



375 Muscogee Road  
Cantonment, Florida 32533

July 26, 2017

Escambia County Board of Commissioners  
221 Palafox Place  
Pensacola, FL 32502

Dear Escambia County Board of Commissioners:

International Paper's Pensacola Mill has a long history of involvement in the area's economy that dates back more than 75 years. As one of the nation's largest producers of renewable fiber-based packaging and pulp and paper products, we are proud to have made expansions and investments into the Pensacola mill and the local community. Our contributions include more than \$250 million invested in the conversion of one of our paper machines to lightweight liner board. IP has also spent an additional \$68 million on a water quality improvement project that resulted in the restoration of nearly 3,000 acres of nearby wetlands. Our company maintains a strong relationship with members of the community.

Throughout the growth and expansion progress of International Paper's Pensacola Mill, FloridaWest provided assistance and resources that have contributed to our company's success. In 2013, we received FloridaWest's help with our \$90 million investment to increase energy efficiencies at the mill which resulted in retention of 424 employees and the addition of 12 new employees. During this project, FloridaWest assisted in bringing together key partners to deliver programs that helped with the expansion. For example, FloridaWest worked closely with Escambia County and the Florida Department of Transportation to secure transportation infrastructure improvements that would enhance the movement of raw products, improve signalization and traffic flow around the mill. The expansion has had a ripple impact on the overall economy. Market data shows that for every job added at International Paper, 1.3 additional jobs have been created in the community.

FloridaWest has provided responsive outreach and assistance to our company and we ask for your continued support of economic development and FloridaWest EDA.

Thank you for your consideration.

Sincerely,

International Paper



**Custom Control Solutions, Inc.**

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Escambia County Board of County Commissioners  
221 Palafox Place  
Pensacola, FL 32502

Dear Escambia County Commissioners:

I am a small manufacturer in Escambia County with two locations and over 50 employees. We have worked closely with FloridaWest EDA. Their team has assisted with our company growth and expansions in Escambia County since 2010, when we were a firm of 5 employees.

FloridaWest has recently helped to bring communications of Central Commerce Park into the 21<sup>st</sup> Century, working on a solution to the decreasing reliability and outages of internet service. They are doing a fantastic job to support our growing business and help set up internet provider options for us and all the other businesses in the park so we can continue to grow.

I ask your continued support of FloridaWest EDA and continued funding for economic development.

Sincerely,

Manfred Laner, President



iris

INTELLIGENT RETINAL  
IMAGING SYSTEMS™

July 26, 2017

Escambia County Board of County Commissioners  
221 Palafox Place  
Pensacola, FL 32502

Dear Escambia County Commissioners:

My name is Jason Crawford and I am the CEO of Intelligent Retinal Imaging Systems, Inc. (IRIS) and we are a client of Co:Lab Pensacola, the business incubation program operated by FloridaWest Economic Development Alliance. Our organization joined Co:Lab in February 2014 when we employed 5 full time team members. Since that time, we have grown rapidly and now employ 25 team members of which 11 work full time out of our corporate office full-time, while multiple other regional team members frequent the office on a regular basis.

After more than doubling revenue from 2015 to 2016, we are highly confident in continued growth in 2017 and 2018. With this continued growth, we are slated to exit the program early next year, at which time we will lease office space which we are currently renovating in downtown Pensacola.

Co:Lab has allowed us to contain costs in our first few years of operation. These cost savings were reinvested in growing our business and we believe it has helped increase our chances of success. The program also includes services that have saved us time and allowed our team to focus on growing our business.

Additionally, our team has been able to plug into and gain support from the community of entrepreneurs located at Co:Lab. We have participated in consultation sessions, networking gatherings, educational offerings and enriching water cooler conversations.

I ask your continued funding so that FloridaWest EDA and Co:Lab can continue to offer this valuable economic development service to our community.

Sincerely,

Jason Crawford  
CEO, Intelligent Retinal Imaging Systems