



## **PENSACOLA-ESCAMBIA PROMOTION & DEVELOPMENT COMMISSION**

July 18, 2017 – Co:Lab, 3<sup>rd</sup> Floor Conference Room  
418 W Garden Street - Pensacola, Florida 32502

### **PEDC AGENDA**

- |  |                  |
|--|------------------|
| <b>1. Call to Order</b>                                  | Lewis Bear, Jr.  |
| <b>2. Public Comment</b>                                 | Lewis Bear, Jr.  |
| <b>3. Action Items</b>                                   |                  |
| a. Approval of May Minutes                               | Lewis Bear, Jr.  |
| b. Approval of June 30 <sup>th</sup> , 2017 Financials   | Chris Walker     |
| c. PEDC/FloridaWest Contract                             | Richard Sherrill |
| <b>4. Discussion Items (No Board Action Anticipated)</b> |                  |
| a. PEDC 2017-2018 Funding Update                         | Lewis Bear, Jr.  |
| b. Tech Park Update                                      | Lewis Bear, Jr.  |
| c. Foreign Trade Zone Expansion                          | Scott Luth       |
| d. Business Development Updates                          | Scott Luth       |
| e. Other Business  | Lewis Bear, Jr.  |
| <b>5. Adjourn</b>  | Lewis Bear, Jr.  |

**Next Meeting to be announced.**



## PENSACOLA-ESCAMBIA PROMOTION & DEVELOPMENT COMMISSION

May 2, 2017 – Co:Lab, 3<sup>rd</sup> Floor Conference Room  
418 W Garden Street - Pensacola, Florida 32502

**Board attendees:** Chairman Lewis Bear, Jr., Dave Hoxeng (by phone), Steven Barry (by phone), Clorissti Mitchell, Henry Hawkins, and Adam Principe

**Board not in attendance:** Andy Terhaar & Larry Johnson

**Others in attendance:** Scott Luth, Chris Walker, Libby Brown and Danita Andrews.

### PEDC MINUTES

1. **Call to Order:** This meeting was called to order at 3:30 PM.
2. **Public Comment:** Mr. Bear asked if there was any public comment. There was none.
3. **Action Items**
  - a. **Approval of February 21 Minutes:** It was MOVED by Grover Robinson and SECONDED by Henry Hawkins to approve the February 21 minutes. The motion passed unanimously.
  - b. **Approval of March 2017 Financials:** Chris Walker of Bizzell, Neff & Galloway presented the March 2017 financials to the Board. The MOTION was made and SECONDED to approve the March financials and the motion passed unanimously.
  - c. **Signer Authorization for BBVA Compass:** Dave Hoxeng requested approval from the Board before authorizing an additional signer to the PEDC Bank Accounts. It was MOVED by Grover Robinson and SECONDED by Henry Hawkins to authorize Dave to sign the signer form. The motion was unanimously approved.
  - d. **Insurance Renewal for Director's and Officer's Insurance:** PEDC's D&O policy expires on May 20<sup>th</sup>, and FLWest staff has solicited bids from three companies including our current policy holder. Scott requested that the Board authorize the Chairman to sign off on the cheapest policy of the three. It was MOVED by Grover Robinson and SECONDED by Henry Hawkins to authorize the Chairman to approve the winning bid for insurance renewal. The motion was unanimously approved.
  - e. **Tech Park Ground Lease Extension:** The original ground lease stated that work would begin by April 1, and Space Florida has requested a 90 day extension. It was MOVED by Henry Hawkins and SECONDED by Grover Robinson to grant Space Florida the 90 day extension. The motion passed unanimously.
4. **Discussion Items**
  - a. **Bluff's Update:** Scott Luth explained to the Board that they were still working with our prime contractor Baskerville Donovan and marketing contractor VisionFirst Advisors. There will be a completed draft marketing materials available soon. FDOT's grant for engineering does not have a hard deadline – but DEO does. We have asked for an additional \$3 million for next fiscal year through appropriations.
  - b. Other Business:
    - i. **Comment:** TRIUMPH passed through the House.
    - ii. **Question:** Is PEDC Meeting on the 16<sup>th</sup> of May? No, that meeting is cancelled.
    - iii. **Central Commerce Park:** IT issues brought to Jack Brown about the diminished speed of internet at the Park with current provider AT&T. No action needed yet but Scott Luth wanted the Board to be aware. Will want to have a

**PENSACOLA-ESCAMBIA PROMOTION & DEVELOPMENT COMMISSION**

May 2, 2017 – Co:Lab, 3<sup>rd</sup> Floor Conference Room  
418 W Garden Street - Pensacola, Florida 32502

recommendation for a solution for the next BOCC meeting – Scott Luth, Dave Hoxeng to meet with the County’s IT Lead, Sean Fletcher.

- iv. **Comment:** Chairman Bear received a letter of interest for the Tech Park from an institution that will for now will remain unnamed, and he is exploring that option.

**5. Adjourn: The meeting was adjourned at 4:01 PM**

Respectfully Submitted By:

---

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

**BIZZELL, NEFF & GALLOWAY, P.A.  
CERTIFIED PUBLIC ACCOUNTANTS  
P.O. BOX 12346 - 3250 NAVY BOULEVARD  
PENSACOLA, FLORIDA 32591**

**ACCOUNTANTS' COMPILATION REPORT**

July 11, 2017

TO THE BOARD OF DIRECTORS  
PENSACOLA-ESCAMBIA COUNTY PROMOTION AND DEVELOPMENT COMMISSION  
PENSACOLA, FLORIDA

MANAGEMENT IS RESPONSIBLE FOR THE ACCOMPANYING STATEMENT OF ASSETS, LIABILITIES, AND NET ASSETS – MODIFIED CASH BASIS OF PENSACOLA-ESCAMBIA COUNTY PROMOTION AND DEVELOPMENT COMMISSION AS OF JUNE 30, 2017, AND THE RELATED STATEMENT OF REVENUES AND EXPENSES – ANNUAL BUDGET TO YEAR-TO-DATE ACTUAL – MODIFIED CASH BASIS FOR THE NINE MONTHS THEN ENDED, AND FOR DETERMINING THAT THE MODIFIED CASH BASIS IS AN ACCEPTABLE FINANCIAL REPORTING FRAMEWORK. WE HAVE PERFORMED A COMPILATION ENGAGEMENT IN ACCORDANCE WITH STATEMENTS ON STANDARDS FOR ACCOUNTING AND REVIEW SERVICES PROMULGATED BY THE ACCOUNTING AND REVIEW SERVICES COMMITTEE OF THE AICPA. WE DID NOT AUDIT OR REVIEW THE FINANCIAL STATEMENTS NOR WERE WE REQUIRED TO PERFORM ANY PROCEDURES TO VERIFY THE ACCURACY OR COMPLETENESS OF THE INFORMATION PROVIDED BY MANAGEMENT. ACCORDINGLY, WE DO NOT EXPRESS AN OPINION, A CONCLUSION, NOR PROVIDE ANY FORM OF ASSURANCE ON THE FINANCIAL STATEMENTS.

THE FINANCIAL STATEMENTS ARE PREPARED IN ACCORDANCE WITH THE MODIFIED CASH BASIS OF ACCOUNTING, WHICH IS A BASIS OF ACCOUNTING OTHER THAN ACCOUNTING PRINCIPLES GENERALLY ACCEPTED IN THE UNITED STATES OF AMERICA.

MANAGEMENT HAS ELECTED TO OMIT SUBSTANTIALLY ALL OF THE DISCLOSURES ORDINARILY INCLUDED IN FINANCIAL STATEMENTS PREPARED IN ACCORDANCE WITH THE MODIFIED CASH BASIS OF ACCOUNTING. IF THE OMITTED DISCLOSURES WERE INCLUDED IN THE FINANCIAL STATEMENTS, THEY MIGHT INFLUENCE THE USER'S CONCLUSIONS ABOUT THE ORGANIZATION'S ASSETS, LIABILITIES, NET ASSETS, AND REVENUES AND EXPENSES. ACCORDINGLY, THE FINANCIAL STATEMENTS ARE NOT DESIGNED FOR THOSE WHO ARE NOT INFORMED ABOUT SUCH MATTERS.

BIZZELL, NEFF & GALLOWAY, P.A.

*Bizzell, Neff & Galloway, P.A.*  
CERTIFIED PUBLIC ACCOUNTANTS

**Pensacola-Escambia County Promotion and Development Commission**  
**Statement of Assets, Liabilities, and Net Assets - Modified Cash Basis**  
**As of June 30, 2017**

**ASSETS**

Current Assets

Checking/Savings

1010 · Checking - Compass

\$ 617,380.11

Total Checking/Savings

\$ 617,380.11

Total Current Assets

\$ 617,380.11

Fixed Assets

1500 · Land

\$ 8,325,000.00

1600 · Land Improvements

3,243,106.03

1799 · Allowance for Fair Value Adj

(5,718,106.03)

Total Fixed Assets

\$ 5,850,000.00

**TOTAL ASSETS**

**\$ 6,467,380.11**

**LIABILITIES & NET ASSETS**

Liabilities

Current Liabilities

2122 · Tech Park Payable - County LOC

\$ 2,156,610.98

2140 · Grant Funding Payable - County LOC

408,875.00

Total Current Liabilities

\$ 2,565,485.98

Total Liabilities

\$ 2,565,485.98

Net Assets

32000 · Unrestricted Net Assets

\$ 4,328,275.18

3202 · Economic Development Projects

61,198.00

3203 · Commerce Park Impr/Mktg

52,309.20

Net Loss

(539,888.25)

Total Net Assets

\$ 3,901,894.13

**TOTAL LIABILITIES & NET ASSETS**

**\$ 6,467,380.11**

**Pensacola-Escambia County Promotion and Development Commission**  
**Statement of Revenues and Expenses - Annual Budget to Year-to-Date Actual - Modified Cash Basis**  
**For the Nine Months Period Ended June 30, 2017**

	<u>Oct '16 - Jun '17</u>	<u>Annual Budget</u>	<u>Variance \$</u>	<u>Variance %</u>
<b>Revenues</b>				
4000 · City of Pensacola Income	\$ 112,500.00	\$ 150,000.00	\$ (37,500.00)	-25.00%
4100 · Escambia County Income	412,500.00	550,000.00	(137,500.00)	-25.00%
4800 · Interest Income	-	400.00	(400.00)	-100.00%
4520 · FOIL Grant	408,875.00	2,000,000.00	(1,591,125.00)	-79.56%
4521 · DEO Grant	-	300,000.00	(300,000.00)	-100.00%
<b>Total Revenues</b>	<u>\$ 933,875.00</u>	<u>\$ 3,000,400.00</u>	<u>\$ (2,066,525.00)</u>	<u>-68.87%</u>
<b>Expenses</b>				
5004 · Economic Development	\$ 450,000.00	\$ 600,000.00	\$ (150,000.00)	-25.00%
5010 · Foreign Trade Zone	1,250.00	2,000.00	(750.00)	-37.50%
5100 · Audit Fees	7,500.00	7,500.00	-	0.00%
5310 · Insurance - Director & Officer Liability	956.00	1,200.00	(244.00)	-20.33%
5320 · Legal Expenses	3,162.50	5,000.00	(1,837.50)	-36.75%
5330 · Bank Service Charges	-	1,000.00	(1,000.00)	-100.00%
5340 · Special District Fees	175.00	200.00	(25.00)	-12.50%
5400 · Technology Park Expenses	22,806.88	82,500.00	(59,693.12)	-72.36%
5600 · Miscellaneous Expense	138.75	1,000.00	(861.25)	-86.13%
5420 · FOIL Expense	987,774.12	2,300,000.00	(1,312,225.88)	-57.05%
<b>Total Expenses</b>	<u>\$ 1,473,763.25</u>	<u>\$ 3,000,400.00</u>	<u>\$ (1,526,636.75)</u>	<u>-50.88%</u>
<b>Net Loss</b>	<u>\$ (539,888.25)</u>	<u>\$ -</u>	<u>\$ (539,888.25)</u>	<u>-100.00%</u>

## **MEMORANDUM OF UNDERSTANDING**

This MEMORANDUM OF UNDERSTANDING (hereinafter referred to as the "Agreement") is made and entered into effective the 1<sup>st</sup> day of October, 2017, by and between the PENSACOLA-ESCAMBIA PROMOTION AND DEVELOPMENT COMMISSION ("PEDC") and COMMUNITY ECONOMIC DEVELOPMENT ASSOCIATION OF PENSACOLA AND ESCAMBIA COUNTY, INC. ("FloridaWest").

### ***Recitals***

A. PEDC was created by that certain Special Law known as Chapter 67-1365, Laws of Florida, as amended, and entitled the "Pensacola-Escambia County Promotion and Development Commission Act", for the uses and purposes set forth therein, which are incorporated herein by reference.

B. Pursuant to the authority granted to PEDC in the Act, PEDC is authorized to enter into agreements with private entities in order to establish a unified promotion and development effort in Escambia County.

C. The PEDC and FloridaWest entered into that certain agreement on or about October 1, 2014, to perform certain of the obligations of PEDC under the Act. PEDC made the findings called for in the Act and took the actions required prior to entry into this Agreement and the prior agreements.

D. The PEDC and FloridaWest continue to have common goals to promote and develop Escambia County, and wish to enter into a new agreement to continue to work jointly to provide new jobs and investments for the citizens of Pensacola and Escambia County.

### ***Agreement***

NOW, THEREFORE, for and in consideration of the foregoing, the terms and conditions hereof, and of the mutual benefits flowing each to the other and the community at large, and for other good and valuable considerations, the receipt, adequacy and sufficiency of which are all hereby acknowledged, PEDC and FloridaWest agree as follows:

1. Each of the Recitals set forth above is true and correct, and incorporated herein by reference.

2. PEDC hereby contracts with FloridaWest to develop, undertake, and affect active and aggressive programs for economic development on behalf of PEDC (the "Programs"). In conjunction with the administration of such Programs, FloridaWest will provide office space, staff personnel, and all necessary related facilities and equipment to carry out such Programs. FloridaWest shall also provide administrative support and record keeping services for the Programs. Should FloridaWest determine it to be in the best interest of any or all of the Programs to utilize an outside firm to provide additional administrative support and record keeping services, the selection of such agency or consultants by FloridaWest will be through a request for proposal process, as provided in FloridaWest's standard bid procedures. In carrying the functions on behalf of FloridaWest, the PEDC acknowledges and agrees to abide by all applicable provisions of Florida's Government-in-the-Sunshine law.

3. As contemplated in the Act, the marketing/advertising and promotion efforts for the Programs will be designed to promote both the incorporated areas of Century and Pensacola, as well as all of the unincorporated areas of Escambia County. The particular marketing focus of the Programs will be determined by mutual agreement between FloridaWest and the PEDC.

4. The renewal terms of this agreement shall be for three (3) years commencing October 1, 2017. Either party may terminate this Agreement upon not less than 120 days written notice to the other party.

5. The Programs shall be operated on an annual basis beginning October 1<sup>st</sup> of each year, and continuing until September 30<sup>th</sup> of the following year.

6. In conjunction with the yearly term hereof (and any renewals), FloridaWest shall submit to PEDC for approval by the PEDC Board a line item budget of expenditures on the part of FloridaWest and a program of work/marketing and advertising plan for the Programs. Both of these items shall be submitted to PEDC at least (60) days prior to October 1<sup>st</sup> of each year. In addition, FloridaWest shall provide written and verbal activity reports to the PEDC at each regularly scheduled PEDC Board meeting. Should FloridaWest determine it to be in the best interest of any or all of the Programs to utilize an outside advertising agency or other consultants, the selection of such agency or consultants by FloridaWest will be through a request for proposal process, as provided in the FloridaWest's standard bid procedures. The funding set forth in the two subsequent paragraphs (¶¶7 and 9) may be adjusted on an annual basis by agreement of the parties, which shall be set forth in a separate instrument if so adjusted.

7. As funding for the Programs and the services to be provided by FloridaWest pursuant to this Agreement, PEDC shall pay to FloridaWest an annual amount of not less than One Hundred Thousand Dollars (\$100,000), such annual amount to be allocated for the funding of the Programs in the areas of Economic Development, as well as administrative overhead. The amount of such annual payment to be allocated in each area will be determined on an annual basis by agreement of PEDC and FloridaWest.

8. All expenditures of funds under the provisions of this Agreement shall be subject to the laws of Florida. In addition, the books and records of FloridaWest concerning all expenditures of such funds shall be subject to audit by the PEDC, Escambia County, and the City of Pensacola, as provided in the Act.

9. Should either the City of Pensacola or Escambia County fail to approve annual funds designated for the operation of PEDC in the amount of at least One Hundred Fifty Thousand Dollars (\$150,000) from the City and One Hundred Fifty Thousand Dollars (\$150,000) from the County, this Agreement may be terminated by either PEDC or FloridaWest upon twenty-one (21) days written notice. Should this Agreement be terminated under this provision by either party, FloridaWest shall provide a full accounting to PEDC for all funds received by FloridaWest from PEDC prior to the termination of the Agreement.

10. This Agreement incorporates and includes all prior negotiations, correspondence, agreements or understandings applicable to the matters contained herein; and the parties agree that there are no other prior or current commitments, agreements or understandings concerning the subject matter of this Agreement that are not contained within this Agreement. However, the parties may enter into additional or further agreements as



necessary to effect the terms and conditions of this Agreement, or the duties and obligations of PEDC.

11. This Agreement will be construed as provided in Section 9(4) of the Act.

IN WITNESS WHEREOF the PENSACOLA-ESCAMBIA PROMOTION AND DEVELOPMENT COMMISSION and COMMUNITY ECONOMIC DEVELOPMENT ASSOCIATION OF PENSACOLA AND ESCAMBIA COUNTY, INC., pursuant to due and legal action of their respective Boards of Directors have executed this Agreement, causing their names to be signed by their respective officers and seals to be affixed the day and year first above written.

PENSACOLA-ESCAMBIA PROMOTION AND  
DEVELOPMENT COMMISSION

\_\_\_\_\_  
by: LEWIS BEAR, JR., Chairman

Attest:

\_\_\_\_\_  
By: \_\_\_\_\_, Secretary

COMMUNITY ECONOMIC DEVELOPMENT  
ASSOCIATION OF PENSACOLA AND  
ESCAMBIA COUNTY, INC.

\_\_\_\_\_  
by: JIMMY L. WAITE, President

Attest:

\_\_\_\_\_  
By: \_\_\_\_\_, Secretary

# U.S. FOREIGN-TRADE ZONES PROGRAM

The foreign-trade zones (FTZs) program was authorized by Congress in 1934 (FTZ Act - 19 USC 81a-81u) and is used to help encourage activity and value-added at U.S. facilities in competition with foreign alternatives by allowing delayed or reduced duty payments on foreign merchandise, as well as other savings.

- ▶ **Enhancing Competitiveness.** By reducing costs, FTZs level the playing field and improve U.S. competitiveness. FTZs can help businesses reduce production, transaction, and logistics-related costs by lowering effective duty rates, allowing special entry procedures, and encouraging production closer to market. Reducing costs through FTZ use can lead to more competitive U.S. operations, thereby helping to maintain U.S. activity and jobs.
- ▶ **Creating/Retaining Jobs and Encouraging Investment.** By helping local employers remain competitive, zones can contribute to maintaining or boosting employment opportunities. And lower FTZ-based production costs encourage increased investment in U.S. facilities.

## ABOUT THE FTZ PROGRAM

- The FTZ Act prohibits residence within a zone
- With the exception of formal customs entry procedures, all other local, state and federal laws and regulations apply (including labor and immigration laws)
- FTZs remain under the direct supervision of U.S. Customs and Border Protection
- FTZs are within the territory of the U.S. and merchandise stored in a FTZ is considered imported into the U.S.

## WHAT ARE THE BENEFITS OF A FOREIGN-TRADE ZONE?

In the global marketplace, many companies consider moving to foreign facilities to reduce costs. The benefits of the Foreign-Trade Zone program may be the competitive advantage that companies need to keep their manufacturing or distribution operations in the United States. These include:

- ▶ No duties on imported goods that are later re-exported
- ▶ Delayed payment of duties on goods that enter the U.S. market
- ▶ Manufacturing-specific benefits – with case-by-case approval by the FTZ Board – that can include reduction of duties if a lower tariff rate applies to the finished product leaving the zone than the tariff rates that would have applied on foreign components (“inverted tariff”)
- ▶ Elimination of duties on waste, scrap and rejected or defective parts
- ▶ Reductions in merchandise processing fees because zone users may be able to file a single customs “entry” (and pay a single fee) per week rather than making multiple entries during the course of a week

## USING A FOREIGN-TRADE ZONE

Once a zone location has been established by the FTZ Board, companies are required to “activate” the zone with U.S. Customs and Border Protection (CBP) prior to beginning FTZ operations. Zone activity occurs under the supervision of CBP and FTZs remain within the jurisdiction of all other local, state and federal governments or agencies.

[www.trade.gov/ftz](http://www.trade.gov/ftz)

## Guidelines for Adjacency Requirement

The FTZ Act and regulations require that zone sites be within or adjacency to a U.S. Customs and Border Protection (CBP) port of entry, as listed and defined in part 101 of the U.S. Customs and Border Protection regulations (19 CFR §101.3).

The adjacency requirement can be satisfied if one of the following factors is met:

1. The zone or subzone site is within the limits of a CBP port of entry (19 CFR §101.3).
2. The zone or subzone site is within 60 statute miles of the outer limits of a Customs port of entry (19 CFR §101.3).
3. The zone or subzone site is within 90 minutes' driving time from the outer limits of a CBP port of entry (19 CFR §101.3) as verified or concurred upon by the CBP Port Director.
4. For subzones only: if a subzone site does not meet the adjacency requirement based on one of the above three factors, it may alternatively qualify to be considered adjacent if the CBP Port Director agrees that the three special customs oversight factors are met. These factors are listed in the FTZ Board regulations (15 CFR § 400.11 (b)(2)(ii)):
  - (A) Proper CBP oversight can be accomplished with physical and electronic means;
  - (B) All electronically produced records are maintained in a format compatible with the requirements of CBP for the duration of the record period; and
  - (C) The operator agrees to present merchandise for examination at a CBP site selected by CBP when requested, and further agrees to present all necessary documents directly to the relevant CBP oversight office.

Office of the City Council

July 14, 2017

Ms. Clorissti Mitchell  
7994 Nalo Creek Loop  
Pensacola, FL 32514

Dear Ms. Mitchell:

On behalf of the City Council, it is a pleasure to advise you of your reappointment to the Pensacola Escambia Development Commission. Your term expires on June 30, 2019.


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

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

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

Congratulations on your reappointment.

Sincerely,

A handwritten signature in dark ink, appearing to read "Brian K. Spencer".

Brian K. Spencer  
President of City Council

BKS/rmt  
Enclosures

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



# BUSINESS DEVELOPMENT REPORT

Year to Date  
October 1, 2016– July 12, 2017

DANITA ANDREWS  
Director of Business Development



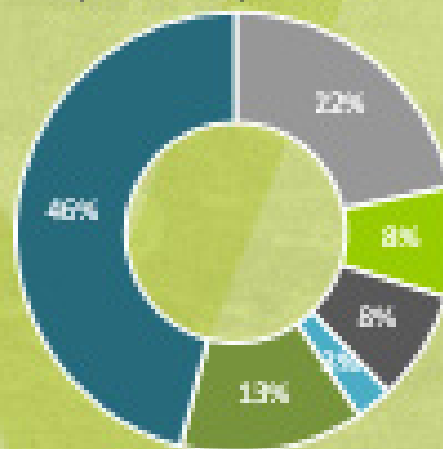
GATEWAY TO FLORIDA'S  
ENTERPRISE

# BUSINESS DEVELOPMENT

## REPORT OVERVIEW

Total Pipeline	37
Active Projects	17
Existing <u>8</u>	
New <u>9</u>	
Site Visits	<u>5</u>
Business Retention Visits	66

Pipeline by Sector




## Economic Development Pipeline

Project Code	# Jobs	Industry Sector	Status	Space Required	Lead	Project Rating
P02172015_BPO	1000	Call Center	Active	100,000	Direct	95%
H07172015_MFG	100	Manufacturing	Active	50,000	EFI	90%
G08152015_AAM	44	Aviation Manufacturing	Active	128,000	Direct	50%
Q02252016_MFG	95	Manufacturing	Active	60,000	Direct	90%
J02262016_MFG	10	Manufacturing	Active	1,500	Direct	95%
P08082016_MFG	TBD	Manufacturing	Active	TBD	Direct	95%
R08032016_MFG	7	Warehouse/Distribution	Active	30,000	FGNW	50%
S08162016_WD	400	Warehouse/Distribution	Active	350,000	Direct	80%
A08312016_WD	5	Warehouse/Distribution	Active	150,000	Direct	90%
S10032016_MFG	TBD	Manufacturing	Active	100,000	EFI	30%
G010092016_AAM	50	Aviation Manufacturing	Active	60,000	EFI	30%
G10142016_HQTR	6	Headquarters-BusServices	Active	7,000	Direct	95%
F10302016-AAM	0	Aviation	Active	0	Direct	95%
B12052016_MFG	45	Manufacturing	Active	35000 - 45000	Consultant	95%
S11092016_MFG	200	Manufacturing	Active	TBD	Consultant	30%
S11102016_MFG	TBD	Manufacturing	Active	TBD	Consultant	30%
M12082016_AAM	450	Aviation Manufacturing	Active	400,000	Consultant/FGNW	30%
F12282016_MFG	35	Manufacturing	Active	65,000	Direct	50%
V01102017_IT	20	IT	Active	5,000	Direct	95%
O01182017_MFG	200	Manufacturing	Active	400,000	EFI	30%
C01242017_AAM	40	Aviation	Active	6,000	EFI	30%
O2022017_IT	TBD	IT	Active	TBD	FGNW	25%
B02282017_MFG	80	Manufacturing	Active	TBD	EFI	30%
P03012017_MFG	35	Manufacturing	On-Hold	80,000	Direct	30%
Y03152017_MFG	150	Manufacturing	Active	100,000	EFI	30%
B03172017_MFG	50	Manufacturing	Active	35,000	Direct	30%
C032417_BPO	400	Call Center	Active	50,000	FGNW	30%
S11122015_MFG	80	Manufacturing	Active	40,000	Direct	30%
B04052017_MFG	115	Manufacturing	Active	385,000	Consultant	30%
E04132017_AAM	240	Aviation Manufacturing	Active	130,000	EFI	30%
N04242017_AAM	60	Aviation Manufacturing	Active	60,000	EFI	30%
A06172017_DWH	55	Distribution/Warehouse	Active	35,000	Direct	40%
D06232017_MFG	23	Manufacturing	Active	10,000	Direct	50%
A06132017_AAM	65	Aviation MRO	Active	60,000	Direct	40%
G06302017_MFG	60	Manufacturing	Active	30,000	EFI	30%
P07072017_BPO	250	BPO	Active	25,000	Direct	40%
L07072017_IT	4	IT	Active	TBD	Direct	30%
# Jobs	4374		Total Space Average SF	2,952,500 98,417		

### LEAD SOURCE:

Enterprise Florida, Inc. (10)  
 Florida's Great Northwest (4)  
 Site Consultant (4)  
 Direct (19)

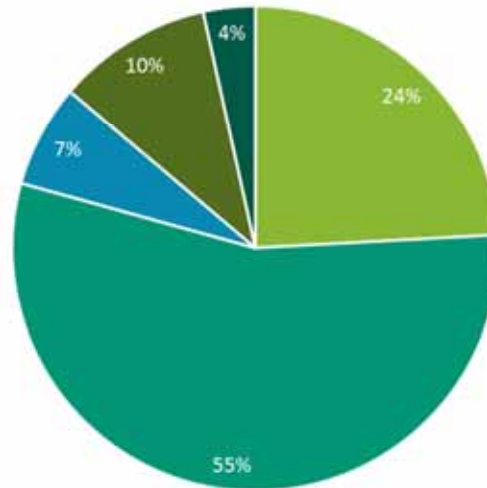
### TYPE:

Existing   
 New 

### STATUS:

Active (36)  
 Inactive  
 Hold (1)  
 Dead  
 Announced

# Request For Proposal by Sector



## Site Visits 5

S11102016_MFG	ACTIVE	Nov. 2016
H07172015_MFG	ACTIVE	Dec. 2016
V01102017_IT	ACTIVE	Jan. 2017
S11122015_MFG	ACTIVE	Mar. 2017
A06142017_AAM	ACTIVE	June 2017

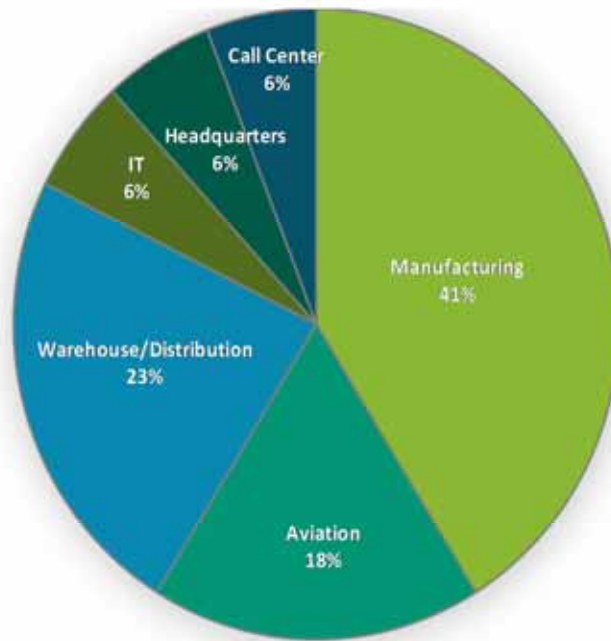


# TOTAL ACTIVE PROJECTS 17

9 RECRUITMENT

8 EXPANSIONS

1990 Jobs



■ Manufacturing ■ Aviation ■ Warehouse/Distribution ■ IT ■ Headquarters ■ Call Center

## *Business Retention-Expansion*

### *66 Existing Industry Visits*

Manufacturing	30%
Information Technology	23%
Aviation	26%
R&D	3%
Training/Education	3%
Marine MRO	6%
Financial Services	2%
Business Services	8%



## Report for FloridaWest EDA as of 07/01/17

Current Clients	Connection	Status
Intelligent Retinal Imaging Systems	Tenant	4th year- Expanding
Lost Key Media	Tenant	4th year
Hatchmark Studio	Tenant	2nd year
Samantha Weaver	Tenant	2nd year
YourTechnoGeeks	Tenant	2nd year
International Debt Recovery, Inc.	Tenant	1st year
EBI Management Group, Inc.	Tenant	1st year
Coast Software, dba. Building on Knowledge	Tenant	1st year
Data Revolution, LLC	Tenant	1st year
Emerald Coast Production, LLC	Tenant	1st year
Altius Marketing	Tenant	1st year
Guided Particle Systems, Inc.	Tenant	1st year
Robotics Unlimited, Inc.	Tenant	2nd year
Business RadioX	Tenant	1st year
Exited Clients	Date of Entry	Status
The Analyst Group	Mar-09	Graduated 7/15/12
Engineering & Planning Resources	Sep-10	Graduated 4/2014
Robotics Unlimited, Inc.	Oct-14	Graduated 12/2015
Pay Cell Systems, Inc.	Aug-12	Graduated 6/01/16
Clearstream	Aug-14	Graduated 9/1/16
Re Vera Services, LLC	Dec-12	Graduated 9/9/16
Accountingfly	Jun-12	Graduated 2/15/17
FFCFC	Oct-12	Graduated 2/15/17
Paint University	Jun-14	Graduated 2/1/17
Broker Frameworks	Dec-15	Moved Out 2/1/17
Koala Pickup	Jul-16	Moved Out 2/1/17
Hexad Analytics	Jul-16	Moved out 4/1/17
Jewel Graphics	Feb-15	Moved out 4/1/17
Total Tenant Companies	14	
Total Virtual Tenant Companies	0	
Total Affiliate Companies	0	
Total Current Employment (working in CIE)	41	
Total Net New Jobs (including graduate companies)	46*	*awaiting new figures