



MEETING AGENDA – Tuesday, January 25th, 2021 1:30 PM
FloridaWest Economic Development Alliance – Board of Director’s Meeting
CO:LAB Pensacola
First Floor Conference Room

1. **Call to Order** Rick Byars
2. **Meeting publicly noticed (1.6.22)**
3. **Public Comment**
4. **Action Items**
 - a. Approval of October 26th, 2021 Minutes
 - b. Approval of December 14th, 2021 Minutes Ryan Tilley
 - c. Approval of December 2021 Financials
 - d. Miscellaneous Appropriations Agreement – Town of Century
5. **Discussion Items**
 - a. Executive Committee Debrief Rick Byars
 - b. ED Project Updates Scott Luth
 - 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
6. **Other Business**
7. **Adjourn**

Next Meeting: February 22, 2022

Fiscal Year Meeting Schedule

March 22, 2022

April 26, 2022

May 24, 2022

June 28, 2022

July 26, 2022

August 23, 2022

September 27, 2022



October 26th, 2021

CO:LAB Pensacola

418 W. Garden Street

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

Investors Present: Josh Beardsley, Dave Murzin

Staff: Scott Luth, Melissa Stoker, Danita Andrews, Sena Maddison, Casey Campbell, Jessica Scholl, Craig Dalton

Guests: Brian Wyer

1. **Call to Order:** President Rick Byars called the meeting to order at 1:33 pm.
2. **Public Notice:** This meeting was publicly noticed on 10.12.21.
3. **Public Comment:** President Rick Byars requested public comment. There were none.
4. **Action Items:**
 - a. Approval of September 28th, 2021, Minutes:
David Bear motioned to approve the minutes.
Don Palmer seconded.
Passed unanimously.
 - b. Approval of September 2021 Financials:
Rebecca Ferguson motioned to approve the financials.
David Bear seconded.
Passed unanimously.
 - c. Approval of FY 21-22 Meeting Schedule:
David Bear motioned to approve the 4th Tuesday of each month for the fiscal year meetings.
Ryan Tilley seconded.
Passed unanimously.
5. **Discussion Items:**
 - a. ED Project Updates
 1. Business Development: Danita Andrews updated the board on the number of visits for FYE 21, which were updated with Patrick Rooney's visits to reflect approximately 190 site visits for the year. She also shared a project update on several in the works. Danita picked up another project for the Bluffs this past week. Capital investment will be about \$900 million and employing 300 people. The client has interest in reuse water with ECUA and wage rates are going to be similar to Ascend. She also shared that we are officially an expanded FTZ #249, and we have a conference call Friday to discuss joint effort around messaging in partnership with the port, Santa Rosa County, and Okaloosa County. Rick Byars asked if Danita felt we had a good year for business development. Danita shared that she feels we had a strong year with two potential announcements at the beginning of this new fiscal year which is a reflection of efforts made during the previous year. Site visits were much higher than normal as well. Activity and interest and people coming to visit is on the rise. Of the 28 projects listed, 12 are new and 16 are expansions. Existing space is extremely limited.
 2. Workforce: Scott Luth shared that unemployment went from 4.6% to 3.9%. Jeff Dyer will start including detail by county in the future. Scott also shared that October is

manufacturing month. FloridaWest had a marketing push in effort to draw attention to this as well as some of our manufacturers. The Town of Century and FloridaWest have a meeting with the State DEO on November 4th to start planning work the workforce grant. The Great Resignation is what researchers are calling this period in the workforce as people leave current jobs. We will distribute some materials related to this. David Bear shared his insight on the workforce development challenges in Escambia County and our school district. One challenge for the school district is the previous administration's concerns about clawbacks with Triumph grants, and not having our education leaders in K-12 is keeping us from taking advantage of some amazing opportunities. Scott Luth shared a recap of the same discussion in the PEDC board meeting. He asked board members to share any contacts they believe he should meet with. Previously requested funds needed to be rewritten. David Bear is going to try to bring Superintendent Tim Smith in for a conversation with Triumph Staff to discuss a path forward and will bring Scott in as well.

3. CO:LAB: Casey Campell provided an update on CO:LAB. We have 8 tenants currently. We have policy board coming up. Furniture is tentatively scheduled. StartUp Weekend has been pushed from November to March. One Million Cups and EEG meetings are also being hosted here once a month.
 4. Cybersecurity: Craig Dalton shared that we are still pursuing the cybersecurity center. We are working on a specific ask. This includes efforts with DHS. CITCOM meetings have generated good information on COVID vaccine mandates and how this is impacting local industry. Companies are expected to lose 10% of the workforce overall. This includes remote workers. Jim Waite indicated his industry is having calls discussing the same topic. One of the questions is ironing out the discrepancy between the federal versus state mandates and the conflict. Josh Beardsley shared it's the same concern in healthcare. There is a lot of uncertainty, and we are tracking/following during an extremely fluid situation. Craig Dalton also shared that one of the big concerns at NAS Pensacola around hurricane damage has been addressed. \$435M was committed to Pensacola unexpectedly in the continuing resolution without knowledge of who made that happen. This makes a profound impact for us locally. There has also been good movement with the ENCLAVE thanks to Senator Broxson. An update is expected Monday. Efforts with First Place Partners continue to move forward. A recent trip to Tallahassee was made with Dave Murzin and we expect to do that more in the future. The grant request was submitted for the EDA grant with IHMC and LIFT. We now wait and see. Whether the grant comes or not, we have a great relationship with this company, which is promising. Ryan Tilley shared that it is a good collaboration with great team players. From a regional perspective, this would be really impactful. The next phase of the proposal is due in March. Scott Luth shared that we are still working through a draft MOU outlining the military partnership with First Place Partners. We hope to bring that back at either next month's or January's meeting.
 5. Marketing: Sena Maddison shared that we highlighted manufacturing companies and the great jobs they have for Manufacturing month. Cybersecurity events are primarily in September and October, though most of them switched to virtual. To adapt, she is focused on utilizing the hashtags used for each event to target those pertinent individuals.
- b. PEDC Board Updates: Scott Luth shared that we have three projects in front of the Triumph Board. We are working with Richard Sherrill to work through next steps for one project at the Term Sheet phase. With the holidays approaching, we expect a little slow down.
 - c. Legislative/Funding Updates: We are working through our Bluffs ask. November 12th is the deadline of the House legislation. We are also fine tuning a workforce development ask. There are a few others we are tracking and hope to have ready to submit.
 - d. Strategic Partner Updates (if in attendance): Rebecca Ferguson shared that marketing media efforts are being made to highlight and promote the value of having the port in our area.
 - e. ED Calendar Review: Please see the included calendar.

f. Joint Board Meeting: December 14th – We will probably look to utilize PSC for this meeting.

6. Other Business: David Bear asked for an update on Tech Park. Scott Luth shared that Project Ironwood in collaboration with SpaceFlorida is in the works. It's moving with a few outstanding items the company and SpaceFlorida owe each other. This would result in a 70,000 ft building with approximately 125 jobs. Rick Byars shared that if you are concerned about the city owning the utilities, please reach out to your representatives and encourage them to vote against the facility study at Thursday's meeting.

7. Adjourn: Rick Byars adjourned the meeting at 2:44 pm.

Next Meeting: December 14th, 2021

Adjourned at 2:38 pm by Rick Byars.

Respectfully Submitted By:

Ryan Tilley, Secretary-Treasurer
FloridaWest Economic Development Alliance



December 14th, 2021 at 10:00 AM

Pensacola State College, Anna Lamar Switzer Center for Visual Arts
Building 15, Room 1513

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

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

FloridaWest Investors Present: Dave Murzin, Ed Meadows

Staff: Scott Luth, Melissa Stoker, Sena Maddison, Patrick Rooney, Danita Andrews, Casey Campbell, Jeff Dyer, Craig Dalton, Meredith Crawford (on behalf of Richard Sherrill), Jessica Scholl

Guests: Captain Kinsella, Dr. Martha Saunders, Brian Wyer, Allison Jones, Philip DeBoer

1. **Call to Order:** Chairman Lewis Bear called the PEDC and FloridaWest Joint meeting to order by at 10:04 am.
2. **Public Notice:** This meeting was publicly noticed for both PEDC and FloridaWest on December 2, 2021.
3. **Verify Quorum/Roll Call:** Melissa Stoker verified quorum for both PEDC and FloridaWest with roll call.
4. **Public Comment:** Chairman Lewis Bear requested public comment. Brian Wyer shared the Achieve Escambia Dashboard launch this Thursday at 8:30 am. Details will be forwarded to Melissa Stoker for distribution to the boards.
5. **Presentations:**
 - a Project Citron: Scott Luth shared that Mike Mullen with Circulogene is one of our newest Pensacola Companies that Danita and FloridaWest have brought to town. Danita Andrews introduced the leadership from Circulogene, CEO Mike Mullen; Rich Brand, CFO; Scott Rezek; and Susan Hastings, Director of Lab Operations. She indicated the company will be adding 70 new jobs within 4 years, average annual wages are 230% higher than the Pensacola MSA wage, (approx. \$100,000 with excellent benefits), and capital investment of over \$3 million to establish operations in Pensacola. Mike Mullen spoke with us, sharing that they are from Birmingham, and that while we are failing in the fight against cancer, we are making progress. Circulogene is opening a scientific molecular diagnostic liquid biopsy laboratory, competing with companies in major cities. They are the only company able to predict patient response to cancer drugs with a blood draw. The liquid biopsy market is multi-billion, and we are 5% patient volume since inception in 2013. It is still early and there is a lot of opportunity. Florida was a strategic decision. After visiting cities further south, they found Pensacola was more in alignment with their goals. He met with Mayor Robinson and then met Scott and Danita two days later. Their



open house will be January 20th. Rick Byars shared his appreciation for choosing this area and for our shared excitement in them joining us.

b Community Updates

i Captain Kinsella – NAS Pensacola is an intrinsic part of this community, and those on base feel as much a part of Pensacola as anyone else. Base access is a primary challenge. The cemetery is accessible, and they are holding 10-15 funerals each day. They are working through short term solutions, exploring several options. They are exploring both busing service as well as an enclave through base from Perdido to Pensacola. That would be a 3-4 year project at a high cost, but could completely change the face of Warrington. The base also took \$480M in damage from Hurricane Sally. The base was already in a fragile state at the time the hurricane hit. Many of the buildings are falling apart and navigating through how to address this when the Navy is struggling financially and there are other global priorities. There are 60,000 students coming through NAS Pensacola, which would be a catastrophic loss to Pensacola and the Navy. While awarded \$380M, it is currently only allocated for repairs, so they are working to change the language to include demolition and rebuild. Coast Guard presence on base is growing as well. There are three piers, but only one (Charlie) is viable. There is now \$28M to address them. Pensacola was awarded two Defense Community Infrastructure grants which will benefit both the base and the community. As we pursue opportunities in the future, it's important to evaluate what aligns with the current administrations' goals. Captain Kinsella shared that while we are not currently going through a BRAC, but when we are, which he thinks we will, there are three things the Navy considers. How much political capital do they want to expand? Is it viable? And most importantly, is the community supportive? This equates to quality of life. Diverse and vibrant community, housing, and education are primary here. Housing and education are the two largest opportunities to improve and avoid challenges in the future. The school district and school board need our help collectively to create the school system needed to reach all. Starbase at the Flight Academy is coming back with a DOD grant, which is the majority of the financial need. 5th grade students spend 5 days at the flight academy learning about robotics, engineering, aviation, etc., exposing kids from all backgrounds to opportunities they would not perhaps be exposed to otherwise. Captain Kinsella shared that he has chosen to stay here as he transitions out of the Navy because of the people! "We have never felt more welcome and part of a community as we do here!" Change of Command is January 13th at 10 am and all here are welcome.

ii Dr. Martha Saunders – Dr. Saunders shared that UWF has had a good year, which seems strange considering the challenging year. Fundraising has been record-breaking. There have been several awards won as well. Their nursing students surpassed the state and national average. Performance based funding has been taking up a lot of their time over the last few years. They were #1 for people being employed



1 year after graduation, which includes a salary threshold. They were #3 for salaries. Students are holding their own and getting lots of recognition and awards as well. Cybersecurity placed #2 in the region recently. UWF Cheerleaders also won their national championship. Assets and resources of the university need to be leveraged against assets and resources of the region. UWF is now the NSA designated hub for cybersecurity for schools that want the CAE in the southeast. Cybersecurity Workforce Development is an effort UWF has specifically staked their flag in. Deferred maintenance is a challenge, but one of the most important goals this year is the master planning, which occurs every 10 years, taking in to account remote learning and working. They do have an ask with legislature for additional cybersecurity and talent development.

iii. Dr. Ed Meadows – Dr. Meadows shared the PSC 22/23 Legislative Request. The number one priority this year is paving at \$4.1M. The second priority is nursing and health sciences expansion, which reflects the need and demand statewide. While PSC is a mid-size college, the nursing program is as large as Miami-Dade. Training and educating workforce are one of the top two focuses of PSC. About 95% of students, once they graduate, live and work in this region. The Baars building was demolished and replaced with the new Baars building. The second phase will be an expansion of the STEM Technology Building in the Baars building. This will add 46,000 sq ft of classrooms, computer labs, and faculty offices and will be named the Bear, Cutter, Jones and Reeder Building as a reflection of donations received. The commercial vehicle training center is about 7 months from completion. This will accommodate heavy equipment training, diesel mechanic training, and is located in Santa Rosa Industrial Park. The first classes at PSC Charter Academy are slated to begin August 2022, located on Warrington Campus and offering dual enrollment so students can earn a high school diploma and AA or AS degree simultaneously. This is for military families stationed at NAS Pensacola and other Escambia County students. There is a Conference and Workforce Training Center project at an estimated \$30M cost on the Pensacola Campus, providing dedicated meeting space for the college and community. 95% of PSC students graduate debt free. Pensacola State was recently recognized as one of the safest in the country. There are efforts being made to address the insurance expenses for staff in hopes of participating in the consortium with other universities.

c. Saltmarsh Audit Presentations – Philip DeBoer and Alison Jones

i. PEDC & FloridaWest – Philip DeBoer shared information regarding the various documents previously shared. There were no audit findings of concerns for either PEDC or FloridaWest. Saltmarsh indicated both PEDC and FloridaWest received a clean audit of the highest rating this year. Rick Byars asked if any recommendations were made. Philip indicated no recommendations were made at this time.

Lewis Bear requested a motion to approve the PEDC audit.

Dave Hoxeng motioned to approve.

Steven Barry seconded.

Passed unanimously.



Rick Byars requested a motion to approve the FloridaWest audit.
David Bear motion to approve.
Donnie McMahon seconded.
Passed unanimously.

6. **Other Business:** Scott Luth shared that he will be meeting on Project Pioneer in collaboration with PEDC to take a term sheet to Triumph this week. While non-binding, it sets the stage for the final agreement. That is progressing well, and all seem to be in alignment on the goals. There are two other projects progressing as well. We are looking at a strong start to 2022 with some wonderful projects and appreciate the collaborative support of both boards. Lewis Bear wished everyone a safe and happy holiday, thanking the board members for serving. He also expressed his appreciation for the staff and is looking forward to working together in 2022.
7. **Adjourn Meeting:** Rick Byars adjourned the meeting on behalf of PEDC and FloridaWest at 11:19 am.

Next Meetings: January 25, 2022

Respectfully Submitted By:

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

Ryan Tilley, Secretary-Treasurer
FloridaWest Economic Development Alliance

FloridaWest (CEDA) Profit & Loss Budget Performance October through December 2021

	<u>Oct - Dec 21</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
Income				
4200 · Investor Membership Dues	22,500.00	50,000.00	-27,500.00	45.0%
4000 · Membership Dues	70,000.00	280,000.00	-210,000.00	25.0%
4410 · Non-Dues Income	10,000.00	0.00	-10,000.00	100.0%
4420 · Government Income	37,500.00	150,000.00	-112,500.00	25.0%
4430 · PEDC	168,750.00	675,000.00	-506,250.00	25.0%
4500 · CoLab - Rent	9,481.80	107,000.00	-97,518.20	8.86%
4513 · CD Interest Income	14.94	100.00	-85.06	14.94%
4512 · Miscellaneous Income	20.00	400.00	-380.00	5.0%
Total Income	<u>318,266.74</u>	<u>1,262,500.00</u>	<u>-944,233.26</u>	<u>25.21%</u>
Gross Profit	318,266.74	1,262,500.00	-944,233.26	25.21%
Expense				
5005 · Bank & Credit Card Fees	72.00	500.00	-428.00	14.4%
5060 · Marketing, Adv & Promo/Investor	11,305.25	150,000.00	-138,694.75	7.54%
5066 · Database/Research	0.00	20,000.00	-20,000.00	0.0%
5100 · Audit Expense	15,750.00	27,000.00	-11,250.00	58.33%
5105 · Legal Fees	2,070.00	7,500.00	-5,430.00	27.6%
5120 · Auto Travel	1,978.46	10,000.00	-8,021.54	19.79%
5140 · Business Travel	5,042.68	35,000.00	-29,957.32	14.41%
5190 · Depreciation Expense	0.00	10,000.00	-10,000.00	0.0%
5200 · Dues & Subscriptions	2,398.10	7,000.00	-4,601.90	34.26%
5310 · Insur-D&O/Liab/Umbrella/EPLI	6,456.69	7,000.00	-543.31	92.24%
5410 · Maint & Repair- Computers	7,000.89	20,000.00	-12,999.11	35.0%
5440 · Meeting Expense	791.08	2,500.00	-1,708.92	31.64%
5500 · CoLab Expenses	37,670.91	105,000.00	-67,329.09	35.88%
5559 · Workforce Marketing	428.19	10,000.00	-9,571.81	4.28%
5600 · Miscellaneous Expense	0.00	500.00	-500.00	0.0%
5610 · Postage	65.38	500.00	-434.62	13.08%
5680 · Cyber/High Growth Companies	3,485.98	15,000.00	-11,514.02	23.24%
57000 · Employee Wages & Benefits	201,749.33	770,000.00	-568,250.67	26.2%
5800 · Supplies	1,785.73	2,500.00	-714.27	71.43%
5915 · Telephone	874.32	5,000.00	-4,125.68	17.49%
5925 · Cell Phones	1,557.68	6,500.00	-4,942.32	23.96%
5954 · Copier Expense	881.43	1,500.00	-618.57	58.76%
5980 · Rent Expense	16,232.99	49,500.00	-33,267.01	32.79%
Total Expense	<u>317,597.09</u>	<u>1,262,500.00</u>	<u>-944,902.91</u>	<u>25.16%</u>
Net Income	<u>669.65</u>	<u>0.00</u>	<u>669.65</u>	<u>100.0%</u>

FloridaWest (CEDA)
Balance Sheet
As of December 31, 2021
Dec 31, 21

ASSETS

Current Assets

Checking/Savings

1000 · Checking- Private Hancock -363	123,401.26
1010 · Checking - Public Hancock- 355	90,539.50
1195 · Brokered Private CD's	300,000.00
1175 · 21 Month Private CD - 2140	<u>100,000.00</u>

Total Checking/Savings 613,940.76

Accounts Receivable

11000 · Accounts Receivable	<u>50,000.00</u>
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Total Accounts Receivable 50,000.00

Other Current Assets

1300 · Prepaid Rent	<u>18,750.00</u>
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Total Other Current Assets 18,750.00

Total Current Assets 682,690.76

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	<u>-26,372.41</u>

Total Fixed Assets 32,334.15

Other Assets

1800 · Security Deposit	<u>1,000.00</u>
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Total Other Assets 1,000.00

TOTAL ASSETS 716,024.91

LIABILITIES & EQUITY

Liabilities

Current Liabilities

Other Current Liabilities

2300 · Other Payables

2350 · Christmas Club Payable	975.00
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2300 · Other Payables - Other	<u>21,476.00</u>
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Total 2300 · Other Payables 22,451.00

2400 · Payroll Liabilities	<u>24,081.00</u>
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Total Other Current Liabilities 46,532.00

Total Current Liabilities 46,532.00

Total Liabilities 46,532.00

Equity

3200 · Unrestricted Net Assets	668,823.26
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Net Income	<u>669.65</u>
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Total Equity 669,492.91

TOTAL LIABILITIES & EQUITY 716,024.91

11/4/2021 CAT II-1

MISCELLANEOUS APPROPRIATIONS AGREEMENT
BETWEEN ESCAMBIA COUNTY AND FLORIDA WEST

THIS AGREEMENT is made and entered into by and between Escambia County, a political subdivision of the State of Florida with administrative offices at 221 Palafox Place, Pensacola, Florida 32502 (hereinafter referred to as the "County"), and Community Economic Development Association of Pensacola and Escambia County, Inc. d/b/a Florida West, a Florida not for profit corporation, FEI/EIN 47-1954665, with a principal address of 3 West Garden Street, Suite 618, Pensacola, Florida 32502 (hereinafter referred to as the "Recipient").

WITNESSETH:

WHEREAS, the Recipient serves the citizens of Escambia County by providing economic development initiatives, programs, and services aimed at attracting new businesses and retaining and expanding existing businesses in order to maximize the economic potential and prosperity of Escambia County; and

WHEREAS, the Recipient's activities demonstrate a farsighted and firm commitment to this County's welfare reflected by this dedication to the civic good; and

WHEREAS, in order to preserve and expand that mission, the Recipient has agreed to perform certain terms and conditions relating to the grant of County monies to it for such work; and

WHEREAS, the Board of County Commissioners has concluded that in order to advance the health, safety, and general welfare of the residents of Escambia County that said expenditure of County monies serves an essential public purpose as established by law; and

WHEREAS, the County has appropriated from the County's Economic Development Fund for the County's current Fiscal Year 2021/22 (October 1 through September 30), the sum of **\$43,500.00** to conduct the program generally described as "*Town of Century Economic Development Program*" and more particularly described in **Exhibit A**, attached hereto and incorporated by reference herein; and

WHEREAS, the undersigned representatives of the Recipient are authorized to sign this Agreement binding it.

NOW, THEREFORE, IN CONSIDERATION of the premises, the appropriation and disbursement of funds by the County now or hereafter made, and the mutual covenants herein, the parties do hereby agree as follows:

Section 1. The recitals contained in the Preamble of this Agreement are declared to be true and correct and are incorporated into this Agreement.

Section 2. The Recipient agrees as follows:

A) To accept the funds as appropriated in accordance with the terms of this Agreement, and the provisions of §129.09, Florida Statutes, as amended, governing the expenditures of said funds, which is incorporated by reference herein; and

B) To abide by Chapter 119, Florida Statutes, as amended, and successors thereto; and

C) To return to the County within fifteen (15) days of demand all County funds paid to it

Verified By: *K Fisher*

Date: *11/5/2021*

upon the County's finding that the terms of the Agreement, the provisions of any Ordinances or Florida Statutes appropriating of such funds, or the provisions of §129.09, Florida Statutes, have been violated; and

D) To return to the County all funds expended for disallowed expenditures for the following purposes as determined by the Internal Auditor of the Escambia County Office of the Clerk of the Circuit Court:

1. "Bad Debts"- Losses arising from uncollectible accounts and other claims, and related costs;
2. "Contingencies"- Contributions to a contingency reserve or any similar provisions for unforeseen events;
3. "Contributions or Donations"- Contributions or donations to any organization;
4. "Entertainment"- Costs of amusement, social activities, and incidental costs relating thereto, such as meals, beverages, lodgings, rentals, transportation, and gratuities;
5. "Fines and Penalties"- Costs resulting from violations of, or failure to comply with federal, state, and local laws and regulations governing this Agreement;
6. "Governor's Expenses"- The salaries and expenses of the Office of the Governor of the State of Florida or the chief executive of the County, which are considered a cost of general state or local government;
7. "Legislative Expenses"- The salaries and other expenses of the State Legislature or similar local government entities such as county commissions, city councils, school boards, etc., whether incurred for purposes of legislation or executive direction; and
8. "Interest and Other Financial Costs"- Interest on borrowings (however represented), bond discounts, costs of financing and refinancing operations, and legal and professional fees paid in connection therewith; and

E) To maintain a separate bank demand account and/or time deposit account and deposit all County funds received and no other funds into this account and to make all disbursements of County funds from said account; or, in lieu of a separate bank account, to keep a separate accounting of County funds to assure that interest earned is pro-rated; and

F) To consent to:

1. Providing such audits of the financial affairs of the Recipient by the Internal Auditor of the Escambia County Office of the Clerk of the Circuit Court as the County may require;
2. Producing all documents required by the Internal Auditors; and
3. Furnishing, if issued, to the Office of Management and Budget a copy of an audit report and a management letter of its financial affairs for its fiscal year ending within the current fiscal year of the County made by an independent certified public accountant licensed and in good standing in the State of Florida. This report will be

due within one hundred and twenty (120) days of the close of the Recipient's fiscal year; and

G) To successfully perform the program more particularly described in **Exhibit A**.

Section 3. The Recipient may not enter into subcontracts or sub-grants under this Agreement without the County's prior written approval. When requesting approval, the Recipient must furnish the County with a copy of all proposed subcontracts or sub-grants. Approval of any subcontracts or sub-grants shall be granted at the County's sole discretion.

Section 4. The term of this Agreement shall commence on October 1, 2021, and expire on the 30th day of September 2022, unless canceled sooner with or without cause and for convenience by either party by giving thirty (30) days prior written notice of such cancellation to the other party.

Section 5. For the County's current Fiscal Year (FY) 2021/22 (October 1 through September 30), the County agrees to pay the Recipient the sum of **\$43,500.00** for the program of activity payable in accordance with the procedures set forth in **Exhibit B**, attached hereto and incorporated by reference herein.

Section 6. Any equipment purchased in accordance with this or previous contract(s) in connection with aforementioned program that has a unit cost of \$5,000.00 or more will be placed on an inventory record by Recipient and inventoried at least annually. Upon the expiration of the useful life of such equipment or upon the expiration of the aforementioned program, whichever occurs first, such equipment will be transferred free and clear of all liens and encumbrances to the County or disposed of as authorized in writing by the County.

Section 7. The Recipient agrees to provide the County with an annual narrative progress report on the program described in **Exhibit A**. Such report will be due within thirty (30) days of the close of Fiscal Year 2021-2022 and will include basic statistical information relevant to the program and a statement of expenditures made in each budget category and line item identified in the budget which is included in **Exhibit A**.

Section 8. The Recipient's approved budget, included in **Exhibit A**, and any changes in that budget which would affect expenditure of funds must be approved in writing by the County Administrator or designee; provided that nothing herein will authorize or allow any expenditure or obligation of funds in excess of the total sum authorized by this Agreement.

Section 9. The Recipient agrees that any funds provided by the County for the operation of the program through September 30, 2022, which are residual funds remaining unspent or unencumbered by any existing (not contingent) legal obligations will be returned to the County in the form of a negotiable instrument not later than ninety (90) days after the close of this period unless the Recipient continues to receive a miscellaneous appropriation from the County in the next fiscal year. A limited amount of residual funds may be carried forward from September 30 to October 1, which will not exceed ten percent (10%) of the current appropriation to the Recipient or \$500.00, whichever is greater. The County appropriation for the new fiscal year will, however, be reduced by the amount of such unencumbered residual funds carried forward. Any additional unencumbered funds will be returned as provided above.

Section 10. This Agreement will apply to all funds appropriated during the Fiscal Year ending September 30, 2022, provided that the County's rights and the Recipient's duties hereunder will continue for a period of five (5) years from the date of execution hereof.

IN WITNESS WHEREOF the parties hereto have duly executed this Agreement on the respective dates under each signature below.

ESCAMBIA COUNTY BOARD OF COUNTY COMMISSIONERS

By: *Robert Bender*
Robert Bender, Chairman

Date: 11/5/2021

BCC APPROVED: 11/4/2021

Approved as to form and legal sufficiency.

By/Title: *Kristin D. Hual, DCA*

Date: 11-02-2021

COMMUNITY ECONOMIC DEVELOPMENT ASSOCIATION OF PENSACOLA AND ESCAMBIA COUNTY, INC. D/B/A FLORIDA WEST

By: _____
Scott Luth, CEO

Date: _____

Attest:

Corporate Secretary

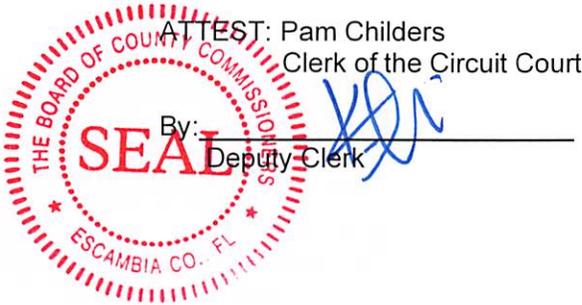


EXHIBIT A

2021-2022 MISCELLANEOUS APPROPRIATIONS

NAME OF ORGANIZATION:

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

APPROVED BUDGET

PROGRAMMATIC EXPENSES

ASSOCIATED WITH THE PROGRAM FUNCTIONS OF

"TOWN OF CENTURY ECONOMIC DEVELOPMENT PROGRAM"

\$43,500.00

PROGRAM FUNCTIONS TO BE CARRIED OUT WITH THESE FUNDS:

The funds will be used to pay costs associated with implementing economic development initiatives, programs, and services to promote the Town of Century and attract new businesses and retain and expand existing businesses with no more than 10% of said funds utilized for daily operational expenses. No funding appropriated pursuant to this Agreement may be utilized for salaries and benefits or administrative costs.

EXHIBIT B

As a recipient of funds resulting from a Miscellaneous Appropriations Agreement from Escambia County, this guide is meant to assist you with submitting your invoices for your appropriations payments. Your invoice package should be complete and submitted to the Office of Management and Budget (OMB) for the payment process to begin. OMB will forward the invoice and supporting documentation to the Clerk's Accounts Payable Department for final payment processing.

To begin the payment process, Accounts Payable will need the following items:

- A fully completed W-9 form (these will need to be updated every two years).
- A fully executed Appropriations Agreement signed by the Recipient and an authorized County representative. It is the responsibility of the Recipient to be aware of and abide by the terms and conditions of the Agreement throughout the duration of Agreement.
- Invoicing should appear in accordance with the Agreement terms and should be accompanied by supporting documentation showing proof of payment by your entity for the expense incurred per approved budget expenditures. **Supporting documentation should include copies of invoices, copies of cancelled checks, wire transaction reports and/or bank statements showing proof of payment.**
- With the exception of the first payment, all appropriation payments are made to the entity on a reimbursement basis after proof of payment for eligible costs in accordance with the budget outlined in Exhibit A has been submitted for all monthly reimbursements. The first payment in the amount of 1/12 of the total approved budget will be advanced in October to assist the Recipient in starting the authorized program activity. Additional funds will not be released until the entity provides adequate supporting documentation showing proof of payments for eligible expenditures exhausting the initial sum. **For the remainder of the year, no funding will be advanced.** Subsequent reimbursements will be made for the amount requested and verified by the supporting documentation furnished, not to exceed the total amount of the contract.

Invoices and receiving documents received in Accounts Payable by Wednesday at 5:00 p.m. will be paid the following week (as long as there are no discrepancies). Checks are mailed directly to vendor's remittance address indicated on the invoice. Checks are not released directly to vendors.

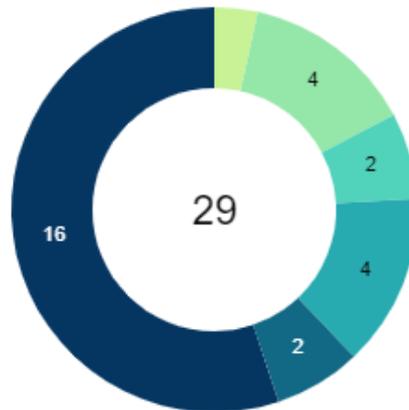
BUSINESS DEVELOPMENT

Year to Date January 6, 2021

Active Projects 29
Active Project Site Visits 5
Existing Industry Visits 35

PROJECTS **2126** JOBS / **12** NEW RELOCATIONS

17 LOCAL EXPANSIONS



Primary Target Industry

- Aviation/Aerospace ●
- Business Services ●
- Cyber Security ●
- Distribution/Logistics ●
- Information Technol... ●
- Manufacturing ●

1ST QUARTER EXISTING INDUSTRY VISITS **35**

OCTOBER **20**
NOVEMBER **12**
DECEMBER **3**

Date	Company
11/01/21	Port of Pensacola
11/01/21	Pricus Marine
11/03/21	Accountingfly
11/04/21	Hatchmark Studio
11/07/21	Pensacola Children Business Fair
11/08/21	UWF Haas Center
11/09/21	Mind Marketing Group
11/10/21	Bullock Tice
11/10/21	ARGO Cyber Systems
11/18/21	Guided Particle Systems
11/19/21	Heart Crossed Films
11/30/21	Preferred Office Network
12/09/21	Daily Adventure Box
12/14/21	Circulogene
12/15/21	Vertex Solutions

# EMPLOYEES	SECTOR
9	Marine MRO
	Business Services
8	Headquarters
7	Business Services
	Education Services
8	R&D
2	Business Services
44	Business Services
5	IT/Cybersecurity
5	R&D
	Business Services
	Business Service
	Business Services
12	R&D
5	IT

ANNOUNCEMENTS



JOBS GOAL = 2000 (by 2023)

2015 -2021 = 32 PROJECTS ANNOUNCED

16 PROJECTS / **3** NEW RELOCATIONS
2019-2021 / **13** LOCAL EXPANSIONS

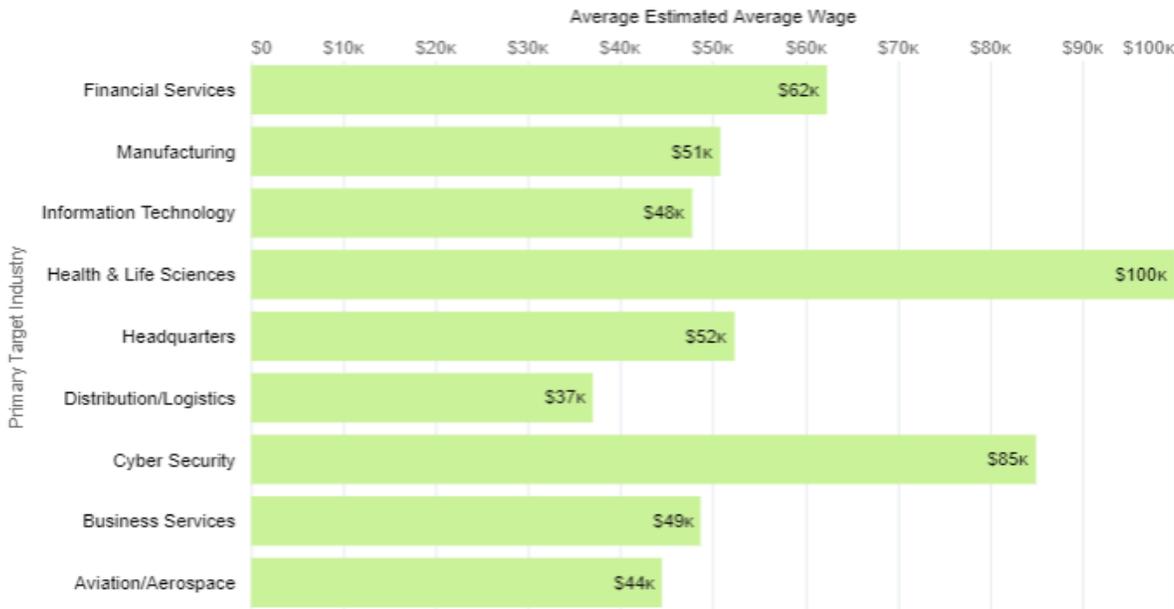
New Jobs	Retained Jobs	Average Wage	Annual Payroll	Capital Investment
1692	70	\$50,989	\$83,637,490	\$280,475,000

New Jobs	Retained Jobs	Average Wage	Annual Payroll	Capital Investment
7050	678	\$52,188	\$403,305,242	\$757,733,200

FloridaWest - Business Expansion and Relocation Announcements

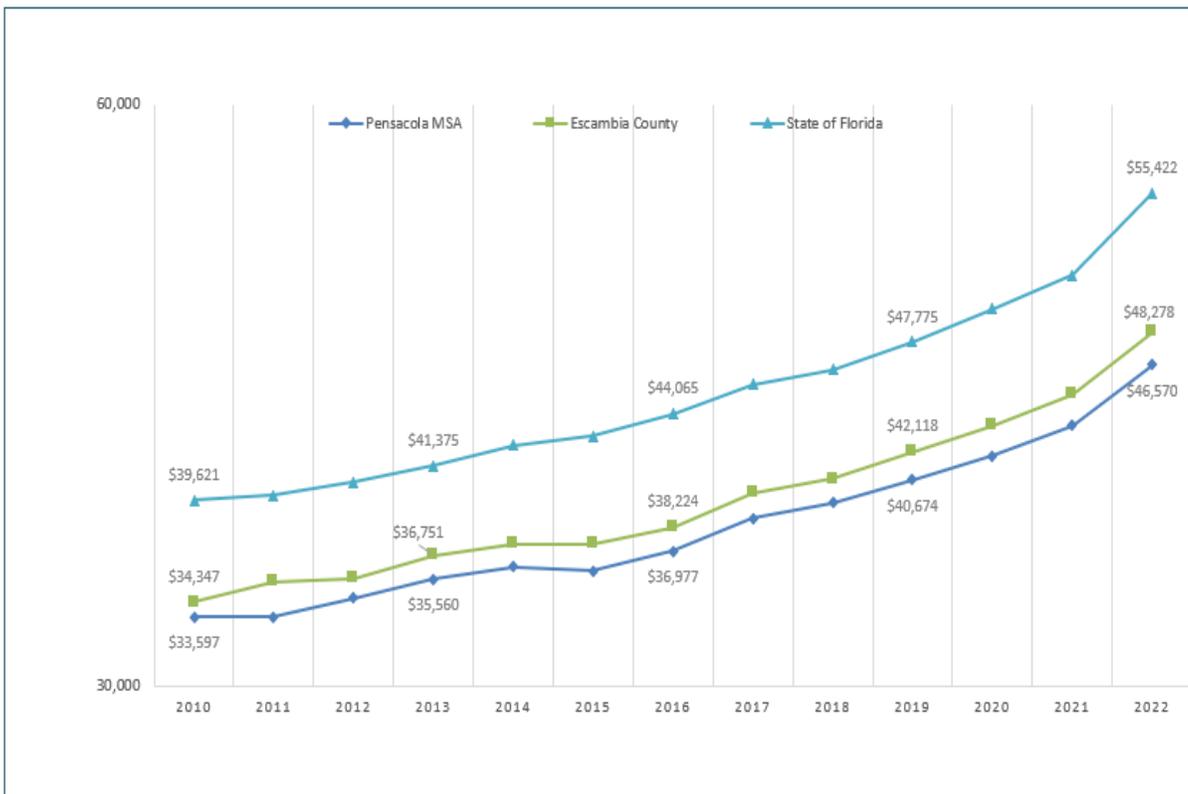
Company	Sector	New Jobs	Retained Jobs	Average Wage	Annual Payroll	Capital Investment
Economic Development Announcements (2014-2018)	16 Projects	5358	608	\$53,948	\$311,077,402	\$477,258,200
Lost Key Media	Business Services	3		\$42,000	\$126,000	NA
May, 2019						
American Tire Distributors	Distribution	30	20	\$32,000	\$1,600,000	\$4,000,000
June, 2019						
ST Engineering Aerospace	Aviation	1325		\$45,394	\$60,147,050	\$245,000,000
July, 2019						
Social Icon	Business Services	3		\$36,000	\$108,000	NA
August, 2019						
Qualia Is	Business Services	2		\$50,000	\$100,000	NA
March 2020						
EBI Management Group, Inc.	Business Services	14		\$65,000	\$910,000	\$350,000
March, 2020						
Girl Catch Fire	Business Services	1		\$50,000	\$50,000	NA
April, 2020						
CoFlyt	IT	5		\$45,000	\$225,000	NA
May, 2020						
Right on Target Marketing	Business Services	2		\$40,000	\$80,000	NA
May, 2020						
Speaker Training	Business Services	1		\$50,000	\$50,000	NA
May, 2020						
Allius Marketing	Business Services	1		\$55,000	\$55,000	NA
May 2020						
Blue Wind Technologies	Manufacturing	120		\$41,937	\$5,032,440	\$2,500,000
May 2020						
Ascend Performance Materials	Manufacturing	10	30	\$67,000	\$2,680,000	\$20,000,000
June 2020						
Cordele Intermodal	Business Services	5	20	\$42,000	\$1,050,000	\$3,500,000
June 2020						
Streamline Boats	Manufacturing	100		\$45,500	\$4,550,000	\$2,000,000
September 2020						
CIRCULOGENE	BioMedical	70		\$100,000	\$7,000,000	\$3,125,000
December 2021						
5-year Goals To Date	16 Projects	1692	70	\$50,989	\$83,637,490	\$280,475,000
FY 2014-2021 Totals	32 Projects	7050	678	\$52,188	\$403,305,242	\$757,733,200

FloridaWest Projects (2014-2022)



Average Annual Wage Comparisons

	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Percent Increase 2010-2022
Pensacola MSA	33,597	33,597	34,571	35,560	36,174	35,950	36,977	38,662	39,473	40,674	41,908	43,470	46,570	38.61%
Escambia County	34,347	35,430	35,582	36,751	37,360	37,360	38,224	40,004	40,704	42,118	43,462	45,074	48,278	40.56%
State of Florida	39,621	39,856	40,555	41,375	42,446	42,904	44,065	45,562	46,346	47,775	49,472	51,192	55,422	39.88%



Source: Florida Department of Economic Opportunity, Labor Market Statistics Center, Quarterly Census of Employment and Wages Program, in cooperation with the U.S. Department of Labor, Bureau of Labor Statistics.

SPECIAL PROJECTS - FTZ #249 ALTERNATE SITE FRAMEWORK (ASF) /ESCAMBIA, SANTA ROSA, OKALOOSA COUNTIES

DEPARTMENT OF COMMERCE INTERNATIONAL TRADE ADMINISTRATION

Metropolitan Area Goods Exports Analysis Tool

Pensacola-Ferry Pass-Brent, FL - Snapshot

Select Metro Area
Pensacola-Ferry Pass-Brent, FL

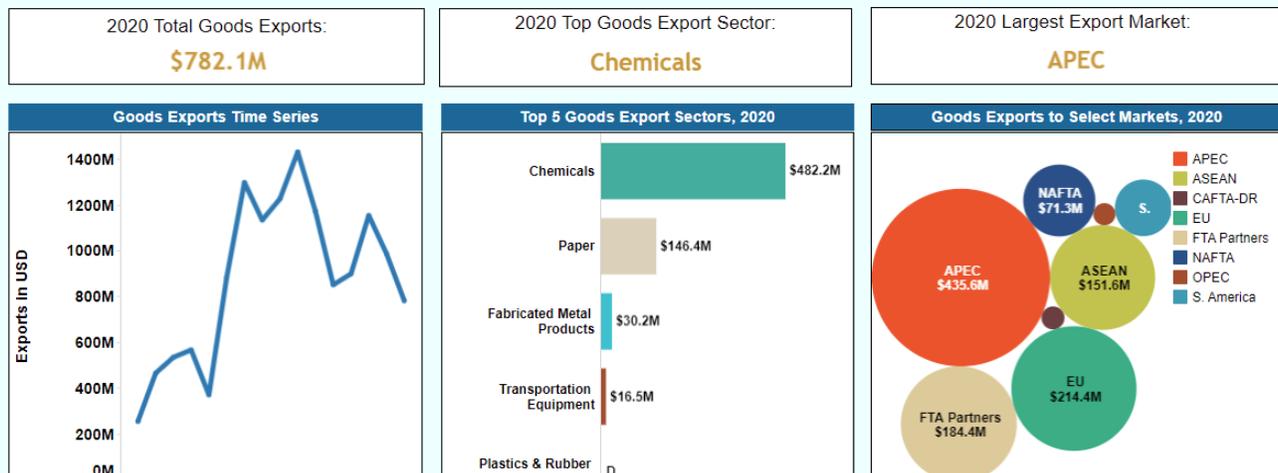
Top 5 Export Sectors



Pensacola-Ferry Pass-Brent, FL was the **169th** largest Metropolitan* exporter in 2020

Select Export Markets

* In 2020, total goods export data were available for 389 out of 392 metro areas. Suppressed metro areas are excluded from ranking and denoted by "D".



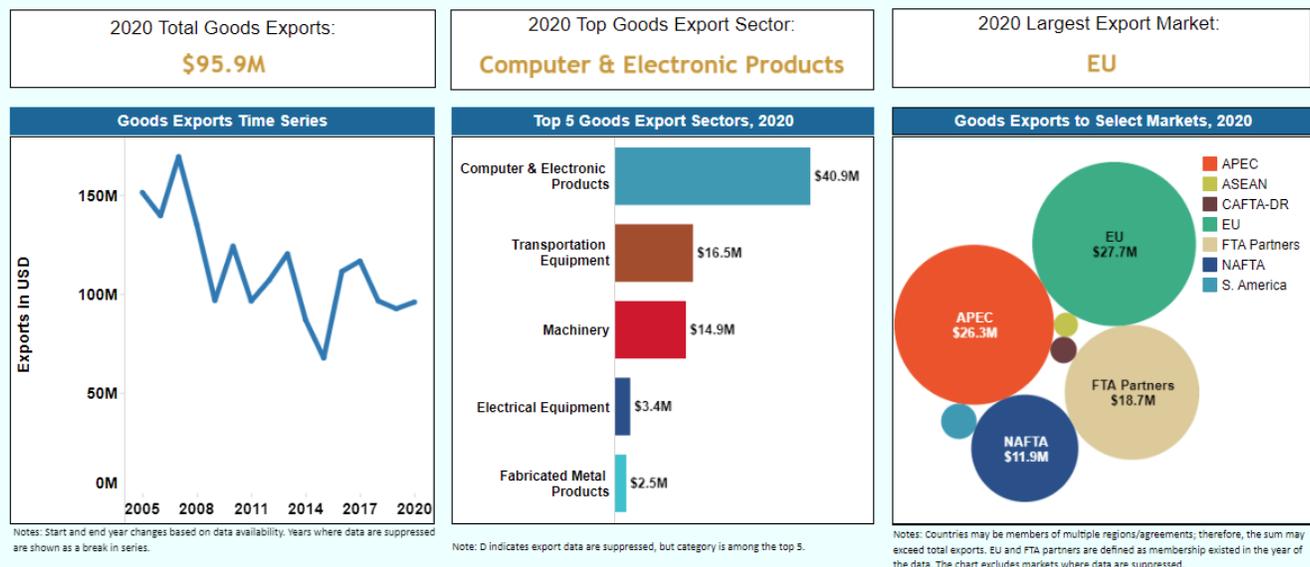
Top 5 Export Sectors



Crestview-Fort Walton Beach-Destin, FL was the **339th** largest Metropolitan* exporter in 2020

Select Export Markets

* In 2020, total goods export data were available for 389 out of 392 metro areas. Suppressed metro areas are excluded from ranking and denoted by "D".



**Overview of the CareerSource Escarosa Region
Not Seasonally Adjusted
January 21, 2022**

- The unemployment rate in the CareerSource Escarosa region (Escambia and Santa Rosa counties) was 3.4 percent in December 2021. This rate was 0.1 percentage point higher than the region's year ago rate of 3.3 percent. The region's December 2021 unemployment rate was 0.2 percentage point higher than the state rate of 3.2 percent. The labor force was 241,473, up 15,266 (+6.7 percent) over the year. There were 8,131 unemployed residents in the region.
- Santa Rosa County had the lowest unemployment rate (2.9 percent) in the CareerSource Escarosa region followed by Escambia County (3.6 percent).
- In December 2021 nonagricultural employment in the Pensacola-Ferry Pass-Brent MSA was 192,100, an increase of 7,400 jobs (+4.0 percent) over the year.
- The mining, logging, and construction (+8.4 percent); financial activities (+6.5 percent); manufacturing (+2.9 percent); and government (+3.2 percent) industries grew faster in the metro area than statewide over the year.
- The Pensacola-Ferry Pass-Brent MSA had the fastest annual job growth rate compared to all the metro areas in the state in government (+3.2 percent) in December 2021.
- The Pensacola-Ferry Pass-Brent MSA had the second fastest annual job growth rate compared to all the metro areas in the state in financial activities (+6.5 percent) in December 2021.
- The Pensacola-Ferry Pass-Brent MSA had the third highest annual job growth compared to all the metro areas in the state in government (+900 jobs) in December 2021.
- The industries gaining in jobs over the year were leisure and hospitality (+2,400 jobs); trade, transportation, and utilities (+1,500 jobs); mining, logging, and construction (+1,000 jobs); financial activities (+1,000 jobs); government (+900 jobs); education and health services (+800 jobs); and manufacturing (+200 jobs).
- The industry losing jobs over the year was professional and business services (-400 jobs).
- The information and other services industries were 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 (not seasonally adjusted)	Dec-21	Nov-21	Dec-20
CareerSource Escarosa	3.4%	3.5%	3.3%
Escambia County	3.6%	3.8%	3.6%
Santa Rosa County	2.9%	3.0%	2.7%
Florida	3.2%	3.6%	4.2%
United States	3.7%	3.9%	6.5%

Nonagricultural Employment by Industry (not seasonally adjusted)	Pensacola-Ferry Pass-Brent Metropolitan Statistical Area				Florida			
	Dec-21	Dec-20	change	percent change	Dec-21	Dec-20	change	percent change
Total Employment	192,100	184,700	7,400	4.0	9,073,600	8,581,500	492,100	5.7
Mining, Logging, and Construction	12,900	11,900	1,000	8.4	586,300	566,600	19,700	3.5
Manufacturing	7,100	6,900	200	2.9	388,000	380,800	7,200	1.9
Trade, Transportation, and Utilities	36,200	34,700	1,500	4.3	1,892,200	1,796,800	95,400	5.3
Wholesale Trade	6,000	5,700	300	5.3	361,200	343,600	17,600	5.1
Retail Trade	25,200	24,500	700	2.9	1,134,200	1,093,600	40,600	3.7
Transportation, Warehousing, and Utilities	5,000	4,500	500	11.1	396,800	359,600	37,200	10.3
Information	1,500	1,500	0	0.0	138,200	128,200	10,000	7.8
Financial Activities	16,400	15,400	1,000	6.5	634,700	601,400	33,300	5.5
Professional and Business Services	25,700	26,100	-400	-1.5	1,456,900	1,380,000	76,900	5.6
Education and Health Services	31,700	30,900	800	2.6	1,363,400	1,312,000	51,400	3.9
Leisure and Hospitality	25,000	22,600	2,400	10.6	1,142,600	996,600	146,000	14.6
Other Services	6,600	6,600	0	0.0	353,000	321,300	31,700	9.9
Government	29,000	28,100	900	3.2	1,118,300	1,097,800	20,500	1.9

Population	2020	2019	change	percent change
CareerSource Escarosa	511,503	503,966	7,537	1.5
Escambia County	322,364	319,379	2,985	0.9
Santa Rosa County	189,139	184,587	4,552	2.5
Florida	21,733,312	21,492,056	241,256	1.1

Average Annual Wage	2020	2019	change	percent 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.

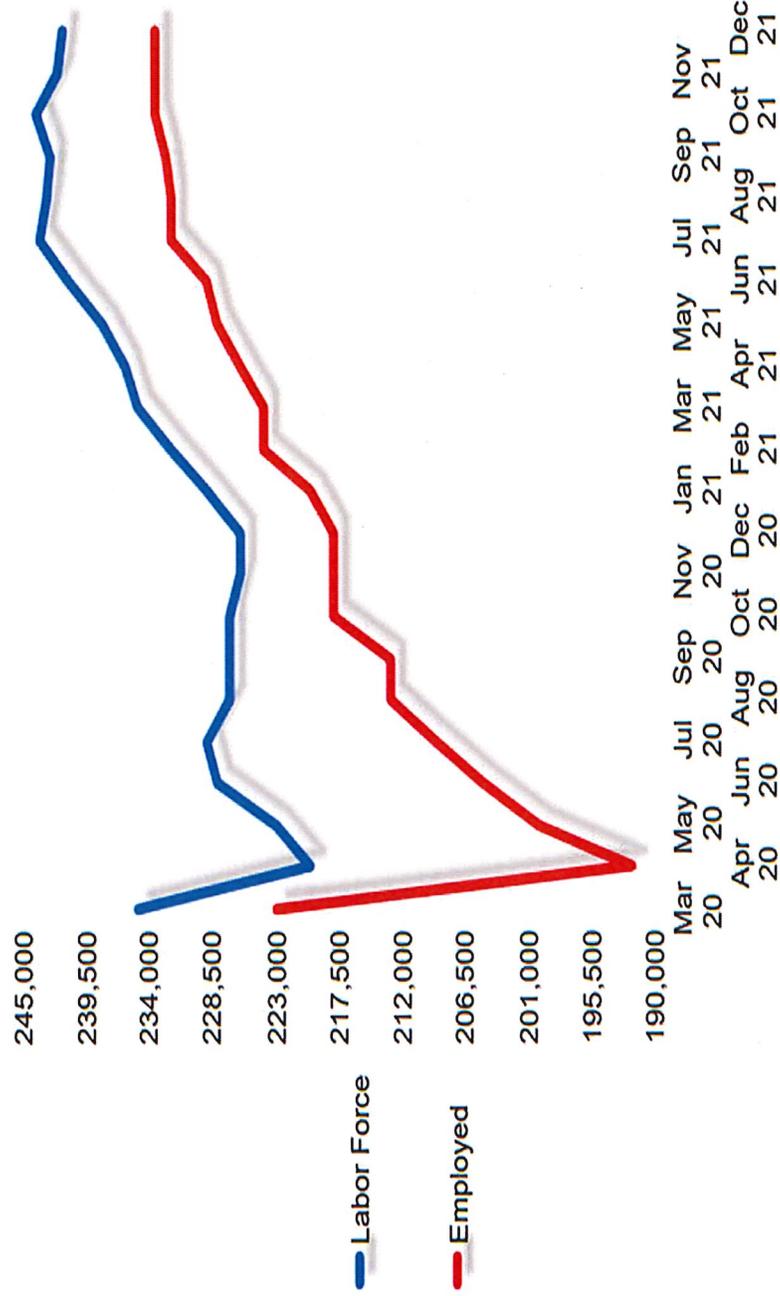
Pensacola-Ferry Pass-Brent Metropolitan Statistical Area																	
	Jan 20 (Pre COVID)	Apr 20 (COVID)	Jan 21	Feb 21	Mar 21	Apr 21	May 21	Jun 21	Jul 21	Aug 21	Sep 21	Oct 21	Nov 21	Dec 21	Nov to Dec 21	Jan to Dec 21	Apr 20 (COVID) to Dec 21
Unemployment Rate	3.7%	12.0%	4.1%	4.4%	4.5%	4.5%	4.3%	5.2%	4.8%	4.5%	3.8%	3.8%	3.5%	3.4%	-0.1%	-0.7%	-6.6%
Labor Force	230,019	216,140	229,667	232,608	235,190	236,735	238,850	241,381	243,568	242,790	242,253	242,821	241,880	241,473	(407)	11,806	23,333
Total Unemployed	8,508	25,952	9,311	8,331	10,690	10,656	10,247	12,539	11,599	10,847	9,373	9,257	8,385	8,131	(254)	(1,186)	(17,821)
Total Employed	221,511	192,188	220,356	224,277	224,500	226,079	228,603	228,842	231,969	231,943	232,880	233,564	233,495	233,342	(153)	12,996	41,154
Nonagricultural Employment by Industry	186,000	173,200	183,600	185,700	185,600	186,800	185,900	185,600	185,600	187,400	187,700	190,200	192,300	192,100	(200)	8,500	18,900
Mining, Logging, and Construction	12,500	12,100	11,800	12,100	12,100	12,100	12,300	12,500	12,800	12,500	12,800	12,600	12,800	12,900	100	1,100	800
Manufacturing	7,000	6,500	6,800	6,900	6,900	6,900	6,900	7,000	7,000	7,100	7,100	7,100	7,100	7,100	0	300	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	34,500	34,800	35,700	36,200	500	2,200	5,300
Wholesale Trade	5,700	5,600	5,700	5,700	5,800	5,700	5,700	5,800	5,900	5,900	5,900	5,900	6,000	6,000	0	300	400
Retail Trade	23,700	21,300	23,900	24,000	23,700	23,600	23,500	23,700	23,700	23,600	24,000	24,200	24,900	25,200	300	1,300	3,900
Transportation, Warehousing, and Trade	4,300	4,000	4,400	4,500	4,500	4,400	4,500	4,500	4,500	4,600	4,600	4,700	4,800	5,000	200	600	1,000
Information	1,600	1,600	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	0	0	(100)
Financial Activities	14,900	14,600	15,200	15,300	15,200	15,400	15,400	15,500	15,700	15,100	15,900	16,000	16,100	16,400	300	1,200	1,800
Professional and Business Services	24,100	22,900	25,900	26,700	25,900	26,400	25,900	25,500	25,200	25,300	24,800	26,100	26,200	25,700	(500)	(200)	2,800
Education and Health Services	31,200	29,300	30,700	30,800	31,000	31,200	31,200	30,900	30,900	31,400	31,300	31,700	31,800	31,700	(100)	1,000	2,400
Leisure and Hospitality	25,700	20,800	22,900	23,000	23,800	24,100	24,300	24,700	24,900	24,600	24,300	24,700	25,000	25,000	0	2,100	4,200
Other Services	6,400	5,200	6,500	6,600	6,500	6,500	6,600	6,600	6,600	6,600	6,600	6,600	6,600	6,600	0	100	1,400
Government	28,900	29,300	28,300	28,700	28,700	28,900	28,100	26,400	26,900	28,200	28,900	29,100	29,500	29,000	(500)	700	(900)

Escambia County																	
	Jan 20 (Pre COVID)	Apr 20 (COVID)	Jan 21	Feb 21	Mar 21	Apr 21	May 21	Jun 21	Jul 21	Aug 21	Sep 21	Oct 21	Nov 21	Dec 21	Oct to Dec 21	Jan to Dec 21	Apr 20 (COVID) to Dec 21
Unemployment Rate	3.4%	12.6%	4.5%	4.0%	4.9%	4.9%	4.7%	5.6%	5.1%	4.8%	4.2%	4.1%	3.8%	3.6%	-0.2%	-0.9%	-9.0%
Labor Force	146,089	134,040	146,037	147,893	149,554	150,631	151,713	153,617	154,835	154,350	153,957	153,038	153,556	153,258	(298)	7,221	19,218
Total Unemployed	4,905	16,897	6,528	5,892	7,307	7,376	7,090	8,593	7,866	7,409	6,465	6,381	5,744	5,537	(207)	(991)	(11,360)
Total Employed	141,184	117,143	139,509	142,001	142,247	143,155	144,673	145,024	146,969	146,941	147,492	146,657	147,812	147,721	(91)	8,212	30,578

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

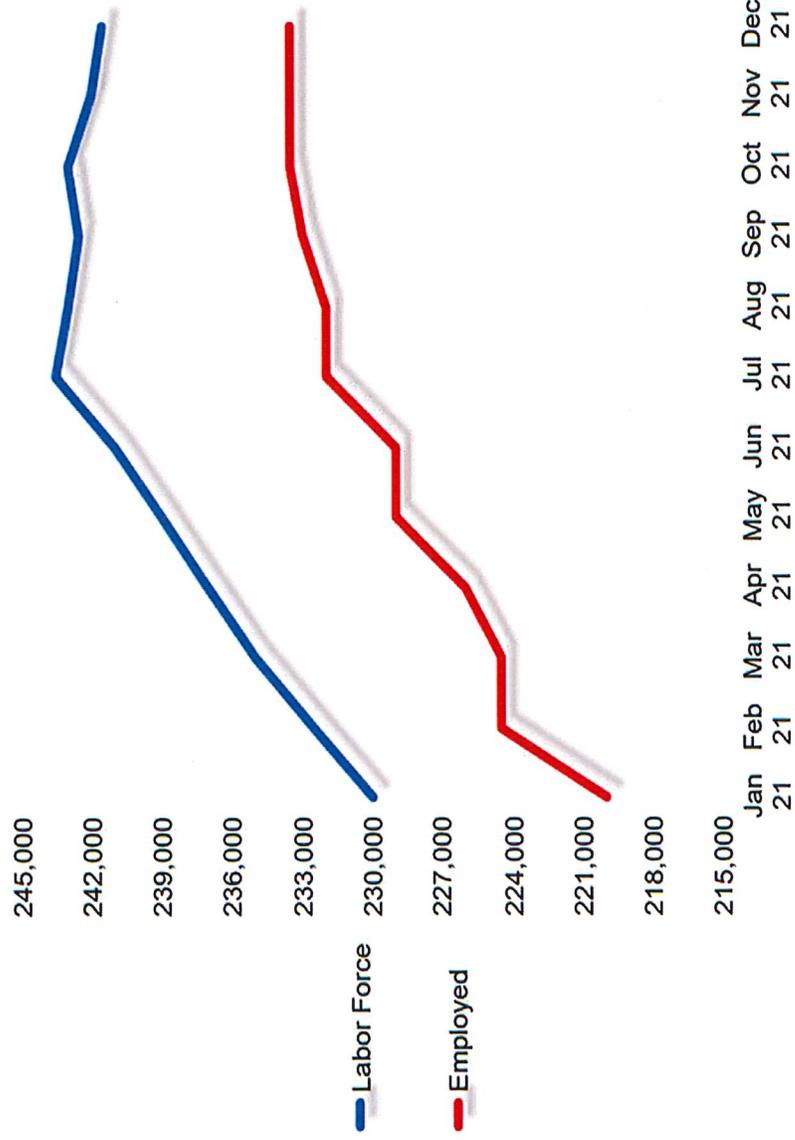


Pensacola MSA Labor Force

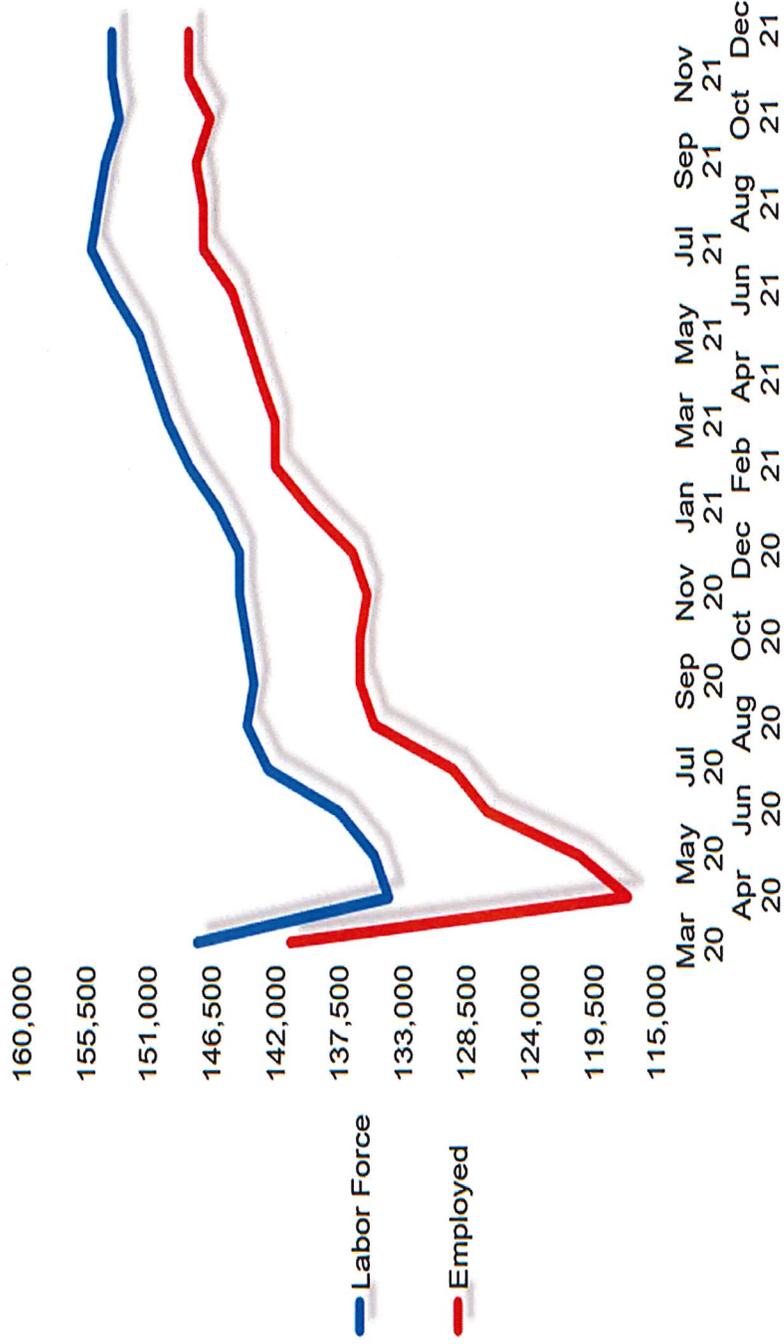




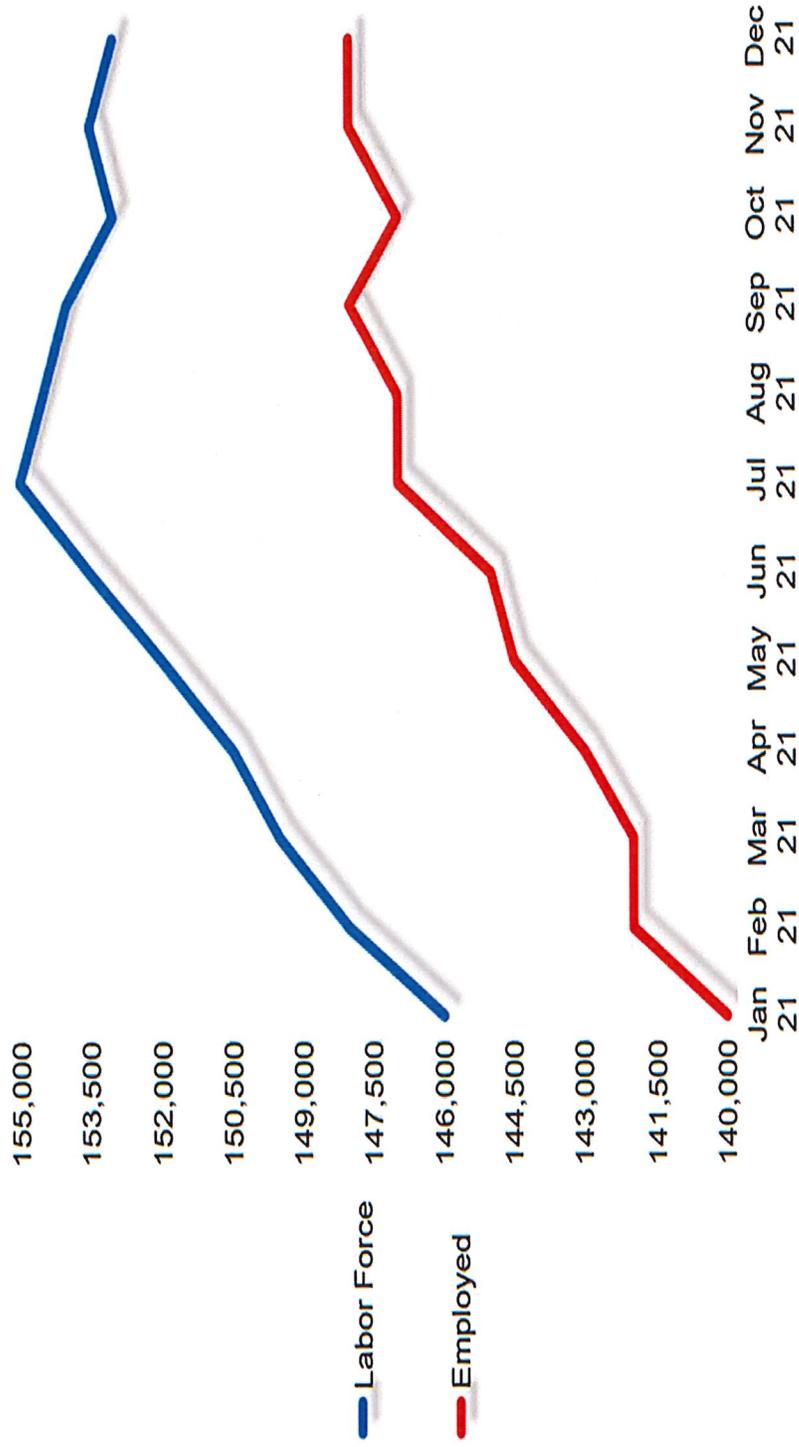
Pensacola MSA Labor Force (2021)



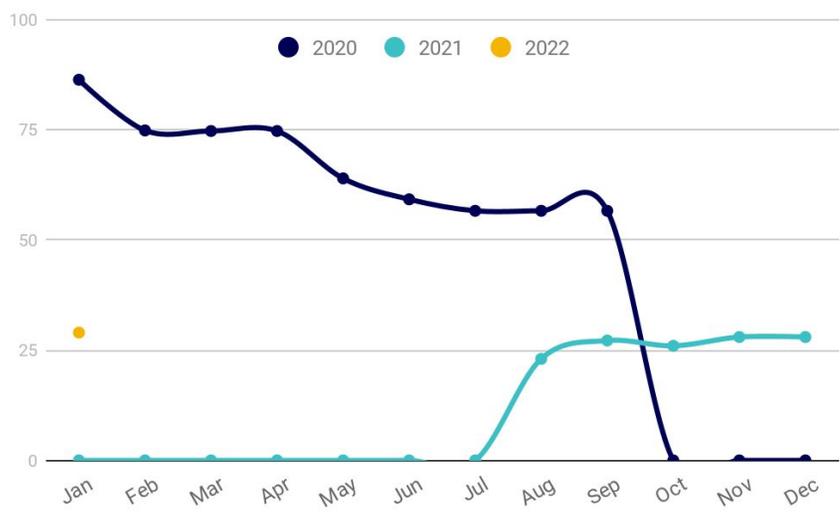
Escambia County Labor Force



Escambia County Labor Force (2021)



Occupancy (Goal: 80%)



2,953 SQ. FT.
OF 10,206 TOTAL



9 COMPANIES



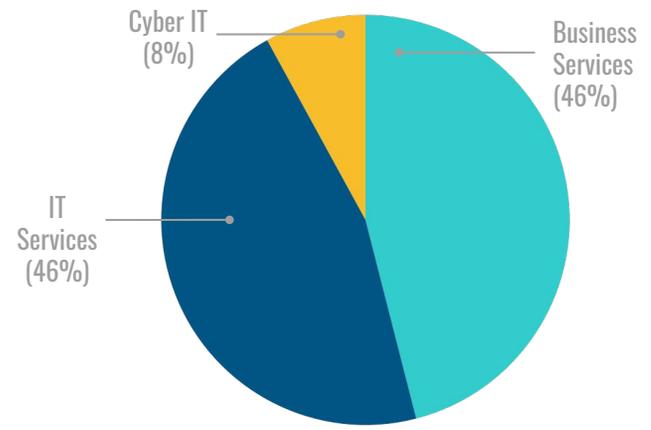
26 EMPLOYEES



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
First Place Partners*

Year 1

*Affiliate

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

SAVE THE DATE **Gulf Coast Game Jam** hosted at Pensacola State College **Friday, January 28th-Sunday, January 30th.**

The Global Game Jam® (GGJ) is the world's largest game creation event taking place around the globe. A "game jam" is essentially a hackathon focused on game development. It is the growth of an idea that in today's heavily connected world, we could come together, be creative, share experiences and express ourselves in a multitude of ways using video games – it is very universal. The weekend stirs a global creative buzz in games, while at the same time exploring the process of development, be it programming, iterative design, narrative exploration or artistic expression. It is all condensed into a 48 hour development cycle.

The GGJ encourages people with all kinds of backgrounds to participate and contribute to this global spread of game development and creativity.

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*

February

2022

Website Analytics Dec 27 - Jan 24

FloridaWest EDA 1,303 New Visitors
 CO:LAB Pensacola 237 New Visitors
 CyberCoast Florida 114 New Users



Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
		1	2	3	4	5
6	7 City Council Agenda Conference 3:30	8 Escambia Children's Trust 5:30 pm BOCC	9	10 City Council Mtg. 5:30 P.M. BOCC Reg Mtg. 9:15 am BOCC	11	12
13	14	15	16	17 Board of County Commissioners Mtg. 9:00 AM	18	19
20	21	22 PEDC Mtg. 10 AM FloridaWest Mtg. 1:30 PM	23	24 City Council Mtg. 5:30 pm	25	26
27	28					

