

PEDC Board of Directors Meeting
August 27, 2024 Time: 10:00 a.m.
CO:LAB Pensacola, 418 Garden Street, Pensacola
First Floor Conference Room

AGENDA

1. Call to Order Steven Barry 2. Public Notice (July 24, 2024) Tabitha Lee 3. Roll Call Tabitha Lee 4. Public Comment Steven Barry 5. Approval of Agenda Steven Barry 6. Approval of July 23, 2024 Minutes Steven Barry 7. Approval of July 2024 Financial Statements Allison Patton 8. Executive Board Nominations Steven Barry

- a. Chairman
- b. Vice Chairman
- c. Secretary/Treasurer
- d. Review of FY 24-25 Meeting Schedules
- 9. Program & Staff Updates:

a. Business Development
 b. CO:LAB
 c. Northwest Florida Defense Coalition
 d. Partner Updates (Century/Pensacola/Escambia)
 Rick Byars
 Steven Barry

- 10. New Business
- 11. Adjournment

Fiscal Year Meeting Schedule

 9.24.24 Annual Meeting: Board Officer Elections – FYE 25 Meeting Schedule - Board Member Attendance Review – Board Member Documents (Information Form/Confidentiality/Conflict of Interest)

Fiscal Year 24-25 Meeting Schedule

Board Meeting: 4th Tuesday of each month from October 2024 to September 2025:

• October 2024: October 22, 2024

November 2024: November 26, 2024
 December 2024: December 24, 2024
 Week of Thanksgiving potential cancel
 Week of Christmas potential cancel

January 2025: January 28, 2025
February 2025: February 25, 2025
March 2025: March 25, 2025
April 2025: April 22, 2025
May 2025: May 27, 2025
June 2025: June 24, 2025

• July 2025: July 22, 2025 FYE 25/26 Budget Due to the PEDC approval per interlocal agreement

• August 2025: August 26, 2025 Board officer nominations

• September 2025: September 23, 2025 Board Elections



PEDC Board of Directors Meeting July 23, 2024 Time: 10:00 a.m. CO:LAB 418 W Garden St. Pensacola, FL First Floor Conference Room

Minutes

- 1. Call to Order: Commissioner Steven Barry called the meeting to order at 10:02 a.m.
- 2. Public Notice: Tabitha Lee confirmed public notice was published on June 21, 2024.
- 3. Attendance:

Chairman David Peaden: Absent Commissioner Steven Barry: Present City Councilwoman Allison Patton: Present Commissioner Jeff Bergosh: Absent Century Town Council member Appointee: Alicia Johnson Present City Councilman Charles Bare: Present Dr. LuSharon Wiley: Present Dave Hoxeng: Present FloridaWest Appointee: Donnie McMahon Absent Staff and support: Tabitha Lee, Danita Andrews, Patrick Rooney, Troupe Brewer, Jessica

- 4. Public Comment: Commissioner Barry recognized the public and requested public comment, and no comment was given.
- 5. Approval of the Agenda

Councilman Bare moved to approve; Dr. Wiley seconded.

Passed unanimously.

6. Approval of June 25, 2024 Minutes

Councilman Bare moved to approve; Mr. Hoxeng seconded.

Passed unanimously.

7. Approval of June financials.

Councilwoman Patton highlighted financial footnote clarifications for the Board's review and provided an overview of the YTD income and expenses.

Councilwoman Patton moved to approve.

Mr. Hoxeng seconded.

Passed unanimously.

- 8. Program & Staff Updates:
 - a. Business Development Danita Andrews provided a project update. She included recently identified rail access opportunities. The OLF8 property has received a new letter of intent, which is currently under review. Staff continues to prioritize development opportunities for Technology Park.
 - b. CO:LAB: Patrick Rooney provided a CO:LAB operations update, including two new tenants, one of which produces high-end electronic equipment. CO:LAB tenancy is currently at approximately 65% capacity.
 - c. Northwest Florida Defense Coalition: Rick Byars provided an update on lobbying efforts to promote increased military support. The organization is working to procure funds for hangar construction at NAS Pensacola and Whiting Field, as well as a childcare facility at

- Whiting Field. Childcare continues to present a national military issue. NWFDC is additionally endeavoring to identify military grant opportunities and ensure conformity to administrative and qualification criteria for increased grant success. Mr. Hoxeng expressed his commitment on behalf of PEDC to support military and educational projects.
- d. FloridaWest CEO: David Bear and Rick Byars updated the Board regarding the departure status of FloridaWest CEO, Brian Hilson, due to family health reasons. FloridaWest's Executive Committee will be engaged in maintaining continuity during the transition and has voted to recommended Rick Byars as Interim CEO. Mr. Bear and Mr. Byars provided updates regarding ongoing campaign investment conferences, business development support priorities, efficiency improvements, and top strategic expansion goals. Councilwoman Patton and Mr. Byars discussed implementing financial efficiencies.
- e. Partner Updates (Century/Pensacola/Escambia): Commissioner Barry provided an update on recent County meetings regarding OLF8.

9. New Business:

- a. Technology Park: Councilwoman Patton discussed Hilson's recent efforts surrounding the Technology Park property, including their conversations around opportunities to define and promote a greater technology innovation district. Councilwoman Patton identified examples of existing innovative technology potential partners and invited continued discussion around a cohesive technology businesses identity. Councilman Bare inquired regarding the status of the EDA grant covenants and expressed support for an expanded innovation district concept. The Board discussed the status of adjacent and surrounding parcels and projects, including housing, the FPL property, and anticipated collaboration with the City's Vision 2035 strategic plan. Mr. Hoxeng discussed securing an initial tenant, Space Florida's prior design efforts, and tax financing district opportunities.
- b. Mr. Hoxeng led a conversation regarding real property assets, and the proactive efforts undertaken in Santa Rosa County. Staff provided an update on site identification efforts and initiatives. Commissioner Barry highlighted Escambia County's historical efforts supportive of economic development, perspective on disposition of current County real property parcels, and the importance of information network building in development.
- c. Dr. Wiley discussed how PEDC may support FloridaWest's new CEO on building relationships and promoting the greater area's success.
- d. Danita Andrews invited the group to join Paradigm Parachute for an upcoming open house on at its primary location on Wednesday, July 31 at 9am.
- e. Brian Wyer invited the group to participate in upcoming Community Redevelopment Agency Planning Workshops at the Chamber building, on July 23, August 7, and August 12, as well as an event on September 12, 2024, for a procurement diversity workshop.
- 10. Adjournment: Commissioner Barry adjourned the meeting at 11:07 a.m.

Fiscal Year 2024 Meeting Schedule

8.27.24

9.24.24

PEDC Profit & Loss Budget Performance

October 2023 - July 2024

	 Total					
	 Actual		Budget	ov	er Budget	% of Budget
Income						
4000 City of Pensacola Income	175,000.00		175,000.00		0.00	100.00%
4100 Escambia County Income	600,000.00		600,000.00		0.00	100.00%
4400 Foreign Trade Zone Income	2,778.02		1,500.00		1,278.02	185.20%
4520 FOIL Income	494,248.37		500,000.00		-5,751.63	98.85%
4600 Pegasus Income	321,074.51		387,000.00		-65,925.49	82.96%
4800 Interest Income	23,492.45		19,000.00		4,492.45	123.64%
4950 Miscellaneous	300.00		2,750.00		-2,450.00	10.91%
Total Income	\$ 1,616,893.35	\$	1,685,250.00	-\$	68,356.65	95.94%
Gross Profit	\$ 1,616,893.35	\$	1,685,250.00	-\$	68,356.65	95.94%
Expenses						
5004 Economic Development	675,000.00		675,000.00		0.00	100.00%
5010 Foreign Trade Zone	0.00		1,250.00		-1,250.00	0.00%
5100 Audit Fees	9,200.00		12,000.00		-2,800.00	76.67%
5310 Insurance - D&O Liability	6,988.19		8,000.00		-1,011.81	87.35%
5320 Legal Expenses	4,543.00		7,500.00		-2,957.00	60.57%
5330 Bank Service Charges	0.00		100.00		-100.00	0.00%
5340 Special District Fees	0.00		200.00		-200.00	0.00%
5400 Technology Park Expenses	19,525.15		26,000.00		-6,474.85	75.10%
5420 FOIL Expenses	568,950.27		500,000.00		68,950.27	113.79%
5500 New Project Expense	14,846.50		80,000.00		-65,153.50	18.56%
5600 Miscellaneous Expense	0.00		200.00		-200.00	0.00%
5750 Pegasus Expense	96,587.59		375,000.00		-278,412.41	25.76%
Total Expenses	\$ 1,395,640.70	\$	1,685,250.00	-\$	289,609.30	82.82%
Net Operating Income	\$ 221,252.65	\$	0.00	\$	221,252.65	
Net Income	\$ 221,252.65	\$	0.00	\$	221,252.65	

PEDC Balance Sheet

As of July 31, 2024

	Total	
ASSETS		•
Current Assets		
Bank Accounts		
1012 Checking - Hancock Bank	302,873.74	Account used to pay bills
1111 HW Money Market	545,661.51	To be sued to float Bluffs bills once construction starts
Total Bank Accounts	\$ 848,535.25	
Accounts Receivable		
1200 Accounts Receivable	193,750.00	City and County funding - Q4
Total Accounts Receivable	\$ 193,750.00	
Total Current Assets	\$ 1,042,285.25	
Fixed Assets		
1500 Land	8,325,000.00	Tech Park Land
1500-01 Land - Pegasus	300,000.00	Pegasus Land
Total 1500 Land	\$ 8,625,000.00	
1600 Land Improvements - Tech Park	3,243,106.03	Reimbursed costs incurred from 2008 to 2019
1700 Building - Pegasus	8,100,000.00	Pegasus Building Value
1700-01 Accumulated Depreciation - Pega	 0.00	
Total 1700 Building - Pegasus	\$ 8,100,000.00	
1799 Allowance for Fair Value Adj	 -5,718,106.03	To mark down the Tech park to the 2013 appraised value
Total Fixed Assets	\$ 14,250,000.00	
Other Assets		
1400 Rent Receivable	 2,092,776.72	Receivable money from Pegasus over the life of their lease
Total Other Assets	\$ 2,092,776.72	
TOTAL ASSETS	\$ 17,385,061.97	
LIABILITIES AND EQUITY		
Liabilities		
Current Liabilities		
Accounts Payable		
2100 Accounts Payable	 714.44	Bill paid in August
Total Accounts Payable	\$ 714.44	
Other Current Liabilities		
2122 Tech Park Payable - County LOC	 2,332,284.00	Upon tech park sales will need to be paid to the county
Total Other Current Liabilities	\$ 2,332,284.00	
Total Current Liabilities	\$ 2,332,998.44	
Long-Term Liabilities		
2800 Deferred Revenues	2,528,794.00	
2810 Deferred Grant Income - Pegasus	2,016,242.10	
2900 Due to Pegasus	 5,354,073.51	
Total Long-Term Liabilities	\$ 9,899,109.61	
Total Liabilities	\$ 12,232,108.05	
Equity		
32000 Unrestricted Net Assets	4,818,194.07	
3202 Economic Development Projects	61,198.00	ECUA contributed to be used for impact fees
3203 Commerce Park Impr/Mktg	52,309.20	Restricted ot be used for future commerce parks
Net Income	 221,252.65	
Total Equity	\$ 5,152,953.92	
TOTAL LIABILITIES AND EQUITY	\$ 17,385,061.97	



BUSINESS DEVELOPMENT

August 7, 2024

Active Projects	31
Active Project Site Visits	14
Existing Industry Visits	38
Response Proposals	8

PROJECTS BY TARGET SECTOR

Research & Development

Retained

New

12 New LOCATIONS

Capital

LOCAL EXPANSIONS

Jobs Jobs	Wage	Investment
1,652 740	\$62,532	\$2,297,435,000
Primary Target Indus	stry	3
Aviation/Aerospace	•	
Business Services		2
Cyber Security	•	31
Distribution/Logistics		31
Headquarters	19	
Health & Life Sciences	•	
Manufacturing	•	

Average

YTD EXISTING INDUSTRY VISITS = 38

7/1/2024 (1)	BlueWind Technology, LLC	105	Manufacturing
7/2/2024 (1)	ST Engineering	400	Aviation/Aerospace
7/11/2024 (1)	Mercury Machining Co., Inc.	40	Manufacturing
8/8/2024 (1)	Grupo GA230 (Algaplast)	2	Manufacturing

BUILT TO GROW 5-YEAR JOBS GOAL = 5,000 2024-2029



76 New Jobs, 74 Retained Jobs, \$53,532 Average Wage, \$7.1M Capital Investment Received second IRDF Grant, doubled jobs & growth of manufacturing operations in 64,053 SF



36 New Jobs, \$113,000 Average Wage, \$21M Capital Investment \$32 M New Federal and Industry Research and Development

2014-2026

61 PROJECTS ANNOUNCED

12 New Relocations

LOCAL EXPANSIONS

New Jobs 7,559 Retained Jobs 988

Average Wage \$58,302

Annual Payroll \$498,307,194

#Employees Sector

Capital Investment \$831,358,003







News Release

For immediate release Photo attached

Paradigm Parachute & Defense receives second UWF Grant

Pensacola, Fla. (July 25, 2024) – FloridaWest Economic Development Alliance announced that Paradigm Parachute & Defense, a disabled-veteran-owned small business, has received their second Industry Resilience and Diversification Fund (IRDF) grant. The grant, administered through the University of West Florida, will assist with the expansion of manufacturing operations in Pensacola.

This grant, made possible by a collaboration between FloridaWest and UWF, will allow Paradigm to continue to grow and create new jobs in Escambia County. The fund was established by the Florida Legislature, the Florida Department of Commerce and UWF to help Northwest Florida businesses grow, innovate and thrive.

Alexander Alvarado, co-owner and CEO of Paradigm, says the grant has allowed them to move into a larger building with an environment that is much more conducive to their manufacturing processes and more professional as well.

"With help from FloridaWest and the grant from UWF, we have created a place with room to grow and that tells our customers we are here to stay," said Alvarado. "Our dream is to build a company that can stand the test of time, a company where the team is proud to work and a company with strong relationships with its customers and suppliers."

Co-founder and CEO Aaron Nazaruk said choosing Pensacola was strategic.

"Choosing the Pensacola area was a strategic decision because of its rich aviation history, access to a skilled workforce and truly supportive business environment," said Nazaruk. "Our new, larger facility signifies our commitment to growth and innovation, and allows us to expand our production capabilities and better serve our customers."

FloridaWest Economic Development Alliance exists to grow the local economy by encouraging companies to relocate to the Pensacola area and by helping local companies grow. The FloridaWest team has been working with Paradigm to achieve its goals and dreams since 2020. Rick Byars, interim CEO for FloridaWest and past chair of the board of directors, said he is amazed by Paradigm's commitment to growth.

"The speed with which Paradigm is growing its business is staggering," said Byars. "In just a very short time, this company has grown from 15 employees to nearly 150, and now they've moved to a new site and increased their footprint, setting the stage for future growth. Right now, Paradigm Parachute is a leader in commercial, military, humanitarian, government and space operations and Pensacola is super proud of their accomplishments."

Dr. Martha Saunders, President of the University of West Florida, said IRDF grants have had a significant impact as a catalyst for growth in the region.

"UWF is supporting the Northwest Florida economy through the Industry Resilience and Diversification Fund," said Dr. Saunders. "We are pleased to continue collaborating with FloridaWest and our other regional partners, and are thrilled to witness the growth of Paradigm Parachute & Defense in our community."

Open House Event – News media invited to see new facility and manufacturing operations
July 31, 2024, 9 a.m.
Paradigm Parachute & Defense
7303 Plantation Road, Pensacola, FL

###

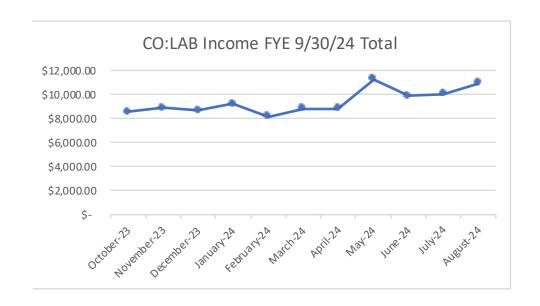
About Paradigm Parachute & Defense: Paradigm Parachute & Defense Inc. is a service-disabled veteran owned small business (SDVOSB) founded in 2019 in Pensacola, Florida that provides high-quality, precision manufactured, military style parachute systems and associated defense products to global commercial, government, humanitarian and space exploration customers.

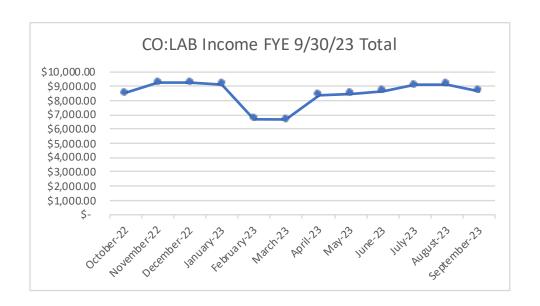
About FloridaWest Economic Development Alliance: FloridaWest Economic Development Alliance is the designated economic development organization for Pensacola and Escambia County. They are an alliance of public and private community leaders dedicated to collectively building, growing and sustaining the economic potential and prosperity of individuals, businesses and our Northwest Florida communities.

About University of West Florida: The University of West Florida was established in 1963 and is a top-choice institution of higher-education. Based in Pensacola with additional locations in the region, UWF is home to four academic colleges, offering a variety of bachelor's and master's degree programs, as well as specialist degrees, a doctorate in education and a Ph.D. in intelligent systems and robotics. With a student population of more than 14,000 and an average class size of less than 40, UWF provides an inclusive academic experience with world-class faculty. The University has awarded more

than 121,000 degrees to over 100,000 alumni. UWF also maintains a culture of excellence in athletics, leading the Gulf South Conference in all-time championships and all-sports trophies. A driver of economic impact in Northwest Florida and beyond, UWF generates approximately \$1.5 billion in total annual sales across the Florida economy.

CO:LAB Income Comparison FY 24 vs FY 23







CO:LAB Pensacola



development alliance



Occupancy (Goal: 80%)	Total Leasable Square Feet	Square Feet Occupied	Available	% Occupancy	Clients	Employees
1st Floor (sf)	2,280	2,280	0	100.00%	6	20
2nd Floor (sf)	3,952	2,613	1,339	66.12%	8	19
3rd Floor (sf)	3,974	1,916	2,058	48.21%	7	18
TOTAL SQUARE FEET:	10,206	6,809	Totals:	66.72%	21	57

Frospect Junkie Tenant 4th Argo Cyber Systems Fenant 3rd year Envision CNDS Tenant 3rd year National Energy USA Tenant 3rd year National Energy USA Tenant 3rd year MediaTech Direct Tenant 3rd year MediaTech Direct Tenant 3rd year Morbi Tenant 2nd year Mill Mine Lah Tenant 2nd year Lifestyle Medicine Wellnes & Recovery Tenant 2nd year Nappica Tenant 2nd year Mappica Tenant 2nd year Mappica Tenant 2nd year Mappica Tenant 2nd year Accenture Soft Landing Client 2nd year Sorreen Corps Tenant 1st year Serven Corps Tenant 1st year McDuffy Presents Tenant 1st year McDuffy Presents Tenant 1st year McDuffy Presents Tenant 1st year Melanie Joy Subconscious Journeys Tenant 1st year Melanie Joy Subconscious Journeys Tenant 1st year Melanie Joy Subconscious Journeys Tenant 1st year Melanie Joy Subconscious Diurneys Tenant 1st year Melanie Joy Subconscious Journeys Tenant 1st year McDuffy Presents Tenant 1st year Mc			_	
Figs Cype Systems Tensant 3rd year	Current Clients	Connection	Status	
Treated Foregraph (ASA) Treated Target (ASA) Treate				
Name of Personal College Name of Personal Coll				
Finance of Personaccial Morbi Morbi Ten Direct Tennant 2 and year Morbi Morbi Morbi Morbi Morbi Tennant 2 and year 2 and year Tennant 3 and year Morbi Morbi Tennant 3 and year And year And year Tennant 3 and year And year See See See And Tengree Tennant 3 and year Accenture 5 for Landing Cicent 2 and year Accenture 5 for Landing Cicent 1 and year Accenture 5 for Landing Cicent 1 and year Accenture 5 for Landing Cicent 1 and year Morbi Morbiopy Tennant 1 at year Morbi Morbiopy Tennant 1 at year Morbi Morbiopy Tennant 1 at year Morbi Morbi Morbiopy Tennant 1 at year Morbi				
Media File Direct Tennant 2 only year All Mine Lah Tennant 2 only year All Mine Lah Tennant 2 only year All Mine Lah Tennant 2 only year Tennant 3 only year Mappica File Tennant 3 only year Tennant 3 only year Tennant 3 only year Tennant 4 only year Gull Coast 30 Metrology Tennant 1 sty year Gay Tennant 1 sty year T				
More Lab Towards 2 nd years 2				
All Minet chall Lifestyle Medicine Wellness & Recovery Tenant 2 ch year She Speaks and Ingiries Tenant 2 ch year She Speaks and Ingiries Tenant 2 ch year She Tenant 2 ch year Land Clear Land Clear She Tenant 2 ch year Land Clear				
Illestyte Medicine Wellness & Recovery Mappica Mappica Tenant 2 only year Mappica Tenant 3 only year Medicine Wellness Tenant 1 st year Swiftworks fectorology Tenant 1 st year Swiftworks fectorology Tenant 1 st year Mappica Mappica Tenant 1 st year Mappica Mappica Mappica Tenant 1 st year Mappica M				
Six-Speaks and integries Femant 2nd year Accenture Soft Landing Client 2nd year Accenture Soft Landing Client 2nd year Accenture Soft Landing Client 2nd year Control of Soft Landing Client 2nd year Screen Corps Femant 2nd year Screen Corps Femant 2nd year Screen Corps Femant 2nd year Accenture Soft Landing Client 2nd year Soft Landing Client 2nd year Soft Landing Client 2nd year McDuff yerents 3nd year McDuff yerents Temant 1st year McDuff yerents Temant 1st year McDuff yerents McDuff yerents Temant 1st year McDuff yerents McDuff yerents Temant 1st year McDuff yerents McDuff yerents McDuff yerents Temant 1st year McDuff year McDu				
Mapplica Femalt 2nd year Accenture Soft Landing (Client 2nd year Gulf Coast 30 Michrology Ternant 2nd year Cary Ternary 2nd year 2nd ye				
Accounting General Soft Landing Client 2 and year Gorges Corps Fenant 2 and year Screen Corps Fenant 3 thy year 1 sty year 2 sty year 1 sty year 2 sty year 1 sty yea				
Gulf Coast 30 Metrology Frenant 31 year Key Tutoring Recources Frenant 31 year Frenant 31 year Dunied Peneington Speaker Training Frenant 11 year Dunied Peneington Speaker Training Frenant 11 year Sept Landing Client 11 year Sept Landing Client 11 year FEST LC Sept Landing Client 11 year SEPT LC Sept Landing Client 11 year FEST LC Sept Landing Client 11 year SEPT LC Sept Landing Client 11 year FEST LC Sept Landing Client 11 year SEPT LC Sept Landing Client 11 year FEST LC Sept Landing Client 11 year Sept Landing Client 11 year FEST LC Sept Landing Client 11 year Date of Entity Costab Status The Analysis Group March 99 Graduated 77:51.24 Offices gaze in downtown Penascola FEST LC Sept Landing Client 12 Moved out 02/15/377 Offices gaze in downtown Penascola FEST LC Sept Landing Client 12 Moved out 02/15/377 Offices gaze in downtown Penascola FEST LC Sept Landing Client 12 Moved out 02/15/377 Offices gaze in downtown Penascola FEST LC Sept Landing Client 12 Moved out 02/15/377 Offices gaze in downtown Penascola FEST LC Sept Landing Client 12 Moved out 02/15/377 Offices gaze in downtown Penascola Intelligent Retinal Imaging Systems Feb L4 Graduated 64/07/18 Offices gaze in downtown Penascola Intelligent Retinal Imaging Systems Feb L4 Graduated 64/07/18 Offices gaze in downtown Penascola Moved out 02/15/377 Sept Landing Client 12 Moved Out 17 Pennips Union mode Pennany Union Paint University Jun 24 Graduated 97/16 Moved out 17 Pennips Union mode Pennany Union Paint University Jun 24 Graduated 97/16 Moved Out 17 Pennips Union mode Pennany Union Paint University Jun 24 Graduated 97/16 Moved Out 17/177 Sept Moved Out 17/177 Sept Moved Out 17/177 Sept Moved Out 17/177 Sept Moved Out 17/177 Disoshed company isos of founder Fest System Pennand Systems Sept				
Screen Corps				
Tenant 1st year McDuff Presents Tenant 1st year McDuff Presents Tenant 1st year McDuff Presents Tenant 1st year Tenant T				
Suffice No. Tenant 1st year		Tenant		
Sparks A Change Fenant 1st year				
Melanie (19/ Subconscious) sourneys Wellins Writual Tenant 1 St year Wellins Writual Tenant 1 St year Wellins Writual Tenant 1 St year 1 St Year Tocaro Blue Tenant 1 St year Tenant 1 St year The Analyst Group Mar-09 Graduated 1/13/12 Graduated 9/13/12 Graduated 9/13/12 Graduated 9/13/12 Graduated 9/13/12 Graduated 9/13/12 Graduated 9/13/13 Graduated	McDuffy Presents	Tenant		
Daniel Perhangton Speaker Training	Sparks A Change	Tenant	1st year	
Wellins	Melanie Joy Subconscious Journeys	Tenant	1st year	
IEST A.CO Soft Landing Client 1st year	Daniel Pennington Speaker Training	Tenant	1st year	
Tenant	Wellin5	Virtual Tenant	1st year	
March Marc	JES FL Co	Soft Landing Client		
Time Analyst Group	Tocaro Blue	Tenant	1st year	
Engineering & Planning Resources Sep-10	Exited Clients	Date of Entry	Co:Lab Status	Business Status
Accountingly	The Analyst Group	Mar-09	Graduated 7/15/12	Office space in Milton
Accountingly		Sep-10	Graduated 4/2014	Office space in downtown Pensacola
FECFC Dec-12 Moved out 02/15/17 Office space in downthown Pensacola	Accountingfly	Jun-12	Graduated 2/15/17	Office space in downtown Pensacola
Re Vera Services, LLC Graduated 9/9/16 Graduated 04/01/18 Graduated 04/01/18 Graduated 05/31/19 Moved out Principal took position inside Primary Custom Parallel Institution (1974) Jun-14 Graduated 15/31/19 Moved out Principal took position inside Primary Custom Parallel Institution (1974) Graduated 15/31/19 Moved out Principal took position inside Primary Custom Parallel Institution (1974) Graduated 17/17 Bought office/wave-house in downtown Pensacola Clearstream Aug-14 Graduated 17/17 Foreign in downtown Pensacola Clearstream Aug-14 Graduated 17/17 Graduated 17/17 Graduated 17/17 Graduated 17/17 Foreign in downtown Pensacola Clearstream Foreign 17/17 Foreign in downtown Pensacola Clearstream Foreign 17/17 Foreign 17/1	Pay Cell Systems, Inc.	Aug-12	Graduated 6/01/16	Office space in Escambia County, then moved to Atlanta
Intelligent Retinal Imaging Systems	FFCFC	Oct-12	Moved out 02/15/17	Office space in downtown Pensacola
Liost Key Media May-14 Graduated 05/31/19 Moved out; Principal took position inside Primary Custom Paint University Jun-14 Graduated 27/1/15 Moved downtown Pensacola Clearstream Aug-14 Graduated 97/1/16 Moved company to NYC Moved Company to NYC Moved Graphics Peb-15 Moved Out 47/17 Continues as freelance developer Hatchmark Studio Oct-15 Graduated 08/01/18 Moved to Cowork Annex Moved Out 47/17 Continues as freelance developer Hatchmark Studio Oct-15 Graduated 08/01/18 Moved to Cowork Annex Moved Out 27/17 Moved into other office space in Pensacola Moved Out 27/17 Moved into other office space in Pensacola Moved Out 27/17 Moved into other office space in Pensacola Moved Out 27/17 Dissolved company, no scalability Head Analytics Jul-16 Moved Out 27/17 Dissolved company, no scalability Head Analytics Jul-16 Moved Out 47/17 Dissolved company, no scalability Head Analytics Jul-16 Moved Out 47/17 Dissolved company, no scalability Moved out 47/17 Dissolved company, no scalability Moved Out 10/18 Moved Ou	Re Vera Services, LLC	Dec-12	Graduated 9/9/16	Bought office in downtown Pensacola
Paint University	Intelligent Retinal Imaging Systems	Feb-14	Graduated 04/01/18	Office space in downtown Pensacola
Clearstream	Lost Key Media	May-14	Graduated 05/31/19	Moved out; Principal took position inside Primary Customer
Robotics Unlimited, Inc. Oct-14 Graduated 12/2015 Feb-15 Moved out 4/1/17 Continues as freelance developer Hatchmark Studio Oct-15 Graduated 08/01/18 Moved to Cowork Annex Dec-15 Moved Out 2/1/17 Moved into other officespace in Pensacola Foker Frameworks Dec-15 Moved Out 2/1/17 Dissolved company, no scalability Hexad Analytics Jul-16 Moved Out 2/1/17 Dissolved company, no scalability Hexad Analytics Jul-16 Moved out 4/1/17 Dissolved company, no scalability Hexad Analytics Jul-16 Graduated 3/1/20 Bought office building in downtown Pensacola Pensacola Media Group, It.C. Apr-17 Shut down 5/31/20 Company partners separated and shutdown Robotics Julimited, Inc. May-17 Moved out 3/31/20 Company partners separated and shutdown Robotics Julimited, Inc. Jul-17 Moved out 3/30/19 Moved out 10/31/17 Company in idle state, took jobs out of town Your TechnoGeeks Apr-18 Moved out 05/30/18 Moved out 05/30/18 Moved out 06/25/18 Moved out 07/30/19 Relocated to Complicible or Feb-19 Moved out 5/31/20 Relocated to Complicible or Feb-19 Moved out 5/31/20 Relocated to The Jetty IoT Incubator Right on Target Marketing Aug-19 Moved out 5/31/20 Relocated for access to additional facilities Oct-19 Moved out 5/31/20 Relocated for access to additional facilities Oct-19 Moved out 5/31/20 Relocated for Eletty IoT Incubator Right on Target Marketing Aug-19 Moved out 5/31/20 Relocated for Eletty IoT Incubator Right on Target Marketing Aug-19 Moved out 5/31/20 Relocated for Eletty IoT Incubator Right on Target Marketing Aug-19 Moved out 5/31/20 Relocated for Eletty IoT Incubator Right on Target Marketing Aug-19 Moved out 5/31/20 Relocated for Eletty IoT Incubator Right on Target Marketing Aug-19 Moved out 5/31/20 Relocated for Eletty IoT Incubator Right on Target Marketing Aug-20 Graduated 5/1/20 Relocated for Eletty IoT Incubator Right on Target Marketing Aug-20 Graduated 5/1/20 Relocated for Eletty IoT Incubator Right on Target	Paint University	Jun-14	Graduated 2/1/17	Bought office/warehouse in downtown Pensacola
James Feb-15		Aug-14	Graduated 9/1/16	Moved company to NYC
Hatchmark Studio Oct-15 Graduated 08/01/18 Moved to Cowork Annex Deroit Frameworks Dec-15 Moved Out 2/1/17 Moved into other office space in Pensacola Koala Pickup Jul-16 Moved Out 2/1/17 Dissolved company, no scalability Hexad Analytics Jul-16 Moved Out 4/1/17 Dissolved company, no scalability Hexad Analytics Jul-16 Moved Out 4/1/17 Dissolved company, no scalability Hexad Analytics Jul-16 Graduated 3/1/20 Bought office building in downtown Pensacola Rebil Management Group, Inc. Nov-16 Graduated 3/1/20 Bought office building in downtown Pensacola Media Group, LLC. Apr-17 Shut down 5/31/20 Company partners separated and shutdown Robotics Unlimited, Inc. May-17 Moved out 19/30/17 Company in idle state, took jobs out of town Samantha Weaver Jun-17 Moved out 19/30/19 Moved out 5/30/17 Company in idle state, took jobs out of town Vour Technoleeks Apr-18 Moved out 9/30/19 Returned to home office (freedance work Business RadioX Jun-18 Moved out 06/25/18 Moved out Greater Things Fitness Sep-18 Moved out 9/30/19 Relocated to Graph facility in Pensacola Social Icon Feb-19 Moved out 5/31/20 Relocated to Graphollow Creative Studio CoFlyt Aug-19 Moved out 5/31/20 Relocated to The Jetty joT Incubator Right on Target Marketing Aug-19 Moved out 5/31/20 Relocated to The Jetty joT Incubator Right on Target Marketing Aug-19 Moved out 3/1/20 Business dissolved Speaker Training Mar-20 Moved out 3/1/20 Business dissolved Speaker Training Mar-20 Moved out 3/1/20 Business dissolved Speaker Training Apr-20 Graduated 5/1/20 Relocated to office space in Pensacola Girl Catch Fire Sep-18 Moved out 7/3/20 Business dissolved Data Revolution, LLC Apr-17 Selly 9/16/20 Office space in Pensacola Girl Catch Fire Sep-18 Moved out 7/3/20 Business dissolved Mar-17 Selly 9/16/20 Office space in Pensacola Girl Catch Fire Sep-18 Moved out 7/3/20 Business dissolved Mar-19 Selly 9/16/20 Office space in Pensacola Girl Catch Fire Sep-18 Moved out 7/3/20 Office space in Pensacola Jun-20 Selly 9/16/20 Office space in Pensacola Marier Business May-18 Selly	Robotics Unlimited, Inc.	Oct-14	Graduated 12/2015	Office space in downtown Pensacola
Broker Frameworks				·
Koala Pickup Jul-16 Moved Out 2/1/17 Dissolved company, no scalability Hexad Analytics Jul-16 Moved out 4/1/17 Dissolved company, loss of founder Hexad Analytics Jul-16 Moved out 4/1/17 Dissolved company, loss of founder Hexad Analytics Jul-16 Moved out 10/31/17 Dissolved company, loss of founder Hexad Analytics Jul-16 Moved out 10/31/17 Dissolved company, loss of founder Hexad Analytics Jul-17 Moved out 10/31/17 Company partners separated and shutdown Robotics Unlimited, Inc. May-17 Moved out 10/31/17 Company partners separated and shutdown Samantha Weaver Jul-17 Moved out 9/30/19 Moved out You'TechnoGeeks Apr-18 Moved out 05/01/18 Returned to home office/ freelance work Business RadioX Jul-18 Moved out 05/25/18 Moved out You'TechnoGeeks Apr-18 Moved out 5/31/10 Relocated to Gym facility in Pensacola Social Icon Feb-19 Moved out 5/31/20 Relocated to Gym facility in Pensacola You'TechnoGeeks Apr-19 Moved out 5/31/20 Relocated to Teleptry Includator Right on Target Marketing Aug-19 Moved out 5/31/20 Relocated for Includator Right on Target Marketing Aug-19 Moved out 5/31/20 Relocated for Includator Right on Target Marketing Apr-20 Graduated 5/1/20 Relocated for Includator Right on Target Marketing Apr-20 Graduated 5/1/20 Relocated for Includator Right on Target Marketing Apr-20 Graduated 5/1/20 Relocated for Includator Right on Target Marketing Apr-20 Graduated 5/1/20 Relocated for Includator Right on Target Marketing Apr-20 Graduated 5/1/20 Relocated for Includator Right on Target Marketing Apr-20 Graduated 5/1/20 Relocated for Includator Right on Target Marketing Apr-21 Moved out 7/30/20 Relocated Ro				
Hexad Analytics Jul-16				·
EBI Management Group, Inc. Nov-16 Graduated 3/1/20 Bought office building in downtown Pensacola Pensacola Media Group, LLC. Apr-17 Shut down 5/31/20 Company partners separated and shutdown Menbotics Unlimited, Inc. May-17 Moved out 10/31/17 Company in inde state, took jobs out of town Samantha Weaver Jun-17 Moved out 9/30/19 Moved out 7/00/19 Moved out 9/30/19 Relocated to home office/ freelance work Business RadioX Jun-18 Moved out 06/75/18 Moved out 9/30/19 Relocated to Gym facility in Pensacola Social Icon Feb-19 Moved out 5/31/20 Relocated to Gym facility in Pensacola Social Icon Feb-19 Moved out 5/31/20 Relocated to Longholilow Creative Studio CoFlyt Aug-19 Moved out 5/31/20 Relocated to Longholilow Creative Studio Right on Target Marketing Aug-19 Moved out 5/31/20 Relocated to The Jetty IoT Incubator Aug-19 Moved out 5/31/20 Relocated to The Jetty IoT Incubator Aug-19 Moved out 3/3/20 Business dissolved Speaker Training Mar-20 Moved out 3/3/20 Business dissolved Speaker Training Mar-20 Moved out 5/31/20 Business impacted by COVID-19 Altius Marketing Apr-20 Graduated 5/1/20 Relocated to office space in midtown Pensacola Girl Catch Fire Sep-18 Moved out 7/1/20 Office space in Pensacola Girl Catch Fire Sep-18 Moved out 7/1/20 Office space in Pensacola Guided Particle Systems, Inc. May-17 Sally 9/16/20 Office space in Pensacola Guided Particle Systems, Inc. May-17 Sally 9/16/20 Office space in Pensacola Office space in Pensacola Mar-19 Sally 9/16/20 Office space in Pensacola Mar-19 Sally 9/16/20 Office space in Pensacola Office space in Pensacola Mar-19 Sally 9/16/20 Office space in Pensacola Mar-19 Sally 9/16/20 Office space in Pensacola Mar-19 Sally 9/16/20 Office space in Pensacola				
Pensacola Media Group, LLC. Robotics Unlimited, Inc. May-17 Moved out 10/31/17 Company partners separated and shutdown May-17 Moved out 10/31/17 Company in idle state, took jobs out of town Samantha Weaver Jun-17 Moved out 19/30/19 Moved out 19/30/19 Moved out 10/31/17 Company in idle state, took jobs out of town Samantha Weaver Jun-18 Moved out 9/30/19 Returned to home office / freelance work Business RadioX Jun-18 Moved out 05/50/1/18 Returned to home office / freelance work Business RadioX Greater Things Fitness Sep-18 Moved out 9/30/19 Relocated to Gym facility in Pensacola Social icon Feb-19 Moved out 15/31/20 Relocated to Gym facility in Pensacola Moved out 15/31/20 Relocated to Longhollow Creative Studio CoFlyt Aug-19 Moved out 5/31/20 Relocated to Longhollow Creative Studio CoFlyt Aug-19 Moved out 5/31/20 Relocated to The Letty IoT Incubator Right on Target Marketing Aug-19 Moved out 5/31/20 Relocated for access to additional facilities Oualia Is Oct-19 Moved out 5/31/20 Business dissolved Sepaeker Training Mar-20 Moved out 5/31/20 Business impacted by COVID-19 Altius Marketing Apr-20 Graduated 5/1/20 Relocated to office space in midtown Pensacola Girl Catch Fire Sep-18 Moved out 7/30/20 Relocated to office space in Pensacola Office State in Pensacola Girl Catch Fire Sep-18 Moved out 7/30/20 Business discontined; New company formed Data Revolution, LLC Apr-17 Sally 9/16/20 Office space in Pensacola Girld Catch Systems, Inc. May-17 Sally 9/16/20 Office space in Pensacola Girld Catch Systems, Inc. May-18 Sally 9/16/20 Moved out 7/30/20 Business discontined; New company to VA Tag Tech Mar-19 Sally 9/16/20 Moved company to VA Tag Tech Mar-19 Sally 9/16/20 Moved company to VA Tag Tech Mar-19 Sally 9/16/20 Moved company to VA Tag Tech Mar-19 Sally 9/16/20 Office space in Pensacola Pensacola Tag Tech Mar-19 Sally 9/16/20 Moved out 5/31/23 Relocated Decreased Pensacola Tag Tech Mar-19 Moved out 5/31/23 Relocated Decrease in Pensacola 128 Creative Collective Mar-23 Moved out 5/31/23 Relocated Decr		l .		
Robotics Unlimited, Inc.				
Samantha Weaver Jun-17 Moved out 9/30/19 Moved out 7/30/19 Moved out 7/30/19 YourTechnoGeeks Apr-18 Moved out 05/01/18 Returned to home office/ freelance work Business RadioX Jun-18 Moved out 06/25/18 Moved out Greater Things Fitness Sep-18 Moved out 9/30/19 Relocated to Gym facility in Pensacola Social Icon Feb-19 Moved out 5/31/20 Relocated to Longhollow Creative Studio CoFiyt Aug-19 Moved out 5/31/20 Relocated to The Jetty for Incubator Right on Target Marketing Aug-19 Moved out 5/31/20 Relocated for access to additional facilities Coualia Is Oct-19 Moved out 5/31/20 Relocated for access to additional facilities Speaker Training Mar-20 Moved out 5/31/20 Business dissolved Speaker Training Mor-20 Moved out 5/31/20 Business dissolved Altius Marketing Apr-20 Graduated 5/1/20 Relocated to office space in Pensacola Girl Catch Fire Sep-18 Moved out 7/30/20 Business dissontined; New company formed Coast Software, dba Building on Knowledge				
YourTechnoGeeks Apr-18 Moved out 05/01/18 Returned to home office/ freelance work Business Radiox Jun-18 Moved out 05/25/18 Moved out 06/25/18 Greater Things Fitness Sep-18 Moved out 9/30/19 Relocated to Gym facility in Pensacola Social Icon Feb-19 Moved out 5/31/20 Relocated to Longhollow Creative Studio CoFlyt Aug-19 Moved out 5/31/20 Relocated to To Decate Of The Jetty IoT Incubator Right on Target Marketing Aug-19 Moved out 5/31/20 Relocated to The Jetty IoT Incubator Right on Target Marketing Aug-19 Moved out 5/31/20 Relocated to To Excess to additional facilities Qualia Is Oct-19 Moved out 5/31/20 Business dissolved Speaker Training Mar-20 Moved out 5/31/20 Business dissolved Apr-20 Graduated 5/1/20 Relocated to Office space in Pensacola Girl Catch Fire Sep-18 Moved out 7/3/20 Office space in Pensacola Gait Software, dba Building on Knowledge Mar-17 Moved out 7/3/20 Business discontines, leve company formed Data Revolution, LLC Apr-17 Sally 9				
Business RadioX Greater Things Fitness Sep-18 Moved out 9/30/19 Relocated to Gym facility in Pensacola Sep-18 Moved out 5/31/20 Relocated to Longhollow Creative Studio CoFlyt Aug-19 Moved out 5/31/20 Relocated to Longhollow Creative Studio CoFlyt Right on Target Marketing Aug-19 Moved out 5/31/20 Relocated to The Jetty IoT Incubator Right on Target Marketing Aug-19 Moved out 5/31/20 Relocated for access to additional facilities Coualia Is Oct-19 Moved out 5/31/20 Relocated for access to additional facilities Oct-19 Moved out 5/31/20 Business dissolved Speaker Training Mar-20 Moved out 5/31/20 Relocated for access to additional facilities Oct-19 Moved out 5/31/20 Relocated for access to additional facilities Oct-19 Moved out 5/31/20 Business simpacted by COVID-19 Altius Marketing Apr-20 Graduated 5/1/20 Relocated to office space in midtown Pensacola Girl Catch Fire Sep-18 Moved out 7/1/20 Office space in Pensacola Ocast Software, dba Building on Knowledge Mar-17 Moved out 7/30/20 Business discontined; New company formed Data Revolution, LLC Apr-17 Sally 9/16/20 Office space in Pensacola Gidded Particle Systems, Inc. May-17 Sally 9/16/20 Office space in Pensacola Office space in Pensacola Mar-19 Sally 9/16/20 N Star Investments Oct-18 Sally 9/16/20 Office space in Pensacola Association Resource Solutions Nov-19 Sally 9/16/20 Office space in Pensacola				
Greater Things Fitness Sep-18 Moved out 9/30/19 Relocated to Gym facility in Pensacola Social Icon Feb-19 Moved out 5/31/20 Relocated to Longholilow Creative Studio CoFlyt Aug-19 Moved out 5/31/20 Relocated to The Letty Iof Incubator Right on Target Marketing Aug-19 Moved out 5/31/20 Relocated for access to additional facilities Qualia Is Oct-19 Moved out 3/1/20 Business dispaced by COVID-19 Speaker Training Mar-20 Moved out 3/1/20 Business dissolved Speaker Training Apr-20 Graduated 5/1/20 Relocated to office space in midtown Pensacola Girl Catch Fire Sep-18 Moved out 7/30/20 Relocated to office space in midtown Pensacola Girl Catch Fire Sep-18 Moved out 7/30/20 Business discontined; New company formed Data Revolution, LLC Apr-17 Moved out 7/30/20 Business discontined; New company formed Data Revolution, LLC Apr-17 Sally 9/16/20 Office space in Pensacola Guided Particle Systems, Inc. May-18 Sally 9/16/20 Office space at PSC Warighter Fitness May-1				
Social Icon Feb-19				
CoFlyt Right on Target Marketing Aug-19 Moved out 5/31/20 Relocated to The Jetty IoT Incubator Right on Target Marketing Aug-19 Moved out 5/31/20 Relocated for access to additional facilities Oct-19 Moved out 3/1/20 Business dissolved Speaker Training Mar-20 Moved out 5/31/20 Relocated to Office space in midtown Pensacola Girl Catch Fire Sep-18 Moved out 7/1/20 Office space in Pensacola Girl Catch Fire Sep-18 Moved out 7/1/20 Office space in Pensacola Coast Software, dba Building on Knowledge Mar-17 Moved out 7/30/20 Business dissontined; New company formed Data Revolution, LLC Apr-17 Sally 9/16/20 Office space in Pensacola Office space in Pensacola Guided Particle Systems, Inc. May-17 Sally 9/16/20 Office space in Pensacola Office space in Pensacola Office space in Pensacola Office space in Pensacola Sally 9/16/20 Office space in Pensacola Sally 9/16/20 Office space in Pensacola Office sp				
Right on Target Marketing Qualia is Mar-20 Moved out 3/1/20 Business dissolved Business dissolved Business dissolved Relocated to CVID-19 Business impacted by COVID-19 Relocated to office space in midtown Pensacola Girl Catch Fire Sep-18 Moved out 7/1/20 Qualia is Qualia is Qualia is Apr-20 Apr-20 Graduated 5/1/20 Relocated to office space in midtown Pensacola Girl Catch Fire Sep-18 Moved out 7/1/20 Qualia is Qualia indicated in addition in indicate in indicat				-
Qualia IsOct-19Moved out 3/1/20Business dissolvedSpeaker TrainingMar-20Moved out 5/31/20Business impacted by COVID-19Altius MarketingApr-20Graduated 5/1/20Relocated to office space in midtown PensacolaGirl Catch FireSep-18Moved out 7/1/20Office space in PensacolaCoast Software, dba Building on KnowledgeMar-17Moved out 7/30/20Business discontined; New company formedData Revolution, LLCApr-17Sally 9/16/20Office space in PensacolaGuided Particle Systems, Inc.May-17Sally 9/16/20Office space at PSCWarfighter FitnessMay-18Sally 9/16/20Office space at PSCN Star InvestmentsOct-18Sally 9/16/20Moved company to VATag TechMar-19Sally 9/16/20Office space in PensacolaAssociation Resource SolutionsNov-19Sally 9/16/20Office space in PensacolaArgler UpJun-20Sally 9/16/20Office space in PensacolaVivid Bridge StudiosJan-23Graduated 2/1/23Office space in Pensacola128 Creative CollectiveMar-23Moved out 3/1/23Team working remoteRX:StayApr-23Moved out 5/31/23RelocatedMaster Butler Service CorpApr-23Moved out 6/26/2023Moved outDoorknob ConsultingAug-23Moved out 8/31/2023Moved outDeterminant MaterialsOct-22Moved out 10/31/2023Industrial Office Space in PensacolaMaps & Legends Marketing (Spire Mk)Jun-22Moved				
Speaker TrainingMar-20Moved out 5/31/20Business impacted by COVID-19Altius MarketingApr-20Graduated 5/1/20Relocated to office space in midtown PensacolaGirl Catch FireSep-18Moved out 7/1/20Office space in PensacolaCoast Software, dba Building on KnowledgeMar-17Moved out 7/30/20Business discontined; New company formedData Revolution, LLCApr-17Sally 9/16/20Office space in PensacolaGuided Particle Systems, Inc.May-17Sally 9/16/20Office space at PSCWarfighter FitnessMay-18Sally 9/16/20Moved company to VAN Star InvestmentsOct-18Sally 9/16/20Moved company to VATag TechMar-19Sally 9/16/20Office space in PensacolaAssociation Resource SolutionsNov-19Sally 9/16/20Office space in PensacolaAngler UpJun-20Sally 9/16/20Office space in PensacolaVivid Bridge StudiosJan-23Graduated 2/1/23Office space in PensacolaVivid Bridge StudiosJan-23Graduated 2/1/23Office space in PensacolaRX:StayMar-23Moved out 3/1/23Team working remoteRX:StayApr-23Moved out 5/31/23RelocatedMaster Butler Service CorpApr-23Moved out 6/26/2023Moved outDoorknob ConsultingAug-23Moved out 8/31/2023Moved outDeterminant MaterialsOct-22Moved out 10/31/2023Industrial Office Space in PensacolaMaps & Legends Marketing (Spire Mk)Jun-22Move				
Altius Marketing Apr-20 Graduated 5/1/20 Relocated to office space in midtown Pensacola Girl Catch Fire Sep-18 Moved out 7/1/20 Office space in Pensacola Office Space in Pensacola Mar-17 Moved out 7/30/20 Business discontined; New company formed Data Revolution, LLC Apr-17 Sally 9/16/20 Office space in Pensacola Office space in Pensacola Office Space in Pensacola Office Space in Pensacola Office Space at PSC Office space at PSC Office space at PSC Office space at PSC Office space in Pensacola Office Space i	- 1			
Girl Catch Fire Coast Software, dba Building on Knowledge Mar-17 Moved out 7/1/20 Business discontined; New company formed Data Revolution, LLC Apr-17 Sally 9/16/20 Office space in Pensacola Office space at PSC Warfighter Fitness May-18 Sally 9/16/20 N Star Investments Oct-18 Sally 9/16/20 N Star Investments Oct-18 Sally 9/16/20 Moved company to VA Tag Tech Association Resource Solutions Nov-19 Sally 9/16/20 Association Resource Solutions Nov-19 Sally 9/16/20 Sally 9/16/20 Office space in Pensacola Angler Up Jun-20 Sally 9/16/20 Office space in Pensacola Office space in Pensacola Team working remote RX:Stay Mar-23 Moved out 3/1/23 Team working remote RX:Stay Master Butler Service Corp Apr-23 Moved out 5/31/23 Relocated Moved out Doorknob Consulting Aug-23 Moved out 8/31/2023 Moved out Capacity Path Jul-20 Moved out 10/31/2023 Industrial Office Space in Pensacola Business sold				
Coast Software, dba Building on KnowledgeMar-17Moved out 7/30/20Business discontined; New company formedData Revolution, LLCApr-17Sally 9/16/20Office space in PensacolaGuided Particle Systems, Inc.May-17Sally 9/16/20Office space at PSCWarfighter FitnessMay-18Sally 9/16/20Moved company to VAN Star InvestmentsOct-18Sally 9/16/20Moved company to VATag TechMar-19Sally 9/16/20Office space in PensacolaAssociation Resource SolutionsNov-19Sally 9/16/20Office space in PensacolaAngler UpJun-20Sally 9/16/20Office space in PensacolaVivid Bridge StudiosJan-23Graduated 2/1/23Office space in Pensacola128 Creative CollectiveMar-23Moved out 3/1/23Team working remoteRX:StayApr-23Moved out 5/31/23RelocatedMaster Butler Service CorpApr-23Moved out 6/26/2023Moved outDoorknob ConsultingAug-23Moved out 8/31/2023Moved outDeterminant MaterialsOct-22Moved out 10/31/2023Industrial Office Space in PensacolaMaps & Legends Marketing (Spire Mk)Jun-22Moved out 12/1/2023Business sold				
Data Revolution, LLC Apr-17 Sally 9/16/20 Office space in Pensacola Guided Particle Systems, Inc. May-17 Sally 9/16/20 Warfighter Fitness May-18 Sally 9/16/20 Moved company to VA Tag Tech Mar-19 Sally 9/16/20 Association Resource Solutions Nov-19 Sally 9/16/20 Sally 9/16/20 Office space in Pensacola Association Resource Solutions Nov-19 Sally 9/16/20 Sally 9/16/20 Office space in Pensacola Association Resource Solutions Nov-19 Sally 9/16/20 Office space in Pensacola Association Resource Solutions Nov-19 Sally 9/16/20 Office space in Pensacola Office space in Pensacola Office space in Pensacola Vivid Bridge Studios Jan-23 Graduated 2/1/23 Office space in Pensacola Office space in Pensacola Moved out 3/1/23 Team working remote RX:Stay Apr-23 Moved out 5/31/23 Relocated Master Butler Service Corp Apr-23 Moved out 6/26/2023 Moved out Doorknob Consulting Aug-23 Moved out 8/31/2023 Moved out Capacity Path Jul-20 Moved out 8/17/2023 Relocated Determinant Materials Oct-22 Moved out 10/31/2023 Industrial Office Space in Pensacola Masse Legends Marketing (Spire Mk) Jun-22 Moved out 12/1/2023 Business sold				·
Guided Particle Systems, Inc. May-17 Sally 9/16/20 Office space at PSC Warfighter Fitness May-18 Sally 9/16/20 N Star Investments Oct-18 Sally 9/16/20 Moved company to VA Tag Tech Mar-19 Sally 9/16/20 Association Resource Solutions Nov-19 Sally 9/16/20 Sally 9/16/20 Office space in Pensacola Angler Up Jun-20 Sally 9/16/20 Office space in Pensacola Office space in Pensacola Jun-20 Sally 9/16/20 Office space in Pensacola Office space in Pensacola Office space in Pensacola Office space in Pensacola Mar-23 Graduated 2/1/23 Office space in Pensacola Office space in Pensacola Office space in Pensacola Novel out 3/1/23 Team working remote RX:Stay Moved out 3/1/23 Relocated Master Butler Service Corp Apr-23 Moved out 5/31/23 Moved out 5/31/23 Moved out 5/36/2023 Moved out Doorknob Consulting Aug-23 Moved out 8/31/2023 Moved out 8/31/2023 Determinant Materials Oct-22 Moved out 10/31/2023 Industrial Office Space in Pensacola Maps & Legends Marketing (Spire Mk) Jun-22 Moved out 12/1/2023 Business sold				
Warfighter Fitness May-18 Sally 9/16/20 Moved company to VA N Star Investments Oct-18 Sally 9/16/20 Moved company to VA Tag Tech Mar-19 Sally 9/16/20 Office space in Pensacola Association Resource Solutions Nov-19 Sally 9/16/20 Office space in Pensacola Angler Up Jun-20 Sally 9/16/20 Office space in Pensacola Vivid Bridge Studios Jan-23 Graduated 2/1/23 Office space in Pensacola 128 Creative Collective Mar-23 Moved out 3/1/23 Team working remote RX:Stay Apr-23 Moved out 5/31/23 Relocated Master Butler Service Corp Apr-23 Moved out 6/26/2023 Moved out Doorknob Consulting Aug-23 Moved out 8/31/2023 Moved out Capacity Path Jul-20 Moved out 8/17/2023 Relocated Determinant Materials Oct-22 Moved out 10/31/2023 Industrial Office Space in Pensacola Maps & Legends Marketing (Spire Mk) Jun-22 Moved out 12/1/2023 Business sold	, .			·
N Star Investments Oct-18 Sally 9/16/20 Moved company to VA Tag Tech Mar-19 Sally 9/16/20 Office space in Pensacola Association Resource Solutions Nov-19 Sally 9/16/20 Office space in Pensacola Angler Up Jun-20 Sally 9/16/20 Office space in Pensacola Vivid Bridge Studios Jan-23 Graduated 2/1/23 Office space in Pensacola 128 Creative Collective Mar-23 Moved out 3/1/23 Team working remote RX:Stay Apr-23 Moved out 5/31/23 Relocated Master Butler Service Corp Apr-23 Moved out 6/26/2023 Moved out Doorknob Consulting Aug-23 Moved out 8/31/2023 Moved out Capacity Path Jul-20 Moved out 8/17/2023 Relocated Determinant Materials Oct-22 Moved out 10/31/2023 Industrial Office Space in Pensacola Maps & Legends Marketing (Spire Mk) Jun-22 Moved out 12/1/2023 Business sold				
Tag Tech Mar-19 Sally 9/16/20 Office space in Pensacola Association Resource Solutions Nov-19 Sally 9/16/20 Office space in Pensacola Angler Up Jun-20 Sally 9/16/20 Office space in Pensacola Vivid Bridge Studios Jan-23 Graduated 2/1/23 Office space in Pensacola 128 Creative Collective Mar-23 Moved out 3/1/23 Team working remote RX:Stay Apr-23 Moved out 5/31/23 Relocated Master Butler Service Corp Apr-23 Moved out 6/26/2023 Moved out Doorknob Consulting Aug-23 Moved out 8/31/2023 Moved out Capacity Path Jul-20 Moved out 8/17/2023 Relocated Determinant Materials Oct-22 Moved out 10/31/2023 Industrial Office Space in Pensacola Maps & Legends Marketing (Spire Mk) Jun-22 Moved out 12/1/2023 Business sold		-		Moved company to V∆
Association Resource Solutions Nov-19 Sally 9/16/20 Sally 9/16/20 Office space in Pensacola Jun-20 Sally 9/16/20 Office space in Pensacola Jun-23 Graduated 2/1/23 Office space in Pensacola 128 Creative Collective Mar-23 Moved out 3/1/23 Relocated Apr-23 Moved out 5/31/23 Relocated Master Butler Service Corp Apr-23 Moved out 6/26/2023 Moved out 5/31/203 Moved out 5/31/2023 Moved out 5/31/		l .		
Angler Up Jun-20 Sally 9/16/20 Office space in Pensacola Vivid Bridge Studios Jan-23 Graduated 2/1/23 Office space in Pensacola 128 Creative Collective Mar-23 Moved out 3/1/23 Team working remote RX:Stay Apr-23 Moved out 5/31/23 Relocated Master Butler Service Corp Apr-23 Moved out 6/26/2023 Moved out Doorknob Consulting Aug-23 Moved out 8/31/2023 Moved out Capacity Path Jul-20 Moved out 8/17/2023 Relocated Determinant Materials Oct-22 Moved out 10/31/2023 Industrial Office Space in Pensacola Maps & Legends Marketing (Spire Mk) Jun-22 Moved out 12/1/2023 Business sold	_			Office space III refisacola
Vivid Bridge Studios Jan-23 Graduated 2/1/23 Office space in Pensacola 128 Creative Collective Mar-23 Moved out 3/1/23 Team working remote RX:Stay Apr-23 Moved out 5/31/23 Relocated Master Butler Service Corp Apr-23 Moved out 6/26/2023 Moved out Doorknob Consulting Aug-23 Moved out 8/31/2023 Moved out Capacity Path Jul-20 Moved out 8/17/2023 Relocated Determinant Materials Oct-22 Moved out 10/31/2023 Industrial Office Space in Pensacola Maps & Legends Marketing (Spire Mk) Jun-22 Moved out 12/1/2023 Business sold				Office reaching Personals
128 Creative Collective Mar-23 Moved out 3/1/23 Team working remote RX:Stay Apr-23 Moved out 5/31/23 Relocated Master Butler Service Corp Apr-23 Moved out 6/26/2023 Moved out Doorknob Consulting Aug-23 Moved out 8/31/2023 Moved out Capacity Path Jul-20 Moved out 8/17/2023 Relocated Determinant Materials Oct-22 Moved out 10/31/2023 Industrial Office Space in Pensacola Maps & Legends Marketing (Spire Mk) Jun-22 Moved out 12/1/2023 Business sold				•
RX:Stay Apr-23 Moved out 5/31/23 Relocated Master Butler Service Corp Apr-23 Moved out 6/26/2023 Moved out Doorknob Consulting Aug-23 Moved out 8/31/2023 Moved out Capacity Path Jul-20 Moved out 8/17/2023 Relocated Determinant Materials Oct-22 Moved out 10/31/2023 Industrial Office Space in Pensacola Maps & Legends Marketing (Spire Mk) Jun-22 Moved out 12/1/2023 Business sold				· · · · · · · · · · · · · · · · · · ·
Master Butler Service Corp Apr-23 Moved out 6/26/2023 Moved out Doorknob Consulting Aug-23 Moved out 8/31/2023 Moved out Capacity Path Jul-20 Moved out 8/17/2023 Relocated Determinant Materials Oct-22 Moved out 10/31/2023 Industrial Office Space in Pensacola Maps & Legends Marketing (Spire Mk) Jun-22 Moved out 12/1/2023 Business sold				3
Doorknob Consulting Aug-23 Moved out 8/31/2023 Moved out Capacity Path Jul-20 Moved out 8/17/2023 Relocated Determinant Materials Oct-22 Moved out 10/31/2023 Industrial Office Space in Pensacola Maps & Legends Marketing (Spire Mk) Jun-22 Moved out 12/1/2023 Business sold	-			
Capacity Path Jul-20 Moved out 8/17/2023 Relocated Determinant Materials Oct-22 Moved out 10/31/2023 Industrial Office Space in Pensacola Maps & Legends Marketing (Spire Mk) Jun-22 Moved out 12/1/2023 Business sold	·			
Determinant Materials Oct-22 Moved out 10/31/2023 Industrial Office Space in Pensacola Maps & Legends Marketing (Spire Mk) Jun-22 Moved out 12/1/2023 Business sold				
Maps & Legends Marketing (Spire Mk) Jun-22 Moved out 12/1/2023 Business sold				
		Oct-22	Moved out 10/31/2023	Industrial Office Space in Pensacola
Heart Crossed Films Jan-21 Moved out 11/30/2023 Moved out	Maps & Legends Marketing (Spire Mk)	Jun-22	Moved out 12/1/2023	Business sold
	Heart Crossed Films	Jan-21	Moved out 11/30/2023	Moved out
Brewww Apr-22 Moved out 1/31/2024 Moved company to OH	Brewww			
Snap Soccer Jun-18 Graduated 2/12/2024 Team working remote	Snap Soccer			



Marketing & Communications Review

Website Metrics - Google Analytics - July over June 2024

Recommendation: Returning to a digital marketing campaign for each enterprise.

FloridaWest.com

- users ↑ 33% ↑ 573 total of 2,333 unique users
- page views ↓ 56% ↓ 9,998 total of 7,989 page views
- sessions ↑ 61% ↑ 992 total of 2619 sessions
- top cities: Cheyenne, Pensacola, Chicago, New York, Ashburn

CyberCoastFlorida.com

- users ↓ 81% ↓ 403 total of 92 users
- page views ↓ 82% ↓ 803 total of 172 page views
- sessions ↓ 79% ↓ 408 total of 107 sessions
- top cities: Ashburn, San Jose, Pensacola, New York, Atlanta

CO-LAB.com

- users ↓ 69% ↓ 417 total of 190 users
- page views ↓ 58% ↓ 712 total of 521 page views
- sessions ↓ 63% ↓ 402 total of 240 sessions
- top cities: Pensacola, Ashburn, Chicago, Dallas, New Orleans

Social Media Metrics - July over June 2024

Recommendation: Return to an ongoing marketing effort to promote our social pages.

FloridaWest

- Facebook
 - Reach: 1,100 ↑ 140% over previous period
 - Page views: 145 ↑ 130% over previous period
 - o Page new likes: 3
 - o Total likes/followers: 914 ↑
- Instagram
 - Reach: 181 ↑ 12% over previous period
 - o Profile visits: 88 ↓ 25% over previous period
 - o New followers: 8
 - Total followers: 604 ↑
- LinkedIn
 - Reactions: 408 ↑ by 28% over previous period
 - Page views: 135 ↑ 165% over previous period
 - o New followers: 48
 - o Total followers: 1351 ↑

CO:LAB

- Facebook
 - Reach: 966 ↑ by 53% over previous period
 - Page views: 76 ↓ by 17% over previous period
 - Page new likes: 2○ Total likes: 996 ↓
- Instagram
 - Reach: 270 ↑ 30% over previous period
 Profile Visits: 30 flat over previous period
 - New followers: 11○ Total followers: 1,134 ↓
- LinkedIn
 - Reactions: 77 ↓ 27% over previous period
 Page views: 47 ↑ 135% over previous period
 - New followers: 13Total followers: 654 ↑

CyberCoast

- Facebook
 - Reach: 97 ↑ 62% over previous period
 Page views: 19 ↑ 62% over previous period
 - Page new likes: 2Total likes: 162 ↑
- Instagram
 - Reach: 89 ↓ 19% over previous period
 Profile visits: 12 ↑ 9% over previous period
 - New followers: 9Total followers: 338 ↓
- LinkedIn
 - Reactions: 10 ↓ 41% over previous period
 Page views: 1 ↓ 92% over previous period
 - New followers: 0Total followers: 180 flat

News, Events & More

- eNewsletter sent Friday, August 2
 - o Please send any relevant economic development/community news to pr@floridawesteda.com
- Event: Paradigm Open house July 31 WEAR TV-3 and Pensacola News Journal Covered event
- FTZ #249 Flyer and web page completed see https://bit.ly/FTZ249
- The next Taco Thursday is August 29, noon at CO:LAB
- 1 Million Cups is Sept. 3, 9 a.m. at CO:LAB