



**PENSACOLA-ESCAMBIA PROMOTION & DEVELOPMENT COMMISSION**

May 24<sup>th</sup>, 2022 at 10:00 AM

CO:LAB Pensacola

First Floor Conference Room

**PEDC AGENDA**

1. Verify Quorum
2. Call to Order
3. Public Notice (5.10.2022)
4. Public Comment
5. Action Items
  - a. Approval of March 22<sup>nd</sup>, 2022 Meeting Minutes
  - b. Approval of April 2022 Financials
  - c. Budget Amendment – Project Pioneer
  - d. Banking Services RFP Committee
    - i. Servis First
    - ii. Hancock Whitney
  - e. ACH Payment – Promissory Note – Project Pioneer
  - f. FDOT ACH Payment Approval
6. Discussion Items (No Board Action Anticipated)
  - a. Tech Park Update
    - i. City of Pensacola Request for Usage: Soccer Fields
  - b. Economic Development Update
  - c. Legislative/Funding Updates
    - i. Bluffs Update
    - ii. Aviation Training Center
    - iii. State Cyber
7. Other Business
8. Adjourn

Melissa Stoker

Dave Hoxeng

Scott Luth

Next Meeting: Tuesday, June 28<sup>th</sup>, 2022 at 10:00 am

**Fiscal Year Meeting Schedule**

July 26, 2022

August 23, 2022

September 27, 2022



March 22<sup>nd</sup>, 2022 – CO:LAB Pensacola  
418 W. Garden Street, Pensacola, FL 32502

**PEDC Members Present:** Lewis Bear, Jeff Bergosh, David Peaden, Steven Barry, Dave Hoxeng, Teniade Broughton

**Staff:** Scott Luth, Melissa Stoker, Danita Andrews, Sena Maddison, Patrick Rooney, Jeff Dyer, Richard Sherril

**Guests:** Dave Murzin, Alex Smith, Katie Doughty (Senator Scott), Troupe Brewer (Clark Partington), Brian Wyer

1. **Verify Quorum/Roll Call:** Quorum was confirmed.
2. **Call to Order:** Lewis Bear called the meeting to order at 10:00 am.
3. **Public Notice:** This meeting was publicly noticed on 3.7.22
4. **Public Comment:** Lewis Bear requested public comment. There were none.
5. **Action Items**
  - a. Approval of February 22<sup>nd</sup>, 2022 Meeting Minutes  
Steven Barry motioned to approve the minutes.  
Dave Hoxeng seconded.  
Passed unanimously.
  - b. Approval of February 2022 Financials  
Steven Barry motioned to approve the financials.  
Jeff Bergosh seconded.  
Passed unanimously.
6. **Discussion Items**
  - a Reappointment of Commissioner Steven Barry Through 2023
  - a. Economic Development Update: Danita Andrews shared that we have submitted 11 RFPs today with more on the docket. Project Alexander is about 120 jobs in the aviation industry. We will hopefully have a site visit soon from them. We had a site visit last week with a company headquartered in Italy. The military base and cost of living were the draw. They are looking to construct 160,000 sq ft space. She also had calls with CSX last week regarding a multi-tenant warehouse space for a company looking to ship to California. We are seeing the price of trucking impacting business decisions as well. Project Ventura continues to evolve. Scott Luth shared an update on Project Pioneer. We are expected to close next Monday, so we are monitoring to ensure the tight turn around with Triumph. If all goes well, next week PEDC will be the owner of a manufacturing facility. We will continue to keep the board aware as it evolves. A formal announcement will come once the company leadership is available to attend locally. Scott Luth also shared that he attended a site selection conference recently. There is a tremendous amount of activity across every industry sector, more so with manufacturing than anything else. This is the result of both logistics and moving away

from international production as well as from other states who shut down while Florida stayed open. Much of it is a secondary operation as a diversification strategy.

- b. Legislative/Funding Updates**
  - 1. Bluffs Update:** Scott expressed his appreciation for Dave Murzin in helping guide us through this recent funding request of \$5 million. He also expressed thanks to Senator Broxson and Representative Salzman's offices. Now we hope to pass through the Governor's office without a veto.
  - 2. Aviation Training Center:** We will be looking at a Governor's Growth Fund ask, which we are working in collaboration with ST Engineering for about \$5M out of the \$50 million GGF for a \$25M total project. A formal application for approval may be ready for board approval next month.
  - 3. State Cyber:** 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.
- c. Tech Park Update:** Scott Luth shared that he has a meeting with DHS CISA this week in hopes of setting the stage to find out what the growth strategy is in DC.
- 7. Other Business:** Scott Luth requested the board to authorize us to put out a solicitation for banking services.  
Dave Hoxeng motioned to put out a solicitation for a new bank.  
Steven Barry seconded.  
Passed unanimously.
- 8. Adjourn:** Lewis Bear adjourned the meeting at 10:40 am.

Next Meeting: 04/26/2022

Respectfully Submitted By:

---

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

**Pensacola Escambia County Promotion & Development Comm**

**Profit and Loss**

**October 2021 - April 2022**

	Oct '21 - Apr 22	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
4000 · City of Pensacola Income	131,250.00	175,000.00	-43,750.00	75.0%
4100 · Escambia County Income	450,000.00	600,000.00	-150,000.00	75.0%
4400 · Foreign Trade Zone Income	1,469.00	1,250.00	219.00	117.52%
4520 · FOIL Income	2,070.00	1,500,000.00	-1,497,930.00	0.14%
4600 · Pegasus Income	43,742.49			
4800 · Interest Income	40.31	1,000.00	-959.69	4.03%
Total Income	628,571.80	2,277,250.00	-1,648,678.20	27.6%
Gross Profit	628,571.80	2,277,250.00	-1,648,678.20	27.6%
Expense				
5004 · Economic Development	506,250.00	675,000.00	-168,750.00	75.0%
5010 · Foreign Trade Zone	1,250.00	1,250.00	0.00	100.0%
5100 · Audit Fees	7,000.00	12,000.00	-5,000.00	58.33%
5310 · Insurance - D&O Liability	0.00	1,000.00	-1,000.00	0.0%
5320 · Legal Expenses	3,529.50	7,500.00	-3,970.50	47.06%
5330 · Bank Service Charges	315.03	100.00	215.03	315.03%
5340 · Special District Fees	175.00	200.00	-25.00	87.5%
5400 · Technology Park Expenses	14,029.25	50,000.00	-35,970.75	28.06%
5420 · FOIL Expenses	26,931.50	1,500,000.00	-1,473,068.50	1.8%
5500 · New Project Expense	43,742.49	30,000.00	13,742.49	145.81%
5600 · Miscellaneous Expense	188.25	200.00	-11.75	94.13%
Total Expense	603,411.02	2,277,250.00	-1,673,838.98	26.5%
Net Ordinary Income	25,160.78	0.00	25,160.78	100.0%
Net Income	25,160.78	0.00	25,160.78	100.0%

Pensacola Escambia County Promotion & Development Comm

Balance Sheet

As of April 30, 2022

Apr 30, 22

ASSETS

Current Assets

Checking/Savings

1010 · Checking - PNC Bank 268,177.50

1111 · BBVA Money Market 537,471.42

Total Checking/Savings 805,648.92

Accounts Receivable

1200 · Accounts Receivable 43,742.49

Total Accounts Receivable 43,742.49

Total Current Assets 849,391.41

Fixed Assets

1500 · Land - Tech Park 8,325,000.00

1600 · Land Improvements - Tech Park 3,243,106.03

1700 · Building - Pegasus 8,100,000.00

1750 · Land - Pegasus 300,000.00

1799 · Allowance for Fair Value Adj - Tech Park -5,718,106.03

Total Fixed Assets 14,250,000.00

Other Assets

1400 · Rent Receivable 3,261,261.00

Total Other Assets 3,261,261.00

TOTAL ASSETS 18,360,652.41

LIABILITIES & EQUITY

Liabilities

Current Liabilities

Accounts Payable

Other Current Liabilities

2122 · Tech Park Payable - County LOC 2,309,948.00

Total Other Current Liabilities 2,309,948.00

Total Current Liabilities 2,309,948.00

Long Term Liabilities

2800 · Deferred Revenues 3,261,261.00

2810 · Deferred Grant Income - Pegasus 2,500,000.00

2900 · Due to Pegasus 5,900,000.00

Total Long Term Liabilities 11,661,261.00

Total Liabilities 13,971,209.00

Equity

32000 · Unrestricted Net Assets 4,250,775.43

3202 · Economic Development Projects 61,198.00

3203 · Commerce Park Impr/Mktg 52,309.20

Net Income 25,160.78

Total Equity 4,389,443.41

TOTAL LIABILITIES & EQUITY 18,360,652.41

**PEDC 1st Proposed Budget Modification FY 21-22**

	<u>Oct '21 - Apr 22</u>	<u>Current Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>	<u>Proposed Budget</u>
<b>Ordinary Income/Expense</b>					
<b>Income</b>					
4000 · City of Pensacola Income	131,250.00	175,000.00	-43,750.00	75.0%	175,000.00
4100 · Escambia County Income	450,000.00	600,000.00	-150,000.00	75.0%	600,000.00
4400 · Foreign Trade Zone Income	1,469.00	1,250.00	219.00	117.52%	1,250.00
4520 · FOIL Income	2,070.00	1,500,000.00	-1,497,930.00	0.14%	1,500,000.00
4600 · PEGASUS Income	0.00	0.00	0.00	0.0%	166,482.15
4800 · Interest Income	40.31	1,000.00	-959.69	4.03%	1,000.00
<b>Total Income</b>	<u>584,829.31</u>	<u>2,277,250.00</u>	<u>-1,692,420.69</u>	<u>25.68%</u>	<u>2,443,732.15</u>
<b>Gross Profit</b>	584,829.31	2,277,250.00	-1,692,420.69	25.68%	2,443,732.15
<b>Expense</b>					
5004 · Economic Development	506,250.00	675,000.00	-168,750.00	75.0%	675,000.00
5010 · Foreign Trade Zone	1,250.00	1,250.00	0.00	100.0%	1,250.00
5100 · Audit Fees	7,000.00	12,000.00	-5,000.00	58.33%	12,000.00
5310 · Insurance - D&O Liability	0.00	1,000.00	-1,000.00	0.0%	1,000.00
5320 · Legal Expenses	3,529.50	7,500.00	-3,970.50	47.06%	7,500.00
5330 · Bank Service Charges	315.03	100.00	215.03	315.03%	100.00
5340 · Special District Fees	175.00	200.00	-25.00	87.5%	200.00
5400 · Technology Park Expenses	14,029.25	50,000.00	-35,970.75	28.06%	50,000.00
5420 · FOIL Expenses	26,931.50	1,500,000.00	-1,473,068.50	1.8%	1,500,000.00
5420 · PEGASUS Expenses	0.00	0.00	0.00	0.0%	161,482.15
5420 · PEGASUS Admin Expenses	0.00	0.00	0.00	0.0%	5,000.00
5500 · New Project Expense	43,742.49	30,000.00	13,742.49	145.81%	30,000.00
5600 · Miscellaneous Expense	188.25	200.00	-11.75	94.13%	200.00
<b>Total Expense</b>	<u>603,411.02</u>	<u>2,277,250.00</u>	<u>-1,673,838.98</u>	<u>26.5%</u>	<u>2,443,732.15</u>
<b>Net Ordinary Income</b>	<u>-18,581.71</u>	<u>0.00</u>	<u>-18,581.71</u>	<u>100.0%</u>	<u>0.00</u>
<b>Net Income</b>	<u><b>-18,581.71</b></u>	<u><b>0.00</b></u>	<u><b>-18,581.71</b></u>	<u><b>100.0%</b></u>	<u><b>0.00</b></u>



**OUR NAME IS OUR MISSION.**

Atlanta • Birmingham • Charleston • Dothan • Huntsville • Mobile • Montgomery • Nashville • Northwest Florida • Piedmont • West Central Florida

# ServisFirst Bancshares Profile

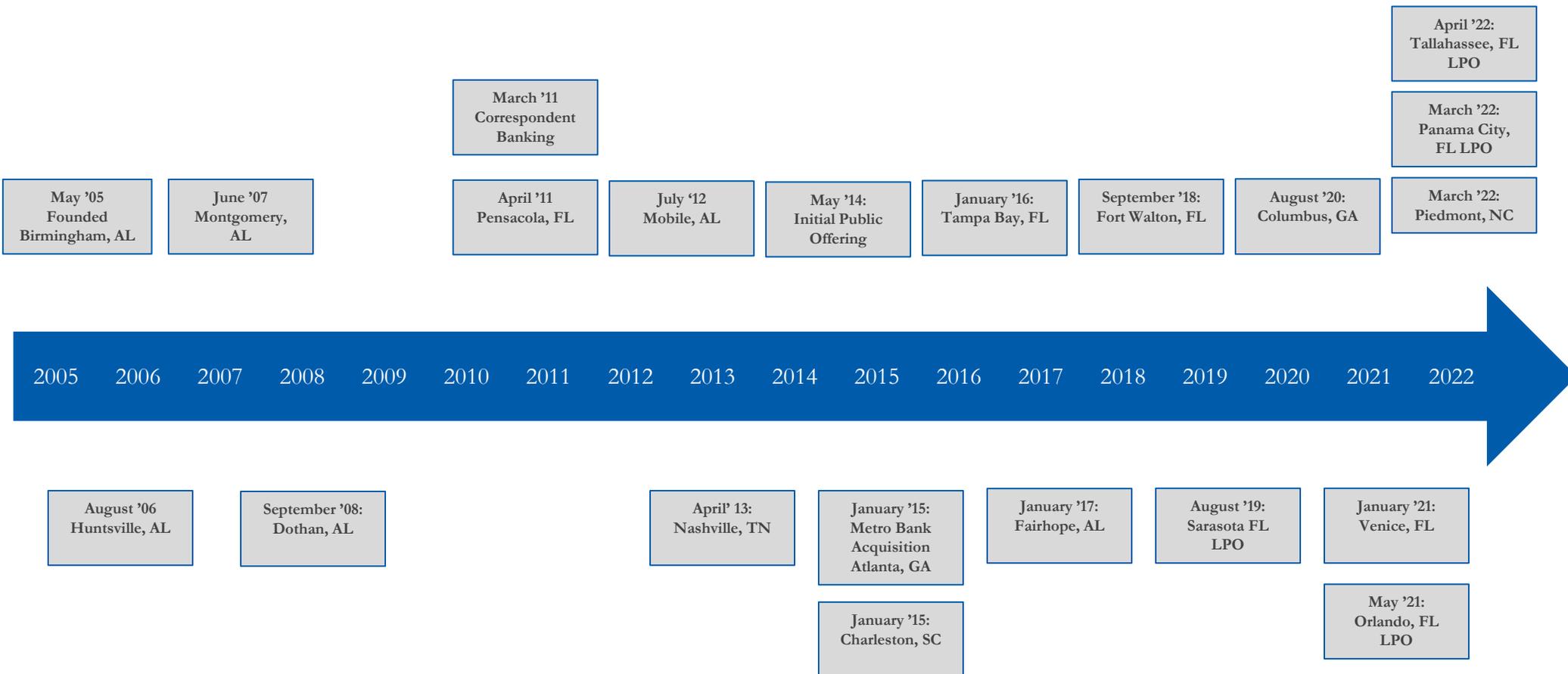
NYSE: SFBS

---

- Founded in 2005
- High Performing Metropolitan Commercial Bank at 3/31/2022
  - Total Assets \$15.34 Billion
  - Tangible Equity \$1.16 Billion
  - Non Performing Assets to Total Assets – 0.14%
- Simple business model – focus on core banking needs of clients
- Limited branch network – great technology serves client needs
- Big bank products, services and technology combined with the style of service and delivery of a community bank
- Decentralized model – Regional CEOs responsible for geographic markets and local decision making
- Diverse loan portfolio minimizes risk
- NYSE listed on June 21, 2021

# ServisFirst Milestones

- Founded in May 2005 with initial capital raise of \$35 million



- Achieved total asset milestones of \$1 billion in 2008, \$2 billion in 2011, \$3 billion in 2013, \$4 billion in 2014, \$5 billion in 2015, \$6 billion in 2016, \$7 billion in 2017, \$8 billion in 2018, \$9 billion in 2019, \$11 billion in 2020, and \$15 billion in 2021.

# ServisFirst Management

## Atlanta

**Hal Clemmer**  
President & CEO  
**Mike Jakubowski**  
EVP Commercial Banking Officer  
**Billy Mayhew**  
SVP Douglasville Market Executive  
**Will Clay**  
SVP Commercial Banking  
**Ryland Craft**  
SVP Commercial Banking  
**Tricia Griner**  
SVP Private Banking  
**James Halverson**  
SVP Commercial Banking  
**Lawson Kirkland**  
SVP Commercial Banking

**Robert Fox**  
SVP Commercial Banking  
**Laura Smith**  
SVP Private Banking  
**Michael J. Stephens**  
SVP Commercial Banking  
**Chad Thomason**  
SVP Commercial Banking  
**Stacy Suddeth**  
SVP Credit Officer  
**Cheryl Dunn**  
First VP Commercial Banking  
**David Pascarella**  
VP Commercial Banking

## Birmingham

**Tom Broughton**  
President & CEO  
**Bud Foshee**  
Chief Financial Officer  
**Rodney Rushing**  
EVP Chief Operating Officer  
**Paul Schabacker**  
EVP Commercial Banking  
**Nic Balanis**  
EVP Commercial Banking  
**Bart McBride**  
EVP Commercial Banking  
**Henry Abbott**  
SVP Chief Credit Officer  
**Scott Crain**  
SVP Private Client Group  
**Vince DiChiara**  
SVP Commercial Banking

**Debbie Eubank**  
SVP Cash Management  
**Lee McKinnon**  
SVP Commercial Banking  
**Ron Morrison**  
SVP Private Banking  
**Nick Petelos**  
SVP Commercial Banking  
**Robert Pless**  
SVP Wealth Management  
**Mike Thomas**  
SVP Commercial Banking  
**Mark Torbert**  
SVP Treasury Management  
Sales Director  
**Susanne Keough**  
SVP International Department Manager

## Charleston

**Tom Trouche**  
President & CEO  
**Bobby Warrick**  
Chief Operating Officer  
Charleston Region  
**David Hearne**  
SVP Commercial Banking  
**Seth Horton**  
SVP Business Development  
**Steve Humphreys**  
SVP Commercial Banking

**Brian Michel**  
SVP Commercial Banking  
**Kurt Seguer**  
SVP Commercial Banking  
**Wes Webb**  
SVP Commercial Banking  
**Allston Moore**  
SVP Private Banking  
**Ashley Rogers**  
VP Business Development  
**Marie Hartwell**  
VP Branch Manager

## Columbus

**Harrison Morris**  
President & CEO  
**Ron Smith**  
SVP Commercial Banking  
**Matt Hussey**  
VP Commercial Banking

**Jack Tinkler**  
VP Commercial Banking  
**Roni Jernigan**  
Commercial Account Manager

## Dothan

**Harrison Morris**  
President & CEO  
**Billy Cannon**  
SVP Commercial Banking  
**Todd Dawson**  
SVP Commercial Banking  
**Barry DeVane**  
SVP Commercial Banking  
**Ron Smith**  
SVP Commercial Banking

**John Peacock**  
VP Commercial Banking  
**Mike Smith**  
VP Commercial Banking  
**Martin Price**  
VP Private Banking  
**Loretta Shapiro**  
VP Cash Management

## Huntsville

**Andy Kattos**  
President & CEO  
**Jim Holtkamp**  
SVP Commercial Banking  
**Paula Renfroe**  
SVP Private Banking Manager  
**Angel Stinson**  
SVP Senior Credit Officer  
**Drew Battle**  
SVP Commercial Banking

**Blake Freeman**  
VP Commercial Banking  
**DeLynn Gower**  
VP Private Banking  
**Kasey Helms**  
AVP Private Banking  
**Stuart Whitaker**  
AVP Commercial Banking  
**Margaret Riethmaier**  
VP Branch Manager

# ServisFirst Management

## Mobile

**Bibb Lamar**  
President & CEO  
**Mike Johnson**  
EVP  
**Becky Minto**  
SVP Retail Banking  
**Bryan Neth**  
SVP Commercial Banking  
**Jay Weber**  
SVP Baldwin County Executive  
**Walter Brand**  
SVP Commercial Banking  
Senior Loan Officer

**Daniel Gatewood**  
VP Commercial Banking  
**Scott Patterson**  
VP Cash Management  
**Garrett Powe**  
VP Commercial Banking  
**Morgan Kennedy**  
Commercial Banking Officer  
**Beth Cazalas**  
VP Mortgage Officer Baldwin County  
**Anna Maria Mazzarella**  
VP Mortgage Officer Mobile

**Carl Barker**  
President & CEO  
**Tim Riley**  
SVP Commercial Banking  
**Michelle Rotton**  
SVP Commercial Banking  
**Christian Ware**  
SVP Commercial Banking

**Delbert Madison**  
SVP Cash Management  
**Millie Houston**  
VP Private Banking  
**Diane McLaney**  
VP Private Banking  
**Charles Savage**  
VP Business Development

## Nashville

**Bradford Vieira**  
President & CEO  
**Steve Uebelhor**  
EVP Chief Lending Officer  
**Brad Greer**  
SVP Commercial Banking  
**Sandy Hamrick**  
SVP Commercial Banking  
**Daniel Harrington**  
Director of Corporate Real Estate  
**Clif Tant**  
SVP Commercial Banking

**Stephanie Farmer**  
VP Commercial Banking  
**Andy Fisher**  
VP Commercial Banking  
**David Horrell**  
VP Commercial Banking  
**Michael Bishop**  
VP Commercial Banking  
**Katelyn Barrett**  
VP Commercial Banking  
**Cory Dell**  
VP Cash Management

## Northwest Florida

**Rex McKinney**  
CEO  
**Bo Carter**  
Chairman & Chief Development Officer  
**Doug Rehm**  
President and Chief Lending Officer  
**Cathy England**  
SVP Private Banking  
**Steve Burks**  
SVP Commercial Banking  
Fort Walton Beach  
**Bob Bennett**  
SVP Commercial Banking  
Fort Walton Beach  
**Bill Cleary**  
VP Commercial Banking  
**Aaron Jones**  
VP Commercial Banking  
**Lori Potts**  
VP Commercial Banking  
**Mike Byers**  
VP Commercial Banking  
Panama City Beach

**Chris Adams**  
VP Cash Management  
**Hunter Gatewood**  
VP Senior Credit Officer  
**Allison Cochran**  
VP Branch Manager Cordova  
**Christy Everhart**  
AVP Branch Operations Manager  
**Diane Norris**  
AVP Branch Operations Manager  
**Wendy Tecumseh**  
Assistant Credit Officer  
**Steven Lohbeck**  
Tallahassee Market President  
**Alex Corder**  
AVP Commercial Banking  
**Jessica Corley**  
VP Cash Management Sales Officer  
**Ryan Wolfkill**  
VP Credit Officer

## Piedmont

**Rick Manley**  
President & CEO  
**Craig May**  
Charlotte President

**Rob Shell**  
EVP Chief Credit Officer  
**Brian Kiser**  
VP Commercial Banking Officer

# ServisFirst Management

---

## Southwest Florida

**Greg Bryant**  
CEO

**Mario Bringas**  
President

**Brent Dykstra**  
Venice Community Executive

**Anya Keogh**  
SVP Commercial Banking

**Steven Majewski**  
Senior Relationship Manager

**Ugur Durmaz**  
VP Commercial Banking

**Thomas Villemaire**  
VP Portfolio Manager

**Joe Cataldo**  
VP Branch Manager

**Andrea Latimer**  
VP Cash Management

## Tampa Bay

**Greg Bryant**  
CEO

**Gwynn Davey**  
President

**Mark Coffie**  
SVP Commercial Banking

**Pat Murrin**  
SVP Chief Credit Officer

**Jennifer Noel**  
SVP Cash Management

**Kathy Vanater**  
SVP Branch Manager

**Jonathan Zunz**  
SVP Commercial Banking

**Lucia Cerezo-Cotto**  
SVP Commercial Banking Officer

**Patrick Ahern**  
VP Commercial Banking

**Jason Costello**  
Pinellas County Executive

## Central Florida

**Greg Bryant**  
CEO

**Jack "Ted" Sheppe**  
President

**Jennifer Travis**  
SVP Commercial Banking

**Amy Carlson**  
SVP Commercial Banking

**Ada Reneau**  
SVP Commercial Banking

**Ryan Gaston**  
SVP Commercial Banking

**Michele Nichols**  
VP Commercial Banking

**Michael Chong**  
AVP Portfolio Manager

**Cinthya Rosado**  
AVP Cash Management

# ServisFirst Board of Directors

## Atlanta

**Jeff Baker**  
EVP Mergers & Acquisitions  
InComm

**Michael A. Bohling**  
President & CEO  
HLB Gross Collins, P.C.

**Paul Conley**  
Private Investor

**John Loud**  
President  
LOUD Security Systems, Inc.

**Zach Parker**  
President & CEO  
DLH Holdings Corporation

**Brent Reid**  
President & CEO  
The Winter Companies

## Birmingham

**Tom Broughton**  
Chairman, President & CEO  
ServisFirst Bank

**Richard Cashio**  
Private Investor

**Jimmy Filler**  
Private Investor

**Mike Fuller**  
Private Investor

**Chris Mettler**  
Owner  
Sovereign & Co.

**Hatton Smith**  
CEO Emeritus  
Royal Cup Coffee

**Irma Tudor**  
Private Investor

## Charleston

**Ryan Gammons**  
Owner  
BOC Oil Co., Inc

**Peter McKellar**  
Owner  
Harbor Contracting, LLC

**Weesie Newton**  
Owner  
RockIt Hospitality

**Skip Sawin**  
Owner  
Charleston's Rigging and Marine

**Daniel Vallini**  
Partner  
Harvey & Vallini, LLC

## Dothan

**Jerry Adams**  
Retired Banker

**Charles Chapman**  
Chairman  
Chapman Properties

**Ronald DeVane**  
Chairman  
ServisFirst Bank

**John Downs**  
CEO & Co-Owner  
Qualico Steel Company, Inc.

**Watson Downs**  
Engineered Systems, Inc.

**Steve McCarroll**  
Retired Banker

**Charles Owens**  
President & CEO  
Construction Partners, Inc.

**Bill Thompson**  
President  
South Alabama Brick

## Huntsville

**Dennis Bragg**  
Owner  
Bragg Farms

**Wayne Bonner**  
Owner  
Bonner Development

**Tres Childs**  
President  
Center for Cancer Care

**David Mathis**  
President and CEO  
Martin Federal

**Zack Penney**  
Owner  
Bill Penney Motor Co

**David Slyman**  
President  
Slyman Construction Company

**Irma Tudor**  
Private Investor

**Sidney White, CPA**  
Member (Retired)  
Warren Averett LLC

**Danny Windham**  
COO  
HudsonAlpha Institute for Biotechnology

**Tom Young**  
Private Investor

# ServisFirst Board of Directors

## Mobile

**Stephen G. Crawford**  
Senior Attorney  
Hand Arendall LLC

**Lowell J. Friedman**  
Private Investor

**Barry E. Gritter**  
Chairman & CEO  
Gulf City Body & Trailer Works

**Dr. James M. Harrison, Jr.**  
Premier Medical Group

**Jim Henderson**  
Chairman, President and CEO  
J. Henderson Properties, LLC  
Mobile Lumber & Building Materials, Inc.

**Richard D. Inge**  
Founding Partner & Principal  
Inge & Associates, Inc.

**Kenneth S. Johnson**  
President & Owner  
DotComPlus LLC and  
Capitol Broadcasting Corporation

**John H. Lewis, Jr.**  
Private Investor

**Hunter Lyons**  
President  
Gulf City Body & Trailer Works

**Bonner Williams**  
Vice President  
ASM Recycling, Inc.

## Montgomery

**Dr. John Jernigan**  
Managing Partner & Founder  
Mulberry Medical Associates

**Ray Petty**  
Private Investor

**Edward M. Stivers III**  
President, Owner & Dealership Principal  
Stivers Ford Lincoln

**Todd Strange**  
Private Investor

**Pete Taylor**  
President  
Standard/Taylor Industries

**Ken Upchurch**  
Chairman  
W.K. Upchurch Construction Company

**Alan Weil, Jr.**  
Owner  
Weil's, Inc.

**Taylor Williams**  
External Affairs Manager  
PowerSouth Energy

## Nashville

**Charles Robert Bone**  
Partner  
Spencer Fane Bone McAllester

**Mary Margaret Bourbeau**  
Partner; President  
Crowell Capital Partners;  
JFC Enterprises

**Joe Cashia**  
CEO  
Renal Care Options

**Ryan Chapman**  
CEO  
Integrative Life Center

**Todd Robinson**  
President, Principal  
Earl Swensson Associates Inc

## Northwest Florida

**Tom Bizzell**  
President  
Bizzell, Neff and Galloway, P.A.

**Bo Carter**  
Chairman  
ServisFirst Bank

**Leo Cyr**  
Private Investor

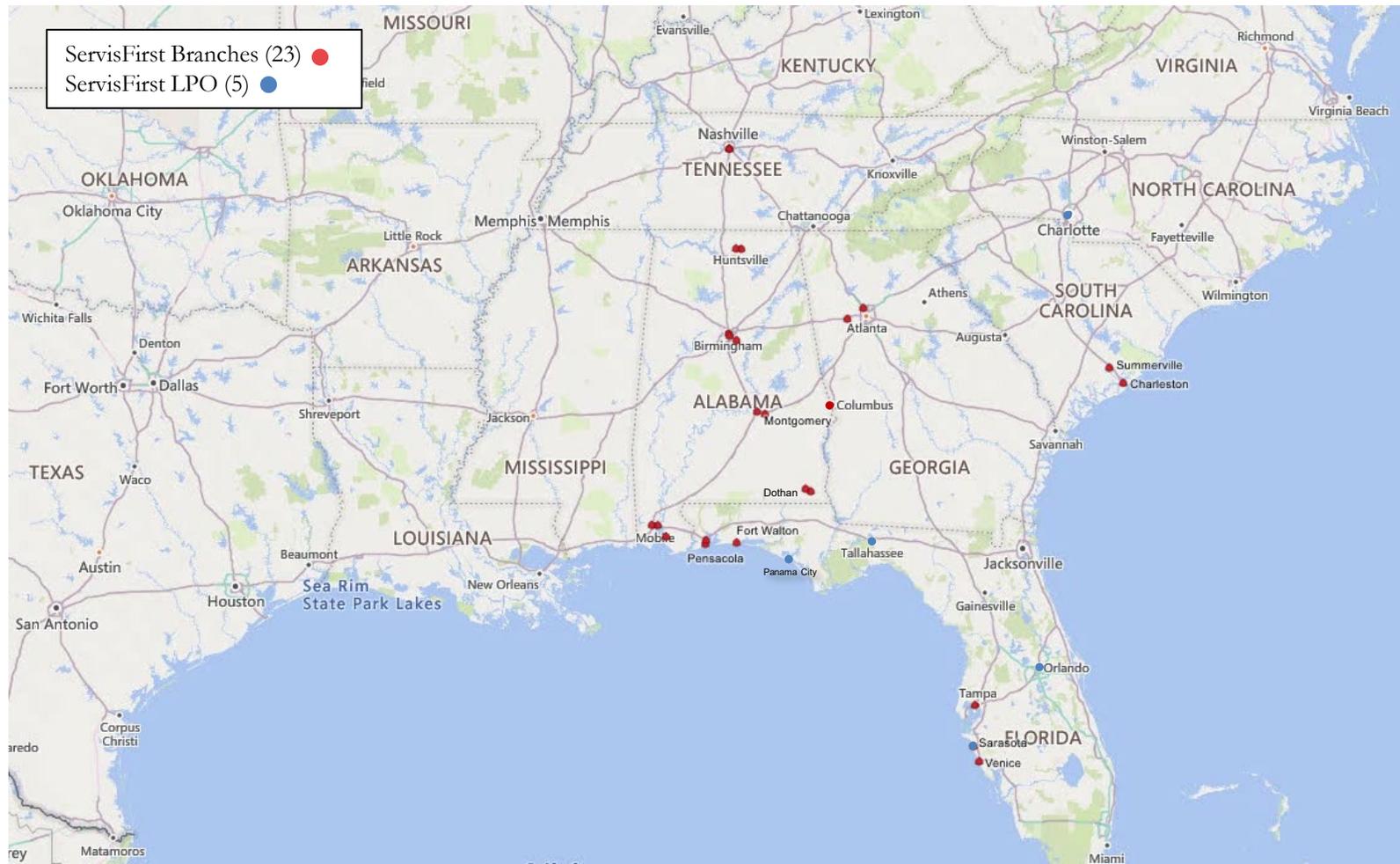
**Matt Durney**  
President  
Durney Properties, Inc.

**Mark S. Greskovich, DMD**  
President  
Oral & Maxillofacial Surgery Assoc.

**Ray Russenberger**  
Owner  
Marina Management Corporation

**Sandy Sansing**  
President  
Sandy Sansing Dealerships

# ServisFirst Geographic Locations



## Atlanta

- Galleria Office/678.504.2700
- Douglasville

## Birmingham

- Main Office/205.949.0302
- Downtown
- Greystone

## Charleston

- Main Office/843.414.3900
- Summerville

## Dothan

- Main Office/334.340.4300
- Cottonwood Corners
- Columbus, GA

## Huntsville

- Main Office/256.722.7800
- Research Park

## Mobile

- Main Office/251.544.6950
- Spring Hill
- Fairhope

## Montgomery

- Main Office/334.223.5800
- Montgomery East

## Nashville

- Main Office/615.921.3500

## Northwest Florida

- Main Office/850.266.9100
- Cordova
- Fort Walton
- Panama City LPO
- Tallahassee LPO

## Piedmont

- Piedmont LPO

## West Central Florida

- Tampa Bay Main Office/813.528.8162
- Sarasota LPO
- Venice
- Orlando LPO

# ServisFirst Bancshares, Inc. Awarded 2022 KBW Bank Honor Roll

## 2022 KBW Bank Honor Roll

		2021 YE Price to Book	2021 YE Price to 2022 EPS		% CAGR in Stock Price 2016 - 2021
1st Source Corporation	SRCE	1.3	13.2		2.1%
Associated Banc-Corp	ASB	0.9	13.8		-1.8%
Axos Financial, Inc.	AX	2.2	15.0		14.4%
BancFirst Corporation	BANF	2.0	19.5		8.7%
Bank First Corporation	BFC	1.7	12.3		16.7%
First Financial Bankshares, Inc.	FFIN	4.1	34.8		17.6%
The First of Long Island Corporation	FLIC	1.2	12.4		-5.4%
German American Bancorp, Inc.	GABC	1.5	13.9		2.1%
Greene County Bancorp, Inc.	GCBC	2.0	13.1	(a)	9.9%
Lakeland Financial Corporation	LKFN	2.9	22.0		11.1%
Plumas Bancorp	PLBC	1.5	9.0	(a)	12.2%
Premier Financial Corp.	PFC	1.1	10.0		4.0%
SB Financial Group, Inc.	SBFG	0.9	9.2		4.2%
<b>ServisFirst Bancshares, Inc</b>	<b>SFBS</b>	<b>4.0</b>	<b>22.3</b>		<b>17.8%</b>
Timberland Bancorp, Inc.	TSBK	1.1	8.5	(a)	6.0%
U.S. Bancorp	USB	1.7	14.6		1.8%
Western Alliance Bancorporation	WAL	2.5	10.5		17.2%
Honor Roll Average Performance		1.9	14.9		8.2%
KBW Nasdaq Bank Index	BKX	1.4	12.4		7.6%
KBW Nasdaq Regional Banking Index	KRX	1.4	13.7		2.5%
S&P 1500 Financials Index		1.6	14.3		10.4%
S&P 1500 Index	SPR	4.4	20.8		15.8%

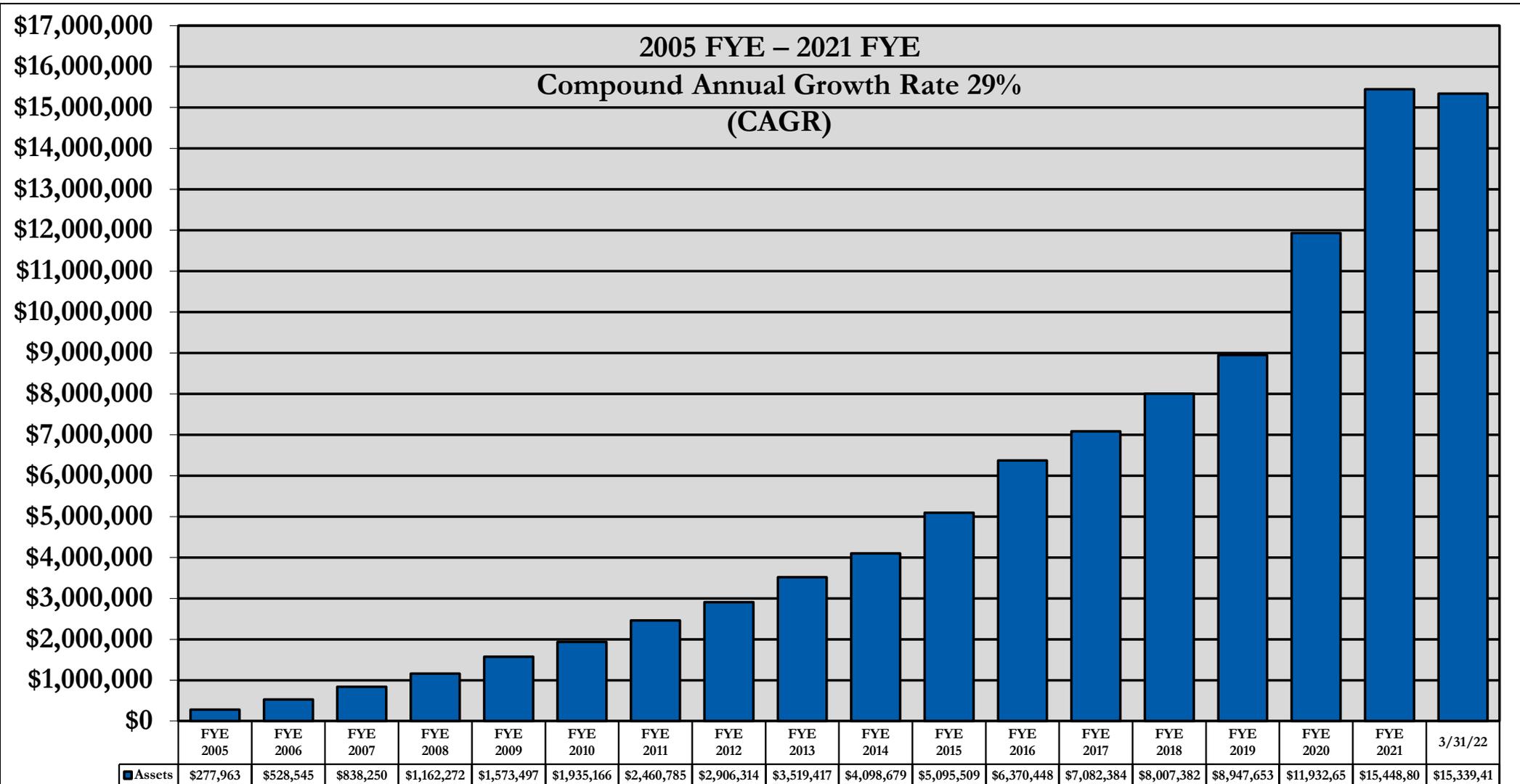
Note: Price-to-earnings ratio (P/E) based on KBW or consensus 2022 EPS estimates of Dec. 31, 2021, except for (a) where P/E is based on 2021 year-end EPS.

SFBS's CAGR is calculated since its initial public offering date in May 2014.

Source: S&P Global Market Intelligence, FactSet, and KBW Research.

# ServisFirst Total Assets

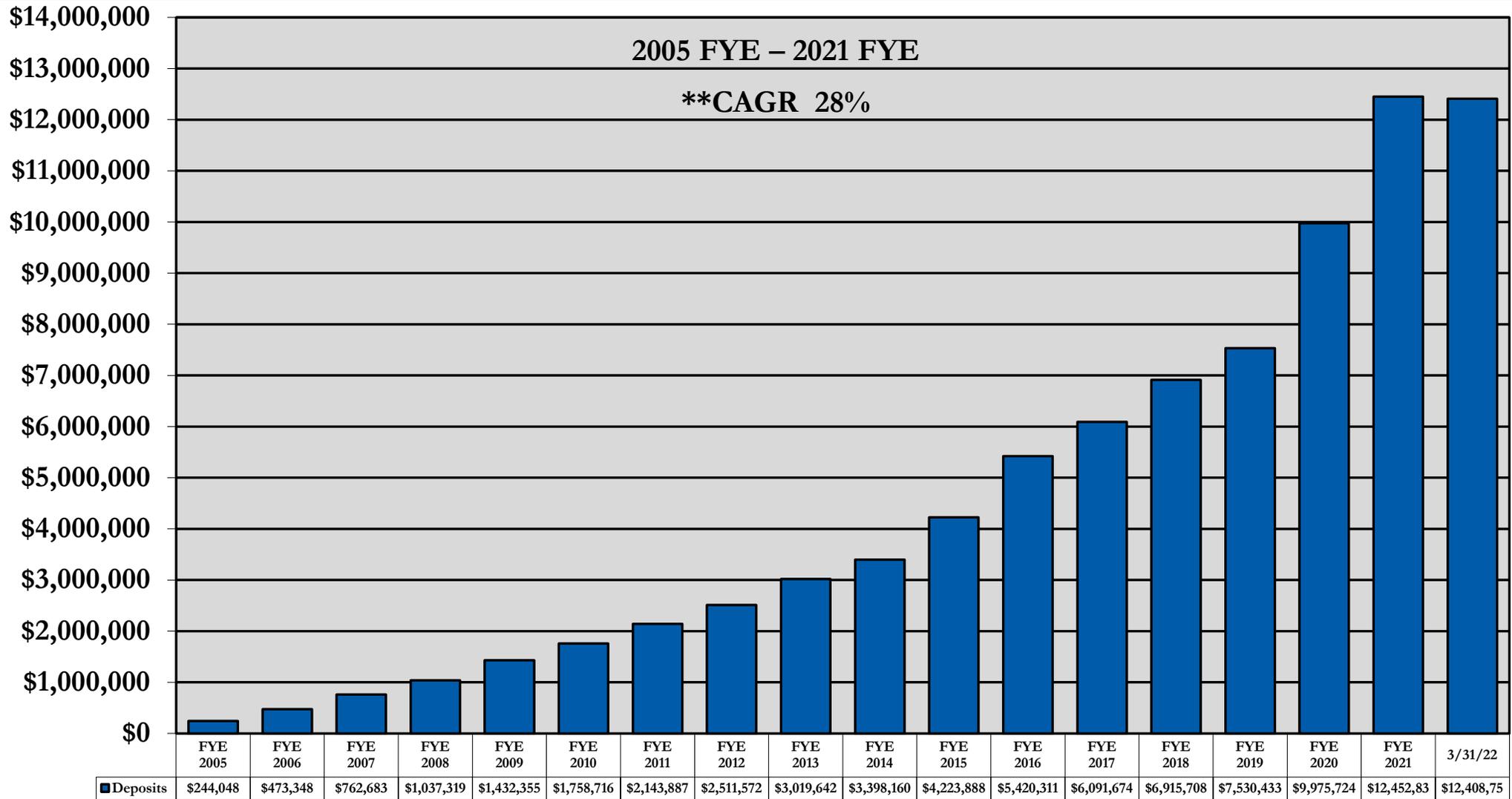
(\$000's)



\*\*CAGR: Compound Annual Growth Rate

# ServisFirst Total Deposits

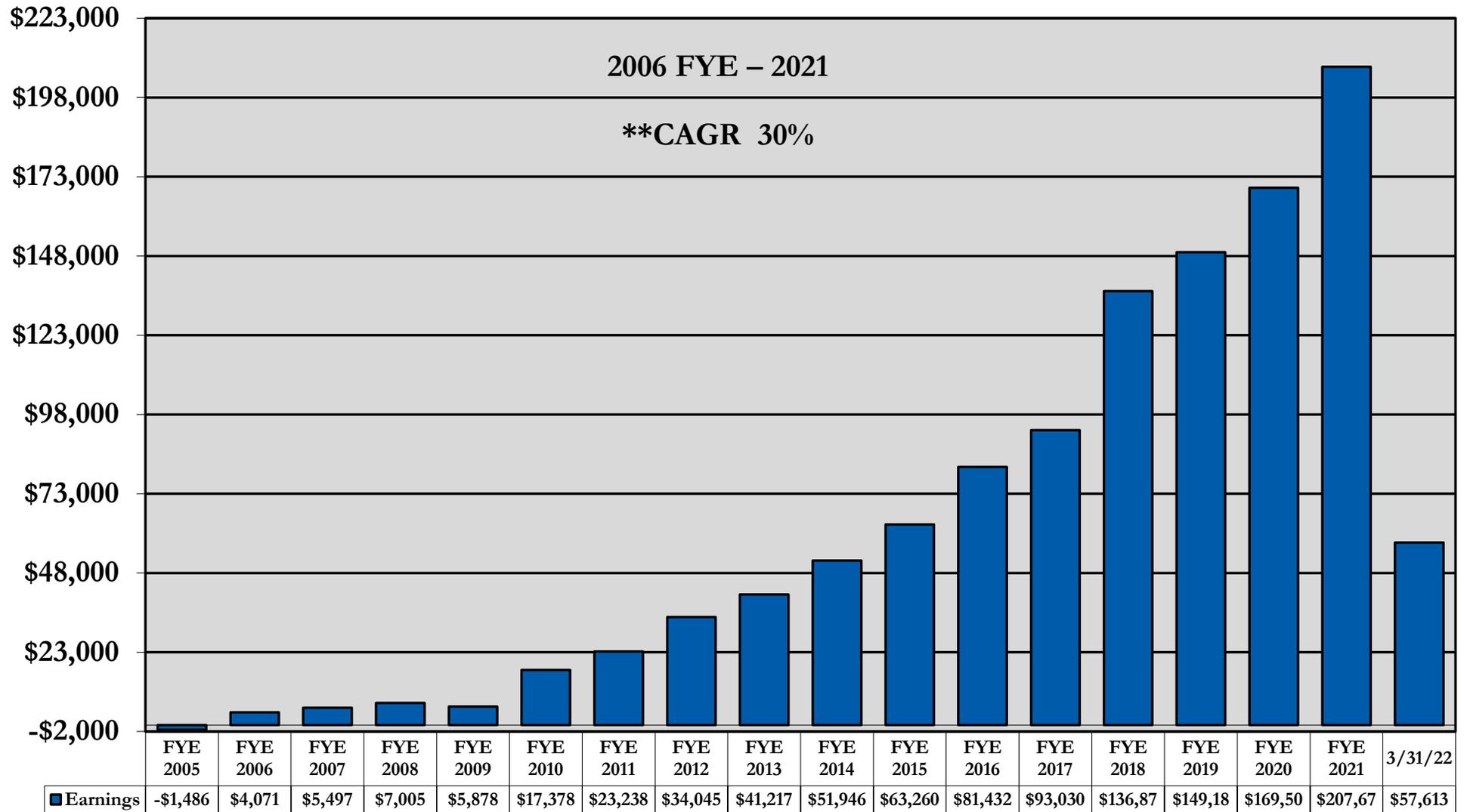
(\$000's)



\*\*CAGR: Compound Annual Growth Rate

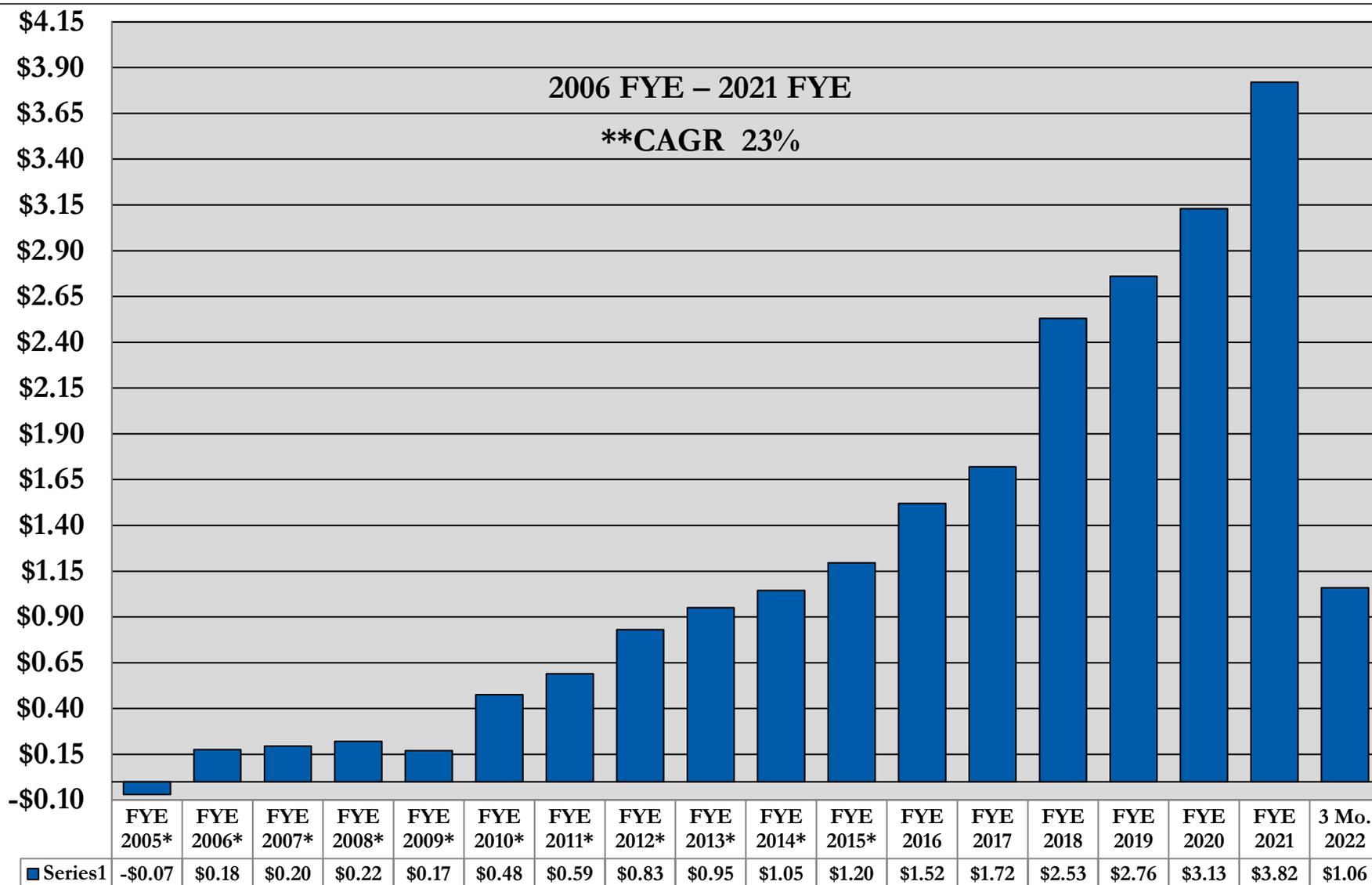
# ServisFirst Earnings

(\$000's)



\*\*CAGR: Compound Annual Growth Rate

# ServisFirst Fully Diluted Earnings Per Share

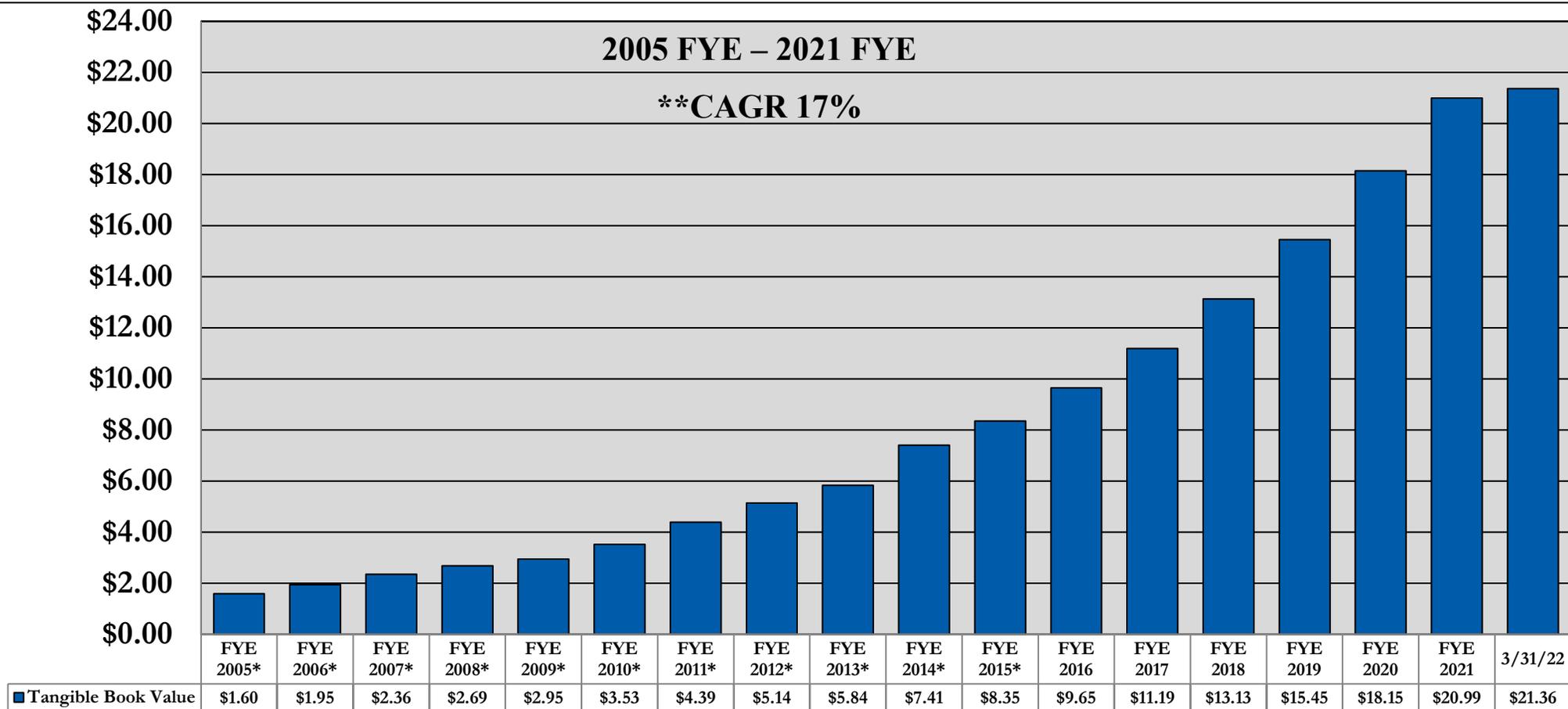


\*Adjusted to reflect a three-for-one stock split in July 2014 and a two-for-one stock split in December 2016.

\*\*CAGR: Compound Annual Growth Rate

# Tangible Book Value

(per common share)



\*Adjusted to reflect a three-for-one stock split in July 2014 and a two-for-one stock split in December 2016.

\*\*CAGR: Compound Annual Growth Rate



**OUR NAME IS OUR MISSION.**

To learn more about ServisFirst Bank, please visit our website to obtain the latest press releases, SEC filings, products, services, and regional contact information.

At ServisFirst Bank, we look forward to serving you.

866.317.0810 • [www.servisfirstbank.com](http://www.servisfirstbank.com)



Member FDIC | Equal Housing Lender



Proposal for

**Pensacola – Escambia County Promotion and  
Development Commission (PEDC)**

May 12, 2022



Thank you for the opportunity to provide a proposal for the banking needs of Pensacola-Escambia County Promotion and Development Commission (PEDC). ServisFirst is committed to providing a safe, sound, and efficient platform for your business, while delivering excellent service. A large part of our success, among other reasons, is through offering state of the art technology and sophisticated banking solutions for our clients. Upon request, references could be provided on clients in and out of our market who utilize identical services.

We are pleased to present the following proposal for your banking services:

- ServisFirst Corporate Checking (Analysis) Account for the Depository Accounts
- Earnings Credit Rate to help offset fees – currently .25%
- eServis Online Banking with ACH origination – No Batch/File Fees
- Remote Deposit Capture – Unlimited Accounts at no charge

*\*Based on your estimated transaction volume and average collected balances the accounts would be fee free with applied earnings credit*

#### **ServisFirst Bank Pensacola Locations and Contact Information**

##### **Pensacola Locations – See Quarterly Report for All Locations**

219 East Garden Street  
Pensacola, FL 32504  
850-266-9100

4980 N. 12<sup>th</sup> Ave  
Pensacola, FL 32502  
850-266-9160

#### **Banking Relationship Team**

**Name:**

Lori A. Potts – 28 Yr Commercial Banker  
Vice President, Commercial Banking  
LPotts@servisfirstbank.com  
850-266-9124 o  
850-293-6260 c

**Name:**

Chris Adams – 11 Yr Com Payments Experience  
Vice President, Cash Management  
CAdams@servisfirstbank.com  
850-266-9152 o  
205-966-8941 c

**Name:**

Kim Godwin – 17 Yr Commercial Experience  
Commercial Assistant  
KGodwin@servisfirstbank.com  
850-266-9139 o

**Name:**

Diane Norris – 25 Yr Branch Experience  
Branch Operations Manager  
DNorris@servisfirstbank.com  
850-266-9132 o

## Cash Management Services

*Cash Management is all about promoting and creating convenient banking solutions for businesses and finding the most efficient ways to save you time and money.*

When experiencing our Cash Management Services, you'll find some of the best reasons why we call ourselves ServisFirst. By offering safe and secure internet capabilities, innovative technologies such as Remote Deposit Xpress and customized business products, we continue to be the bank known for service in so many ways. Our detailed-oriented Cash Management Officers will take the time to get to know your business' specific needs and tailor-make a Cash Management portfolio that's perfect for you and your business.

### **Business Internet Banking**

#### **E-Servis Banking**

- Conveniently access your account information safely and securely.
- View up-to-the minute account balances and detailed activity on your checking & money market account, as well as installment loans, CDs & lines of credit.
- Search for transactions by date, amount, or check number.
- View the front and back of check images online.
- Account transactions can be downloaded to software such as Quicken, QuickBooks, Microsoft Money, Personal Finance, Spreadsheet and Word Processing.
- Transfer funds between eligible ServisFirst Bank accounts.
- Place stop payments on checks.
- Secure online environment including challenge questions and personal image/watermark features.
  
- No monthly fee or setup fee.
- Concentrate and disburse funds via ACH origination services.
- Initiate domestic outgoing wires online.
- Make online payments with ease through ServisFirst Bill Pay.
- Enhanced online security options including Secure ID Tokens, Dual Control functionality, Time Restrict, and IP Restrict.

### **Remote Deposit Xpress**

- Allows you to make check deposits electronically from your office rather than in person at the bank.
- Requires only a basic PC and a high-speed Internet connection.
- A small desktop scanner is provided allowing check deposits to be made from your office.
- All deposited checks are archived for research & report creation.

## **Electronic Account Statements**

### **E-Statements**

- Access your account statements online safely & securely.
- View detailed account transactions & check images the first business day after your statement cycle.
- Receive email notification when statement is available.
- Receive information from our secure ServisFirst Bank website to ensure privacy protection of financial information.
- Electronic delivery of statements allows for prompt account reconciliation.

## **Additional Cash Management Services**

Please contact us for further details regarding:

- Account Recon/Positive Pay
- Courier Services
- Paycard Services
- Retail and Wholesale Lockbox

## **ServisFirst Bank has provided Public Funds deposit accounts for the following government entities:**

- City of Pensacola – 222 W Main Street, Pensacola, FL 32502. Phone (850) 435-1818.
- Alexander City Housing Authority – 2110 County Rd, Alexander City, AL 35010. Phone (256) 329-2201.
- City of Birmingham Downtown Redevelopment Authority – 710 20<sup>th</sup> Street North, Birmingham, AL 35203. Phone (205) 802-2800.

**Institution history and overview including ownership, size, capital position and location of the office responsible for providing the required services. (2022 1<sup>st</sup> Quarter Presentation Included)**

## **Corporate Profile**

ServisFirst Bancshares, Inc. has been added to the 2022 KBW Bank Honor Roll: Spotlight on Consistent Earnings Growth, which highlights banks that consistently deliver exceptional growth per share over the past 10 years.

This is the seventh year ServisFirst Bank has been named to this list of banking institutions. Only seventeen out of nearly 365 evaluated banking institutions nationwide qualified for this year's list. To be eligible for the KBW Bank Honor Roll, banks with more than \$500 million in total assets must have reported consecutive increases in annual earnings per share over the past decade.

ServisFirst Bancshares, Inc. ("ServisFirst") is a bank holding company based in Birmingham, Alabama with ServisFirst Bank as its subsidiary. ServisFirst is a full-service commercial bank, focused on providing business and personal financial services through competitive products and state-of-the-art technology. Founded in Birmingham (2005), ServisFirst expanded organically into Huntsville, Alabama (August 2006);

Montgomery, Alabama (June 2007); Dothan, Alabama (September 2008); Pensacola, Florida (April 2011); Mobile, Alabama (July 2012); Nashville, Tennessee (April 2013); Charleston, South Carolina

(January 2015) and Tampa Bay, Florida (January 2016). The Correspondent Banking division was

established in March of 2011. Through the acquisition of Metro Bancshares, Inc., ServisFirst has also expanded into Atlanta, Georgia (January 2015).

# Servis 1st Bank® Commercial Fee Schedule and Account Requirements

Checking Accounts	Business Checking	Corporate Checking	IOLTA Checking	IOTA Checking <i>Florida Only</i>	NOW Checking	Commercial MMA
<b>MINIMUM BALANCE TO OPEN</b>	\$250.00	\$250.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,500.00
<b>MONTHLY SERVICE CHARGE</b>	\$20.00 fee can be avoided by maintaining a \$2,000.00 average daily collected balance	\$20.00 fee can be offset by earnings credit***	No monthly fee regardless of balance	No monthly fee regardless of balance	\$15.00 fee can be avoided by maintaining a \$1,000.00 average daily collected balance	\$20.00 fee can be avoided by maintaining a daily minimum balance of \$1,500.00
<b>FREE INTERNET BANKING*</b>	Yes	Yes	Yes	Yes	Yes	Yes
<b>INTEREST PAID</b>	None	None	Interest is compounded daily and paid monthly on 90% of the average daily collected balance (less a 10% reserve requirement)	Interest is compounded daily and paid monthly on 90% of the average daily collected balance (less a 10% reserve requirement)	Interest is compounded daily and paid monthly on 100% of the average daily collected balance	Tiered interest is compounded daily and paid monthly on 100% of the average daily collected balance
<b>DEPOSIT FEE</b>	None	\$0.50 per deposit	None	None	None	None
<b>PER CREDIT ITEM FEE</b>	125 credit items processed free each month. Items processed in excess of 125 are \$0.25 per item.	\$0.10 per credit item	None	None	None	None
<b>PER DEBIT (CHECK) ITEM FEE</b>	125 debit (check) items processed free each month. Items processed in excess of 125 are \$0.25 per item.	\$0.17 per debit (check) item	None	None	None	Six withdrawals allowed per month (checks and/or electronic transfers), \$15.00 service charge per item exceeding limit***
<b>OVERDRAFT FEE</b>	\$35.00	\$35.00	\$35.00	\$35.00	\$35.00	\$35.00
<b>RETURN DEPOSIT ITEM FEE</b>	\$10.00	\$10.00	\$10.00	\$10.00	\$6.00	\$10.00
<b>STOP PAYMENT FEE</b>	\$25.00	\$25.00	\$25.00	\$25.00	\$20.00	Free Stop Payments
<b>DOMESTIC WIRE TRANSFER FEE</b>	Incoming - \$10.00 Outgoing (In-person) - \$20.00 Outgoing (Phone) - \$50.00	Incoming - \$10.00 Outgoing (In-person) - \$20.00 Outgoing (Phone) - \$50.00	Incoming - \$10.00 Outgoing (In-person) - \$20.00 Outgoing (Phone) - \$50.00	Incoming - \$10.00 Outgoing (In-person) - \$20.00 Outgoing (Phone) - \$50.00	Incoming - None Outgoing - \$20.00	Incoming - \$10.00 Outgoing (In-person) - \$20.00 Outgoing (Phone) - \$50.00
<b>INTERNATIONAL WIRE TRANSFER FEE (US DOLLARS)</b>	Incoming - \$20.00 Outgoing (In-person) - \$20.00 Outgoing (Phone) - \$50.00	Incoming - \$20.00 Outgoing (In-person) - \$20.00 Outgoing (Phone) - \$50.00	Incoming - \$20.00 Outgoing (In-person) - \$20.00 Outgoing (Phone) - \$50.00	Incoming - \$20.00 Outgoing (In-person) - \$20.00 Outgoing (Phone) - \$50.00	Incoming - \$20.00 Outgoing - \$20.00	Incoming - \$20.00 Outgoing (In-person) - \$20.00 Outgoing (Phone) - \$50.00

\* Internet Banking is view account transactions only.

\*\* Earnings credit rate will be accrued on 100% of the average daily collected balance less a 10% reserve.

\*\*\* This is a limited transaction account. Exceeding these limitations may result in account closure, change of account type, termination of transfer capability or other remedial action.





### Cash Management Fee Schedule

<b>Corporate Checking Account</b>	<b>Fee</b>
Monthly Maintenance	\$ 20.000
FDIC Fee	\$ -
Negative Collected Balance Charge (SFB Prime + 2%)	\$ -
Deposits	\$ 0.500
Deposited Items - On Us	\$ 0.100
Deposited Items - Local	\$ 0.100
Deposited Items - Regional/Other	\$ 0.100
Collection Items Deposited - per item*	\$ 7.000
Checks Paid	\$ 0.170
Electronic Credits	\$ -
Electronic Debits	\$ -
Returned Deposited Items (Chargebacks)	\$ 10.000
Courier - Per Pickup/Delivery (BHM Only)	\$ 14.000
Official Check Fee	\$ 10.000
Overdraft Fee*	\$ 35.000
Stop Payment Fee	\$ 25.000
<b>Cash Handling Fees</b>	
Cash Deposits In Branch - per \$1,000 over \$10,000	\$ 1.000
Branch Currency/Coin Order - per order	\$ 3.000
Armored Services - Cost plus 20%	Cost plus 20%
<b>Internet Banking</b>	
eServis Business Basic Internet Banking	\$ -
eServis Business Plus Bill Pay	\$ 15.000
eServis Corporate Internet Banking - ACH or Wires	\$ 50.000
eServis Corporate Internet Banking - ACH & Wires	\$ 75.000
eServis Corporate Internet Banking - Low Volume Wires	\$ -
Direct Connect (Quicken,QB,OFX Interface)	\$ -
<b>ACH Services</b>	
Origination Per Item	\$ 0.100
Same-Day Origination Per Item	\$ 0.300
Reversal (Manual) Per Item/File	\$ 5.000
Return Per Item	\$ 6.000
Notification of Change Per Item	\$ 2.000
Direct Send FTP Per ACH File	\$ 10.000
EDI Monthly Reporting, Per Company	\$ 25.000
ACH Filter/Debit Block Monthly Fee, Per Account	\$ 30.000
ACH Positive Pay Monthly Fee, Per Account	\$ 25.000
<b>Reconciliation Services</b>	
Check Positive Pay Maintenance, Per Account	\$ 50.000
Check Reverse Positive Pay Monthly Maint., Per Account	\$ 25.000
Check Positive Pay Upload, Per File	\$ 0.500
Check Positive Pay Per Issued Check Item	\$ 0.060
Check Positive Pay Per Payee Name Verification Item	\$ 0.090
Check Positive Exception Item	\$ 1.000
Full Recon including Check Positive Pay Monthly Fee	\$ 125.000
CD-Rom Check Imaging Monthly Fee	\$ 15.000



<b>Remote Deposit Services</b>	
Remote Deposit Now (per scanner)	\$ 50.000
Mobile Remote Deposit Capture	\$ 25.000
<b>Sweep Services</b>	
Line of Credit Sweep (Parent Acct) - monthly	\$ 100.000
Line of Credit Sweep (per Child/Sub Acct) - monthly	\$ 25.000
Money Market Sweep (Parent Acct) - monthly	\$ 75.000
Money Market Sweep (per Child/Sub Acct) - monthly	\$ 25.000
Zero Balance ZBA Sweep (Parent Acct) - monthly	\$ 75.000
Zero Balance ZBA Sweep (per Child/Sub Acct) - monthly	\$ 25.000
<b>Wire Transfer Services</b>	
Incoming Wire - Domestic */**	\$ 10.000
Incoming Wire - International (Foreign Currency)*	\$ 20.000
Incoming Wire - International (US Dollars)*	\$ 20.000
Outgoing Wire - Domestic/International USD (In-Person)*	\$ 20.000
Outgoing Wire - Domestic/International USD/FX (Phone/Email)*	\$ 50.000
Outgoing Wire via Internet Banking - Domestic or FX**	\$ 5.000
Outgoing Wire via Internet Banking - Low Volume	\$ 20.000
Outgoing Wire via Internet Banking - International USD**	\$ 20.000
Drawdown Wire	\$ 50.000
Returned Wires Fee*	\$ 10.000
<b>Lockbox Services (IBML)</b>	
Lockbox Implementation Fee (One-Time)	\$ 375.000
Online Image Archive Implementation Fee (One-Time)	\$ 125.000
Lockbox Monthly Maintenance	\$ 200.000
Online Image Archive Monthly Maintenance	\$ 100.000
Per Item Processing - Wholesale	\$ 0.450
Per Item Processing - Retail Singles	\$ 0.150
Per Item Processing - Acceptable Payees	\$ 0.050
Per Item Processing - Unprocessable/Correspondence	\$ 0.250
Fields Keyed/Captured	\$ 0.100
Per Duplex Image - Check, Page, Envelope	\$ 0.100
Online Image Archive - Per Duplex Image (check,page, envelope)	\$ 0.028
Per Claim - EOB/ERA	\$ 0.500
Custom Sort - Per Item	\$ 0.050
End of Day/Custom Report Monthly	\$ 30.000
Transmission/Posting File - per day	\$ 12.000
Per Item - Document Destruction	\$ 0.003
Package Return/Postage	At \$ Cost
Online Access - per user (up to 3 free)	\$ 5.000
Post Office Pickup (client-owned/keyed box)	\$ 100.000

All Fees subject to analysis unless noted

\* Hard dollar charge

\*\* Analyzed fee

Rev. March 2022



# Pensacola-Escambia County Promotion and Development Commission

## SUBMITTED BY

Sophia Berling

Institutional Banking Relationship Manager

Pensacola, Florida

850-444-3238

[Sophia.berling@hancockwhitney.com](mailto:Sophia.berling@hancockwhitney.com)

5/13/2022

5/13/2022

Melissa Stoker  
Pensacola-Escambia County Promotion and Development Commission (PEDC)  
3 West Garden Street Suite 618  
Pensacola, FLORIDA 32591

Dear Ms. Stoker,

Hancock Whitney is pleased to present Pensacola-Escambia County Promotion and Development Commission (hereinafter referred to as PEDC) the attached proposal for banking services. We are excited about the opportunity to partner with PEDC in order to deliver the best products and customer service available.

Hancock Whitney's unique culture continues to differentiate our organization from the competition. This culture includes a strong emphasis on customer service. We believe in order to provide a high level of service and exceed our customer's expectations it is essential that we understand PEDC's business and are able to anticipate your needs. This type of "relationship" banking provides PEDC and the Bank the mutually beneficial consistency required in today's competitive environment.

As an Institutional Banking Relationship Manager in our dedicated Institutional Banking Group, I personally look forward to working with PEDC along with other partners including our Institutional Banking Team, Treasury Management Service Team and the Bank's Customer Service Team. Having a dedicated team supporting the Municipal and Institutional sector allows Hancock Whitney to concentrate on the needs of PEDC and provide the solutions.

Hancock Whitney will continually evaluate its services to PEDC and proactively review, recommend, and implement improvements to these services. In addition, Hancock Whitney will conduct relationship reviews ensuring that PEDC maintains an up to date appropriate banking structure.

If you should have any questions regarding the products, solutions or answers detailed in our response, please don't hesitate to contact me directly. Thank you for your consideration.

Respectfully Submitted,



Sophia Berling  
Institutional Banking Relationship Manager  
Institutional Banking  
[Sophia.berling@hancockwhitney.com](mailto:Sophia.berling@hancockwhitney.com)  
850-444-3238

# Pensacola-Escambia County Promotion and Development Commission

---

## Table of Contents

Executive Summary ..... 2

    Strength and Stability ..... 2

    Premier Gulf Coast Bank ..... 3

    Outstanding Customer Service ..... 3

    Community Commitment..... 4

    Dedicated Relationship Team..... 4

    Best-In-Class Treasury Services ..... 4

    We’ve Got You Covered ..... 5

    Conclusion ..... 5

Background of PEDC ..... 6

Banking Services Being Requested..... 6

Depository Requirements..... 8

Estimated Transaction Volume..... 8

Key Personnel..... 8

Response to this Request for Proposal ..... 9

Evaluation of Proposals ..... 14

QPD Certificate ..... 15

Proforma ..... 16

Overview of TM..... 19

Treasury Manager ..... 21

Fraud Services ..... 22

RDC ..... 23

# Pensacola-Escambia County Promotion and Development Commission

---

## Executive Summary

Hancock Whitney is pleased to have the opportunity to present PEDC the following RFP proposal for Banking Services. Hancock Whitney believes creating strong partnerships with clients is the first step to understanding the financial challenges and issues PEDC deals with on a daily basis. It is Hancock Whitney's hope the proposed solutions in this RFP are just a starting point to providing PEDC with the financial strength, pro-active product and service recommendations, and most of all, outstanding customer service PEDC should expect from Hancock Whitney. The dedicated Institutional Banking Team looks forward to partnering with PEDC in order to develop a custom tailored solution to address all requirements and needs. Hancock Whitney believes the information detailed in this response will demonstrate our sincere interest in becoming the financial institution of choice for PEDC.

Hancock Whitney understands PEDC has many choices when selecting an organization to provide banking solutions. Hancock Whitney believes there are a number of factors that separate us from the rest of the pack. Below PEDC will find a number of highlights that will help answer the question; "Why Hancock Whitney?"

### Strength and Stability

Hancock Whitney Corporation is a multi-faceted financial services company with regional business headquarters and locations throughout the growing Gulf South corridor. With a heritage dating to the late 1800s, the company's banking subsidiary provides a comprehensive network of full-service financial locations in Alabama, Florida, Louisiana, Mississippi, Tennessee, and Texas. That solid foundation has literally and figuratively weathered storms for more than a century because of an unwavering commitment to strong capital, common-sense business practices, and proactive risk management.

Hancock Whitney is listed among America's strongest, safest financial institutions, with a 4-Star rating from Bauer Financial Inc. for the quarter ending December 31, 2021. This rating affirms the bank's longstanding stability for over 130 consecutive quarters.

Since 1883, the Hancock Whitney name has embodied core values of Honor & Integrity, Strength & Stability, Commitment to Service, Teamwork, and Personal Responsibility.



# Pensacola-Escambia County Promotion and Development Commission

## Premier Gulf Coast Bank

### ▶ Financial Snapshot

December 31, 2021

- More than 175 financial centers
- Nearly 250 ATMs
- Total Assets: \$36.5 Billion
- Total Loans: \$21.1 Billion
- Total Deposits: \$30.5 Billion
- FTE associates: Approximately 3,500

The merger of Hancock and Whitney Bank in 2011 was executed with one important goal in mind; become the Preeminent Gulf Coast Bank. Both Hancock Bank and Whitney Bank had endured 100-plus years of economic ups and downs. Both banks were founded in the late 1800s, just 65 miles apart, to facilitate commerce and opportunities for people. Today, Hancock and Whitney have come together under Hancock Whitney's corporate banner to create one solid company and Bank with a contiguous six-state Gulf South footprint and \$34 billion in assets.

Hancock Whitney is well positioned to help businesses of all sizes invest and thrive in the region. The company is the only financial institution with a significant presence in every major port city on the Gulf Coast as well as Jacksonville on the East Coast.

## Outstanding Customer Service

Trust isn't something that's easily built over video screens or long-distance calls. That's why, at Hancock Whitney, it's a priority to be there for PEDC. Hancock Whitney Bankers listen to PEDC's goals and have what it takes to help achieve them. The Hancock Whitney brand stems from a century-old mission to help people achieve their financial goals and dreams. While it's gratifying to receive prestigious honors based on feedback from business clients, Hancock Whitney's true honor is serving those who have put their trust in Hancock Whitney as their financial services partner.

Developing that trust starts with providing outstanding customer service. Hancock Whitney has a long history of providing exceptional customer service and it's part of the tradition and culture promoted in our Bank on a daily basis. To support our efforts, the Bank was recently awarded 17 Greenwich Excellence Awards for Middle Market and Small Business Banking Excellence and Best Brand in 2020.

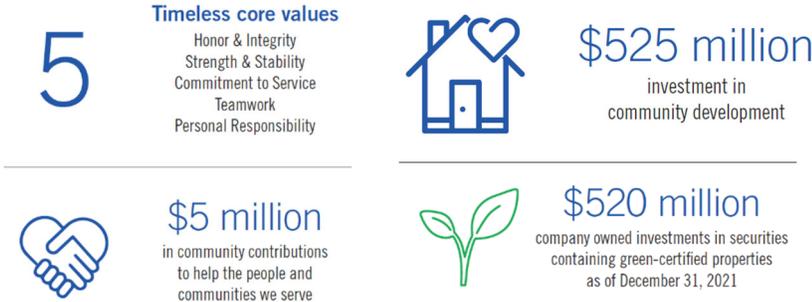
PEDC's relationship manager, Sophia Berling, is looking forward to showing the type of customer service for which Hancock Whitney has been nationally recognized.

<h3>9 Small Business Banking</h3>		
<b>AREAS</b>	<ul style="list-style-type: none"><li>• Best Brand – Ease of Doing Business</li><li>• Best Brand – Trust</li><li>• Cash Management Services – Overall Satisfaction</li><li>• Cash Management Services – Overall Satisfaction – South</li></ul>	<ul style="list-style-type: none"><li>• Likelihood to Recommend</li><li>• Likelihood to Recommend – South</li><li>• Overall Client Satisfaction</li><li>• Overall Satisfaction – South</li><li>• Proactively Provides Advice – South</li></ul>
<h3>8 Middle Market Banking</h3>		
<b>AREAS</b>	<ul style="list-style-type: none"><li>• Best Brand – Ease of Doing Business</li><li>• Best Brand – Trust</li><li>• Cash Management Services – Overall Satisfaction</li><li>• Cash Management Services – Overall Satisfaction – South</li></ul>	<ul style="list-style-type: none"><li>• Likelihood to Recommend</li><li>• Likelihood to Recommend – South</li><li>• Overall Satisfaction</li><li>• Overall Satisfaction – South</li></ul>

# Pensacola-Escambia County Promotion and Development Commission

## Community Commitment

Hancock Whitney associates live and work in the same Gulf Coast communities as PEDC. Hancock Whitney realizes it has a big responsibility to the communities served and encourages associates to volunteer and be active participants in their communities. Hancock Whitney realizes the goal of being the “Preeminent Gulf Coast Bank” cannot be achieved without commitment to the communities where the bank operates. Many Hancock Whitney associates sit on local boards and committees in order to better understand the needs and issues within the communities served. Hancock Whitney donates funds annually to several charitable organizations and non-profits in its footprint, and looks forward to continuing this commitment in the future.



## Dedicated Relationship Team

Hancock Whitney has a dedicated group of professionals who concentrate solely on delivering products and services to the governmental sector. The team has decades of combined experience serving the public sector, providing extensive knowledge and insight into what clients like PEDC need and providing a tailored approach to products to meet those needs.

This team of professionals is responsible for implementation, product training, on-going product support and, as always, providing PEDC outstanding customer service. The Relationship Manager, Sophia Berling, will be the primary contact for all of PEDC’s Banking Service needs along with assistance from members of the Treasury Management, Institutional Banking Support, and Merchant Services teams.

Hancock Whitney believes this commitment to servicing PEDC with a dedicated team helps to set the bank apart from other financial institutions.

## Best-In-Class Treasury Services

Having funds where PEDC needs them, when PEDC needs them – not a moment too soon and not a moment too late – can mean the difference between success and failure in the business world. The Treasury Management Service Team has a track record of proven performance. Hancock Whitney provides products that help PEDC manage payments and deposits more efficiently.

Hancock Whitney’s **Treasury Manager** platform features powerful tools all in one place, enabling PEDC to manage banking needs securely and easily, whether at the desk or on the go. Treasury Manager’s modular design allows PEDC to enroll in only those components that make sense for PEDC. What’s more, PEDC can assign different levels of access to associates based on the functions they perform.

# Pensacola-Escambia County Promotion and Development Commission

## We've Got You Covered

With offices and branches stretching across the Gulf Coast, Hancock Whitney looks forward to servicing all PEDC's local banking needs. Hancock Whitney enjoys a large presence in the communities serviced, allowing customers multiple avenues to accessing approximately 3,500 employees that stand ready to serve. With deep traditions and a customer service culture that stands out from the crowd, Hancock Whitney is glad to have a branch footprint that guarantees "We've Got You Covered."



## Conclusion

Hancock Whitney would like to once again express our commitment and strong interest in providing PEDC with the solutions to help achieve PEDC's goals. The team of experienced bankers coupled with Hancock Whitney's broad suite of treasury products and services will help to deliver what PEDC needs to be successful and drive efficiency. Hancock Whitney is positive that this response presents a compelling offering that not only meets, but also exceeds PEDC's requirements and objectives.

PEDC should be confident in selecting Hancock Whitney and assured that it will be supported by an experienced governmental banking relationship manager, provided unmatched customer service, have access to the advanced banking platforms and most of all, a commitment to meeting all PEDC's banking needs.

# Pensacola-Escambia County Promotion and Development Commission

---



April 18, 2022

Dear Sir or Madam:

The Pensacola-Escambia County Promotion and Development Commission (PEDC) is accepting proposals from banking institutions to provide PEDC's banking services. We invite your institution to submit an electronic proposal to us by email to [mstoker@floridawesteda.com](mailto:mstoker@floridawesteda.com) due by 12:00 pm on May 13, 2022 for consideration. A description of our organization, the services needed, and other pertinent information follows:

## **Background of PEDC**

PEDC is a legislatively created entity established by Special Act of the Florida Legislature to promote economic development interests within Escambia County.

## **Banking Services Being Requested**

### 1) Public Funds Checking Account – Required

[Hancock Whitney understands.](#)

### 2) Online Banking Access with Mobile App and Deposits – Required

Treasury Manager is Hancock Whitney's portal for single point of entry to all of PEDC's accounts. Treasury Manager is an in-house information reporting and transaction initiation system that securely operates 24 hours a day. With Treasury Manager, a customizable dashboard enables PEDC users to manage account balances, payables, receivables and fraud prevention tools in one place. Treasury Manager includes customized reporting options for balance reporting and up to 365 days of banking transactional history. The transaction history images includes checks paid, deposits and items deposited. The modular design allows enrollment in only those components that make sense for PEDC. What's more, PEDC can assign different levels of access to associates based on the functions they perform. PEDC administrator defines each associate's access level. For example, PEDC could enable balance reporting and exclude access to wire transfers.

# Pensacola-Escambia County Promotion and Development Commission

---

Hancock Whitney's Mobile Banking Treasury Manager app gives PEDC the ability to utilize the system features from anywhere. Including Payment Approvals, Fraud Prevention Exception Decisions and Mobile Deposits.

Stop payments can be placed online through Treasury Manager and a summary screen showing the stop payment has been placed is available, which PEDC can print as needed. Stop payments may also be cancelled via Treasury Manager. For clients utilizing Check Positive Pay, stop payments are passed each night to the Positive Pay system.

### 3) Public Funds Investment Account (e.g., savings account, money market accounts, CD) – Required

Hancock Whitney offers interest bearing depository account options. PEDC can use deposit balances with an earnings credit to offset charges and earn interest on the remaining investable funds. Hancock Whitney is offering an Earnings Credit Rate tied to a floating rate of the Fed Funds Target Rate minus 0.25%. The rate today would be 0.25% as the Fed Funds Target Rate the beginning of May 2022 was 0.50%. The ECR will reset the first of the month following a change by the Federal Reserve. With the recent increase in Fed Funds Target Rate to 1.00%, the new ECR for June will be 0.75%.

To better serve PEDC, Hancock Whitney proposes sweeping excess funds into a Public Funds Now account that is covered under the Qualified Public Depository. Hancock Whitney suggests the use of a Public Funds Now Account for the investable balances. PEDC's Operating Account would hold the target balance required to offset the monthly service fees and earn the Earnings Credit.

During the implementation process, Hancock Whitney will work with PEDC to determine services needed for each account and required target balance to offset anticipated service fees. Excess balances will then be invested in the Public Funds Now. Hancock Whitney is offering a Public Funds Now floating rate tied to the 28 day U.S. Treasury Bill, as reported by the Federal Reserve Bank as of the last business day of the immediately preceding month and will adjust on the first of each month. The current floating rate as of May 2022 is 0.37%.

Hancock Whitney offers Public Fund CD's with rates provided at the time of request.

### 4) Account Management with access for both i) PEDC representatives and ii) authorized FloridaWest staff - Required

PEDC's administrator defines each associate's access level. For example, PEDC can enable balance reporting and exclude access to payment transfers. The ability to control access to PEDC's accounts enhances the audit capability to monitor associates who manage financial functions. PEDC administrators will have the ability to assign FloridaWest staff access and security features.

# Pensacola-Escambia County Promotion and Development Commission

## Depository Requirements

### 1) Qualified Public Funds Depository

Please see attached Hancock Whitney's Qualified Public Depository Certificate.

### 2) Listing of Branch Locations

Branch Locations					
CORDOVA	2185 AIRPORT BLVD	PENSACOLA	FL	32504	(850) 435-6735
CREIGHTON	940 CREIGHTON RD	PENSACOLA	FL	32504	(850) 473-4320
NINE MILE ROAD	200 E NINE MILE RD	PENSACOLA	FL	32534	(850) 435-6700
WEST GARDEN	101 W GARDEN ST	PENSACOLA	FL	32502	(850) 444-3220

Lobbies at the branches above are open 9:00 am to 4:00 pm M-F; Drive Thru is open to 5:30 pm on Friday. All branches have Night deposit availability. Cut-off time for deposits is when branches close.

### 3) Mobile Deposit Capability

Hancock Whitney's Mobile Banking Treasury Manager app gives PEDC the ability to utilize the system features from anywhere. Including Payment Approvals, Fraud Prevention Exception Decisions and Mobile Deposits. The maximum amount deposited is \$250,000.00 per day.

### 4) Direct Deposit from Outside Agencies

Hancock Whitney is a member of NACHA and the Federal Reserve and receive incoming ACH deposits throughout the business day. Once received PEDC will be able to view the incoming ACH deposits and withdrawals in Treasury Manager or PEDC can utilize secure email notifications to PEDC authorized personnel of all incoming ACH items received.

## Estimated Transaction Volume

Number of Deposits – 5 per month

- 1) Type of Deposits – Checks and Direct Deposit
- 2) Number of Checks – 10 per month
- 3) Average Collected Balances - \$650,000

Hancock Whitney understands, please see attached proforma.

## Key Personnel

The following are key contacts for information you may seek in preparing your proposal:

- Scott Luth, CEO, Economic Development, [sluth@floridawesteda.com](mailto:sluth@floridawesteda.com)
- Melissa Stoker, Director of Operations, [mstoker@floridawesteda.com](mailto:mstoker@floridawesteda.com)

# Pensacola-Escambia County Promotion and Development Commission

---

## Response to this Request for Proposal

Responses should include:

1) Brief history of institution and its Pensacola office.

Hancock Whitney Corporation (Nasdaq: HWC) was founded more than a century ago on ideals of Honor & Integrity, Strength & Stability, Commitment to Service, Teamwork and Personal Responsibility. In the late 1800s, the Gulf Coast and two new banks were booming. South Mississippians looked to Hancock Bank to help manage prosperity created by agriculture, seafood, timber and tourism. Sixty miles to the west, New Orleans and Whitney Bank thrived in the wake of the World Cotton Expo.

For more than 100 years, Hancock and Whitney grew with and because of the people and places of the Gulf South. As the banks expanded into new towns and cities, they quickly became trusted, reliable business and community partners. Many smaller regional banks became part of Hancock and Whitney over the years.

Hancock and Whitney came together in 2011; but that merger simply brought historical and community connections between the two banks full-circle—the consummation of a relationship which started 100 years earlier.

Today, history and commitment are still at the heart of who we are. Common experience and ideals connect us to local people and communities. We help individuals, families and businesses protect and grow the financial future they deserve and quality of life we all cherish.

As Hancock Whitney Bank and under the Hancock Whitney brand, we offer contemporary banking options secured by solid ideals, pride in where we live and confidence in how far we can go together.

Hancock Whitney operates over 200 full-service banking locations and more than 275 ATMs across a Gulf South corridor in Mississippi, Alabama, Florida, Louisiana, and Texas offering comprehensive financial products and services, including traditional and online banking; commercial and small business banking; private banking; trust and investment services; healthcare banking; certain insurance services; and mortgage services. In addition, Hancock Whitney also operates a loan production office in Nashville, Tennessee.

# Pensacola-Escambia County Promotion and Development Commission

---

- 2) List of proposed key personnel, their specific governmental client experience, and the institution's staffing strategy for the services to be provided.

As a Public Funds customer in the Institutional Banking Group, PEDC will have a Relationship Manager and a dedicated team of specialists assigned to address any unique banking needs. The experienced banking team, the Relationship Manager, Sophia Berling; Treasury Services Representative, Debbie Wright; Treasury Services Customer Advocate, Adam Brinson and a team of specialized bankers will provide daily support to PEDC. Hancock Whitney's team approach helps establish a deep understanding of PEDC and provides access to Banking, Treasury Management, Merchant Services, Trust and Asset Management needs or any of the additional services the Bank offers. Hancock Whitney's team will work with PEDC on an ongoing basis to maintain optimal service levels.

Over the years, Hancock Whitney has provided a broad range of banking services and unsurpassed support to government entities. Hancock Whitney's experience in the government sector ranges from small to large government clients. Hancock Whitney will work closely with PEDC to ensure an implementation of unique products and services specifically selected for PEDC. An implementation schedule will be detailed to outline every step of the process as it unfolds.

### **Bruce Vredenburg, President, Pensacola and Emerald Coast Markets**

Bruce has 31 years of banking experience ranging from retail and commercial banking as well as overall balance sheet and income statement responsibility for the Northwest Florida geography in his current role with the bank. Completing his 14th year of service with Hancock Whitney, Bruce also leads our community engagement efforts and remains particularly active in economic development efforts having chaired the committee to support the passage of the last EDATE (economic development ad valorem tax exemptions) referendum as well as having served as past chairman of the Florida's Great Northwest, a twelve county economic development organization serving Northwest Florida. In addition, Bruce currently serves as the Chairman of the Board for HCA Florida West Hospital and has been recently tapped to chair the investment committee for the University of West Florida Foundation.

### **Sophia Berling, Vice President, Institutional Banking Relationship Manager**

Sophia has 35 plus years of professional experience in banking and has been with Hancock Whitney for 25 years. With 15 years being in treasury management and the last 10 years in the Institutional Banking Group. Over the last several years, she has managed the government portfolio of accounts in the states of Florida and Alabama. Sophia will be PEDC's primary point of contact for any banking needs.

# Pensacola-Escambia County Promotion and Development Commission

---

## **Jennifer Burnette, Specialty Finance Administrator**

Jennifer is a new member of our government banking relationship team. Jennifer brings excellence in customer service and knowledge to our team from having worked in the government sector for the past 17 years. Her hard work and determination make her a great team player and asset to the department. Jennifer is proficient and will be available to aid in completing requests. Jennifer supports Sophia Berling with assisting in managing the government portfolio for both the Florida and Alabama markets.

## **Debbie Wright, Senior Vice President, Treasury Management Services**

Debbie has 40 plus years commercial banking experience, with 30 plus years being in treasury management. Debbie has been with Hancock Whitney for 11 years. Her portfolio includes government and commercial accounts in the state of Florida. Debbie will manage the Treasury Services relationship for the PEDC. Debbie is a Certified Treasury Professional and member of the National and Tampa Bay Association for Financial Professionals.

## **Adam Brinson, Assistant Vice President, Treasury Management Client Advocate**

Adam has been with Hancock Whitney for 16 years with the last 9 years being in Treasury Management. He will assist the PEDC with Treasury Product and Service training and aide in troubleshooting with Treasury Product and Services. Adam has a background in IT/Network Administration.

Hancock Whitney will provide on-going operational support by having a team of experts available to the PEDC. The team consists of Sophia Berling, Jennifer Burnette, Debbie Wright and Adam Brinson, who can provide on-site training and support during the PEDC's transition period. The PEDC will be provided training by a dedicated relationship team, which will be coordinated by the relationship manager, Sophia Berling for all utilized banking services. This same team will provide on-going operational support to the PEDC during business and non-business hours. In addition, a dedicated Treasury Management support staff is available between the hours of 7:00 a.m. and 6:00 p.m. CST for treasury management related issues or questions.

### 3) Type of Account(s) offered at Bank

Hancock Whitney offers a full range of Public Funds and consumer account types.

### 4) Monthly Fees

If PEDC chooses to invest funds and a sufficient target balance is maintained in PEDC's operating account using Earning Credit to offset the monthly service fees. The expectation is that PEDC would not see any service fees throughout the year. Please see the attached proforma.

# Pensacola-Escambia County Promotion and Development Commission

---

## 5) Annual Fees

If PEDC chooses to invest funds and a sufficient target balance is maintained in PEDC's operating account using Earning Credit to offset the monthly service fees. The expectation is that PEDC would not see any service fees throughout the year. Please see the attached proforma.

## 6) Pricing Structure on Account Fees

If PEDC chooses to invest funds and a sufficient target balance is maintained in PEDC's operating account using Earning Credit to offset the monthly service fees. The expectation is that PEDC would not see any service fees throughout the year. Please see the attached proforma.

Hancock Whitney offers interest bearing depository account options. PEDC can use deposit balances with an earnings credit to offset charges and earn interest on the remaining investable funds. Hancock Whitney is offering an Earnings Credit Rate tied to a floating rate of the Fed Funds Target Rate minus 0.25%. The rate today would be 0.25% as the Fed Funds Target Rate the beginning of May 2022 was 0.50%. The ECR will reset the first of the month following a change by the Federal Reserve. With the recent increase in Fed Funds Target Rate to 1.00%, the new ECR for June will be 0.75%.

To better serve PEDC, Hancock Whitney proposes sweeping excess funds into a Public Funds Now account that is covered under the Qualified Public Depository. Hancock Whitney suggests the use of a Public Funds Now Account for the investable balances. PEDC's Operating Account would hold the target balance required to offset the monthly service fees and earn the Earnings Credit.

During the implementation process, Hancock Whitney will work with PEDC to determine services needed for each account and required target balance to offset anticipated service fees. Excess balances will then be invested in the Public Funds Now. Hancock Whitney is offering a Public Funds Now floating rate tied to the 28 day U.S. Treasury Bill, as reported by the Federal Reserve Bank as of the last business day of the immediately preceding month and will adjust on the first of each month. The current floating rate as of May 2022 is 0.37%.

## 7) Pricing Term

Hancock Whitney is willing to guarantee the proposed pricing and rate structure for 2 years. After the original 2-year term, the agreement can be extended an additional 2 years after mutual agreement on new terms on the pricing and rate structure.

# Pensacola-Escambia County Promotion and Development Commission

8) Account(s) Limitations

The option that Hancock Whitney is proposing does not have any account limitations. If PEDC chooses to use a Public Funds Money Market Account then it would be limited to 6 (six) withdrawals per month.

9) Branch Locations

Branch Locations					
CORDOVA	2185 AIRPORT BLVD	PENSACOLA	FL	32504	(850) 435-6735
CREIGHTON	940 CREIGHTON RD	PENSACOLA	FL	32504	(850) 473-4320
NINE MILE ROAD	200 E NINE MILE RD	PENSACOLA	FL	32534	(850) 435-6700
WEST GARDEN	101 W GARDEN ST	PENSACOLA	FL	32502	(850) 444-3220

Lobbies at the branches above are open 9:00 am to 4:00 pm M-F; Drive Thru is open to 5:30 pm on Friday. All branches have Night deposit availability. Cut-off time for deposits is when branches close.

10) Secure Online Access

Protecting PEDC's information and secure access is Hancock Whitney's top priority. Our security features include:

- Secure Login Process – Only PEDC administrators can add a user and grant system access
- Internet Access Is Protected – Secure Socket Layer (SSL) with 128-bit encryption
- Security Token Is Required – Each login requires an authentication code from the token along with a user ID and password
- Monetary Transfers Have Extra Security – Outgoing wire transfers and ACH batches require a second approval before the bank will process the transaction
- Utilization of Alerts
- Download Trusteer Rapport for free to help safeguard PEDC's computer against fraud.

11) Secure App Access

The Treasury Manager Mobile app requires multi-factor authentication as it does through the Web based version. Each user will utilize secondary authentication to access the site and to release payments. A hard security token is available or mobile token is available for use.

# Pensacola-Escambia County Promotion and Development Commission

## 12) Account Management Processes

Hancock Whitney will provide on-going operational support by having a team of experts available to the PEDC. The team consists of Sophia Berling, Jennifer Burnette, Debbie Wright and Adam Brinson, who can provide on-site training and support during the PEDC's transition period. The PEDC will be provided training by a dedicated relationship team, which will be coordinated by the relationship manager, Sophia Berling for all utilized banking services. This same team will provide on-going operational support to the PEDC during business and non-business hours. In addition, a dedicated Treasury Management support staff is available between the hours of 7:00 a.m. and 6:00 p.m. CST for treasury management related issues or questions.

All electronic responses should be received no later than 12:00 pm CST on May 13, 2022 via email to [mstoker@floridawesteda.com](mailto:mstoker@floridawesteda.com).

## Evaluation of Proposals

PEDC's Evaluation Committee will review all responses and present a summary of their review and recommendation to the full PEDC board, from which an institution will be selected. Primary evaluation criteria will be based on a maximum of 100 possible points, broken down as follows:

Evaluation Criteria	Possible Points
Institution's experience with government clients	10
Staffing strategy for services to be provided	30
Fee for services to be provided	30
Online capabilities	30

PEDC reserves the right to refuse and reject any or all responses as may be in the best interests of PEDC, and to waive any and all formalities.

Sincerely,

Lewis Bear, Jr.  
Chairman

3 WEST GARDEN STREET, SUITE 618 > PENSACOLA, FL 32591 > TELEPHONE 850.898.2201



**DEPARTMENT OF FINANCIAL SERVICES**  
**Division of Treasury**  
Bureau of Collateral Management

---

**CERTIFICATE OF QUALIFIED PUBLIC DEPOSITORY**  
UNDER THE FLORIDA SECURITY FOR  
PUBLIC DEPOSITS ACT

This is to certify that

**HANCOCK WHITNEY BANK**  
**ONE HANCOCK PLAZA**  
**GULFPORT, MISSISSIPPI 39501**

has fully qualified as a public depository pursuant to Chapter 280, Florida Statutes, otherwise known as the Florida Security for Public Deposits Act. As such, said bank or savings association is hereby designated to receive public deposits, as defined in Subsection 280.02(23), Florida Statutes.

Given under my hand this 25TH day of MAY, 2018.

  
\_\_\_\_\_  
**CHIEF FINANCIAL OFFICER, STATE OF FLORIDA**



**Pro Forma Account Analysis for:** Pensacola-Escambia County Promotion and Development Commission  
**Relationship Manager:** Sophia Berling  
**TM Sales Rep:** Debbie Wright

**State:** FL  
5/12/2022

<b>Average Ledger Balance</b>	<b>\$160,000.00</b>	<b>Earnings Credit</b>	<b>0.75%</b>
<b>Less Average Uncollected Funds</b>	<b>\$0.00</b>	<b>Negative Collected Balance Rate</b>	<b>7.50%</b>
<b>Average Collected Balance</b>	<b>\$160,000.00</b>	<b>Reserve Requirement</b>	<b>10.00%</b>
<b>Less Reserve Requirement</b>	<b>\$16,000.00</b>	<b>Number of Days in Cycle</b>	<b>31</b>
<b>Average Available Balance</b>	<b>\$144,000.00</b>	<i>Utilizing new June ECR with activity and balances provided in RFP</i>	

<b>Earnings Credit Allowance</b>	<b>\$91.73</b>
<b>Total Analyzed Services</b>	<b>\$86.69</b>
<b>Analysis Surplus or Deficit</b>	<b>\$5.04</b>

**Earnings Credit Multiplier** \$1,744.32 at Current Earnings Credit Rate  
**Breakeven Target Balance** \$151,215.53 at Current Earnings Credit Rate and Service Prices

*\*This proposal, the prices and descriptions of services contained herein are considered proprietary information.  
 Prices quoted will be offered for 90 days from the date of this proposal.  
 Should the proposal be accepted after that time, the Bank reserves the right to revise any or all prices quoted.*

*Any services not specifically listed will be charged according to the Bank's current Business Account Fee Schedule.*

SERVICE	VOLUME	PRICE	TOTAL
<b>Depository Services</b>			
Account Maintenance	2	\$10.00	\$20.00
Supervision & Assessment Fee (volume is per \$1,000)	650	\$0.02	\$13.00
Deposits and Other Credits	2	\$0.40	\$0.80
Deposited Items - On Us	0	\$0.09	\$0.00
Deposited Items - Other	2	\$0.10	\$0.20
ACH Credits Received	3	\$0.13	\$0.39
Return Deposited Item	0	\$5.00	\$0.00
<b>Disbursement Services</b>			
Checks and Other Debits	10	\$0.13	\$1.30
ACH Debits Received	0	\$0.13	\$0.00
Stop Payment	0	\$20.00	\$0.00
<b>Returned Deposit Items</b>			
Re-Deposit Item (Re-Clears)	0	\$5.00	\$0.00
RDI - Fax/Email Advice	0	\$3.00	\$0.00
<b>Treasury Manager Online Banking</b>			
TM - Monthly Maintenance (1 - 5 Accounts)	1	\$40.00	\$40.00
Per Account (1 to 5 Accounts)	0	\$0.00	\$0.00
Per User (1- 3 users)	3	\$0.00	\$0.00
Per User (over 3 users)	0	\$1.00	\$0.00
Previous Day Items (1 - 150 Items)	15	\$0.00	\$0.00
Previous Day Items (Over 150 Items)	0	\$0.07	\$0.00

**Pro Forma Account Analysis for:** Pensacola-Escambia County Promotion and Development Commission  
**Relationship Manager:** Sophia Berling

**State:** FL  
 5/12/2022

**ACH Services**

ACH Monthly Maintenance (under 50 items)	0	\$25.00	\$0.00
ACH Monthly Maintenance (over 50 items)	0	\$40.00	\$0.00
ACH - Origination - Per Item (1 - 50 items)	0	\$0.00	\$0.00
ACH - Origination - Per Item (over 50 items)	0	\$0.12	\$0.00
ACH - Same Day Origination - Per Item	0	\$1.00	\$0.00
ACH - Return Items and NOC	0	\$3.00	\$0.00
ACH - Return Item/Unauthorized Entry	0	\$10.00	\$0.00
ACH - Origination Correction Item	0	\$10.00	\$0.00

**Fraud Prevention Services**

Positive Pay - Check Monthly Maintenance	0	\$60.00	\$0.00
Positive Pay - Per Item	0	\$0.04	\$0.00
Positive Pay - Exception Item	0	\$1.50	\$0.00
Positive Pay - Exception Item Returned	0	\$3.00	\$0.00
Positive Pay - Payee Monthly Maintenance	0	\$100.00	\$0.00
Positive Pay - Payee Per Item	0	\$0.04	\$0.00
Positive Pay - Reverse Positive Pay Monthly Maintenance	0	\$50.00	\$0.00
ACH Positive Pay - Monthly Maintenance (ACH Debits)	0	\$25.00	\$0.00
ACH Positive Pay - Return Item (each)	0	\$5.00	\$0.00
ACH Block	0	\$15.00	\$0.00
ACH UPIC	0	\$20.00	\$0.00
Safe Wire	0	\$20.00	\$0.00

**Wire Transfer Services**

Wire Transfer Module Monthly Maintenance	1	\$10.00	\$10.00
Wire Transfers - Outgoing Standard	0	\$30.00	\$0.00
Wire Transfers - Outgoing Online	0	\$10.00	\$0.00
Wire Transfers - Incoming	0	\$10.00	\$0.00
Wire Notification (each) - Email	0	\$1.50	\$0.00

**Remote Deposit Capture**

RDC - Monthly Maintenance (0 - 50 items)	0	\$30.00	\$0.00
RDC - Monthly Maintenance (Over 50 items)	0	\$45.00	\$0.00
RDC - Additional Sites (Location)	0	\$45.00	\$0.00
RDC - Additional Accounts (per account)	0	\$8.00	\$0.00
RDC - Per Item Deposited (1 - 50 items)	0	\$0.00	\$0.00
RDC - Per Item Deposited (Over 50 items)	0	\$0.04	\$0.00
RDC - Mobile Deposit Per Item Deposited	2	\$0.50	\$1.00

**Zero Balance Accounts**

ZBA - Maintenance (parent account)	0	\$25.00	\$0.00
ZBA - Maintenance (sub accounts)	0	\$15.00	\$0.00
ZBA - Transfer Fee	0	\$0.00	\$0.00

**Treasury Reports**

Sunrise Report	0	\$12.00	\$0.00
ACH - EDI Report Prior Day	0	\$20.00	\$0.00
ACH - EDI Report Current Day	0	\$30.00	\$0.00

---

<b>Total Estimated One-Time Fees</b>			<b>\$0.00</b>
<b>Total Estimated Monthly Fees</b>			<b>\$86.69</b>

**Pro Forma Account Analysis for:** Pensacola-Escambia County Promotion and Development Commission **State:** FL  
**Relationship Manager:** Sophia Berling 5/12/2022

**With This Option all funds will be invested in the Public Fund Now Account**

**Estimated Investment Fund is based on PEDC's balances provided in RFP minus balance required to offset service fees.**

**Interest Rate calculation based on Investment Balance of:** \$490,000.00

**Floating interest rate tied to the 28 Day T-Bill on Hancock Whitney Public Fund Now Account for the life of the contract. The rate will be adjusted on the 1st day of each month.**

**Estimated Monthly Interest Earnings with Hancock Whitney Public Now Floating Rate based on May's Rate of .37%** \$153.98

**Estimated Annual Interest Earnings** \$1,847.77



# Overview of Treasury Services for Your Business

CASH FLOW TOOLS FOR YOUR BUSINESS

Having funds where you need them, when you need them—not a moment too soon and not a moment too late—can boost your bottom line. Our bankers have a track record of proven performance. Treasury Services features cornerstone services to build on—fast access to your cash, online banking with mobile access, electronic payment and receivables options, plus security and fraud prevention services.

Today's business world moves quickly, but you can rely on our innovative services, committed bankers and treasury support to keep your business moving forward.



## Deposits & Collections

Deposits and Collections services bring your cash under control sooner, so your business can add to your bottom line. It can improve your funds availability, speed up collections and help your staff spend less time managing your accounts.

- Remote Deposit Capture
- Wire Transfers
- Lockbox Services—Wholesale, Retail & Medical
- ACH (for receivables and collections)
- Vault Services
- Merchant Services
- Biller Express and Quick Pay
- Bill Pay Direct Post

## Payables & Disbursements

Payables products allow you to manage your company's cash outflow. Whether your disbursements are electronic, check or card transactions, our payables products give you control so you can optimize your business cash position.

- ACH Origination (for payroll and payments)
- Wire Transfers
- Purchasing Card Services
- Bill Pay Service

## Money Management

Money Management puts idle funds to work by concentrating your business cash in a primary account for daily investment.

- Sweep Services
- Zero Balance Accounts (ZBA)
- Controlled Disbursement

## Account Information

Treasury Services provide timely, comprehensive reports and data to help your business run smoothly.

- Treasury Manager (commercial online banking)
- Mobile Banking
- Account Reconciliation
- Image Manager
- Sunrise Report

## Fraud Prevention

Today your business has to balance security and risk with the need for speed and efficiency. We know protecting access to your accounts is paramount, and we use multiple tools to prevent and detect fraudulent activity.

- Positive Pay (Checks & ACH)
- ACH Block
- ACH-UPIC—a Universal Payment ID Code for receiving ACH payments securely
- Safe Wire—a UPIC for receiving wires
- Trusteer Rapport

## Treasury Exchange Services

Treasury Exchange delivers data securely. The Bank offers custom reports, alerts, file transfer and direct connection from Quick Books® and Quicken® options.

- ACH & EDI Reports (current and prior day)
- Commercial Loan report
- Sunrise Report
- Data Exchange
- Direct Connect

---

For more information about Treasury Services, contact us at 866-594-2304.





# Treasury Manager

## What You Can Do With Treasury Manager

### MANAGE INFORMATION

With Treasury Manager, your customizable dashboard enables you to manage your account balances, payables, receivables and fraud prevention tools to help make sound decisions. You can export information in multiple supported formats and create customized reports.

- Summarized balance and transaction reporting, including all your deposit accounts, loans and savings in one place
- View and print checks, deposits and statements
- Custom reporting that can be shared and exported in multiple formats
- View and print ACH reports for ACH returns, NOC and EDI
- Easy access to remote deposit, positive pay and lockbox

### MAKE PAYMENTS

Easy-to-use payment features enable you to quickly and accurately originate ACH and domestic, international and foreign currency wire transactions as well as account transfers.

- Make and manage repetitive and one-time payments to vendors, employees and tax authorities
- Import or export payment information with standard formats provided or create a unique format for ACH, wire and stop payments
- Update payment data manually or with a file import.
- Make commercial loan payments or advances on a line of credit

Treasury Manager, our commercial online banking system, features powerful tools all in one place that enable you to manage your company's cash flow. You have complete access to all your accounts whether you are at your desk, working remote or on the go.

### MOBILE BANKING

Download the convenient Treasury Manager app which gives you the ability to utilize all the system features from anywhere—whether you're using a mobile phone or tablet.

- Pay or approve payments across devices for wire and ACH
- Transfer funds or create loan payments from anywhere
- Deposit checks and review history with mobile deposit
- Make Positive Pay decisions on checks and ACH transactions

### Security Features

Protecting your information and secure access is our top priority. With Treasury Manager, you can assign different levels of access to your associates based on the functions they perform and the responsibility of each user. In addition, our multilayered login procedure adds extra security for today's cybercrime environment.

Our security features include:

- Controlled access to your accounts
- Multi-factor authentication
- Ability to add approval on all administration tasks
- Alerts
- Download Trusteer Rapport for free to help safeguard your computer against fraud

### We're Looking Forward to Working with You

We're ready to be your financial partner by providing access to industry-leading products, expertise and 5-star service. Contact your Relationship Manager or Treasury Specialist at 866-594-2304.



# Fraud Prevention Services

**PROTECT AGAINST THE RISK OF PAYMENT FRAUD**

## Positive Pay

Positive Pay monitors your account to identify and prevent fraudulent, altered, or counterfeit checks. The Bank reviews all paper checks presented each day, whether deposited or cashed at a teller. Only checks that match your check-issued file are authorized to pay. If a check does not match your data, it will be presented for review and you can decide to pay it or return it.

You can add payee validation to the basic positive pay service, which includes the payee name on the check-issued file. This adds accuracy by alerting you to any altered payee names on a check.

An alternative option for companies unable to provide a check-issued file is Reverse Positive Pay. Each day, we show you all checks presented on your account as suspects for your review and decision. This service is designed for accounts with very little check activity or accounts with all electronic transactions.

## ACH Block

An option for ACH fraud prevention is to “block” all ACH transactions on an account. ACH Block automatically prevents any ACH debits from posting to your account.

## ACH UPIC

A Universal Payment Identification Code (UPIC) is a unique account identifier that masks a company’s bank account number on an electronic ACH payment transaction. Your UPIC number can safely be published as part of the organization’s ACH (credit) payment instructions on websites and invoices without exposing actual banking information. A UPIC cannot be used to initiate ACH debits.

## Safewire

Safewire provides similar UPIC protection to companies receiving payments by wire transfer.

Most businesses expect B2B payments fraud and invoice scams to increase. Checks and wire transfers are the most popular methods for creating fraudulent payments. Are your payments protected?

## ACH Positive Pay Debits and Credits

Prevent ACH fraud by extending positive pay protection to ACH debit transactions. ACH Positive Pay helps you identify exceptions by reviewing all debits scheduled to post to your account each day. This allows you to recognize and return any unauthorized ACH debits within the 24-hour return window.

You receive an email or text each morning that there are ACH debit(s) to be reviewed. You decide to pay each ACH debit or return it. Each item has identification criteria:

- Who originated the ACH debit
- The dollar amount
- The company name

Each client controls who can work in the system; plus, you can filter transactions for amount, frequency or use an “approved list” of trusted partners. You manage your accounts and specify your own monitoring standards.

You can also monitor ACH credits with ACH Positive Pay. Certain industries, such as mortgage, insurance and property management firms, need the ability to review and decide which payments to accept or reject. Our ACH Positive Pay Credit service allows you to screen your payments and return them if necessary.

---

## We’re Looking Forward to Working with You

We’re ready to be your financial partner by providing access to industry-leading products, expertise and 5-star service. Contact your Relationship Manager or Treasury Specialist at 866-594-2304.



# Remote Deposit

MAKE DEPOSITS WITHOUT GOING TO THE BANK

## The Key Features of Remote Deposit

**Makes Faster Deposits** – The Bank credits the funds to your selected account as if you were in the branch. The Bank extends the deadline for same day credit to 7:00 PM (CT) each banking day for Remote Deposit.

- **Reduces Costs** – Eliminates trips to the bank and lowers courier and armored car fees.
- **Enhances Cash Availability** – Our service allows for deposit consolidation for multilocation merchants.
- **Improves Deposit Accuracy and Recordkeeping** – You can securely access Remote Deposit in Treasury Manager. Easy-to-follow on-screen prompts will lead you through creating, balancing and transmitting your deposit to the Bank. Information detailing your deposit and check images will be available to you online each day.

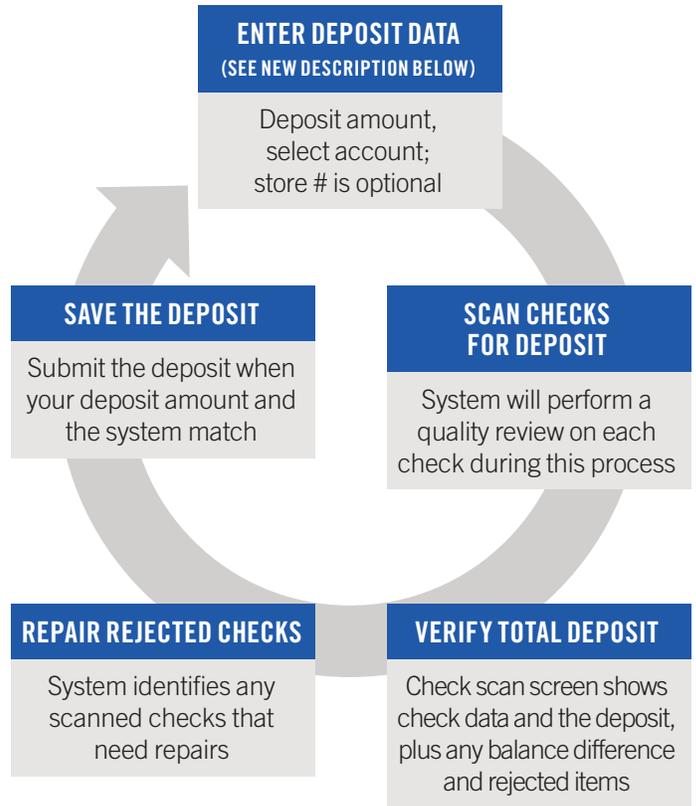
## Image Cash Letter

Image Cash Letter (ICL) is an electronic file transmission for submitting check deposits. ICL is ideal for larger companies that handle large volumes of paper checks and want to streamline deposits by sending the Bank a ready-to-process file. Using systems you already have in place, you can submit check images and data as a secure file (SFTP). The bank will process and post the submitted ICL file as a deposit.

Remote Deposit enables you to deposit checks from your office as if you were standing at a teller window. You scan the checks into the computer with a desktop scanner to create a check image. Then, transmit the data to the bank to post the deposit to your account.

### How Remote Deposit Works

Deposits are made using a check scanner and a computer. The scanning process is simple and easy.



## New! Mobile Deposit

Use your Mobile Banking app to deposit checks anywhere in the U.S. With Mobile Deposit, you can use your camera on your mobile device to take a picture of the check and deposit it to the Bank. You can use Treasury Manager to review your deposits and review images of your deposited checks.

**Melissa Stoker**

---

**From:** John Herron <johnherron@me.com>  
**Sent:** Monday, May 23, 2022 10:01 AM  
**To:** Melissa Stoker; Steve Barry; Teniade Broughton; Jared Moore; district1@myescambia.com; bboutwell1@centuryflorida.us; vicki@hbawf.com; LWiley@innisfreehotels.com  
**Subject:** Pensacola Technology Campus Property athletic field proposal, track & field

## **Pensacola-Escambia Promotion & Development Commission (PEDC)**

Lewis Bear, Jr., PEDC Chair c/o [mstoker@floridawesteda.com](mailto:mstoker@floridawesteda.com)

Dave Hoxeng, PEDC Vice President c/o [mstoker@floridawesteda.com](mailto:mstoker@floridawesteda.com)

Steven Barry, PEDC Secretary Treasurer [district5@myescambia.com](mailto:district5@myescambia.com)

Councilwoman Teniade Broughton [TBroughton@cityofpensacola.com](mailto:TBroughton@cityofpensacola.com)

Councilman Jared Moore [JMoore@cityofpensacola.com](mailto:JMoore@cityofpensacola.com)

Commissioner Jeff Bergosh [district1@myescambia.com](mailto:district1@myescambia.com)

Mayor Ben Boutwell [bboutwell1@centuryflorida.us](mailto:bboutwell1@centuryflorida.us)

David Peadon c/o [vicki@hbawf.com](mailto:vicki@hbawf.com)

Dr. Lusharon Wiley [LWiley@innisfreehotels.com](mailto:LWiley@innisfreehotels.com)

Melissa Stoker, Florida West Director of Operations [mstoker@floridawesteda.com](mailto:mstoker@floridawesteda.com)

**Re: Pensacola Technology Campus Property athletic field proposal, track & field**

Dear Pensacola-Escambia Promotion & Development Commissioners & Staff,

Pensacola Mayor Grover Robinson discussed [converting a portion of the Tech Park to youth sports](#), more specifically, soccer and lacrosse fields. This is a terrific idea that I encourage you to embrace. I also ask you to consider a 400-meter certified track around athletic fields. First, a track would serve youth sports at local schools. Second, a track would provide general exercise opportunities for nearby neighborhood residents. Third, a track would provide a potential revenue generating source through sponsored track meets and other athletic or outdoor events.

Track & field is a vastly under-appreciated sport. One is hard-pressed to imagine skills more athletically instructive to our youth than basic running, jumping and throwing. These are the foundation of all sports. While many local high schools have tracks, there is no track for lower and middle schools near downtown Pensacola for children at a growth phase most beneficial for these activities. A certified track would serve public, private home-schooled children, and more.

The previous stipulation for the Technology Campus – 370 jobs at \$50k per year and \$20 Million in private investment – [received no proposals](#) and the land has remained vacant and under-utilized for a long time. A certified 400-meter track would be a fitting border for any soccer or lacrosse field. While a rubber track would be ideal and require minimal upkeep, a dirt or unbound natural material is low cost. A legitimate track located downtown would serve a diverse range of families of many socio-economic means and our community. Thank you for considering a track for this location.

Sincerely,

John Herron

[johnherron@me.com](mailto:johnherron@me.com); (858) 699-4903

Melissa Stoker

---

**From:** Eve Herron <eveh6060@gmail.com>  
**Sent:** Monday, May 23, 2022 8:50 AM  
**To:** Melissa Stoker  
**Subject:** Fwd: attn: Lewis Bear Jr.

**Follow Up Flag:** Flag for follow up  
**Flag Status:** Flagged

Begin forwarded message:

**From:** Eve Herron <[eveh6060@gmail.com](mailto:eveh6060@gmail.com)>  
**Subject:** attn: Lewis Bear Jr.  
**Date:** May 23, 2022 at 8:46:24 AM CDT  
**To:** [smaddison@floridaweseda.com](mailto:smaddison@floridaweseda.com)

Dear Lewis,

I'm writing you about the Tech Park athletic fields proposal by Mayor Robinson.....It's a fantastic idea and I believe the PEDC would be offering our community a wonderful gift if it comes to fruition.

On a side note, you and I went to high school together (Eve Riera) and I went on to graduate with a degree in Exercise Science. I was lucky enough to train your parents occasionally at the Fitness Market back in the day

Belle was always so sweet and your dad was a real pro on the rotating rock wall (he usually trained with Beverly Bell).

I've been in California for over 25 years and recently moved back with my husband and two littles. Upon my return, I was disappointed by the lack of certified running tracks in our area. Most people love to train outdoors (especially post Covid) and it only makes sense to have a centrally located track & field for the public. Pensacola has a huge running and triathlon community not to mention all the minorities who enjoy exercise walking at the track.

UWF used to have a beautiful rubber certified 400 meter track that I trained on when I ran cross country there. The location is not ideal! PSC track is a good walking path but absolutely wrong for speed work training and sits behind the airport where planes put out high volumes of exhaust that flow right into the track.

My ask:

Please incorporate a certified rubber track around the lacrosse /soccer

fields if they are approved. Many people in the surrounding communities could benefit by having a safe place to exercise while having the ability to actually measure their progress/distance.

A centrally located certified track would allow athletes and grade school kids an outdoor place to cross train for other sports as well as hold running club events and master running workouts.

I recall running with the masters at PJC back in the day and the track was jammed with all levels of walkers, joggers and elite runners. Others, used the center field to do sprint work and calisthenics.

I realize this has to generate revenue and make sense so I ask you to explore what other cities are doing to make this work. Many middle and elementary schools in that area like EDS do not have tracks, yet we all have track and cross country teams.....track meets and other events would be a good way to create jobs to make this work.

Running is the foundation of almost every sport for kids and adults. I urge you to consider adding a 400 meter certified rubber track in addition to the lacrosse & soccer fields. It's what our city needs and would benefit so many people from wide range socioeconomic groups especially minorities.

Please don't hesitate to reach out & thank you for your consideration on this matter.

Sincerely,

Eve (Riera) Herron  
cell: 858-344-5231

Melissa Stoker

---

**From:** Eve Herron <eveh6060@gmail.com>  
**Sent:** Monday, May 23, 2022 9:02 AM  
**To:** Melissa Stoker  
**Cc:** district5@myescambia.com  
**Subject:** Tech Park Track

Begin forwarded message:

**From:** Eve Herron <[eveh6060@gmail.com](mailto:eveh6060@gmail.com)>  
**Subject:** attn: Lewis Bear Jr.  
**Date:** May 23, 2022 at 8:46:24 AM CDT  
**To:** [smaddison@floridaweseda.com](mailto:smaddison@floridaweseda.com)

Dear PEDC Commission,  
I'm writing you about the Tech Park athletic fields proposal by Mayor Robinson.....It's a fantastic idea and I believe the PEDC would be offering our community a wonderful gift if it comes to fruition.

Upon returning to Pensacola after living in California for 25 years, I was shocked that we don't have any centrally located community tracks. Most people love to train outdoors (especially post Covid) and it only makes sense to have a centrally located track & field for the public. Pensacola has

a huge running and triathlon community not to mention all the minorities who enjoy exercise walking at the track. UWF used to have a beautiful rubber certified 400 meter track that I trained on when I ran cross country there. The location is not ideal! PSC track is a good walking path but absolutely wrong for speed work training and sits behind the airport where planes put out high volumes of exhaust that flow right into the track.

My ask:

Please incorporate a certified 400 meter rubber track around the lacrosse /soccer fields if they are approved. Many people in the surrounding communities could benefit by having a safe place to exercise while having the ability to actually measure their progress/distance.

A centrally located certified track would allow athletes and grade school kids an outdoor place

to cross train for other sports as well as hold running club events and master running workouts.

I recall running with the masters at PJC back in the day and the track was jammed with all levels of walkers, joggers and elite runners. Others, used the center field to do sprint work and calisthenics.

I realize this has to generate revenue and make sense so I ask you to explore what other cities are doing to make this work. Many middle and elementary schools in that area like EDS do not have tracks, yet we all have track and cross country teams.....track meets and other events would be a good way to create jobs to make this work.

Running is the foundation of almost every sport for kids and adults. I urge you to consider adding a 400 meter certified rubber track in addition to the lacrosse & soccer fields. It's what our city needs and would benefit so many people from wide range socioeconomic groups especially minorities.

Please don't hesitate to reach out & thank you for your consideration on this matter.

Sincerely,

Eve (Riera) Herron  
cell: 858-344-5231

**Melissa Stoker**

---

**From:** Mindi Straw <mindistraw@gmail.com>  
**Sent:** Monday, May 23, 2022 2:53 PM  
**To:** Melissa Stoker; district5@myescambia.com; TBroughton@cityofpensacola.com; jmoore@cityofpensacola.com; district1@myescambia.com; bboutwell1@centuryflorida.us; Vicki Pelletier; LWiley@innisfreehotels.com  
**Subject:** Pensacola Technology Campus Property Athletic Field Proposal  
**Attachments:** Pcola Tech Campus Track.pdf

Dear PEDC:

Please read the attached letter concerning the potential for development of athletic fields at the Pensacola Technology Campus.

Thank you for your time and consideration.

Mindi Straw



Give It A Tri, Inc.  
Mindi Straw, Executive Director  
4305 Whiteleaf Circle  
Pensacola, FL 32504  
(850)341-2207

May 23, 2022

Dear Pensacola-Escambia Promotion & Development Commissioners & Staff,

It has been brought to our attention that a portion of the Pensacola Technology Campus unused fields to is being considered for youth athletic fields.

Personally, I was highly disappointed when the PSC 400 meter track was converted to a walking path. Many events, organizations and individuals benefited from that track being centrally located. Although I see the current path being utilized, it is not sufficient for training, let alone events.

Give It A Tri, Inc., is a 501(c)3 organization which produces both adult and youth multisport events in Escambia County. We also provide grants/donations to youth organizations in Escambia and Santa Rosa Counties that support youth athletics.

A proper certified 400 meter track and fields is vital to our community. Track & Field training is a very important part of many sports, including soccer and lacrosse. The speed and agility work done on the track translates over to these sports and many others. Track & Field promotes self-discipline, self-esteem and confidence. All which are vital characteristics to develop our youth into productive and successful adults.

Pensacola is in need of a legitimate certified 400 meter track located in the central part/downtown area. A centrally located track would serve a diverse range of families of many socio-economic means and our community, as well as will help develop our youth both physically and emotionally.

Thank you for your consideration.

In Triathlon,  
  
Mindi Straw

**Melissa Stoker**

---

**From:** Lynsey Hatch <lynseyau@gmail.com>  
**Sent:** Tuesday, May 24, 2022 8:02 AM  
**To:** Melissa Stoker  
**Subject:** Tech Park Athletic Fields

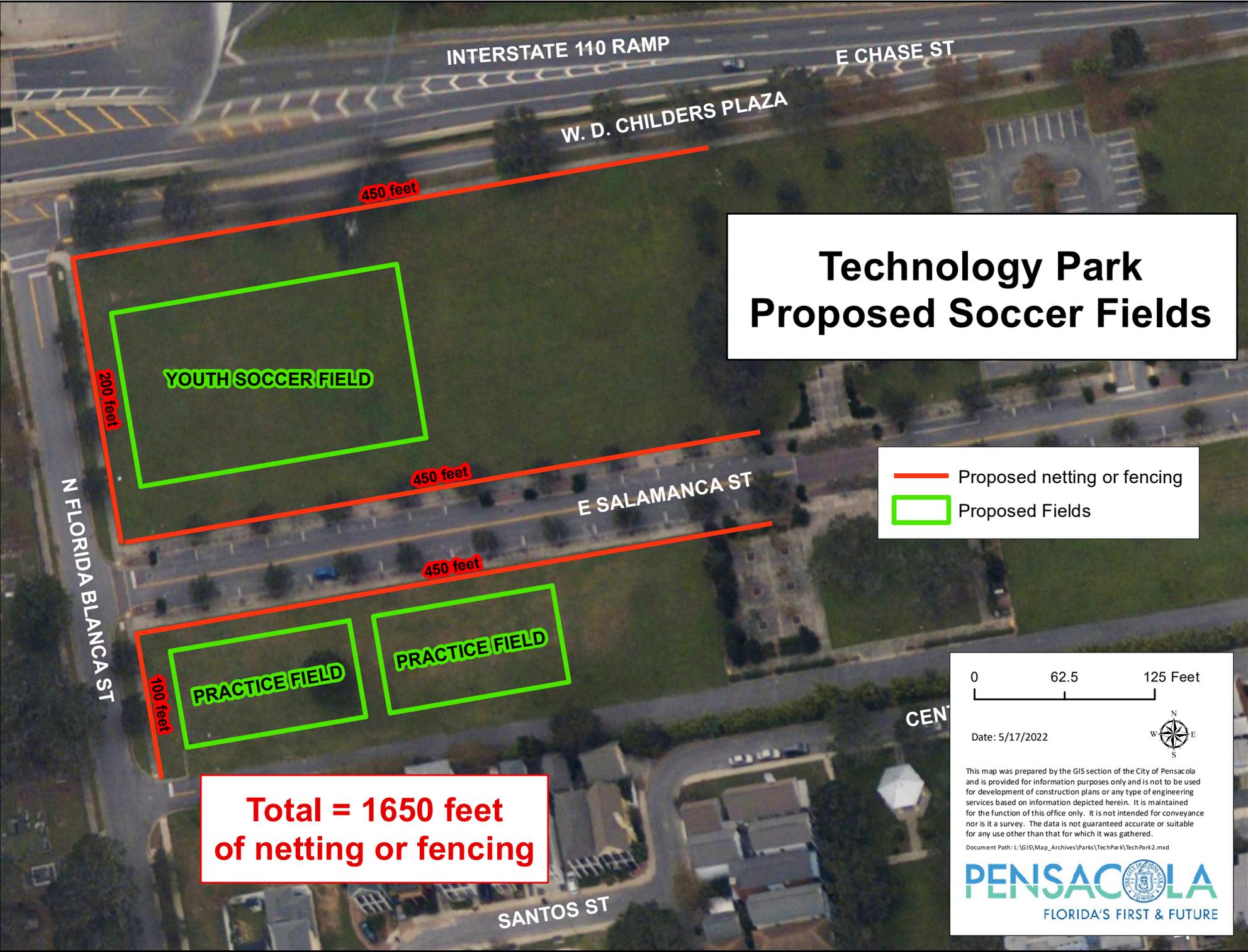
Dear PEDC Comission,

Regarding the Tech Park athletic fields- please consider adding a certified 400 meter rubber track to the to the lacrosse/ soccer field design.

My family and three children would benefit from a safe place to exercise that will measure distance. My children would benefit from having a track to practice for their track and field events for school (their school does not currently have a track).

Thank you for your consideration,

Lynsey Hatch



# Technology Park Proposed Soccer Fields

— Proposed netting or fencing  
▭ Proposed Fields

**Total = 1650 feet  
of netting or fencing**

0 62.5 125 Feet

Date: 5/17/2022

This map was prepared by the GIS section of the City of Pensacola and is provided for information purposes only and is not to be used for development of construction plans or any type of engineering services based on information depicted herein. It is maintained for the function of this office only. It is not intended for conveyance nor is it a survey. The data is not guaranteed accurate or suitable for any use other than that for which it was gathered.

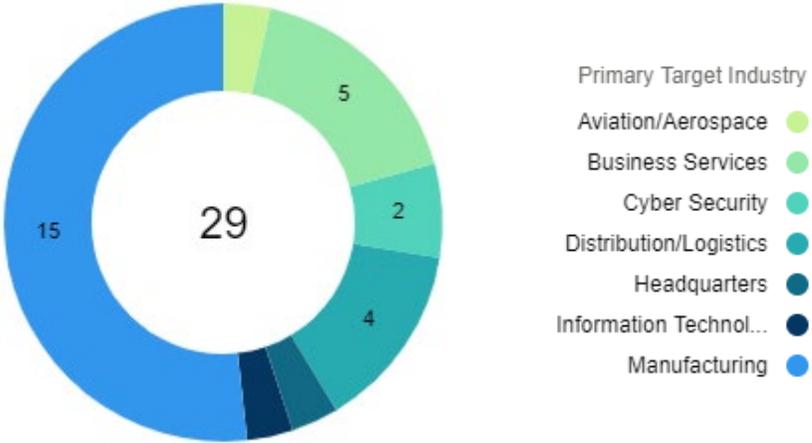
Document Path: L:\GIS\Map\_Archives\Parcs\TechPark\TechPark2.mxd

FLORIDA'S FIRST & FUTURE

# BUSINESS DEVELOPMENT

<b>Year to Date</b>	<b>May 5, 2022</b>
Active Projects	29
Active Project Site Visits	11
Existing Industry Visits	92
Response Proposals	16

**PROJECTS 2,270** JOBS / **14** NEW RELOCATIONS  
**CAPEX \$936,095,000** / **15** LOCAL EXPANSIONS

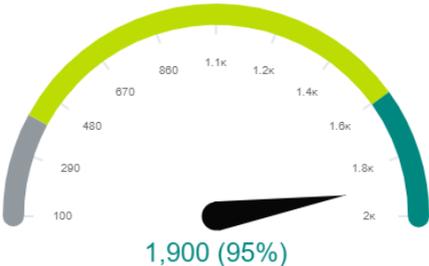


## 3RD QUARTER EXISTING INDUSTRY VISITS 92

OCTOBER	20	APRIL	8
NOVEMBER	12	MAY	4
DECEMBER	3		
JANUARY	23		
FEBRUARY	16		
MARCH	6		

Date	Company	#Employees	Sector
04/01/22	HempSurgical	1	Manufacturing
04/12/22	West Fraser, Inc.	120	Manufacturing
04/15.2022	Ascend Performance Materials	1288	Manufacturing
04/21/22	National Energy USA	4	Headquarters
04/25/22	Spaires, Inc	15	Aviation Parts. Dist.
04/25/22	Method360	6	Business Services
04/27/22	HempSurgical	1	Manufacturing
04/28/22	Pegasus Laboratories	100	Manufacturing
05/02/22	Navy Federal Credit Union	8729	Financial Services
05/02/22	Circulogene	12	R&D
05/03/22	ESA South, Inc.	45	Business Services
05/05/22	ActiGraph, Inc.	80	Headquarters

## ANNOUNCEMENTS



JOBS GOAL = 2000 (by 2023)  
 2015 -2021 = 37 PROJECTS ANNOUNCED

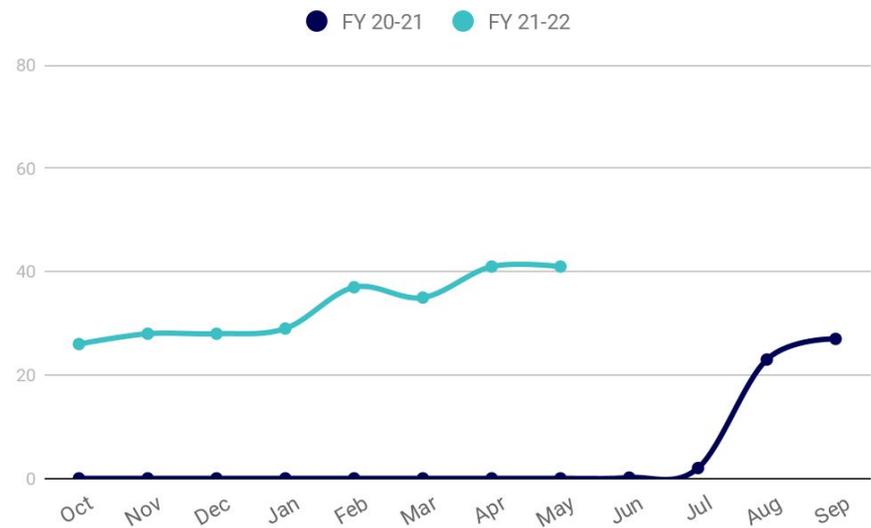
**21** PROJECTS / **6** NEW RELOCATIONS  
**15** LOCAL EXPANSIONS

New Jobs	Retained Jobs	Average Wage	Annual Payroll	Capital Investment
<b>1900</b>	<b>271</b>	<b>\$53,043</b>	<b>\$115,155,268</b>	<b>\$315,826,385</b>
New Jobs	Retained Jobs	Average Wage	Annual Payroll	Capital Investment
<b>7258</b>	<b>879</b>	<b>\$52,165</b>	<b>\$424,466,605</b>	<b>\$793,284,585</b>

## 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	\$321,854,514	\$477,458,200
<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>Alfius 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>CIRCULOGENE</b>	BioMedical	60		\$100,000	\$7,000,000	\$3,325,000
March, 2021						
<b>Project FUSION</b>	Manufacturing	35		\$38,000	\$1,467,795	\$7,000,000
December, 2021						
<b>CIRCULOGENE</b>	BioMedical	10		\$100,000	\$7,000,000	
December, 2021						
<b>Project SKY</b>	Manufacturing	28	21	\$46,500	\$2,278,500	\$2,653,345
March, 2022						
<b>Pegasus Laboratories</b>	Manufacturing	63	100	\$61,204	\$9,976,252	\$17,665,000
March, 2022						
<b>ActiGraph, LLC</b>	Headquarters	43	80	\$65,000	\$7,995,000	\$7,833,040
March, 2022						
<b>CO:LAB Pensacola (10 Companies)</b>	Business Services	39		\$49,400	\$1,926,600	N/A
April, 2022						
<b>5-year Goals To Date</b>	<b>21 Projects</b>	<b>1900</b>	<b>271</b>	<b>\$53,043</b>	<b>\$115,155,268</b>	<b>\$315,826,385</b>
<b>FY 2014-2021 Totals</b>	<b>37 Projects</b>	<b>7258</b>	<b>879</b>	<b>\$52,165</b>	<b>\$424,466,605</b>	<b>\$793,284,585</b>

### Occupancy (Goal: 80%)



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

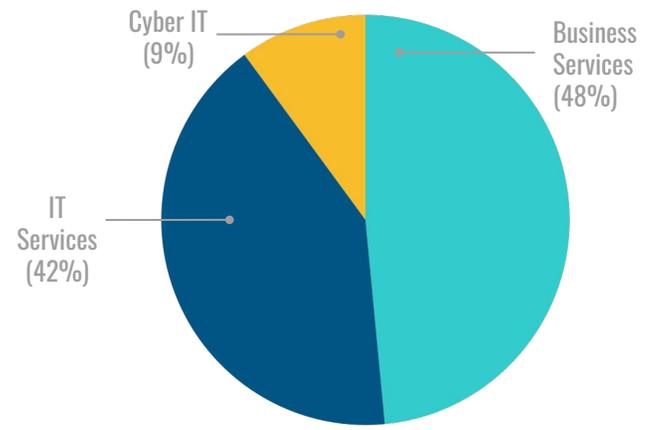
13  
COMPANIES

33 EMPLOYEES

### Revenue



### Employees by Industry



## Companies

Vivid Bridge Studios	<b>Year 4</b>
Snap Soccer	<b>Year 3</b>
128 Creative Collective Prospect Junkie	<b>Year 2</b>
ARGO Cyber Systems Capacity Path Envision CMS National Energy USA First Place Partners* Heart Crossed Films Brewwww Taste of Pensacola	<b>Year 1</b>

*\*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 TENANTS** Four companies were recently admitted to CO:LAB and will begin the onboarding process in May.

**Determinant Materials** A cleantech manufacturing firm that recycles end of life electronics.

**MediaTech Direct, Inc.** A media and technology company providing products that combine print and video screen technology.

**Rx: Stay** A technology development company seeking out technology gaps in the travel industry.

**Spire Marketing** A marketing & creative agency creating customized marketing solutions for small businesses.

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*

**Overview of the CareerSource Escarosa Region  
Not Seasonally Adjusted  
May 20, 2022**

- The unemployment rate in the CareerSource Escarosa region (Escambia and Santa Rosa counties) was 2.3 percent in April 2022. This rate was 2.0 percentage points lower than the region's year ago rate of 4.3 percent. The region's April 2022 unemployment rate was 0.1 percentage point lower than the state rate of 2.4 percent. The labor force was 236,345, up 8,023 (+3.5 percent) over the year. There were 5,358 unemployed residents in the region.
- Santa Rosa County had the lowest unemployment rate (2.0 percent) in the CareerSource Escarosa region followed by Escambia County (2.4 percent).
- In April 2022 nonagricultural employment in the Pensacola-Ferry Pass-Brent MSA was 193,900, an increase of 8,600 jobs (+4.6 percent) over the year.
- The financial activities (+7.9 percent); trade, transportation, and utilities (+7.4 percent); mining, logging, and construction (+3.2 percent) and education and health services (+2.6 percent) industries grew as fast or faster in the metro area than statewide over the year.
- 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 (+7.9 percent) in April 2022.
- The Pensacola-Ferry Pass-Brent MSA had the third fastest annual job growth rate compared to all the metro areas in the state in trade, transportation, and utilities (+7.4 percent) in April 2022.
- The industries gaining in jobs over the year were trade, transportation, and utilities (+2,500 jobs); leisure and hospitality (+2,300 jobs); professional and business services (+1,600 jobs); financial activities (+1,200 jobs); mining, logging, and construction (+400 jobs); manufacturing (+200 jobs); other services (+100 jobs); and information (+100 jobs).
- The industry losing jobs over the year was government (-600 jobs).

Note: All data are subject to revision.

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

<b>Unemployment Rates</b>			
<b>(not seasonally adjusted)</b>	<b>Apr-22</b>	<b>Mar-22</b>	<b>Apr-21</b>
CareerSource Escarosa	2.3%	2.6%	4.3%
Escambia County	2.4%	2.7%	4.7%
Santa Rosa County	2.0%	2.3%	3.5%
Florida	2.4%	2.7%	4.9%
United States	3.3%	3.8%	5.7%

<b>Nonagricultural Employment by Industry</b> <b>(not seasonally adjusted)</b>	<b>Pensacola-Ferry Pass-Brent Metropolitan Statistical Area</b>				<b>Florida</b>			
	<b>Apr-22</b>	<b>Apr-21</b>	<b>change</b>	<b>percent change</b>	<b>Apr-22</b>	<b>Apr-21</b>	<b>change</b>	<b>percent change</b>
Total Employment	193,900	185,300	8,600	4.6	9,334,300	8,815,400	518,900	5.9
Mining, Logging, and Construction	13,000	12,600	400	3.2	597,300	580,500	16,800	2.9
Manufacturing	7,300	7,100	200	2.8	408,500	384,400	24,100	6.3
Trade, Transportation, and Utilities	36,300	33,800	2,500	7.4	1,918,600	1,798,700	119,900	6.7
Wholesale Trade	6,300	5,800	500	8.6	377,500	352,900	24,600	7.0
Retail Trade	25,400	23,500	1,900	8.1	1,134,000	1,073,400	60,600	5.6
Transportation, Warehousing, and Utilities	4,600	4,500	100	2.2	407,100	372,400	34,700	9.3
Information	1,600	1,500	100	6.7	144,500	134,700	9,800	7.3
Financial Activities	16,300	15,100	1,200	7.9	652,100	614,000	38,100	6.2
Professional and Business Services	26,800	25,200	1,600	6.3	1,535,700	1,432,100	103,600	7.2
Education and Health Services	31,500	30,700	800	2.6	1,364,300	1,341,200	23,100	1.7
Leisure and Hospitality	25,900	23,600	2,300	9.7	1,245,400	1,089,100	156,300	14.4
Other Services	7,000	6,900	100	1.4	353,400	331,000	22,400	6.8
Government	28,200	28,800	-600	-2.1	1,114,500	1,109,700	4,800	0.4

<b>Population</b>	<b>2021</b>	<b>2020</b>	<b>change</b>	<b>percent change</b>
CareerSource Escarosa	516,388	511,557	4,831	0.9
Escambia County	322,390	322,424	-34	0.0
Santa Rosa County	193,998	189,133	4,865	2.6
Florida	21,781,128	21,569,932	211,196	1.0

NA

<b>Average Annual Wage</b>	<b>2020</b>	<b>2019</b>	<b>change</b>	<b>percent change</b>
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)	Nov 21	Dec 21	Jan 22	Feb 22	Mar 22	Apr 22	Mar to Apr 22	Nov 21 to Apr 22	Apr 20 (COVID) to Apr 22
Unemployment Rate	3.2%	11.1%	3.1%	2.8%	3.4%	3.0%	2.6%	2.3%	-0.3%	-0.8%	-8.8%
Labor Force	226,667	211,070	233,147	232,348	233,970	231,984	234,847	236,345	1,498	3,198	25,275
Total Employed	219,336	187,652	226,005	225,928	225,937	225,046	228,830	230,987	2,157	4,982	43,335
Total Unemployed	7,331	23,418	7,142	6,420	8,033	6,938	6,017	5,358	(659)	(1,784)	(18,060)
Nonagricultural Employment by Industry	186,000	173,200	192,300	192,100	189,500	190,200	192,400	193,900	1,500	1,600	20,700
Mining, Logging, and Construction	12,500	12,100	12,800	12,900	12,800	12,900	13,000	13,000	0	200	900
Manufacturing	7,000	6,500	7,100	7,100	7,100	7,200	7,200	7,300	100	200	800
Trade, Transportation, and Utilities	33,700	30,900	35,700	36,200	36,300	36,500	37,100	36,300	(800)	600	5,400
Wholesale Trade	5,700	5,600	6,000	6,000	6,300	6,300	6,200	6,300	100	300	700
Retail Trade	23,700	21,300	24,900	25,200	25,300	25,500	26,200	25,400	(800)	500	4,100
Transportation, Warehousing, and Trade	4,300	4,000	4,800	5,000	4,700	4,700	4,700	4,600	(100)	(200)	600
Information	1,600	1,600	1,500	1,500	1,600	1,600	1,600	1,600	0	100	0
Financial Activities	14,900	14,600	16,100	16,400	15,900	15,800	16,100	16,300	200	200	1,700
Professional and Business Services	24,100	22,900	26,200	25,700	26,200	25,400	26,400	26,800	400	600	3,900
Education and Health Services	31,200	29,300	31,800	31,700	30,800	31,100	30,800	31,500	700	(300)	2,200
Leisure and Hospitality	25,700	20,800	25,000	25,000	24,400	25,000	25,400	25,900	500	900	5,100
Other Services	6,400	5,200	6,600	6,600	6,800	6,800	6,900	7,000	100	400	1,800
Government	28,900	29,300	29,500	29,000	27,600	27,900	27,900	28,200	300	(1,300)	(1,100)

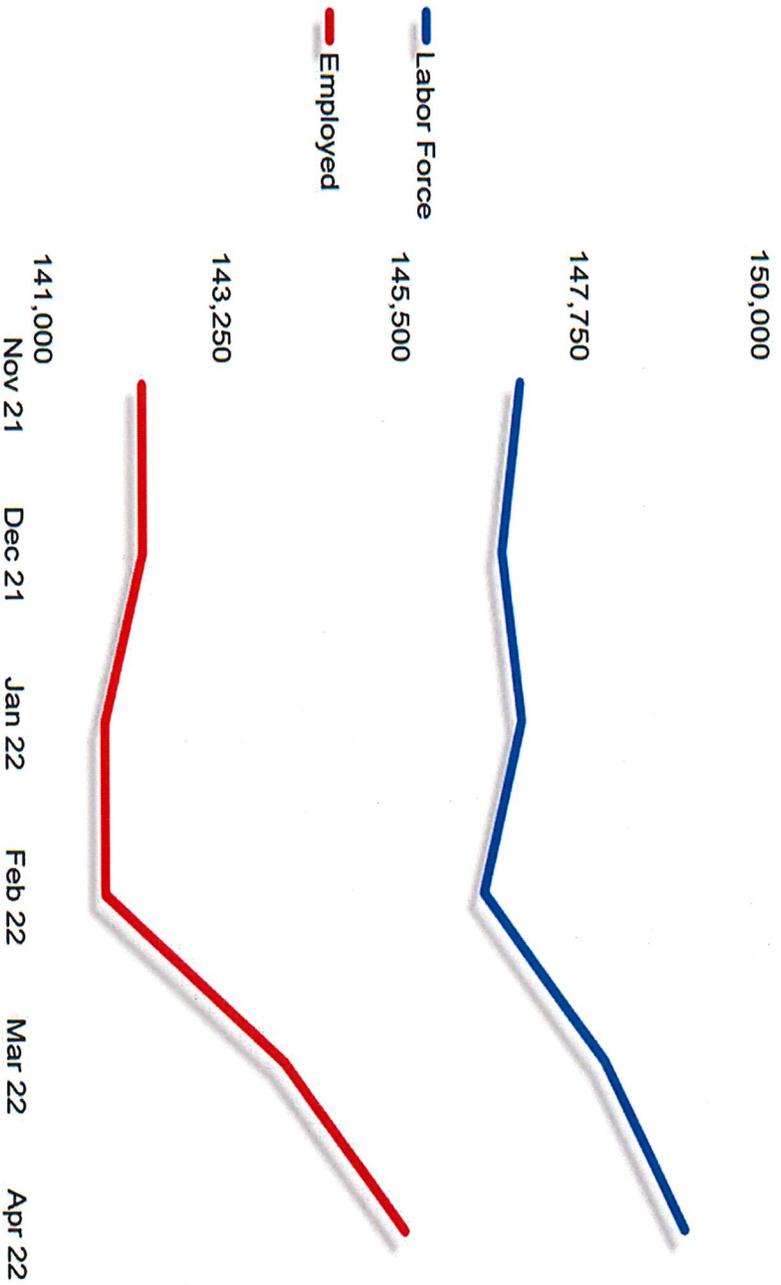
### Escambia County

	Jan 20 (Pre COVID)	Apr 20 (COVID)	Nov 21	Dec 21	Jan 22	Feb 22	Mar 22	Apr 22	Mar to Apr 22	Nov 21 to Apr 22	Apr 20 (COVID) to Apr 22
Unemployment Rate	3.4%	11.9%	3.3%	3.0%	3.7%	3.2%	2.7%	2.4%	-0.3%	-0.9%	-9.5%
Labor Force	142,982	134,221	147,187	146,627	147,052	146,368	148,122	149,093	971	1,906	14,872
Total Employed	138,170	118,193	142,270	142,234	141,629	141,701	144,073	145,456	1,383	3,186	27,263
Total Unemployed	4,812	16,028	4,917	4,393	5,423	4,667	4,049	3,637	(412)	(1,280)	(12,391)

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



# Escambia County Labor Force





# Pensacola MSA Labor Force

