



**MEETING AGENDA – Tuesday, September 28<sup>th</sup>, 2021 1:30 PM**  
**FloridaWest Economic Development Alliance – Board of Director’s Meeting**  
**CO:LAB Pensacola**  
**First Floor Conference Room**

- |                                                     |            |
|-----------------------------------------------------|------------|
| <b>1. Call to Order</b>                             | Rick Byars |
| <b>2. Meeting publicly noticed (9.14.21)</b>        |            |
| <b>3. Public Comment</b>                            |            |
| <b>4. Action Items</b>                              |            |
| a. Approval of July 27 <sup>th</sup> , 2021 Minutes |            |
| b. Approval of August 2021 Financials               |            |
| c. FY 20-21 Budget Modification                     |            |
| d. Officer Nominating Committee                     |            |
| - Presentation of Officer Slate                     |            |
| <b>5. Discussion Items</b>                          |            |
| a. Review of FY 21-22 Draft Budget                  | Scott Luth |
| b. ED Project Updates                               |            |
| i. Business Development                             |            |
| ii. Workforce                                       |            |
| iii. Co:Lab                                         |            |
| iv. Cybersecurity/Military                          |            |
| v. Marketing                                        |            |
| c. PEDC Board Update                                |            |
| d. Legislative/Funding Updates                      |            |
| e. Strategic Partner Updates (If in attendance)     |            |
| f. ED Calendar Review                               |            |
| <b>6. Adjourn</b>                                   |            |

Next Meeting: October 26, 2021

**Fiscal Year Meeting Schedule**

TBD



July 27, 2021

CO:LAB Pensacola

418 W. Garden Street

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

**Investors Present:** Marcus McBride, KC Gartman

**Staff:** Scott Luth, Patrick Rooney, Sena Maddison, Aolani O'Neal, Danita Andrews, Jeff Dyer, Craig Dalton

**Guests:** Brian Wyer, Jennifer Conoley, Dave Murzin

1. **Call to Order:** The meeting was called to order by Rick Byars at 1:32 pm.
2. **Public Notice:** This meeting was publicly noticed for FloridaWest on 7/12/2021.
3. **Public Comment:** Rick Byars requested public comment. There were none.
4. **Action Items:**
  - a. Approval of June 22nd, 2021, Minutes:  
Donnie McMahon motioned.  
Charletha Powell seconded.  
Passed unanimously.
  - b. Approval of June 2021 Financials: Ryan Tilley provided an update on financials and reported no major items of note.  
Jim Waite motioned to approve the financials.  
Ryan Tilley seconded.  
Passed unanimously.
  - c. Ratify PSC Master Lease: Scott Luth updated the board on executing the Master Lease with PSC. The terms are \$2.50/sq ft for 5 years. Ratification is necessary because the agreement was signed in between board meetings so that we can move forward with executing CO:LAB tenant subleases.  
Charletha Powell motioned to ratify the PSC Master Lease.  
Donnie McMahon seconded.  
Passed unanimously.
  - d. Office Nominating Committee: Scott Luth explained it is part of the annual process and in bylaws to assemble a nominating committee comprised of 3-5 board members. Rick Byars asked for volunteers. Donnie McMahon, Charletha Powell, and Jim Waite volunteered to serve on the nominating committee. The committee will meet next month and provide updates at the August board meeting.
5. **Discussion Items:**
  - a. Restore Workforce RFP Update: Scott Luth provided an update on the County's workforce development initiative. We partnered with Pensacola State, who submitted the application. The proposal was accepted and contract negotiations will begin this week to outline budget and determine the scope of work. The intent of this project is to develop a community based outreach program specifically targeting the construction and trade industry. The program will offer a bootcamp initially, and then move participants into a 2 or 4 year program. We will bring in community partners and work closely with wrap around programs. The goal is to create a successful pilot program, make it sustainable, and eventually replicate the program in other industry sectors.
  - b. ED Project Updates

1. Business Development: Danita Andrews provided project updates. We received an RFP from a California Company seeking 60,000 square feet of space. The company provides metal fabrication mostly for the US Navy and would bring 40 new jobs to the area. Project Baker is looking at 40,000 square feet of space for an extrusion project. The company is interested in an existing facility in Century and will bring 35 jobs. Project Ruby is a company with 25 employees that is looking for additional space to grow. The company provides metal fabrication and needs a 15,000 square feet facility.
2. Workforce: Jeff Dyer referenced materials in the board packet. He explained that labor force numbers are a combination of both unemployed and employed numbers. He stated the numbers are at an all-time high this month and keep going up due to more people applying for jobs. The leisure and hospitality numbers are also up this month although they are still down overall due to COVID. Those numbers are increasing and should catch up in a few months. Jeff Dyer also explained that the government numbers show a decrease each summer due to teachers being employed by the County. These numbers will increase in the fall as teachers start the new academic year.
3. CO:LAB: Patrick Rooney provided updates on the facility improvements and return of tenants to CO:LAB and stated metrics tracking will resume in August. He also shared that two applicants are presenting to the Policy Board this week for entrance into the program. We have also started hosting hybrid 1 Million Cups and EEG meetings in the conference room, and plans are underway for Mega Startup Weekend in the fall.
4. Cybersecurity: Craig Dalton thanked Donnie McMahon and Jeff Dyer for their work coordinating a recent visit with defense contractors at the PSC Cybercenter. This is key in strengthening collaboration between the workforce, defense contractors, and the base. Craig also provided information on market confidence in cybersecurity and capital improvement projects that are in progress on base. Scott Luth added information about an upcoming visit with Senate leadership that will include a brief from DHS on the relationship between Homeland Security and CISA and our community. This is an opportunity to share the cyberwork and resources we have here in Pensacola as the legislature begins rolling out state programs.
5. Marketing: Sena Maddison referenced the marketing materials included in the board packets. Cybercoast marketing is going great, and we are hitting the right audiences. We are over the national average on hits and have received multiple view-throughs. Rick Byars stated that is time to revisit marketing strategy since we now have 4 brands to represent: FloridaWest, PEDC, Cybercoast, and CO:LAB. Rick has asked Scott and Sena to work with marketing firms on a proposal for developing our new strategy.

c. PEDC Board Updates

1. Scott Luth updated the board on two action items from PEDC meeting. Three letters of intent were received for the Tech Park. One proposal was to turn the property into residential development. The second proposal was an IT Cyber project development with interest in the entire park. This company has withdrawn their proposal and will focus on acquiring an existing facility in the area. A third proposal is from a company that has interest in picking up a project from years ago to partner with Space Florida. Phase one of the project will bring 125 jobs, with later phases focusing on leasing the remaining space to subtenants that will bring additional jobs. The board authorized Lewis Bear, PEDC Chair, Scott Luth and PEDC Attorney, Richard Sherril to move forward with negotiations of agreements and contracts.
2. PEDC has approved a one time increase to the annual funding to FloridaWest for up to \$60,000 to help offset any costs FloridaWest may have associated with military support programs or military strategy efforts.

**d. Military Support**

Rick Byars and Scott Luth stated that First Place Partners (FPP) is leading a new military strategy effort for the community, and has received several consultant proposals to assist our community in this effort. FPP is requesting one-time funding support from FloridaWest to help start up this program. After the initial program set up, FPP will raise any additional funding from the community for ongoing efforts.

Donnie McMahon motioned to approve a one-time contribution, out of FloridaWest private sector funds, to First Place Partners for no more than \$80,000 to help support military strategy efforts and to help offset the costs of a consultant. The motion is contingent on legal counsel and accounting review of the contribution.

Jim Waite seconded.

Motion approved.

**e. Legislative/Funding Updates: No discussion.**

**f. Strategic Partner Updates:** Brian Wyer mentioned the upcoming Supplier Diversity Exchange on September 21. Rebecca Ferguson shared that the Port continues to move forward with FEMA funding and projects, Steamline A&E, and has also received a grant for a new security boat in Pensacola Bay. Marcus McBride stated \$7.5 million has been marked for quick response training and grants are available for training/re-training the workforce. Jennifer Conoley provided a brief overview of Florida's Great Northwest and referenced materials provided to the board. FGNW is the marketing arm for region and received a marketing and research Triumph grant. Phase 1 was analysis of a supply and demand of labor across 13 counties in NWFL. The findings are available on the website. Jennifer stated FGNW took this data and put it into marketing plan will begin rolling out new promotional materials to several target audiences like consultants and site selectors.

**g. ED Calendar Review:** Please see the calendar included.

**Next Meeting:** September 28<sup>th</sup>, 2021

Adjourned at 2:48 pm by Rick Byars.

Respectfully Submitted By:

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Ryan Tilley, Secretary-Treasurer  
FloridaWest Economic Development Alliance

## FloridaWest (CEDA) Profit & Loss Budget Performance October 2020 through August 2021

|                                        | Oct '20 - Aug 21    | Budget              | \$ Over Budget    | % of Budget    |
|----------------------------------------|---------------------|---------------------|-------------------|----------------|
| <b>Income</b>                          |                     |                     |                   |                |
| 4200 · Investor Membership Dues        | 15,000.00           | 40,000.00           | -25,000.00        | 37.5%          |
| 4000 · Membership Dues                 | 180,000.00          | 280,000.00          | -100,000.00       | 64.29%         |
| 4410 · Non-Dues Income                 | 9,188.70            | 30,000.00           | -20,811.30        | 30.63%         |
| 4420 · Government Income               | 150,000.00          | 150,000.00          | 0.00              | 100.0%         |
| 4430 · PEDC                            | 675,000.00          | 675,000.00          | 0.00              | 100.0%         |
| 4500 · CoLab - Rent                    | 2,639.58            | 100,000.00          | -97,360.42        | 2.64%          |
| 4506 · Hurricane Insurance             | 150,000.00          | 0.00                | 150,000.00        | 100.0%         |
| Total 4500 · CoLab - Rent              | 152,639.58          | 100,000.00          | 52,639.58         | 152.64%        |
| 4450 · PPP Forgiven Loan               | 112,030.00          | 0.00                | 112,030.00        | 100.0%         |
| 4513 · CD Interest Income              | 30.07               | 0.00                | 30.07             | 100.0%         |
| 4512 · Miscellaneous Income            | 287.11              | 1,000.00            | -712.89           | 28.71%         |
| <b>Total Income</b>                    | <b>1,294,175.46</b> | <b>1,276,000.00</b> | <b>18,175.46</b>  | <b>101.42%</b> |
| <b>Gross Profit</b>                    | <b>1,294,175.46</b> | <b>1,276,000.00</b> | <b>18,175.46</b>  | <b>101.42%</b> |
| <b>Expense</b>                         |                     |                     |                   |                |
| 5005 · Bank & Credit Card Fees         | 565.00              | 1,000.00            | -435.00           | 56.5%          |
| 5060 · Marketing, Adv & Promo/Investor | 135,623.39          | 150,000.00          | -14,376.61        | 90.42%         |
| 5066 · Database/Research               | 11,175.36           | 40,000.00           | -28,824.64        | 27.94%         |
| 5100 · Audit Expense                   | 26,500.00           | 26,000.00           | 500.00            | 101.92%        |
| 5105 · Legal Fees                      | 6,225.25            | 7,500.00            | -1,274.75         | 83.0%          |
| 5120 · Auto Travel                     | 8,342.64            | 10,000.00           | -1,657.36         | 83.43%         |
| 5140 · Business Travel                 | 3,909.39            | 40,000.00           | -36,090.61        | 9.77%          |
| 5190 · Depreciation Expense            | 0.00                | 15,000.00           | -15,000.00        | 0.0%           |
| 5200 · Dues & Subscriptions            | 6,931.51            | 7,000.00            | -68.49            | 99.02%         |
| 5310 · Insur-D&O/Liab/Umbrella/EPLI    | 5,715.00            | 7,000.00            | -1,285.00         | 81.64%         |
| 5410 · Maint & Repair- Computers       | 14,869.27           | 21,000.00           | -6,130.73         | 70.81%         |
| 5440 · Meeting Expense                 | 1,742.20            | 2,000.00            | -257.80           | 87.11%         |
| 5500 · CoLab Expenses                  |                     |                     |                   |                |
| 5500-11 · CoLab Hurricane Renovations  | 117,955.47          | 0.00                | 117,955.47        | 100.0%         |
| Total 5500 · CoLab Expenses            | 179,885.92          | 104,000.00          | 75,885.92         | 172.97%        |
| 5559 · Workforce Marketing             | 3,855.07            | 15,000.00           | -11,144.93        | 25.7%          |
| 5600 · Miscellaneous Expense           | 69.49               | 500.00              | -430.51           | 13.9%          |
| 5610 · Postage                         | 574.50              | 500.00              | 74.50             | 114.9%         |
| 5680 · Cyber/High Growth Companies     | 19,786.26           | 15,000.00           | 4,786.26          | 131.91%        |
| 57000 · Employee Wages & Benefits      | 701,198.75          | 750,000.00          | -48,801.25        | 93.49%         |
| 5800 · Supplies                        | 2,377.36            | 2,500.00            | -122.64           | 95.09%         |
| 5915 · Telephone                       | 3,360.18            | 3,500.00            | -139.82           | 96.01%         |
| 5925 · Cell Phones                     | 5,297.82            | 9,000.00            | -3,702.18         | 58.87%         |
| 5954 · Copier Expense                  | 1,273.66            | 1,000.00            | 273.66            | 127.37%        |
| 5980 · Rent Expense                    | 48,226.04           | 48,500.00           | -273.96           | 99.44%         |
| <b>Total Expense</b>                   | <b>1,187,504.06</b> | <b>1,276,000.00</b> | <b>-88,495.94</b> | <b>93.07%</b>  |
| <b>Net Income</b>                      | <b>106,671.40</b>   | <b>0.00</b>         | <b>106,671.40</b> | <b>100.0%</b>  |

**FloridaWest (CEDA)**  
**Balance Sheet**  
 As of August 31, 2021  
Aug 31, 21

**ASSETS**

**Current Assets**

**Checking/Savings**

|                                       |            |
|---------------------------------------|------------|
| 1000 · Checking- Private Hancock -363 | 34,905.69  |
| 1010 · Checking - Public Hancock- 355 | 93,758.91  |
| 1195 · Brokered Private CD's          | 300,000.00 |
| 1175 · 21 Month Private CD - 2140     | 100,000.00 |
| 1150 · 6 Month Private CD - 2138      | 100,000.00 |
| 1100 · 90 Day Private CD - 2136       | 50,000.00  |

**Total Checking/Savings** 128,664.60

**Accounts Receivable**

|                             |           |
|-----------------------------|-----------|
| 11000 · Accounts Receivable | 95,000.00 |
|-----------------------------|-----------|

**Total Accounts Receivable** 95,000.00

**Other Current Assets**

|                      |           |
|----------------------|-----------|
| 1300 · Prepaid Rent  | 18,750.00 |
| 1500 · Due from PEDC | 200.00    |

**Total Other Current Assets** 18,950.00

**Total Current Assets** 242,614.60

**Fixed Assets**

|                                      |            |
|--------------------------------------|------------|
| 1600 · Furniture and Fixtures        | 44,009.73  |
| 1650 · Computers                     | 38,626.14  |
| 1700 · Accum Depreciation Computers  | -23,929.31 |
| 1701 · Accum Depreciation Furn & Fix | -26,372.41 |

**Total Fixed Assets** 32,334.15

**Other Assets**

|                         |          |
|-------------------------|----------|
| 1800 · Security Deposit | 1,000.00 |
|-------------------------|----------|

**Total Other Assets** 1,000.00

**TOTAL ASSETS** 275,948.75

**LIABILITIES & EQUITY**

**Liabilities**

**Current Liabilities**

**Other Current Liabilities**

|                               |           |
|-------------------------------|-----------|
| 2300 · Other Payables         |           |
| 2350 · Christmas Club Payable | 8,150.00  |
| 2300 · Other Payables - Other | 21,476.00 |

**Total 2300 · Other Payables** 29,626.00

**2400 · Payroll Liabilities** 24,081.00

**Total Other Current Liabilities** 53,707.00

**Total Current Liabilities** 53,707.00

**Total Liabilities** 53,707.00

**Equity**

**3200 · Unrestricted Net Assets** 115,570.35

**Net Income** 106,671.40

**Total Equity** 222,241.75

**TOTAL LIABILITIES & EQUITY** 275,948.75

**FloridaWest (CEDA)**  
**Profit & Loss Budget vs. Actual**  
October 2020 through September 2021

|                                        | <u>Oct '20 - Sep 21</u> | <u>Budget</u>       | <u>\$ Over Budget</u> | <u>% of Budget</u> | <u>Budget Amendment</u> | <u>Difference</u> |
|----------------------------------------|-------------------------|---------------------|-----------------------|--------------------|-------------------------|-------------------|
| <b>Income</b>                          |                         |                     |                       |                    |                         |                   |
| 4450 · PPP Forgiven Loan               | 112,030.00              |                     |                       |                    |                         |                   |
| 4513 · CD Interest Income              | 30.07                   |                     |                       |                    |                         |                   |
| 4200 · Investor Membership Dues        | 15,000.00               | 40,000.00           | -25,000.00            | 37.5%              | 40,000.00               |                   |
| 4000 · Membership Dues                 | 180,000.00              | 280,000.00          | -100,000.00           | 64.29%             | 280,000.00              |                   |
| 4410 · Non-Dues Income                 | 9,188.70                | 30,000.00           | -20,811.30            | 30.63%             | 30,000.00               |                   |
| 4420 · Government Income               | 150,000.00              | 150,000.00          | 0.00                  | 100.0%             | 150,000.00              |                   |
| 4430 · PEDC                            | 675,000.00              | 675,000.00          | 0.00                  | 100.0%             | 735,000.00              | 60,000.00         |
| 4500 · CoLab - Rent                    | 152,639.58              | 100,000.00          | 52,639.58             | 152.64%            | 150,000.00              | 50,000.00         |
| 4512 · Miscellaneous Income            | 287.11                  | 1,000.00            | -712.89               | 28.71%             | 1,000.00                |                   |
| <b>Total Income</b>                    | <b>1,294,175.46</b>     | <b>1,276,000.00</b> | <b>18,175.46</b>      | <b>101.42%</b>     | <b>1,386,000.00</b>     |                   |
| <b>Gross Profit</b>                    | <b>1,294,175.46</b>     | <b>1,276,000.00</b> | <b>18,175.46</b>      | <b>101.42%</b>     | <b>1,386,000.00</b>     |                   |
| <b>Expense</b>                         |                         |                     |                       |                    |                         |                   |
| 5005 · Bank & Credit Card Fees         | 565.00                  | 1,000.00            | -435.00               | 56.5%              | 1,000.00                |                   |
| 5060 · Marketing, Adv & Promo/Investor | 135,623.39              | 150,000.00          | -14,376.61            | 90.42%             | 230,000.00              | 80,000.00         |
| 5066 · Database/Research               | 11,175.36               | 40,000.00           | -28,824.64            | 27.94%             | 20,000.00               | (20,000.00)       |
| 5100 · Audit Expense                   | 26,500.00               | 26,000.00           | 500.00                | 101.92%            | 26,000.00               |                   |
| 5105 · Legal Fees                      | 6,225.25                | 7,500.00            | -1,274.75             | 83.0%              | 7,500.00                |                   |
| 5120 · Auto Travel                     | 8,342.64                | 10,000.00           | -1,657.36             | 83.43%             | 10,000.00               |                   |
| 5140 · Business Travel                 | 3,909.39                | 40,000.00           | -36,090.61            | 9.77%              | 15,000.00               | (25,000.00)       |
| 5190 · Depreciation Expense            | 0.00                    | 15,000.00           | -15,000.00            | 0.0%               | 15,000.00               |                   |
| 5200 · Dues & Subscriptions            | 6,931.51                | 7,000.00            | -68.49                | 99.02%             | 7,000.00                |                   |
| 5310 · Insur-D&O/Liab/Umbrella/EPLI    | 5,715.00                | 7,000.00            | -1,285.00             | 81.64%             | 7,000.00                |                   |
| 5410 · Maint & Repair- Computers       | 14,869.27               | 21,000.00           | -6,130.73             | 70.81%             | 21,000.00               |                   |
| 5440 · Meeting Expense                 | 1,742.20                | 2,000.00            | -257.80               | 87.11%             | 2,000.00                |                   |
| 5500 · CoLab Expenses                  | 179,885.92              | 104,000.00          | 75,885.92             | 172.97%            | 180,000.00              | 76,000.00         |
| 5559 · Workforce Marketing             | 3,855.07                | 15,000.00           | -11,144.93            | 25.7%              | 5,000.00                | (10,000.00)       |
| 5600 · Miscellaneous Expense           | 69.49                   | 500.00              | -430.51               | 13.9%              | 500.00                  |                   |
| 5610 · Postage                         | 574.50                  | 500.00              | 74.50                 | 114.9%             | 500.00                  |                   |
| 5680 · Cyber/High Growth Companies     | 19,786.26               | 15,000.00           | 4,786.26              | 131.91%            | 25,000.00               | 10,000.00         |
| 57000 · Employee Wages & Benefits      | 701,198.75              | 750,000.00          | -48,801.25            | 93.49%             | 750,000.00              |                   |
| 5800 · Supplies                        | 2,377.36                | 2,500.00            | -122.64               | 95.09%             | 2,500.00                |                   |
| 5915 · Telephone                       | 3,360.18                | 3,500.00            | -139.82               | 96.01%             | 3,500.00                |                   |
| 5925 · Cell Phones                     | 5,297.82                | 9,000.00            | -3,702.18             | 58.87%             | 8,000.00                | (1,000.00)        |
| 5954 · Copier Expense                  | 1,273.66                | 1,000.00            | 273.66                | 127.37%            | 1,000.00                |                   |
| 5980 · Rent Expense                    | 48,226.04               | 48,500.00           | -273.96               | 99.44%             | 48,500.00               |                   |
| <b>Total Expense</b>                   | <b>1,187,504.06</b>     | <b>1,276,000.00</b> | <b>-88,495.94</b>     | <b>93.07%</b>      | <b>1,386,000.00</b>     |                   |
| <b>Net Income</b>                      | <b>106,671.40</b>       | <b>0.00</b>         | <b>106,671.40</b>     | <b>100.0%</b>      | <b>0.00</b>             | <b>0.00</b>       |

# FloridaWest FY 21-22 Budget Draft

|                                        | <u>9/26/2021</u>        |                          |                          |                         |
|----------------------------------------|-------------------------|--------------------------|--------------------------|-------------------------|
|                                        | <u>Current Year</u>     |                          |                          |                         |
|                                        | <u>Oct 20 - Sep 21</u>  | <u>FY 20 - 21 Budget</u> | <u>FY 20 - 21 Budget</u> | <u>FY 21 - 22 Draft</u> |
|                                        |                         |                          | <u>Amendment</u>         | <u>Budget</u>           |
| <b>Income</b>                          |                         |                          |                          |                         |
| 4000 · Board Membership Dues           | 180,000.00              | 280,000.00               | 280,000.00               | 280,000.00              |
| 4200 · Investor Dues                   | 15,000.00               | 40,000.00                | 40,000.00                | 50,000.00               |
| 4410 · Non-Dues Income                 | 9,188.70                | 30,000.00                | 30,000.00                | 0.00                    |
| 4420 · City of Pensacola               | 150,000.00              | 150,000.00               | 150,000.00               | 150,000.00              |
| 4430 · PEDC                            | 675,000.00              | 675,000.00               | 735,000.00               | 675,000.00              |
| 4450 · PPP Forgiven Loan               | 112,030.00              | 0.00                     | 0.00                     | 0.00                    |
| 4500 · Co:Lab - Income                 | 155,832.04              | 100,000.00               | 150,000.00               | 107,000.00              |
| 4512 · Miscellaneous Income            | 287.11                  | 1,000.00                 | 1,000.00                 | 400.00                  |
| 4513 · CD Interest                     | 30.07                   | 0.00                     | 0.00                     | 100.00                  |
| <b>Total Income</b>                    | <u>1,297,367.92</u>     | <u>1,276,000.00</u>      | <u>1,386,000.00</u>      | <u>1,262,500.00</u>     |
| <b>Expense</b>                         |                         |                          |                          |                         |
| 5005 · Bank & Credit Card Fees         | 657.00                  | 1,000.00                 | 1,000.00                 | 500.00                  |
| 5060 · Marketing, Adv & Promo/Investor | 137,309.60              | 150,000.00               | 230,000.00               | 150,000.00              |
| 5066 · Database/Research               | 11,175.36               | 40,000.00                | 20,000.00                | 20,000.00               |
| 5100 · Accounting Expense              | 26,500.00               | 26,000.00                | 26,000.00                | 27,000.00               |
| 5105 · Legal Fees                      | 6,225.25                | 7,500.00                 | 7,500.00                 | 7,500.00                |
| 5120 · Auto Travel                     | 8,556.34                | 10,000.00                | 10,000.00                | 10,000.00               |
| 5140 · Business Travel                 | 6,526.09                | 40,000.00                | 15,000.00                | 35,000.00               |
| 5190 · Depreciation Expense            | 0.00                    | 15,000.00                | 15,000.00                | 10,000.00               |
| 5200 · Dues & Subscriptions            | 7,332.69                | 7,000.00                 | 7,000.00                 | 7,000.00                |
| 5310 · Insur-D&O/Liab/Umbrella/EPLI    | 5,715.00                | 7,000.00                 | 7,000.00                 | 7,000.00                |
| 5410 · Maint & Repair- Computers       | 16,191.90               | 21,000.00                | 21,000.00                | 20,000.00               |
| 5440 · Meeting Expense                 | 1,978.65                | 2,000.00                 | 2,000.00                 | 2,500.00                |
| 5500 · CoLab Expenses                  | 182,862.33              | 104,000.00               | 180,000.00               | 105,000.00              |
| 5559 · Workforce Marketing             | 4,365.37                | 15,000.00                | 5,000.00                 | 10,000.00               |
| 5600 · Miscellaneous Expense           | 249.25                  | 500.00                   | 500.00                   | 500.00                  |
| 5610 · Postage                         | 574.50                  | 500.00                   | 500.00                   | 500.00                  |
| 5680 · Cyber/High Growth Companies     | 21,817.05               | 15,000.00                | 25,000.00                | 15,000.00               |
| 5700 · Employee Wages & Benefits       | 701,041.25              | 750,000.00               | 750,000.00               | 770,000.00              |
| 5800 · Supplies                        | 2,538.43                | 2,500.00                 | 2,500.00                 | 2,500.00                |
| 5915 · Telephone/Internet              | 4,628.32                | 3,500.00                 | 3,500.00                 | 5,000.00                |
| 5925 · Cell Phones                     | 6,332.01                | 9,000.00                 | 8,000.00                 | 6,500.00                |
| 5954 · Copier Expense                  | 1,273.66                | 1,000.00                 | 1,000.00                 | 1,500.00                |
| 5980 · Rent Expense                    | 48,226.04               | 48,500.00                | 48,500.00                | 49,500.00               |
| <b>Total Expense</b>                   | <u>1,202,076.09</u>     | <u>1,276,000.00</u>      | <u>1,386,000.00</u>      | <u>1,262,500.00</u>     |
| <b>Net Income</b>                      | <u><b>95,291.83</b></u> | <u><b>0.00</b></u>       | <u><b>0.00</b></u>       | <u><b>0.00</b></u>      |





September 7, 2021

CO:LAB Pensacola

418 W. Garden Street

**FloridaWest Members Present:** Jim Waite, Charletha Powell, Donnie McMahon (by phone)

**Staff:** Scott Luth, Melissa Stoker

1. **Call to Order:** The meeting was called to order by Jim Waite at 4:03 pm.
2. **Public Notice:** This meeting was publicly noticed on 8/27/2021.
3. **Action Items:**
  - a. Committee Proposed Keeping Current Slate of Officers:  
Rick Byars as President  
David Bear as Vice President  
Ryan Tilley as Secretary/Treasurer  
Donnie McMahon motioned.  
Charletha Powell seconded.
  - b. Should a current officer need to decline continued service, the committee suggests bumping each officer up to fill the empty slot and nominate Don Palmer as the alternate Secretary/Treasurer.  
Donnie McMahon motioned.  
Charletha Powell seconded.
4. Scott Luth will touch base with each current officer prior to the board meeting on 9/28/21.
5. Jim Waite will report committee proposal at 9/28/21 board meeting.

Adjourned at 4:08 pm by Jim Waite.

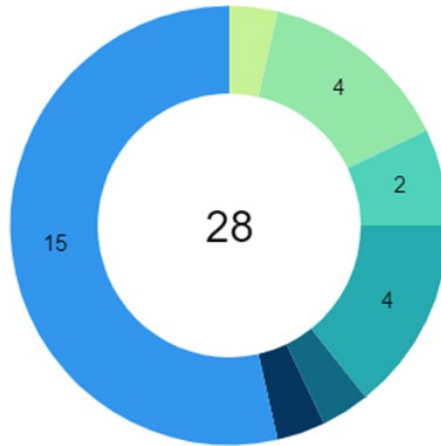
# BUSINESS DEVELOPMENT

Year to Date

September 1, 2021

|                            |    |
|----------------------------|----|
| Active Projects            | 28 |
| Active Project Site Visits | 23 |
| Existing Industry Visits   | 76 |

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



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

## 4TH QUARTER EXISTING INDUSTRY VISITS

**76**

|          |    |        |    |
|----------|----|--------|----|
| OCTOBER  | 3  | APRIL  | 9  |
| NOVEMBER | 10 | MAY    | 4  |
| DECEMBER | 3  | JUNE   | 11 |
| JANUARY  | 5  | JULY   | 11 |
| FEBRUARY | 8  | AUGUST | 6  |
| MARCH    | 5  |        |    |

|           |                                            | # EMPLOYEES | SECTOR                 |
|-----------|--------------------------------------------|-------------|------------------------|
| 7/8/2021  | Regional Valve Corporation of Florida      | 15          | Manufacturing          |
| 7/21/2021 | Offshore Inland Marine                     | 40          | Marine MRO Services    |
| 7/23/2021 | ExxonMobil Chemical                        | 160         | Manufacturing          |
| 7/27/2021 | ST Engineering                             | 180         | Aviation/Aerospace     |
| 7/27/2021 | GE Renewables Energy-Wind                  | 700         | Manufacturing          |
| 7/28/2021 | Institute for Human & Machine Cognition    | 100         | Research & Developer   |
| 7/28/2021 | The Port of Pensacola                      | 9           | Marine MRO Services    |
| 7/28/2021 | Pensacola International Airport            | 30          | Aviation/Aerospace     |
| 7/28/2021 | Pensacola State College                    | 900         | Non-Target Industry    |
| 7/29/2021 | LaborMAX Staffing                          | 4           | Business Services      |
| 7/30/2021 | Prosperous Internet Marketing Inc.         | 3           | Business Services      |
| 8/4/2021  | Oren International                         | 45          | Manufacturing          |
| 8/9/2021  | Randstadt                                  | 2           | Business Services      |
| 8/12/2021 | Guided Particle Systems, Inc.              | 6           | Research & Developer   |
| 8/13/2021 | Intelligent Retinal Imaging Systems (IRIS) | 50          | Information Technology |
| 8/13/2021 | Sunlisan III, LLC                          | 1           | Research & Developer   |
| 8/18/2021 | Paradigm Parachute & Defense               | 38          | Manufacturing          |

## ANNOUNCEMENTS



JOBS GOAL = 2000 (by 2023)

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

|             |               |                 |                     |                      |
|-------------|---------------|-----------------|---------------------|----------------------|
| New Jobs    | Retained Jobs | Average Wage    | Annual Payroll      | Capital Investment   |
| <b>1622</b> | <b>70</b>     | <b>\$47,122</b> | <b>\$76,763,490</b> | <b>\$277,350,000</b> |

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

- o Application docketed & public notice process period ended 8-16-2021
- o Status: Interagency/Customs Border Protection (CBP) review (approx. 6 weeks)
- o Next step: Treasury review (approx. 8 weeks)

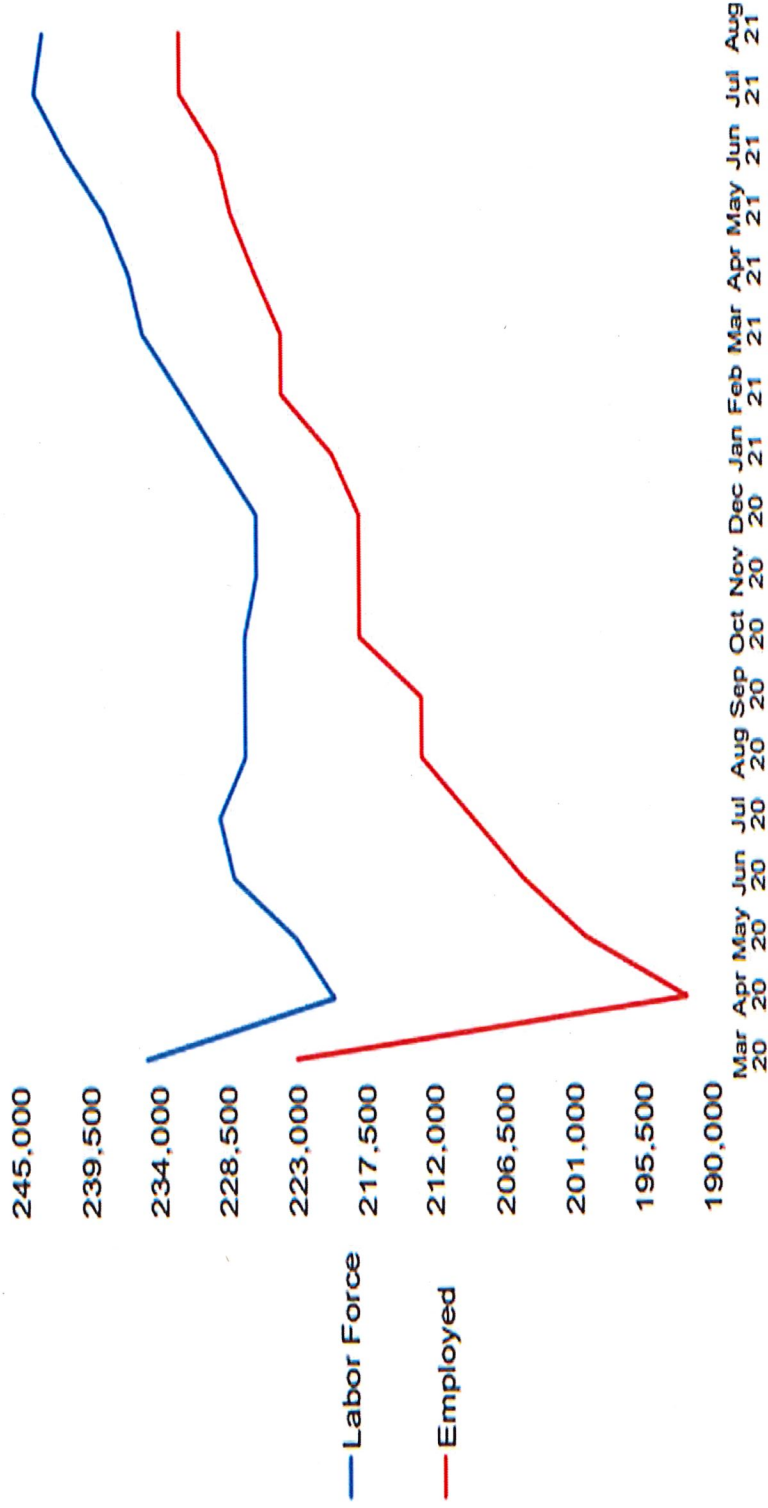
**FloridaWest - Business Expansion and Relocation Announcements**

| Company                                        | Sector             | New Jobs    | Retained Jobs | Average Wage    | Annual Payroll       | Capital Investment   |
|------------------------------------------------|--------------------|-------------|---------------|-----------------|----------------------|----------------------|
| Economic Development Announcements (2014-2018) | 16 Projects        | 5358        | 608           | \$53,948        | \$311,077,402        | \$477,258,200        |
| <b>Lost Key Media</b>                          | Business Services  | 3           |               | \$42,000        | \$126,000            | NA                   |
| May, 2019                                      |                    |             |               |                 |                      |                      |
| <b>American Tire Distributors</b>              | Distribution       | 30          | 20            | \$32,000        | \$1,600,000          | \$4,000,000          |
| June, 2019                                     |                    |             |               |                 |                      |                      |
| <b>ST Engineering Aerospace</b>                | Aviation           | 1325        |               | \$45,394        | \$60,147,050         | \$245,000,000        |
| July, 2019                                     |                    |             |               |                 |                      |                      |
| <b>Social Icon</b>                             | Business Services  | 3           |               | \$36,000        | \$108,000            | NA                   |
| August, 2019                                   |                    |             |               |                 |                      |                      |
| <b>Qualia Is</b>                               | Business Services  | 2           |               | \$50,000        | \$100,000            | NA                   |
| March 2020                                     |                    |             |               |                 |                      |                      |
| <b>EBI Management Group, Inc.</b>              | Business Services  | 14          |               | \$65,000        | \$910,000            | \$350,000            |
| March, 2020                                    |                    |             |               |                 |                      |                      |
| <b>Girl Catch Fire</b>                         | Business Services  | 1           |               | \$50,000        | \$50,000             | NA                   |
| April, 2020                                    |                    |             |               |                 |                      |                      |
| <b>CoFlyt</b>                                  | IT                 | 5           |               | \$45,000        | \$225,000            | NA                   |
| May, 2020                                      |                    |             |               |                 |                      |                      |
| <b>Right on Target Marketing</b>               | Business Services  | 2           |               | \$40,000        | \$80,000             | NA                   |
| May, 2020                                      |                    |             |               |                 |                      |                      |
| <b>Speaker Training</b>                        | Business Services  | 1           |               | \$50,000        | \$50,000             | NA                   |
| May, 2020                                      |                    |             |               |                 |                      |                      |
| <b>Altius Marketing</b>                        | Business Services  | 1           |               | \$55,000        | \$55,000             | NA                   |
| May 2020                                       |                    |             |               |                 |                      |                      |
| <b>Blue Wind Technologies</b>                  | Manufacturing      | 120         |               | \$41,937        | \$5,032,440          | \$2,500,000          |
| May 2020                                       |                    |             |               |                 |                      |                      |
| <b>Ascend Performance Materials</b>            | Manufacturing      | 10          | 30            | \$67,000        | \$2,680,000          | \$20,000,000         |
| June 2020                                      |                    |             |               |                 |                      |                      |
| <b>Cordele Intermodal</b>                      | Business Services  | 5           | 20            | \$42,000        | \$1,050,000          | \$3,500,000          |
| June 2020                                      |                    |             |               |                 |                      |                      |
| <b>Streamline Boats</b>                        | Manufacturing      | 100         |               | \$45,500        | \$4,550,000          | \$2,000,000          |
| September 2020                                 |                    |             |               |                 |                      |                      |
| <b>5-year Goals To Date</b>                    | <b>15 Projects</b> | <b>1622</b> | <b>70</b>     | <b>\$47,122</b> | <b>\$76,763,490</b>  | <b>\$277,350,000</b> |
| <b>FY 2014-2020 Totals</b>                     | <b>31 Projects</b> | <b>6980</b> | <b>678</b>    | <b>\$50,645</b> | <b>\$387,840,892</b> | <b>\$754,608,200</b> |

| Employment / Unemployment Data             | Pensacola-Ferry Pass-Brent Metropolitan Statistical Area |                   |         |         |         |         |         |         |         |         |                         |                            |                                       |  |
|--------------------------------------------|----------------------------------------------------------|-------------------|---------|---------|---------|---------|---------|---------|---------|---------|-------------------------|----------------------------|---------------------------------------|--|
|                                            | Jan 20                                                   | Apr 20 (COVID-19) | Jan 21  | Feb 21  | Mar 21  | Apr 21  | May 21  | Jun 21  | Jul 21  | Aug 21  | Difference Jul - Aug 21 | Difference Jan 20 - Aug 21 | Difference Apr 20 (COVID-19) - Aug 21 |  |
| Unemployment Rate                          | 3.7%                                                     | 12.0%             | 4.1%    | 4.4%    | 4.5%    | 4.5%    | 4.3%    | 5.2%    | 4.8%    | 4.5%    | -0.3%                   | 0.8%                       | -7.5%                                 |  |
| Labor Force                                | 230,019                                                  | 218,140           | 229,667 | 232,608 | 235,190 | 236,735 | 238,850 | 241,381 | 243,568 | 242,790 | 12,771                  | 12,771                     | 24,650                                |  |
| Total Unemployed                           | 8,508                                                    | 25,952            | 9,311   | 8,331   | 10,690  | 10,656  | 10,247  | 12,539  | 11,599  | 10,847  | (752)                   | 2,339                      | (15,105)                              |  |
| Total Employment                           | 221,511                                                  | 192,188           | 220,356 | 224,277 | 224,500 | 226,079 | 228,603 | 228,842 | 231,969 | 231,943 | (26)                    | 10,432                     | 39,755                                |  |
| Total Non-Agricultural Employment          | 186,000                                                  | 173,200           | 183,600 | 185,700 | 185,600 | 186,800 | 185,900 | 185,600 | 185,600 | 187,400 | 1,800                   | 1,400                      | 14,200                                |  |
| Mining, Logging, and Construction          | 12,500                                                   | 12,100            | 11,800  | 12,100  | 12,100  | 12,100  | 12,300  | 12,500  | 12,800  | 12,500  | (300)                   | 0                          | 400                                   |  |
| Manufacturing                              | 7,000                                                    | 6,500             | 6,800   | 6,900   | 6,900   | 6,900   | 6,900   | 7,000   | 7,000   | 7,100   | 0                       | 100                        | 600                                   |  |
| Trade, Transportation, and Utilities       | 33,700                                                   | 30,900            | 34,000  | 34,200  | 34,000  | 33,700  | 33,700  | 34,000  | 34,100  | 34,100  | 0                       | 400                        | 3,200                                 |  |
| Wholesale Trade                            | 5,700                                                    | 5,600             | 5,700   | 5,700   | 5,800   | 5,700   | 5,700   | 5,800   | 5,900   | 5,900   | 0                       | 200                        | 300                                   |  |
| Retail Trade                               | 23,700                                                   | 21,300            | 23,900  | 24,000  | 23,700  | 23,600  | 23,500  | 23,700  | 23,700  | 23,600  | (100)                   | (100)                      | 2,300                                 |  |
| Transportation, Warehousing, and Utilities | 4,300                                                    | 4,000             | 4,400   | 4,500   | 4,500   | 4,400   | 4,500   | 4,500   | 4,500   | 4,600   | 0                       | 300                        | 600                                   |  |
| Information                                | 1,600                                                    | 1,600             | 1,500   | 1,500   | 1,500   | 1,500   | 1,500   | 1,500   | 1,500   | 1,500   | 0                       | (100)                      | (100)                                 |  |
| Financial Activities                       | 14,900                                                   | 14,600            | 15,200  | 15,300  | 15,200  | 15,400  | 15,400  | 15,500  | 15,700  | 16,100  | 400                     | 1,200                      | 1,500                                 |  |
| Professional and Business Services         | 24,100                                                   | 22,900            | 25,900  | 26,700  | 25,900  | 26,400  | 25,900  | 25,500  | 25,200  | 25,300  | 100                     | 1,200                      | 2,400                                 |  |
| Education and Health Services              | 31,200                                                   | 29,300            | 30,700  | 30,800  | 31,000  | 31,200  | 31,200  | 30,900  | 30,900  | 31,400  | 500                     | 200                        | 2,100                                 |  |
| Leisure and Hospitality                    | 25,700                                                   | 20,800            | 22,900  | 23,000  | 23,800  | 24,100  | 24,300  | 24,700  | 24,900  | 24,600  | (300)                   | (1,100)                    | 3,800                                 |  |
| Other Services                             | 6,400                                                    | 5,200             | 6,500   | 6,600   | 6,500   | 6,500   | 6,600   | 6,600   | 6,600   | 6,600   | 0                       | 200                        | 1,400                                 |  |
| Government                                 | 28,900                                                   | 29,300            | 28,300  | 28,700  | 28,700  | 28,900  | 28,100  | 26,400  | 26,900  | 28,200  | 1,300                   | (700)                      | (1,100)                               |  |



## Pensacola MSA Labor Force Data



**Overview of the CareerSource Escarosa Region  
Not Seasonally Adjusted  
September 17, 2021**

- The unemployment rate in the CareerSource Escarosa region (Escambia and Santa Rosa counties) was 4.5 percent in August 2021. This rate was 1.6 percentage points lower than the region's year ago rate of 6.1 percent. The region's August 2021 unemployment rate was 0.5 percentage point lower than the state rate of 5.0 percent. The labor force was 242,790, up 14,979 (+6.6 percent) over the year. There were 10,847 unemployed residents in the region.
- Santa Rosa County had the lowest unemployment rate (3.9 percent) in the CareerSource Escarosa region followed by Escambia County (4.8 percent).
- In August 2021 nonagricultural employment in the Pensacola-Ferry Pass-Brent MSA was 187,400, an increase of 5,300 jobs (+2.9 percent) over the year.
- The financial activities (+5.9 percent); manufacturing (+4.4 percent); mining, logging, and construction (+4.2 percent); and government (+0.4 percent) industries grew faster in the metro area than statewide over the year.
- The Pensacola-Ferry Pass-Brent MSA had the third fastest annual job growth rate compared to all the metro areas in the state in financial activities (+5.9 percent) in August 2021.
- The industries gaining in jobs over the year were leisure and hospitality (+1,900 jobs); financial activities (+900 jobs); education and health services (+800 jobs); mining, logging, and construction (+500 jobs); professional and business services (+500 jobs); manufacturing (+300 jobs); trade, transportation, and utilities (+200 jobs); other services (+100 jobs); and government (+100 jobs).
- The information industry was unchanged over the year.

Note: All data are subject to revision.

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

| Unemployment Rates<br>(not seasonally adjusted) |        |        |        |
|-------------------------------------------------|--------|--------|--------|
|                                                 | Aug-21 | Jul-21 | Aug-20 |
| CareerSource Escarosa                           | 4.5%   | 4.8%   | 6.1%   |
| Escambia County                                 | 4.8%   | 5.1%   | 6.8%   |
| Santa Rosa County                               | 3.9%   | 4.2%   | 4.9%   |
| Florida                                         | 5.0%   | 5.1%   | 8.0%   |
| United States                                   | 5.3%   | 5.7%   | 8.5%   |

| Nonagricultural Employment by Industry<br>(not seasonally adjusted) | Pensacola-Ferry Pass-Brent<br>Metropolitan Statistical Area |         |        |                   | Florida   |           |         |                   |
|---------------------------------------------------------------------|-------------------------------------------------------------|---------|--------|-------------------|-----------|-----------|---------|-------------------|
|                                                                     | Aug-21                                                      | Aug-20  | change | percent<br>change | Aug-21    | Aug-20    | change  | percent<br>change |
| Total Employment                                                    | 187,400                                                     | 182,100 | 5,300  | 2.9               | 8,753,200 | 8,347,500 | 405,700 | 4.9               |
| Mining, Logging, and Construction                                   | 12,500                                                      | 12,000  | 500    | 4.2               | 578,700   | 566,600   | 12,100  | 2.1               |
| Manufacturing                                                       | 7,100                                                       | 6,800   | 300    | 4.4               | 381,500   | 372,500   | 9,000   | 2.4               |
| Trade, Transportation, and Utilities                                | 34,100                                                      | 33,900  | 200    | 0.6               | 1,775,000 | 1,723,800 | 51,200  | 3.0               |
| Wholesale Trade                                                     | 5,900                                                       | 5,600   | 300    | 5.4               | 353,800   | 339,200   | 14,600  | 4.3               |
| Retail Trade                                                        | 23,600                                                      | 23,900  | -300   | -1.3              | 1,061,400 | 1,048,300 | 13,100  | 1.2               |
| Transportation, Warehousing, and Utilities                          | 4,600                                                       | 4,400   | 200    | 4.5               | 359,800   | 336,300   | 23,500  | 7.0               |
| Information                                                         | 1,500                                                       | 1,500   | 0      | 0.0               | 136,100   | 127,000   | 9,100   | 7.2               |
| Financial Activities                                                | 16,100                                                      | 15,200  | 900    | 5.9               | 622,500   | 591,200   | 31,300  | 5.3               |
| Professional and Business Services                                  | 25,300                                                      | 24,800  | 500    | 2.0               | 1,408,500 | 1,352,400 | 56,100  | 4.1               |
| Education and Health Services                                       | 31,400                                                      | 30,600  | 800    | 2.6               | 1,336,000 | 1,285,200 | 50,800  | 4.0               |
| Leisure and Hospitality                                             | 24,600                                                      | 22,700  | 1,900  | 8.4               | 1,082,400 | 930,600   | 151,800 | 16.3              |
| Other Services                                                      | 6,600                                                       | 6,500   | 100    | 1.5               | 345,000   | 311,800   | 33,200  | 10.6              |
| Government                                                          | 28,200                                                      | 28,100  | 100    | 0.4               | 1,087,500 | 1,086,400 | 1,100   | 0.1               |

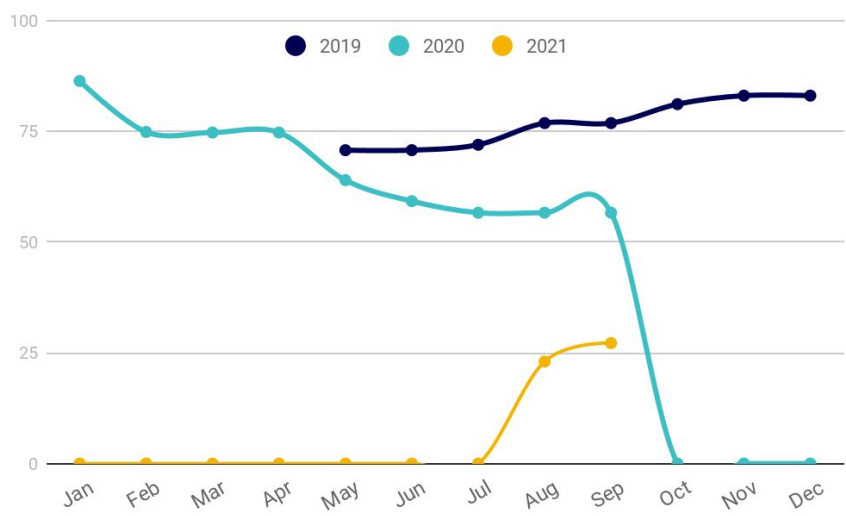
| Population            | 2019       | 2018       | change  | percent<br>change |
|-----------------------|------------|------------|---------|-------------------|
| CareerSource Escarosa | 502,629    | 494,399    | 8,230   | 1.7               |
| Escambia County       | 318,316    | 315,104    | 3,212   | 1.0               |
| Santa Rosa County     | 184,313    | 179,295    | 5,018   | 2.8               |
| Florida               | 21,477,737 | 21,244,317 | 233,420 | 1.1               |

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

Note: All data are subject to revision.

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

### Occupancy (Goal: 80%)



2,568 SQ. FT.  
OF 10,206 TOTAL



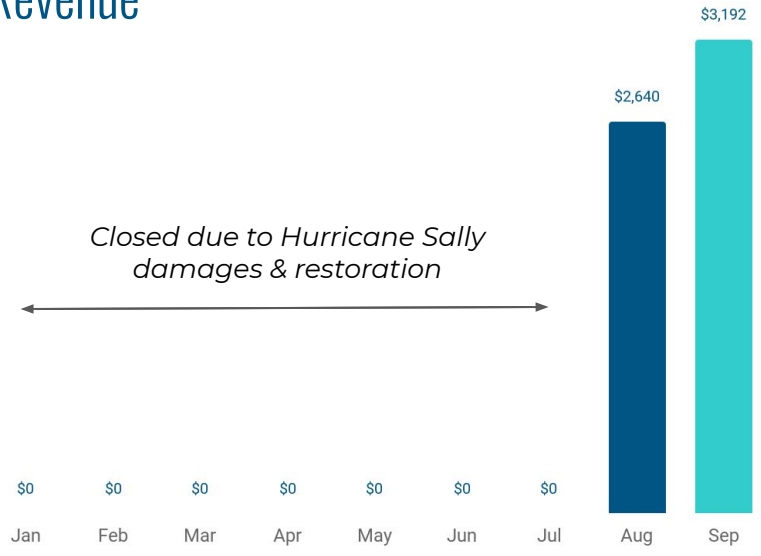
8 COMPANIES



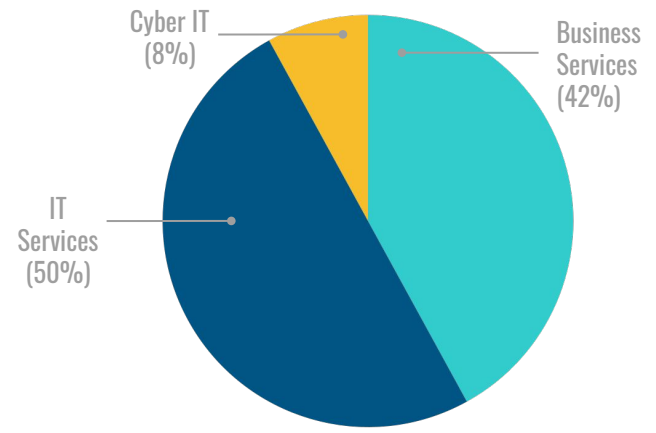
24 EMPLOYEES



### Revenue



### Employees by Industry





## Companies

Snap Soccer  
Vivid Bridge Studios

**Year 3**

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

**Year 1**

## Graduates & Former Clients

Data Revolution, *Graduated Sep '20*  
Guided Particle Systems, Inc., *Moved out Sep '20*  
Warfighter Fitness, *Moved out Sep '20*  
N Star Investments, *Moved out Sep '20*  
Tag Tech, *Moved out Sep '20*  
Angler Up, *Moved out Sep '20*  
Association Resource Solutions, *Moved out Sep '20*  
Coast Software, *Moved out Jul '20*  
Girl Catch Fire, *Moved out Jun '20*  
Altius Marketing, *Graduated May '20*  
Coflyt, *Moved out May '20*  
Social Icon, *Moved out May '20*  
Speaker Training, *Moved out May '20*  
Right on Target Marketing, *Moved out May '20*  
Pensacola Media Group, *Shut down May '20*  
EBI Management Group, *Graduated Mar '20*  
Qualia Is, *Moved out Mar '20*  
Samantha Weaver, *Moved out Sep '19*  
The Strength Group, *Moved out Sep '19*

## Community

**NEW TENANT National Energy USA** is a ClimateTech Business-to-Government firm that uses advanced recycling solutions to convert everyday garbage to valuable commodities. National Energy partners with cities and counties to address the growing garbage crisis and save taxpayer dollars.

Founder & CEO Dave Robau previously worked as an Environmental Scientist with the U.S. Air Force. His research has led to ground-breaking innovations in renewable energy microgrids, vertical-axis wind turbines, and electric vehicle inductive charging,

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*

# October

2021

Subtitle

## CO:LAB Grand Reopening July 29

CO:LAB, Pensacola's community business incubator opened its doors to tenants Thursday after extensive reconstruction following Hurricane Sally last September.



## FloridaWest Website Analytics July-Aug 2,655 unique visitors

| Sunday | Monday                                          | Tuesday | Wednesday                                                | Thursday                                                              | Friday | Saturday |
|--------|-------------------------------------------------|---------|----------------------------------------------------------|-----------------------------------------------------------------------|--------|----------|
|        |                                                 |         |                                                          |                                                                       | 1      | 2        |
| 3      | 4                                               | 5       | 6<br>ITEN Wired<br>Virtual Job Fair<br>TBA               | 7<br>BOCC Meeting<br>7:00 pm                                          | 8      | 9        |
| 10     | 11<br>City Council<br>Agenda<br>Conference 3:30 | 12      | 13                                                       | 14<br>Committee of the<br>Whole 9:00 am<br>City Council<br>Mtg 5:30pm | 15     | 16       |
| 17     | 18                                              | 19      | 20<br>Districting<br>Commission mtg<br>City Hall 4:00 pm | 21<br>BOCC Meeting<br>7:00 pm                                         | 22     | 23       |
| 24     | 25<br>City Council<br>Agenda<br>Conference 3:30 | 26      | 27<br>Districting<br>Commission mtg<br>City Hall 4:00 pm | 28<br>City Council Mtg<br>5:30 pm                                     | 29     | 30       |
| 31     |                                                 |         |                                                          |                                                                       |        |          |