

MEETING AGENDA – Tuesday, April 26th, 2022 1:30 PM
FloridaWest Economic Development Alliance – Board of Director’s Meeting
CO:LAB Pensacola
First Floor Conference Room

1. **Call to Order** Ryan Tilley
2. **Meeting publicly noticed (3.29.2022)**
3. **Public Comment**
4. **Project Guardian Announcement**
5. **Action Items**
 - a. Approval of March 22nd, 2022 Meeting Minutes Ryan Tilley
 - b. Approval of April 7th, 2022 Executive Committee Meeting Minutes
 - c. Approval of April 14th, 2022 Executive Committee Meeting Minutes
 - d. Approval of March 2022 Financials
 - e. Approval of Strategic Plan Proposal
6. **Discussion Items** Scott Luth
 - a. ED Project Updates
 - i. Business Development
 - ii. Workforce
 - iii. Co:Lab
 - iv. Cybersecurity/Military
 - v. Marketing
 - b. PEDC Board Update
 - c. Strategic Partner Updates (If in attendance)
 - d. ED Calendar Review
7. **Other Business**
8. **Adjourn**

Next Meeting: May 24, 2022 at 1:30 pm

Fiscal Year Meeting Schedule

June 28, 2022

July 26, 2022

August 23, 2022

September 27, 2022



March 22nd, 2022
CO:LAB Pensacola
418 W. Garden Street

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

Investors Present: Dave Murzin, KC Gartman, Ed Meadows, Kelvin Enfinger

Staff: Scott Luth, Melissa Stoker, Sena Maddison, Jeff Dyer, Patrick Rooney, Craig Dalton, Casey Campbell, Jessica Scholl

Guests: Katie Daughtry, Brian Wyer

1. **Call to Order:** President Rick Byars called the meeting to order at 1:30 pm.
2. **Public Notice:** This meeting was publicly noticed on 3.7.22.
3. **Public Comment:** President Rick Byars requested public comment. Dave Murzin introduced Katie Daughtry from Senator Scott's office.
4. **Action Items:**
 - a. Approval of February 22nd, 2022 Minutes:
Don Palmer motioned to approve the minutes.
Donnie McMahon seconded.
Passed unanimously.
 - b. Approval of February 2022 Financials:
Donnie McMahon motioned to approve the financials.
Rebecca Ferguson seconded.
Passed unanimously.
 - c. Reappointment of Lewis Bear to PEDC Through 2023 (David Bear, son of Lewis Bear, was not in attendance at the time of this vote):
Rebecca Ferguson motioned to approve the reappointment of Lewis Bear to PEDC through 2023.
Donnie McMahon seconded.
Passed unanimously.
5. **Discussion Items:**
 - a. Strategic Plan Discussion: Rick Byars shared that RFPs for the strategic plan were requested from four different companies. We are looking at a return date at the end of this month. These will be reviewed and ranked at the early April Executive Board Meeting. The Executive Board will make a recommendation with a proposal at the April board meeting. The scope of work will include several in-community meetings in addition to a full day and a half of one-on-one meetings with elected and key officials. The Executive Board would like access to the proposals prior to their April 7th meeting. The executive members asked if they could contact the proposing companies directly prior to the April meeting. Staff will coordinate having a representative for each submitting company available.
 - b. ED Project Updates
 1. Business Development: Scott Luth shared that we are moving into budget cycle and have our proposals for funding into the City by deadline. We requested funds for PEDC and FloridaWest separately. The county application through PEDC will be due April 1st and we will have that request in by that date. We would still have the opportunity to modify our requests if necessary. Scott shared that previous meetings on community outreach have resulted in tentative dates in April and May to highlight career exploration especially for

underserved and unserved populations. We have received 11 RFPs and activity is really strong. He also attended a site consultant conference recently where the consistent message was surprise at how much pipeline activity they are seeing. He also provided updates on several projects currently in process. A client has been looking at the Midtown Commerce Park for a while and is moving again after a brief reprieve.

2. **Workforce:** Jeff Dyer shared that this month's workforce data is somewhat different than what we normally share. Workforce count has gone down, which is common in March. The unemployment rate stays about the same. This Friday, we will get 2017-2021 data from the census as well as our labor participation rate, which is currently at 64%. The activity around the community for hiring events is busy. It's good to see more organizations putting these on and employers are getting creative with how they try to find their talent pool.
 3. **CO:LAB:** Patrick Rooney shared that there is a slight decline in square footage usage at CO:LAB. A client hit their renewal date and decided to lower their square footage to help offset the anniversary rate increase. We have 25 employees with 10 companies in the space. We have two new clients approved for move in the first of April. Square footage usage will go from 35% - 40%. Brewwww is a digital marketing technology firm with 80% of their clients outside the Pensacola area. They are scaling challenges to conquer growth. The other new tenant is Taste of Pensacola. This is a high growth potential firm with multiple cities launching potential.
 4. **Cybersecurity:** We were able to move some language for our cybersecurity strategy. The State will do a feasibility study to explore opportunities to set up a Security Operations Center in Pensacola. A lot of money was spent this session on cybersecurity and rural broadband in the state. This ties back into our cybersecurity strategy. While there wasn't any money tied to it, it's a huge win for us.
 5. **Marketing:** Sena Maddison referenced the newsletter that is included in the board packet going out tomorrow. She also listed all of our social media accounts (14 in total) for board knowledge. David Bear suggested copying Visit Pensacola on our content.
- c. **PEDC Board Updates:**
1. **Legislative/Funding Updates:** Scott Luth shared that we had a really good legislative session with help from Andrade, Salzman, and Broxson. We got the additional \$5 million request for the Bluffs. Dave Murzin has been instrumental in helping to push our initiatives and we are grateful. We are now focusing on the Governor's office to ensure we do not get vetoed. We will hopefully know at the next board meeting if we made it through the Governor. The other ask we were working on was the Aviation Center of Excellence tied to ST Engineering. The collective decision was to probably not fund that this year through a legislative ask but hold until next year. We will come back with a Governor's Growth Fund ask with a good opportunity to receive funds from this ask. This will culminate in July.
- d. **Strategic Partner Updates (if in attendance):** Dr. Meadows shared that the high school charter academy is up and running. They are seeking enrollment from 11th and 12th grades. Legislative session was good for PSC. Both asks were granted. They received more than they asked on one ask. There is interest in establishing a vocational technology charter academy with an AMP program, which they will be exploring with Senator Broxson in the coming weeks. A former CO:LAB tenant is currently on PSC campus and has been hiring students. Their footprint needs to increase to stay on campus, which PSC has been able to accommodate. September 21st is the annual first responders' luncheon at the Bay Center. This will be the first since Covid. Brian Wyer shared that the GCMCC's first big networking event will be next week. Mentors are needed. Rebecca Ferguson shared her appreciation for support of the port. Things continue to go well and they are busy. The streamline building will start to come unwrapped in the coming weeks. Also, she had an opportunity to attend an estuary event recently, and we will hopefully see collaborative results from that combined effort. She announced that the beaching and boating forecast will start being promoted through the port's campaign. KC Gartman shared that a public announcement will come

next month on the E Moreno campus and what that could potentially look like for the community. She thanked Scott Luth for his participation in that effort. The Brent Lane project has put \$7.7M construction wages into the community. 49% of the workforce is local or minority which has allowed them to honor their commitment to keep dollars local. Window installation has begun at the Bear Family Foundation. She extended an invite to do a site tour to anyone who is interested. Dave Murzin shared that the next First Place Partner's meeting will be April 25th in Santa Rosa County.

e. ED Calendar Review: Please see the included calendar.

6. Other Business: There was none.

7. Adjourn: President Rick Byars adjourned the meeting at 2:25 pm.

Next Meeting: April 26, 2022

Respectfully Submitted By:

Ryan Tilley, Secretary-Treasurer
FloridaWest Economic Development Alliance

DRAFT



April 7th, 2022
CO:LAB Pensacola
418 W. Garden Street

FloridaWest Members Present: Rick Byars, David Bear, Ryan Tilley

Investors Present: None

Staff: Scott Luth, Melissa Stoker, Danita Andrews

Guests: None

- 1. Call to Order:** President Rick Byars called the meeting to order at 11:02 am.
- 2. Public Notice:** This meeting was publicly noticed on 3.28.22.
- 3. Public Comment:** No public comment was requested as there was no representation from the public.
- 4. Discussion:** Methodology for all five proposals is similar. The committee narrowed the proposal down to a top two.
- 5. Next Steps:** Schedule video chats with each of the remaining two companies (Garner and Vision First) to dive deeper into their processes before making a final decision.
- 6. Adjourn:** President Rick Byars adjourned the meeting at 12:20 pm.

Respectfully Submitted By:

Ryan Tilley, Secretary-Treasurer
FloridaWest Economic Development Alliance



April 14th, 2022
FloridaWest
3 W Garden Street, Suite 618
Pensacola, FL 32502

FloridaWest Members Present: Rick Byars, David Bear, Ryan Tilley

Investors Present: None

Staff: Scott Luth, Melissa Stoker, Danita Andrews

Guests: Jay Garner, Cyndi Dancy, Gray Swoope, Greg Ward, Nancy Heintz

1. **Call to Order:** President Rick Byars called the meeting to order at 3:02 pm
2. **Public Notice:** This meeting was publicly noticed on 4.11.22.
3. **Public Comment:** No public comment was requested as there was no representation from the public.
4. **Discussion:** Methodology for both proposals is similar. The committee elected to proceed with negotiating the contract with VisionFirst. David Bear motioned. Ryan Tilley seconded. Passed unanimously.
5. **Next Steps:**
6. **Adjourn:** President Rick Byars adjourned the meeting at 4:14 pm.

Respectfully Submitted By:

Ryan Tilley, Secretary-Treasurer
FloridaWest Economic Development Alliance

FloridaWest (CEDA) Profit & Loss Budget Performance October 2021 through March 2022

	Oct '21 - Mar 22	Budget	\$ Over Budget	% of Budget
Income				
4200 · Investor Membership Dues	25,000.00	50,000.00	-25,000.00	50.0%
4000 · Membership Dues	140,000.00	280,000.00	-140,000.00	50.0%
4410 · Non-Dues Income	10,000.00	0.00	10,000.00	100.0%
4420 · Government Income	75,000.00	150,000.00	-75,000.00	50.0%
4430 · PEDC	337,500.00	675,000.00	-337,500.00	50.0%
4500 · CoLab - Rent	22,567.70	107,000.00	-84,432.30	21.09%
4512 · Miscellaneous Income	20.00	400.00	-380.00	5.0%
4513 · CD Interest Income	27.27	100.00	-72.73	27.27%
Total Income	610,114.97	1,262,500.00	-652,385.03	48.33%
Gross Profit	610,114.97	1,262,500.00	-652,385.03	48.33%
Expense				
5005 · Bank & Credit Card Fees	247.00	500.00	-253.00	49.4%
5060 · Marketing, Adv & Promo/Investor	79,044.28	150,000.00	-70,955.72	52.7%
5066 · Database/Research	4,975.00	20,000.00	-15,025.00	24.88%
5100 · Audit Expense	18,856.53	27,000.00	-8,143.47	69.84%
5105 · Legal Fees	2,550.00	7,500.00	-4,950.00	34.0%
5120 · Auto Travel	5,008.65	10,000.00	-4,991.35	50.09%
5140 · Business Travel	6,307.44	35,000.00	-28,692.56	18.02%
5190 · Depreciation Expense	0.00	10,000.00	-10,000.00	0.0%
5200 · Dues & Subscriptions	6,003.50	7,000.00	-996.50	85.76%
5310 · Insur-D&O/Liab/Umbrella/EPLI	6,456.69	7,000.00	-543.31	92.24%
5410 · Maint & Repair- Computers	11,557.54	20,000.00	-8,442.46	57.79%
5440 · Meeting Expense	1,143.45	2,500.00	-1,356.55	45.74%
5500 · CoLab Expenses	46,418.61	105,000.00	-58,581.39	44.21%
5559 · Workforce Marketing	509.29	10,000.00	-9,490.71	5.09%
5600 · Miscellaneous Expense	100.00	500.00	-400.00	20.0%
5610 · Postage	98.10	500.00	-401.90	19.62%
5680 · Cyber/High Growth Companies	4,910.73	15,000.00	-10,089.27	32.74%
57000 · Employee Wages & Benefits	385,370.14	770,000.00	-384,629.86	50.05%
5800 · Supplies	656.09	2,500.00	-1,843.91	26.24%
5915 · Telephone	1,783.83	5,000.00	-3,216.17	35.68%
5925 · Cell Phones	2,618.44	6,500.00	-3,881.56	40.28%
5954 · Copier Expense	329.75	1,500.00	-1,170.25	21.98%
5980 · Rent Expense	28,772.87	49,500.00	-20,727.13	58.13%
Total Expense	613,717.93	1,262,500.00	-648,782.07	48.61%
Net Income	-3,602.96	0.00	-3,602.96	100.0%

FloridaWest (CEDA)

Balance Sheet

As of March 31, 2022

Mar 31, 22

ASSETS

Current Assets

Checking/Savings

1000 · Checking- Private Hancock -363	94,454.63
1010 · Checking - Public Hancock- 355	117,463.52
1195 · Brokered Private CD's	300,000.00
1175 · 21 Month Private CD - 2140	100,000.00

Total Checking/Savings 611,918.15

Accounts Receivable

11000 · Accounts Receivable	0.00
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Total Accounts Receivable 0.00

Other Current Assets

1300 · Prepaid Rent	18,750.00
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Total Other Current Assets 18,750.00

Total Current Assets 630,668.15

Fixed Assets

1600 · Furniture and Fixtures	45,273.73
1650 · Computers	25,978.14
1700 · Accum Depreciation Computers	-20,617.31
1701 · Accum Depreciation Furn & Fix	-27,348.41

Total Fixed Assets 23,286.15

Other Assets

1800 · Security Deposit	1,000.00
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Total Other Assets 1,000.00

TOTAL ASSETS 654,954.30

LIABILITIES & EQUITY

Liabilities

Current Liabilities

Other Current Liabilities

2350 · Christmas Club Payable	3,225.00
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Total 2300 · Other Payables 3,225.00

2400 · Payroll Liabilities	0.00
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Total Other Current Liabilities 3,225.00

Total Current Liabilities 3,225.00

Total Liabilities 3,225.00

Equity

3200 · Unrestricted Net Assets	655,332.26
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Net Income -3,602.96

Total Equity 651,729.30

TOTAL LIABILITIES & EQUITY 654,954.30

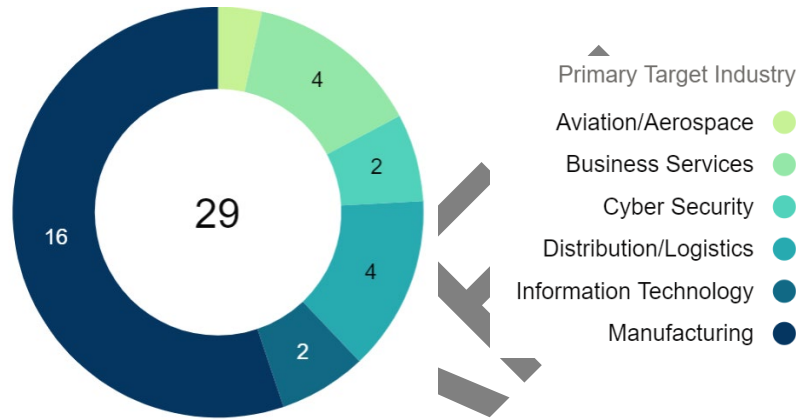
BUSINESS DEVELOPMENT

Year to Date **March 31, 2021**

Active Projects	29
Active Project Site Visits	9
Existing Industry Visits	80
Response Proposals	11

PROJECTS 2,273 JOBS / **13** NEW RELOCATIONS

CAPEX \$936,428040 / **16** LOCAL EXPANSIONS



- ▲ Primary Target Industry
- Aviation/Aerospace
- Business Services
- Cyber Security
- Distribution/Logistics
- Information Technology
- Manufacturing

2ND QUARTER EXISTING INDUSTRY VISITS **80**

Month	Count	Date	Company	#Employees	Sector
OCTOBER	20	03/04/22	Prospect Junkie		Business Services
NOVEMBER	12	03/07/22	Spire Marketing		Business Services
DECEMBER	3	03/10/22	Asthmaniac		Business Services
JANUARY	23	03/11/22	Ridgeline International/Barber Properties		Business Services
FEBRUARY	16	03/16/22	Key Product Advancement	1	Research & Development
MARCH	6	03/29/22	Gilmore Services	30	Business Services

ANNOUNCEMENTS



19 PROJECTS / **4** NEW RELOCATIONS
15 LOCAL EXPANSIONS

New Jobs	Retained Jobs	Average Wage	Annual Payroll	Capital Investment
1812	191	\$53,197	\$104,450,842	\$300,793,345

New Jobs	Retained Jobs	Average Wage	Annual Payroll	Capital Investment
7170	799	\$52,203	\$416,579,940	\$778,051,545

JOBS GOAL = 2000 (by 2023)
2015 -2021 = 35 PROJECTS ANNOUNCED

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						
Altius 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	60		\$100,000	\$7,000,000	\$3,125,000
March, 2021						
CIRCULOGENE	BioMedical	10		\$100,000	\$7,000,000	
December, 2021						
Project SKY	Manufacturing	28	21	\$46,500	\$2,278,500	\$2,653,346
March, 2022						
Project PIONEER	Manufacturing	63	100	\$61,204	\$9,976,252	\$17,665,000
March, 2022						
CO:LAB Pensacola (10 Companies)	Business Services	29		\$49,400	\$1,432,600	N/A
March, 2022						
5-year Goals To Date	19 Projects	1812	191	\$53,197	\$104,450,842	\$300,793,345
FY 2014-2021 Totals	35 Projects	7170	799	\$52,203	\$416,579,940	\$778,051,545

Overview of the CareerSource Escarosa Region
Not Seasonally Adjusted
April 15, 2022

- The unemployment rate in the CareerSource Escarosa region (Escambia and Santa Rosa counties) was 2.6 percent in March 2022. This rate was 2.0 percentage points lower than the region's year ago rate of 4.6 percent. The region's March 2022 unemployment rate was 0.1 percentage point lower than the state rate of 2.7 percent. The labor force was 234,847, up 7,138 (+3.1 percent) over the year. There were 6,017 unemployed residents in the region.
- Santa Rosa County had the lowest unemployment rate (2.3 percent) in the CareerSource Escarosa region followed by Escambia County (2.7 percent).
- In March 2022 nonagricultural employment in the Pensacola-Ferry Pass-Brent MSA was 192,400, an increase of 7,800 jobs (+4.2 percent) over the year.
- The trade, transportation, and utilities (+8.8 percent); financial activities (+8.1 percent); and mining, logging, and construction (+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 trade, transportation, and utilities (+8.8 percent) in March 2022.
- The industries gaining in jobs over the year were trade, transportation, and utilities (+3,000 jobs); leisure and hospitality (+2,200 jobs); professional and business services (+1,300 jobs); financial activities (+1,200 jobs); mining, logging, and construction (+400 jobs); other services (+100 jobs); and information (+100 jobs).
- The industry losing jobs over the year was government (-500 jobs).
- The education and health services and manufacturing 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)	Mar-22	Feb-22	Mar-21
CareerSource Escarosa	2.6%	3.0%	4.6%
Escambia County	2.7%	3.2%	5.0%
Santa Rosa County	2.3%	2.6%	3.9%
Florida	2.7%	3.1%	5.3%
United States	3.8%	4.1%	6.2%

Nonagricultural Employment by Industry (not seasonally adjusted)	Pensacola-Ferry Pass-Brent Metropolitan Statistical Area				Florida			
	Mar-22	Mar-21	change	percent change	Mar-22	Mar-21	change	percent change
Total Employment	192,400	184,600	7,800	4.2	9,281,500	8,780,100	501,400	5.7
Mining, Logging, and Construction	13,000	12,600	400	3.2	593,000	578,900	14,100	2.4
Manufacturing	7,200	7,200	0	0.0	407,200	384,800	22,400	5.8
Trade, Transportation, and Utilities	37,100	34,100	3,000	8.8	1,922,200	1,806,300	115,900	6.4
Wholesale Trade	6,200	5,800	400	6.9	373,000	351,000	22,000	6.3
Retail Trade	26,200	23,700	2,500	10.5	1,140,800	1,079,200	61,600	5.7
Transportation, Warehousing, and Utilities	4,700	4,600	100	2.2	408,400	376,100	32,300	8.6
Information	1,600	1,500	100	6.7	145,600	134,000	11,600	8.7
Financial Activities	16,100	14,900	1,200	8.1	645,300	610,400	34,900	5.7
Professional and Business Services	26,400	25,100	1,300	5.2	1,521,800	1,418,100	103,700	7.3
Education and Health Services	30,800	30,800	0	0.0	1,361,300	1,335,700	25,600	1.9
Leisure and Hospitality	25,400	23,200	2,200	9.5	1,226,800	1,072,200	154,600	14.4
Other Services	6,900	6,800	100	1.5	346,300	328,100	18,200	5.5
Government	27,900	28,400	-500	-1.8	1,112,000	1,111,600	400	0.0

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

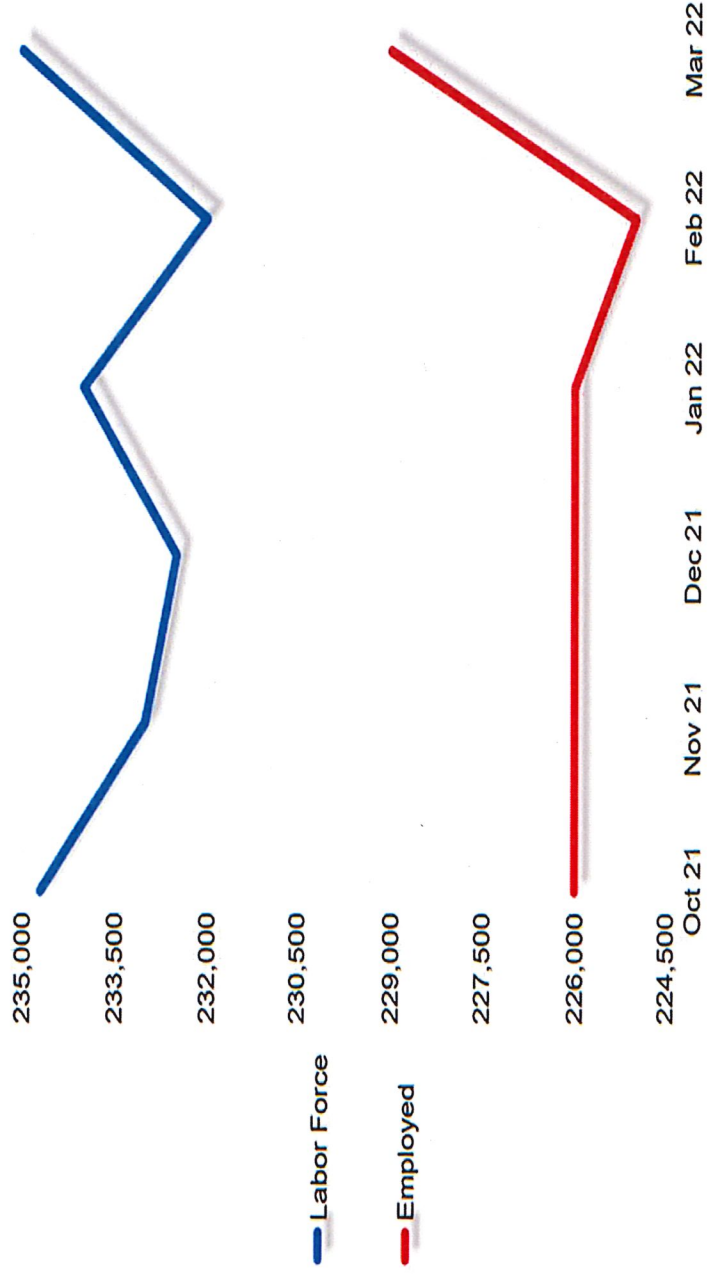
	Jan 20 (Pre COVID)	Apr 20 (COVID)	Oct 21	Nov 21	Dec 21	Jan 22	Feb 22	Mar 22	Feb to Mar 22	Oct 21 to Mar 22	Apr 20 (COVID) to Mar 22
Unemployment Rate	3.2%	11.1%	3.4%	3.1%	2.8%	3.4%	3.0%	2.6%	-0.4%	-0.8%	-8.5%
Labor Force	226,667	211,070	234,703	233,147	232,348	233,970	231,984	234,847	2,863	144	23,777
Total Employed	219,336	187,652	226,804	226,005	225,928	225,937	225,046	228,830	3,784	2,026	41,178
Total Unemployed	7,331	23,418	7,899	7,142	6,420	8,033	6,938	6,017	(921)	(1,882)	(17,401)
Nonagricultural Employment by Industry	186,000	173,200	190,200	192,300	192,100	189,500	190,200	192,400	2,200	2,200	19,200
Mining, Logging, and Construction	12,500	12,100	12,600	12,800	12,900	12,800	12,900	13,000	100	400	900
Manufacturing	7,000	6,500	7,100	7,100	7,100	7,100	7,200	7,200	0	100	700
Trade, Transportation, and Utilities	33,700	30,900	34,800	35,700	36,200	36,300	36,500	37,100	600	2,300	6,200
Wholesale Trade	5,700	5,600	5,900	6,000	6,000	6,300	6,300	6,200	(100)	300	600
Retail Trade	23,700	21,300	24,200	24,900	25,200	25,300	25,500	26,200	700	2,000	4,900
Transportation, Warehousing, and Trade	4,300	4,000	4,700	4,800	5,000	4,700	4,700	4,700	0	0	700
Information	1,600	1,600	1,500	1,500	1,500	1,600	1,600	1,600	0	100	0
Financial Activities	14,900	14,600	16,000	16,100	16,400	15,900	15,800	16,100	300	100	1,500
Professional and Business Services	24,100	22,900	26,100	26,200	25,700	26,200	25,400	26,400	1,000	300	3,500
Education and Health Services	31,200	29,300	31,700	31,800	31,700	30,800	31,100	30,800	(300)	(900)	1,500
Leisure and Hospitality	25,700	20,800	24,700	25,000	25,000	24,400	25,000	25,400	400	700	4,600
Other Services	6,400	5,200	6,600	6,600	6,600	6,800	6,800	6,900	100	300	1,700
Government	28,900	29,300	29,100	29,500	29,000	27,600	27,900	27,900	0	(1,200)	(1,400)

Escambia County

	Jan 20 (Pre COVID)	Apr 20 (COVID)	Oct 21	Nov 21	Dec 21	Jan 22	Feb 22	Mar 22	Feb to Mar 22	Oct 21 to Mar 22	Apr 20 (COVID) to Mar 22
Unemployment Rate	3.4%	11.9%	3.7%	3.3%	3.0%	3.7%	3.2%	2.7%	-0.5%	-1.0%	-9.2%
Labor Force	142,982	134,221	148,313	147,187	146,627	147,052	146,368	148,122	1,754	(191)	13,901
Total Employed	138,170	118,193	142,836	142,270	142,234	141,629	141,701	144,073	2,372	1,237	25,880
Total Unemployed	4,812	16,028	5,477	4,917	4,393	5,423	4,667	4,049	(618)	(1,428)	(11,979)

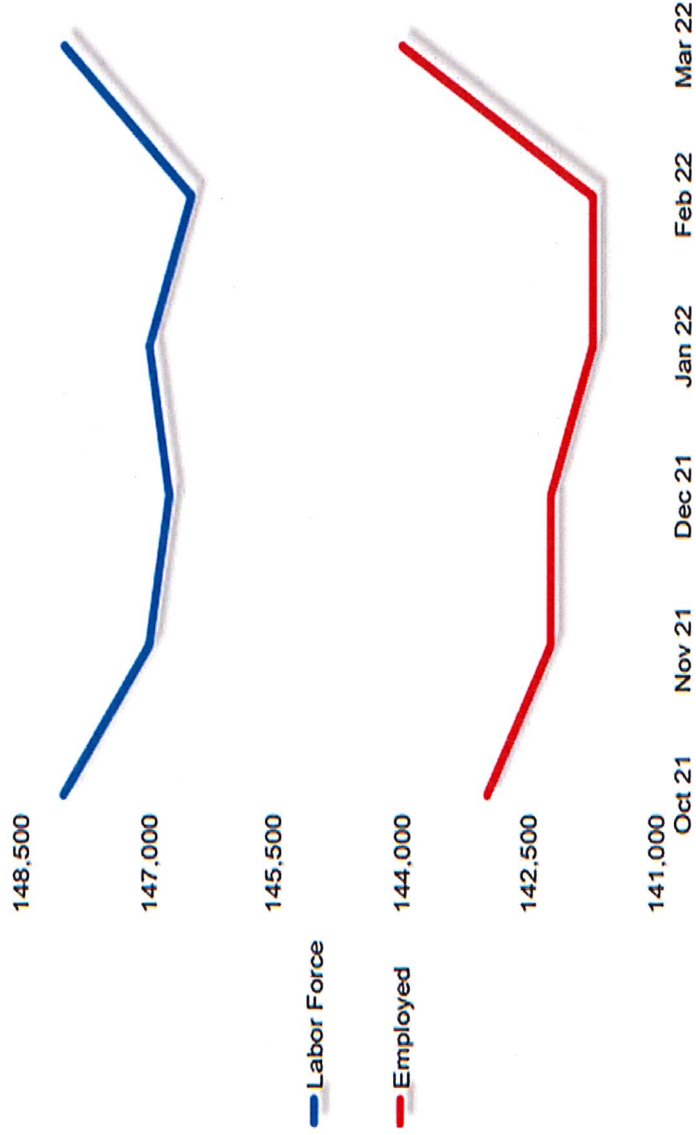
Source: Florida Department of Economic Opportunity, Bureau of Workforce Statistics and Economic Research

Pensacola MSA Labor Force

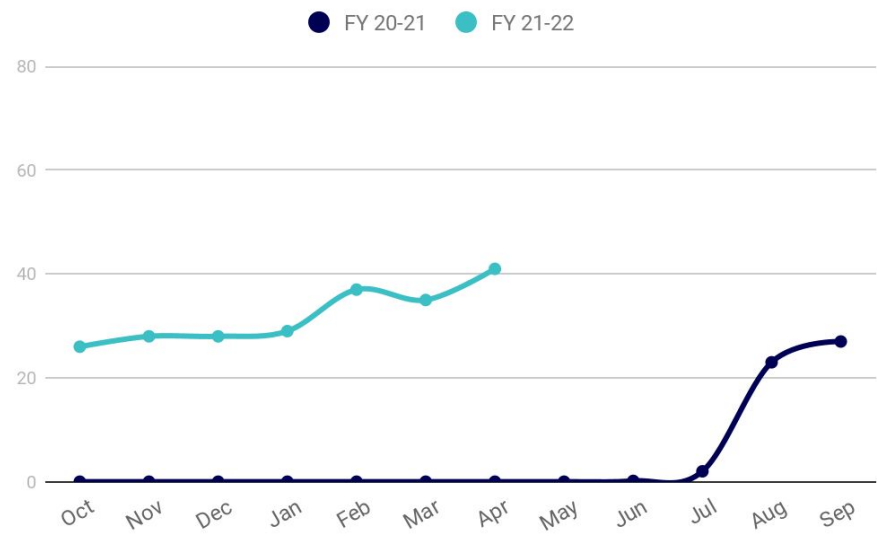




Escambia County Labor Force



Occupancy (Goal: 80%)



4,202 SQ. FT.
OF 10,206 TOTAL



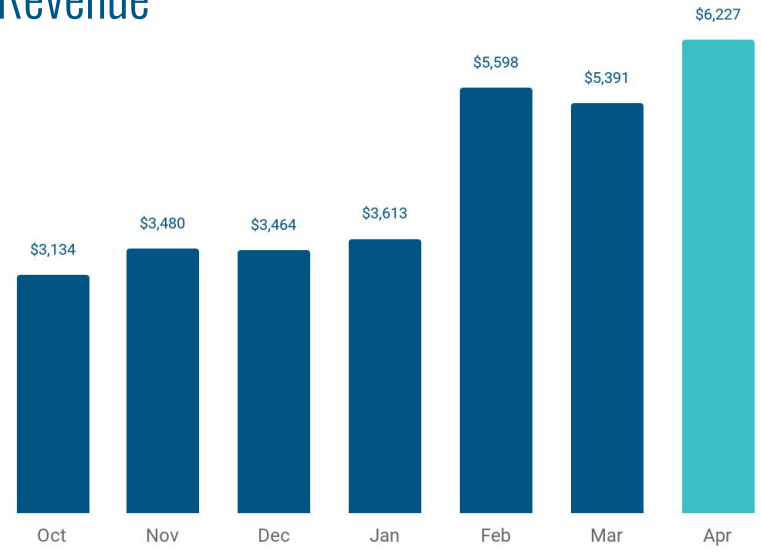
13
COMPANIES



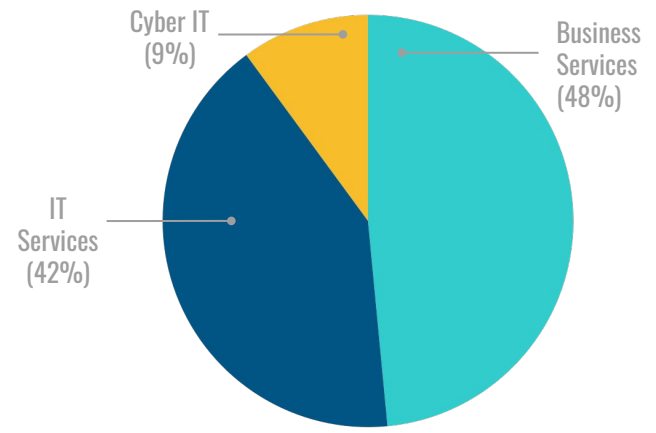
33 EMPLOYEES



Revenue



Employees by Industry



Companies

Vivid Bridge Studios

Year 4

Snap Soccer

Year 3

128 Creative Collective
Prospect Junkie

Year 2

ARGO Cyber Systems
Capacity Path
Envision CMS
National Energy USA
First Place Partners*
Heart Crossed Films
Brewww
Taste of Pensacola

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

NEW TENANT Brewww is a creative studio that specializes in web development, branding, and design services with a focus on custom work and an emphasis on long-term client relationships. Founder & Lead Engineer Kevin Wessa established Brewww in 2017 and has a strong referral network with clients from 10 states.

NEW TENANT Taste of Pensacola is an online marketplace that sells products and curated gift boxes featuring a selection of goods from local makers and artisans. Founder Tia Robbins aims for Taste of Pensacola to become a blueprint for other locales interested in creating their own city box to support local vendors nationwide.

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*