



AGENDA

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| 1. Call to Order | David Bear |
| 2. Public Notice (June 13, 2024) | Tabitha Lee |
| 3. Roll Call | Tabitha Lee |
| 4. Public Comment | David Bear |
| 5. Approval of Agenda | David Bear |
| 6. FloridaWest Campaign | Brian Hilson/Mike Dryden/Tom Mucks |
| 7. Other Business | |
| 8. Adjournment | |

Fiscal Year Meeting Schedule

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|---|--|
| 6.25.24 Board Meeting 1:30 pm –
FYE 25 Budget Approval Due | 8.27.24 Board Meeting 1:30 pm –
Board Officer Nominations |
| 7.12.24 EC Meeting 7:30 am | 9.13.24 EC Meeting 7:30 am |
| 7.23.24 Board Meeting 1:30 pm –
FYE 25 Budget Due to PEDC for Approval per
Interlocal Agreement | 9.24.24 Annual Meeting:
Board Officer Elections – FYE 25 Meeting
Schedule – Board Member Attendance Review –
Board Member Documentations
(Information Form/Confidentiality/Conflict of Interest) |
| 8.09.24 EC Meeting 7:30 am | |



FUNDING SOLUTIONS



FloridaWest EDA *Built to Grow* 2024-2028 Campaign Update & Strategy

Campaign Status

Active Prospects:	250+
Discovery/Leadership Interviews	79 of the 250+
Total Meetings:	
• Meetings Held	38 (6 Community Partners)
• Meetings Scheduled	15
• Discovery/Leadership Interviews Solicited	14
Pending Prospects:	24
• 5-Year Pending \$ Asked:	\$1,500,000
• 5-Year Pending \$ Likely:	\$1,217,500
Committed Investors:	8 - \$975,000
• 5-Year Cash Committed:	7 - \$925,000
○ Existing Investment	5 - \$850,000
○ New Investment	2 - \$75,000
• 5-Year In-Kind Committed:	1 - \$50,000

Remaining Campaign Calendar

Week of June 17

Week of June 24

Week of July 1 – Offsite

Week of July 8

Week of July 15

- Meetings to be conducted without Brian if needed

Proposed Campaign Closeout Strategy

- Sector briefings
- Public campaign announcement

Meeting Scheduling Priority List:

1. DI & LCB List
2. Top Employers
3. Industry Sector Lists by Revenue

Proposed Schedule Options Beyond July 15th

- 60-day extension (August, September)
- Two weeks per month on site
- Zoom/Teams calls as needed

Built To Grow - A FloridaWest Regional Strategy

Appointments	Sector	Individual Contact	Company Name (Primary Local Business)	Phone Number	Email Address
		Quint Studer	Studer Community Institute, Blue Wahoos Owner, Bodacious Shops	850-232-4648	quint@quintstuder.com
		Jim Reeves	James J Reeves Firm	850-221-0308	jjr@jjrfirm.com
		Bill Wein	IMS Services	+1 (850) 516-4880	bwein@ims-expertservices.com
		Troy Rafferty	Levin Papantonio	8002771193	trafferty@levinlaw.com
not now		Sally Fox	Emmanuel Sheppard and Condon	850-433-6581	sbf@esclaw.com
		Richard Sherrill	Clark Partington	850-723-6809	rsherrill@clarkpartington.com
		Charles Beall	Moore, Hill, Westmoreland	850-434-3541	cbeall@mhw-law.com
		Steve Moorhead	Moorhead Law Firm	8502028522	smoorhead@moorheadlaw.com
		Jon Lands	Pensacola Christian College	850-478-8496, x12861	jlands@pcci.edu
		Drew Adams	Engineered Cooling Systems	850-432-7656	drewadams@engineeredcooling.com
		Jean Zolet/Carlos Sinhor	Blue Wind	(850) 426-4944	jean.zolet@bluewindtechnology.com
		Jim Donatelli	Regions	850-444-1010	jim.donatelli@regions.com
		Scott Barrow	Regions Bank	850-516-6371	scott.barrow@regions.com
6.18.24		Matt Davis/Bruce Vrendenburg	Hancock Whitney	850-281-2031	bruce.vrendenburg@hancockwhitney.com
		Ken Naylor	The First Bank	850-696-1001	knaylor@thefirstbank.com
		Douglas Rehm	Servis 1st Bank	850.266.9101	drehm@servisfirstbank.com
		Eddie Norris	Synovus	850.436.7832	enorris@synovus.com
		Hank Gonzales	The First	850-202-1316	hgonzales@thefirstbank.com
7.9 tentative		Johnny Wright	SmartBank	865.453.2650	jwright@smartbank.com
		Ric Nickelsen	SmartBank	850-857-0328	ric.nickelsen@smartbank.com
		Brett Barrow	Renasant Bank		
		Russell Shaw	PNC Bank		russell.shaw@pnc.com
		John Gormley	PNC Bank	850-501-0460	john.gormley@pnc.com
		Tom Ownens	Trustmark	850.466.4039	towens@trustmark.com
		Colin Lopez	Wellsfargo	850.466.4995	colin.lopez@wellsfargo.com
		Lisa Brown	Loyalty Credit Union	850.474.0970	
		Aetoun Evans	Members First Credit Union Of Florida	850.434.2211	aevans@membersfirstfl.org
		James Phetteplace	My Pensacola Credit Union	850.432.9939	jphetteplace@mypensacolacu.com
		Jason Crawford	One in a Row Ventures	850-341-3971	jason@oneinarow.com
		Delbert L. Morgan	Pen Air Credit Union	850-505-3200	dlmorgan@penair.org
6.19.24		Michael Morette	Morette Company	850-432-4084	mjm@moretteco.com
		Michael Clarke	Hanto Clarke	(850) 433-2344	mclarke@hantoclarke.com
		Chad Henderson	Catalyst CRE	850-528-0658	chenderson@catalysthre.com

		Eric Nickelsen	NNGS Development	850-429-8640	jenichols199018@gmail.com
6.18.24		Sonny Granger	Granger Development	850-384-7737	sgranger@svn.com
5.15.24		Justin Beck	Beck Partners	(850) 262-4375	jbeck@teambeck.com
		John Griffing	NAI Pensacola	(850) 287-0117	jgriffing@naipensacola.com
		Dean Dalrymple	Dalrymple Sallis Architects	850-293-7784	dean@dalsal.com
		Michael Crawford	Caldwell Associates Architects	(850) 432-9500	michael@caldwell-assoc.com
		Moore Family	Pete Moore Chevrolet		
		Jack Berglund	Offshore Inland	(850) 912-6966	frank@gotagtech.com
		KC Gartman	Baptist Healthcare	850-529-6228	kc.gartman@bhcpns.org
5.17.24		Will Condon	Ascension Sacred Heart	850-416-7000	will.condon@ascension.org
		Aaron West	Covenant Care		aaron.west@choosetocovenant.org
05.21.24		Kendrick Doidge	HCA Florida West	850-554-0057	kendrick.doidge@hcahealthcare.com
05.20.24		Ashton Hayward	Andrews Institute	(850) 916-8575	haywardashton3@gmail.com
6.5.24		Julian MacQueen/Ted Ent	Innisfree	8509343609	jbmaccq@gmail.com
		Jay Patel	NashBuilt Construction	8503931780	jayspatel1025@gmail.com
		Jerry Maygarden	Former Chamber Foundation Chair, Mayor, State Rep, Dir UWF Ctr for Financial Literacy	8505728419	jerrymaygarden@gmail.com
6.20.24		Peter Stratos	Kaufman Rossin	954-713-7466	pstratos@kaufmanrossin.com
		Wade Brewton	Intuitive Technologies	850-217-7653 (c)/850-213-3485 x 1505	wade.brewton@irtc-hq.com
		Crystal Bordelon	Birmingham Buffalo Rock		cbordelon@buffalorock.com
		Dean-o Fournier	L3 Communications		
		Gagan Bali	Accenture	703-944-2464	gagan.bali@afs.com
		Sean O'Brien	IBM	504-717-9818	sean.obrien1@ibm.com
		Bill Dunn	NOF	850-910-3002	bdunn@nof.com / wdunn4321@gmail.com
		Brian Aylstock	Aylstock, Whitkey, Kreiss, and Overholtz	850-202-1010	baylstock@awkolaw.com
		Jack Zoesch	Beggs & Lane	850-202-3340	jrz@beggs-lane.com
		Jason Simmons	Armstrong World Industries	850-776-9962	ijasonsimmons@armstrongceilings.com
		Jeff Hondrop	West Fraser Mill	850-462-7917	Jeffrey.hondorp@westfraser.com
		James Anderson	Wayne Dalton	850-475-6131	james_anderson@wayne-dalton.com
		Randy Bell	Bell Steel	850-432-1545	rbell@bellsteel.com
		James Walker	Cerex Advanced Fabrics	850-968-0100	jwalker@cerex.com
		AJ Brown	Wharton-Smith Construction	850-328-4350/850-501-5793 (c)	ajbrown@whartonsmith.com
		Don Neal and Ed Cronley	Neal & Company	850-287-0871 / 850.776.0531	Neal@NealCommercial.com
6.18.24		Sonny Granger	Sperry Van Ness	850-384-7737	sgranger@svn.com
		Dr. Martha Saunders	University of West Florida	850-474-2200	presidentsoffice@uwf.edu
		Steve Wood	Florida Coca-Cola Bottling Company		

		Dave Taylor	Pegasus Laboratories	850-475-3554	dtaylor@pegasuslabs.com
		Aaron Quina	HT Hackney	865-546-1291	aaron@hthackney.com
		Kyle Roark	SnackCrate, Inc.	850-748-3878	kyle@snackcrate.com
		Alan NeSmith	Oren International	850-433-9080	alan@oren-intl.com
		Mike Mullen	Circulogene	205-278-1606	mmullen@circulogene.com
		Donovan Whibbs	Whibbs & Stone Pa	850-432-4357	donovan@whibbslaw.com
		James Wilson	Wilson Harrell Farrington Ford Wilson Spain & Parsons	850-438-1111	jmw@wilsonharrell.com
		David Angley	Young Bill Roubos & Boles	813-603-3006	dangley@flalawyer.net
		Justin G. Witkin	Aylstock Witkin Kreis & Overholtz PLLC	850-202-1010	jwitkin@awkolaw.com
		Alan Manning	Clark Partington	850-434-9200	Amanning@clarkpartington.com
		Mike Knowles	Emmanuel Sheppard & Condon-Pensacola	850-433-6581	Mknowles@esclaw.com
		Mike Knowles	Esc Personal Injury Group	850-433-6581	Mknowles@esclaw.com
		Mike Grimley	Galloway Law Firm	850-436-7000	mgrimley@gallowaylawfirm.com
		Robert Smith	Levin Papantonio Rafferty	850-435-7149	rsmith@levinlaw.com
			Levin Papantonio Thomas		
		Susan Marks	McConnaughay Coonrod Pope Weaver & Stern Pa	850-434-7122	smarks@mcconnaughay.com
		Marcus Michles II	Michles & Booth	850-438-4848	marcus@michlesbooth.com
		Larry Hill	Moore, Hill & Westmoreland, P.A.	850-434-3541	Lhill@mhw-law.com
		Terence Gross	Terence A Gross Law Offices Pa	850-604-4859	tagross@tagross.com">tagross@tagross.com
		Larry Adams	Bullock Tice Associates, Inc	850-434-5444	
		Tasha Pearson	Caldwell Associates Architects	850-432-9500	Tasha@caldwell-assoc.com
		Giles Yokel	Gulf Coast Architectural Group	850-607-7328	Giles@gcarchgroup.com
		Mike Werner	Stoa Architects	850-432-1912	Mwerner@stoaarchitects.com