach 30 ↓ 74% over previous period
 - Profile Visits: 26 ↑ 271% over previous period
 - New Followers: 0 — flat over previous period
- Instagram
 - Reach: 119 ↓ 74% over previous period
 - Profile Visits: 15 ↓ 29% over previous period
 - New Followers: 8 ↓ 20% over previous period
- Twitter - 28-day snapshot
 - Tweet impressions: 105 ↑ 1066% over previous period
 - Profile visits: 41
 - Followers: 36 no change over previous period
- LinkedIn
 - Reactions: 14 ↓ 22% over previous period
 - New followers: 4 ↑ 300% change over previous period
 - Page views: 5 ↑ 400% over previous period

CO:LAB

- Facebook
 - Page reach: 1619 ↑ 106% over previous period
 - Page visits: 154 ↑ 33% over previous period
 - Page new likes: 5 ↑ 25% over previous period
- Instagram
 - Reach: 601 ↑ 359% over previous period
 - Profile visits: 84 ↑ 200% over previous period
 - New followers: 12 ↑ 50% over previous period
- Twitter - 28-day snapshot
 - Tweet impressions: 227 ↑ 497% over previous period
 - Profile visits: 124 ↑ 226% over previous period
 - Followers: 168 ↑ 1 follower over previous period
- LinkedIn - 90-day snapshot
 - Reactions: 35 ↑ 600% over previous period
 - Total followers: 428 ↑ 567% over previous period
 - Page views: 29 ↑ 81% over previous period

Events & More

Press Releases, Articles & Announcements

CO:LAB Social media: Sharing CO:LAB resident entrepreneur stories

Upcoming social: Welcome Dave Hoxeng as PEDC Chair

Upcoming announcement: Anglin Reichmann IRDF Award – May 3 Open House Event