

Triumph Gulf Coast, Inc. Application for Funds

February 2019

***** IMPORTANT *****

Required for ALL Projects in Bay, Franklin, Gulf and Wakulla Counties

Hurricane Michael Application Addendum

For ALL regular project applications not yet approved by the Triumph Gulf Coast Board in Bay, Franklin, Gulf and Wakulla counties:

Please provide documentation of support or continued support for the proposal as a component of the county's post-Hurricane Michael recovery efforts made by the Board of County Commissioners (for each Hurricane Michael impacted county included in the project) on a date after October 10, 2018.

Triumph Gulf Coast, Inc. Trust Fund Application for Funds

Proposal Instructions: The Triumph Gulf Coast, Inc. Trust Fund Grant Application (this document) must be completed by the entity applying for the grant and signed, as applicable, by either the individual applying for funds, an individual authorized to bind the entity applying for funds, a chief elected official, the administrator for the governmental entity or their designee. Please read the Application carefully as some questions may require a separate narrative to be completed. In addition, please complete all Addendums that may be applicable to the proposed project or program.

Triumph Gulf Coast, Inc. will make awards from available funds to projects or programs that meet the priorities for economic recovery, diversification, and enhancement of the disproportionately affected counties. Triumph Gulf Coast, Inc. may make awards for:

- Ad valorem tax rate reduction within disproportionately affected counties;
- Local match requirements of s. 288.0655 for projects in the disproportionately affected counties;
- Public infrastructure projects for construction, expansion, or maintenance which are shown to enhance economic recovery, diversification, and enhancement of the disproportionately affected counties;
- Grants to local governments in the disproportionately affected counties to establish and maintain equipment and trained personnel for local action plans of response to respond to disasters, such as plans created for the Coastal Impacts Assistance Program;
- Grants to support programs that prepare students for future occupations and careers at K-20 institutions that have campuses in the disproportionately affected counties. Eligible programs include those that increase students' technology skills and knowledge; encourage industry certifications; provide rigorous, alternative pathways for students to meet high school graduation requirements; strengthen career readiness initiatives; fund high-demand programs of emphasis at the bachelor's and master's level designated by the Board of Governors; and, similar to or the same as talent retention programs created by the Chancellor of the State University System and the Commission of Education; encourage students with interest or aptitude for science, technology, engineering, mathematics, and medical disciplines to pursue postsecondary education at a state university or a Florida College System institution within the disproportionately affected counties;
- Grants to support programs that provide participants in the disproportionately affected counties with transferable, sustainable workforce skills that are not confined to a single employer; and
- Grants to the tourism entity created under s. 288.1226 for the purpose of advertising and promoting tourism and Fresh From Florida, and grants to promote workforce and infrastructure, on behalf of all of the disproportionately affected counties.

Pursuant to Florida Law, Triumph Gulf Coast, Inc. will provide priority consideration to Applications for projects or programs that:

- Generate maximum estimated economic benefits, based on tools and models not generally employed by economic input-output analyses, including cost-benefit, return-on-investment, or dynamic scoring techniques to determine how the long-term economic growth potential of the disproportionately affected counties may be enhanced by the investment.
- Increase household income in the disproportionately affected counties above national average household income.
- Leverage or further enhance key regional assets, including educational institutions, research facilities, and military bases.
- Partner with local governments to provide funds, infrastructure, land, or other assistance for the project.
- Benefit the environment, in addition to the economy.
- Provide outcome measures.
- Partner with K-20 educational institutions or school districts located within the disproportionately affected counties as of January 1, 2017.
- Are recommended by the board of county commissioners of the county in which the project or program will be located.
- Partner with convention and visitor bureaus, tourist development councils, or chambers of commerce located within the disproportionately affected counties.

Additionally, the Board of Triumph Gulf Coast, Inc. may provide discretionary priority to consideration of Applications for projects and programs that:

- Are considered transformational for the future of the Northwest Florida region.
- May be consummated quickly and efficiently.
- Promote net-new jobs in the private sector with an income above regional average household income.
- Align with Northwest Florida FORWARD, the regional strategic initiative for Northwest Florida economic transformation.
- Create net-new jobs in targeted industries to include: aerospace and defense, financial services/shared services, water transportation, artificial intelligence, cybersecurity, information technology, manufacturing, and robotics.
- Promote industry cluster impact for unique targeted industries.
- Create net-new jobs with wages above national average wage (*e.g.*, similar to EFI QTI program, measured on graduated scale).
- Are located in Rural Area of Opportunity as defined by the State of Florida (DEO).
- Provide a wider regional impact versus solely local impact.
- Align with other similar programs across the regions for greater regional impact, and not be duplicative of other existing projects or programs.
- Enhance research and innovative technologies in the region.
- Enhance a targeted industry cluster or create a Center of Excellence unique to Northwest Florida.
- Create a unique asset in the region that can be leveraged for regional growth of targeted industries.

- Demonstrate long-term financial sustainability following Triumph Gulf Coast, Inc. funding.
- Leverage funding from other government and private entity sources.
- Provide local investment and spending.
- Are supported by more than one governmental entity and/or private sector companies, in particular proposed projects or programs supported by more than one county in the region.
- Provide clear performance metrics over duration of project or program.
- Include deliverables-based payment system dependent upon achievement of interim performance metrics.
- Provide capacity building support for regional economic growth.
- Are environmentally conscious and business focused.
- Include Applicant and selected partners/vendors located in Northwest Florida.

Applications will be evaluated and scored based on compliance with the statutory requirements of the Triumph Gulf Coast legislation, including but not limited to the priorities identified therein and the geographic region served by the proposed project or program.

Applicant Information

Name of Individual (if applying in individual capacity): _____

Name of Entity/Organization: Santa Rosa County Board of County Commissioners

Background of Applicant Individual/Entity/Organization: _____

Santa Rosa County is a unit of government established by Florida law

(If additional space is needed, please attach a Word document with your entire answer.)

Federal Employer Identification Number: 59-6000842

Contact Information:

Primary Contact Information: Mr. Shannon Ogletree

Title: Director, Santa Rosa Economic Development Office (EDO)

Mailing Address: 6491 Caroline Street, Suite 4
Milton, Florida 32570

Phone: 850-623-0174

Email: shannon@santarosa.fl.gov

Website: www.santarosaedo.com

Identify any co-applicants, partners, or other entities or organizations that will have a role in the proposed project or program and such partners proposed roles.

This request is in support of Project Lionheart, a medical device and pharmaceutical distribution company looking to expand into I-10 Industrial Park. Project Lionheart will bring a \$6 million capital investment.

(If additional space is needed, please attach a Word document with your entire answer.)

Total amount of funding requested from Triumph Gulf Coast: \$3,484,728

Has the applicant in the past requested or applied for funds for all or part of the proposed project/program?

☐ Yes ☒ No

If yes, please provide detailed information concerning the prior request for funding, including:

- the date the request/application for funding was made;
- the source to which the request/application for funding was made,
- the results of the request/application for funding, and
- projected or realized results and/or outcomes from prior funding.

(If additional space is needed, please attach a Word document with your entire answer.)

Describe the financial status of the applicant and any co-applicants or partners:

The most recent audit of the county's financial status showed the county as financially sound. The audit was performed on the Consolidated Annual Financial Report for Period Ending September 30, 2018 by Warren Averitt CPAs and Advisors, whose findings were in a letter signed March 28, 2019.

In a separate attachment, please provide financial statements or information that details the financial status of the applicant and any co-applicants or partners.

Please see Attachment 1 Financial Status.

Has the applicant or any co-applicants, partners or any associated or affiliated entities or individuals filed for bankruptcy in the last ten (10) years?

☐ Yes ☒ No

If yes, please identify the entity or individual that filed for bankruptcy and the date of filing.

(If additional space is needed, please attach a Word document with your entire answer.)

Eligibility

Pursuant to Section 288.8017, Triumph Gulf Coast, Inc. was created to make awards from available funds to projects or programs that meet the priorities for economic recovery, diversification, and enhancement of the disproportionately affected counties. The disproportionately affected counties are: Bay County, Escambia County, Franklin County, Gulf County, Okaloosa County, Santa Rosa County, Walton County, or Wakulla County. *See*, Section 288.08012.

1. From the choices below, please check the box that describes the purpose of the proposed project or program (check all that apply):

- ☐ Ad valorem tax rate reduction within disproportionately affected counties;
- ☐ Local match requirements of s. 288.0655 for projects in the disproportionately affected counties;
- ☒ Public infrastructure projects for construction, expansion, or maintenance which are shown to enhance economic recovery, diversification, and enhancement of the disproportionately affected counties;
- ☐ Grants to local governments in the disproportionately affected counties to establish and maintain equipment and trained personnel for local action plans of response to respond to disasters, such as plans created for the Coastal Impacts Assistance Program;
- ☐ Grants to support programs that prepare students for future occupations and careers at K-20 institutions that have campuses in the disproportionately affected counties. Eligible programs include those that increase students' technology skills and knowledge; encourage industry certifications; provide rigorous, alternative pathways for students to meet high school graduation requirements; strengthen career readiness initiatives; fund high-demand programs of emphasis at the bachelor's and master's level designated by the Board of Governors; and, similar to or the same as talent retention programs created by the Chancellor of the State University System and the Commission of Education, encourage students with interest or aptitude for science, technology, engineering, mathematics, and medical disciplines to pursue postsecondary education at a state university or a Florida College System institution within the disproportionately affected counties;
- ☐ Grants to support programs that provide participants in the disproportionately affected counties with transferable, sustainable workforce skills that are not confined to a single employer; and
- ☐ Grants to the tourism entity created under s. 288.1226 for the purpose of advertising and promoting tourism and Fresh From Florida, and grants to promote workforce and infrastructure, on behalf of all of the disproportionately affected counties.

2. Provide the title and a detailed description of the proposed project or program, including the location of the proposed project or program, a detailed description of, and quantitative evidence demonstrating how the proposed project or program will promote economic recovery, diversification, and enhancement of the disproportionately affected counties, a proposed timeline for the proposed project or program, and the disproportionately affected counties that will be impacted by the proposed project or program.

The Santa Rosa Economic Development Office has been engaged with a pharmaceutical and medical device distribution company seeking to expand into the I-10 Industrial Park.

This project would have a transformational impact on Santa Rosa County in that it would provide a high number of well paying jobs, at 150% of the average county wage (EFI State of Florida Incentives Average Wage Requirements).

Approximate Project Parameters:

Number of Jobs: 90 individuals

Average Wage: \$52,995

Capital Investment: \$6 Million

The Triumph funding will be used to complete infrastructure construction to the I-10 Industrial Park specifically to allow a pharmaceutical and medical device distribution company to expand into the site with a new 100,000 sq foot warehouse. Infrastructure improvements would include construction of 2,300 feet of roadway, build-out and finalization of a retention pond, installation of a gravity sewer system, a new lift station and new force main.

All improvements will be on a county owned and maintained property or easement. All improvements will also benefit future tenants on the remaining acres of the Florida First Site.

Please see Attachment 2 Map.

3. Explain how the proposed project or program is considered transformational and how it will effect the disproportionately affected counties in the next ten (10) years.

Please see Attachment 3.

(If additional space is needed, please attach a Word document with your entire answer.)

4. Describe data or information available to demonstrate the viability of the proposed project or program.

Please see Attachment 4.

(If additional space is needed, please attach a Word document with your entire answer.)

5. Describe how the impacts to the disproportionately affected counties will be measured long term.

The impacts will be measured by reviewing the following indicators over a ten year period: (1) number of jobs, (2) average wage, and (3) amount of capital investment.

6. Describe how the proposed project or program is sustainable. (Note: Sustainable means how the proposed project or program will remain financially viable and continue to perform in the long-term after Triumph Gulf Coast, Inc. funding.)

The Triumph funding will be used to complete infrastructure construction to the I-10 Industrial Park specifically to allow a distribution company to expand into the site with a new 100,000 sq foot warehouse. The infrastructure will be maintained by the county.

7. Describe how the deliverables for the proposed project or program will be measured.
Santa Rosa EDO and Engineering Department have an established track record of measuring deliverables for infrastructure projects. They will be measured according to the specifications detailed in the bid packages and contracts. An engineering firm will be hired to provide construction engineering and inspection (CEI) services.

Priorities

1. Please check the box if the proposed project or program will meet any of the following priorities (check all that apply):

- ☒ Generate maximum estimated economic benefits, based on tools and models not generally employed by economic input-output analyses, including cost-benefit, return-on-investment, or dynamic scoring techniques to determine how the long-term economic growth potential of the disproportionately affected counties may be enhanced by the investment.
- ☒ Increase household income in the disproportionately affected counties above national average household income.
- ☐ Leverage or further enhance key regional assets, including educational institutions, research facilities, and military bases.

- ☒ Partner with local governments to provide funds, infrastructure, land, or other assistance for the project.
- ☐ Benefit the environment, in addition to the economy.
- ☒ Provide outcome measures.
- ☐ Partner with K-20 educational institutions or school districts located within the disproportionately affected counties as of January 1, 2017.
- ☒ Are recommended by the board of county commissioners of the county in which the project or program will be located.
- ☐ Partner with convention and visitor bureaus, tourist development councils, or chambers of commerce located within the disproportionately affected counties.

2. Please explain how the proposed project meets the priorities identified above.

Generate maximum estimated economic benefits...

Although a formal economic analysis has not yet been conducted, the long term economic growth potential of adding 90 high-paying jobs in the manufacturing/distribution sector will no doubt have a profound impact.

Increase household income...

The warehouse/distribution company will hire 90 employees at \$52,995 average wage, which is more than 150% the county average wage.

Provide outcome measures...

The outcome measures will be a review of the following indicators: (1) number of jobs (2) average wage, (3) amount of capital investment.

Are recommended by the board of county commissioners...

The project application was approved by the Santa Rosa Board of County Commissioners at their regular meeting on October 21, 2019.

3. Please explain how the proposed project or program meets the discretionary priorities identified by the Board.

Please see Attachment 5.

4. In which of the eight disproportionately affected county/counties is the proposed project or program located? (Circle all that apply)

Escambia Santa Rosa Okaloosa Walton Bay Gulf Franklin Wakulla

5. Was this proposed project or program on a list of proposed projects and programs submitted to Triumph Gulf Coast, Inc., by one (or more) of the eight disproportionately affected Counties as a project and program located within its county?

☒ Yes ☐ No

If yes, list all Counties that apply: Santa Rosa County

6. Does the Board of County Commissioners for each County listed in response to question 5, above, recommend this project or program to Triumph?

☒ Yes ☐ No

****Please attach proof of recommendation(s) from each County identified.**

Approvals and Authority

1. If the Applicant is awarded grant funds based on this proposal, what approvals must be obtained before Applicant can execute an agreement with Triumph Gulf Coast, Inc.?
If awarded, the County Attorney will review the agreement and it will be on the agenda of a BOCC meeting for the Board to authorize the Chairman to sign the agreement. No other approvals are needed.
2. If approval of a board, commission, council or other group is needed prior to execution of an agreement between the entity and Triumph Gulf Coast:
 - A. Provide the schedule of upcoming meetings for the group for a period of at least six months.
 - B. State whether that group can hold special meetings, and if so, upon how many days' notice.

Please see Attachment 6 Schedule of BOCC meetings. In addition, the BOCC can hold special meetings with 7 days notice.

3. Describe the timeline for the proposed project or program if an award of funding is approved, including milestones that will be achieved following an award through completion of the proposed project or program.

Please see Attachment 7 Timeline.

4. Attach evidence that the undersigned has all necessary authority to execute this proposal on behalf of the entity applying for funding. This evidence may take a variety of forms, including but not limited to: a delegation of authority, citation to relevant laws or codes, policy documents, etc. In addition, please attach any support letters from partners.

Please see Attachment 8 BOCC Authority.

Funding and Budget:

Pursuant to Section 288.8017, awards may not be used to finance 100 percent of any project or program. An awardee may not receive all of the funds available in any given year.

1. Identify the amount of funding sought from Triumph Gulf Coast, Inc. and the time period over which funding is requested.

\$3,484,728 is requested over 36 months.

2. What percentage of total program or project costs does the requested award from Triumph Gulf Coast, Inc. represent? (Please note that an award of funding will be for a defined monetary amount and will not be based on percentage of projected project costs.)

This Triumph request is 34% of the total project cost.

3. Please describe the types and number of jobs expected from the proposed project or program and the expected average wage.

NAICS Code 325412, Pharmaceutical/Wholesale Distribution - 45 jobs \$52,995

NAICS Code 323450, Medical and Surgical Supplies/Distribution - 45 jobs \$52,995

4. Does the potential award supplement but not supplant existing funding sources? If yes, describe how the potential award supplements existing funding sources.

☒ Yes ☐ No

Yes, the award does not supplant existing funding sources because no other funds have been identified at this point. It does supplement the overall expenditures.

5. Please provide a Project/Program Budget. Include all applicable costs and other funding sources available to support the proposal.

Budget

PROJECT LIONHEART BUDGET

Capital Investment (100,000 sq. ft. warehouse)	\$6,000,000
Land acquisition	\$400,000
Anticipated State QTI	\$360,000
SRC QTI match	\$72,000
Triumph Request	\$3,484,728

TOTAL PROJECT BUDGET **\$10,316,728**

Triumph Percent of Project Cost 34%

- C. Provide a detailed budget narrative, including the timing and steps necessary to obtain the funding and any other pertinent budget-related information.

The project budget shown includes capital investment by the company to construct a 100,000 square foot warehouse, the cost to Santa Rosa County to design and construct necessary infrastructure to the site, and the associated incentive package approved by Santa Rosa County BOCC and submitted to The Florida Department of Economic Opportunity.

Santa Rosa County BOCC approved an incentive package for the company in October 2019, which includes 8 acres of land in the I-10 Industrial Park and the required State QTI match in the anticipated amount of \$72,000. The application for QTI was submitted to the State in October 2019.

Applicant understands that the Triumph Gulf Coast, Inc. statute requires that the award contract must include provisions requiring a performance report on the contracted activities, must account for the proper use of funds provided under the contract, and must include provisions for recovery of awards in the event the award was based upon fraudulent information or the awardee is not meeting the performance requirements of the award.

☒ Yes ☐ No

Applicant understands that awardees must regularly report to Triumph Gulf Coast, Inc. the expenditure of funds and the status of the project or program on a schedule determined by Triumph Gulf Coast, Inc.

☒ Yes ☐ No

Applicant acknowledges that Applicant and any co-Applicants will make books and records and other financial data available to Triumph Gulf Coast, Inc. as necessary to measure and confirm performance metrics and deliverables.

☒ Yes ☐ No

Applicant acknowledges that Triumph Gulf Coast, Inc. reserves the right to request additional information from Applicant concerning the proposed project or program.

☒ Yes ☐ No

ADDENDUM FOR INFRASTRUCTURE PROPOSALS:

1. Program Requirements

- A. Is the infrastructure owned by the public?
☒ Yes ☐ No
- B. Is the infrastructure for public use or does it predominately benefit the public?
☒ Yes ☐ No
- C. Will the public infrastructure improvements be for the exclusive benefit of any single company, corporation or business entity?
☐ Yes ☒ No
- D. Provide a detailed explanation of how the public infrastructure improvements will connect to a broader economic development vision for the community and benefit additional current and future businesses.
- Santa Rosa County since 2010 is one of the 10 fastest growing counties in Florida and within the top 5% of the fastest growing counties in the US. With a current population of approximately 170,000 and an estimated annual population growth rate of 1.9%, more good paying jobs are needed in the area.
- Project Lionheart connects to this broader vision because the jobs will be significantly above the average annual wage.
- E. Provide a detailed description of, and quantitative evidence demonstrating how the proposed public infrastructure project will promote:
- Economic recovery,
 - Economic Diversification,
 - Enhancement of the disproportionately affected counties,
 - Enhancement of a Targeted Industry.

Please see Attachment 9.

2. Additional Information

- A. Is this project an expansion of existing infrastructure project?
☐ Yes ☒ No
- B. Provide the proposed beginning commencement date and number of days required to complete construction of the infrastructure project.

If the project was awarded on January 1, 2020, the project would be completed in 36 months.

- C. What is the location of the public infrastructure? (Provide the road number, if applicable.)

The I-10 Industrial Park is located approximately one half mile south of Interstate 10 on Hwy 87 in Santa Rosa County.

- D. Who is responsible for maintenance and upkeep? (Indicate if more than one are applicable.)

Santa Rosa County Board of County Commissioners

- E. What permits are necessary for the infrastructure project?

NWFWMD stormwater, wetlands, FDEP potable water and sewer, SRC land use and stormwater

Detail whether required permits have been secured, and if not, detail the timeline for securing these permits. Additionally, if any required permits are local permits, will these permits be prioritized?

Permits have been secured.

- F. What is the future land use and zoning designation on the proposed site of the Infrastructure improvement, and will the improvements conform to those uses?

Future land use is Industrial. Zoning designation is M1 Restricted Limited Industrial which allows distribution and warehousing and some manufacturing and assembly. Improvements will conform to the uses.

- G. Will an amendment to the local comprehensive plan or a development order be required on the site of the proposed project or on adjacent property to accommodate the infrastructure and potential current or future job creation opportunities? If yes, please detail the timeline
☐ Yes ☒ No
-

(If additional space is needed, please attach a Word document with your entire answer.)

- H. Does this project have a local match amount? If yes, please describe the entity providing the match and the amount.
☒ Yes ☐ No

Total match is \$6,472,000. Santa Rosa County BOCC is providing \$472,000 in land and QTI match funds. The company will have a capital investment of \$6 million.

- I. Provide any additional information or attachments to be considered for this proposal.

No other attachments are provided.

ADDENDUM FOR WORKFORCE TRAINING PROPOSALS

1. Program Requirements

- A. Will this proposal supports programs that prepare students for future occupations and careers at K-20 institutions that have campuses in the disproportionately affected counties? If yes, please identify where the campuses are located and provide details on how the proposed programs will prepare students for future occupations and at which K-20 institutions that programs will be provided.

☐ Yes ☐ No

(If additional space is needed, please attach a Word document with your entire answer.)

- B. Will the proposed program (check all that apply):

- ☐ Increase students' technology skills and knowledge
- ☐ Encourage industry certifications
- ☐ Provide rigorous, alternative pathways for students to meet high school graduation requirements
- ☐ Strengthen career readiness initiatives
- ☐ Fund high-demand programs of emphasis at the bachelor's and master's level designated by the Board of Governors
- ☐ Encourage students with interest or aptitude for science, technology, engineering, mathematics, and medical disciplines to pursue postsecondary education at a state university or a Florida College System institution within the disproportionately affected counties (similar to or the same as talent retention programs created by the Chancellor of the State University System and the Commission on Education)

For each item checked above, describe how the proposed program will achieve these goals

(If additional space is needed, please attach a Word document with your entire answer.)

- C. Will this proposal provide participants in the disproportionately affected counties with transferable, sustainable workforce skills but not confined to a single employer? If yes, please provide details.

☐ Yes ☐ No

(If additional space is needed, please attach a Word document with your entire answer.)

- D. Identify the disproportionately affected counties where the proposed programs will operate or provide participants with workforce skills.

(If additional space is needed, please attach a Word document with your entire answer.)

- E. Provide a detailed description of, and quantitative evidence demonstrating how the proposed project or program will promote:
- Economic recovery,
 - Economic Diversification,
 - Enhancement of the disproportionately affected counties,
 - Enhancement of a Targeted Industry.

(If additional space is needed, please attach a Word document with your entire answer.)

2. Additional Information

- A. Is this an expansion of an existing training program? Is yes, describe how the proposed program will enhance or improve the existing program and how the proposal program will supplements but not supplant existing funding sources.
- ☐ Yes ☐ No

(If additional space is needed, please attach a Word document with your entire answer.)

- B. Indicate how the training will be delivered (*e.g.*, classroom-based, computer based, other).
- If in-person, identify the location(s) (*e.g.*, city, campus, etc.) where the training will be available.

If computer-based, identify the targeted location(s) (e.g., city, county) where the training will be available.

(If additional space is needed, please attach a Word document with your entire answer.)

- C. Identify the number of anticipated enrolled students and completers.

(If additional space is needed, please attach a Word document with your entire answer.)

- D. Indicate the length of the program (e.g, quarters, semesters, weeks, months, etc.) including anticipated beginning and ending dates.

(If additional space is needed, please attach a Word document with your entire answer.)

- E. Describe the plan to support the sustainability of the proposed program.

(If additional space is needed, please attach a Word document with your entire answer.)

- F. Identify any certifications, degrees, etc. that will result from the completion of the program.

(If additional space is needed, please attach a Word document with your entire answer.)

- G. Does this project have a local match amount? If yes, please describe the entity providing the match and the amount.

☐ Yes

☐ No

(If additional space is needed, please attach a Word document with your entire answer.)

- H. Provide any additional information or attachments to be considered for this proposal.
-

(If additional space is needed, please attach a Word document with your entire answer.)

ADDENDUM FOR AD VALOREM TAX RATE REDUCTION:

1. Program Requirements

- A. Describe the property or transaction that will be supported by the ad valorem tax rate reduction.

(If additional space is needed, please attach a Word document with your entire answer.)

- B. Provide a detailed explanation of how the ad valorem tax rate reduction will connect to a broader economic recovery, diversification, enhancement of the disproportionately affected counties and/or enhancement of a targeted industry.

(If additional space is needed, please attach a Word document with your entire answer.)

- C. Provide a detailed description of the quantitative evidence demonstrating how the proposed ad valorem tax reduction will promote:
- Economic recovery,
 - Economic Diversification,
 - Enhancement of the disproportionately affected counties,
 - Enhancement of a Targeted Industry.

(If additional space is needed, please attach a Word document with your entire answer.)

2. Additional Information

- A. What is the location of the property or transaction that will be supported by the ad valorem tax rate reduction?

(If additional space is needed, please attach a Word document with your entire answer.)

- B. Detail the current status of the property or transaction that will be supported by the ad valorem tax rate reduction and provide a detailed description of when and how the ad valorem tax rate reduction will be implemented.

(If additional space is needed, please attach a Word document with your entire answer.)

- C. Does this proposed project have a local match amount? If yes, please describe the entity providing the match and the amount.
☐ Yes ☐ No

(If additional space is needed, please attach a Word document with your entire answer.)

- D. Provide any additional information or attachments to be considered for this proposal.

(If additional space is needed, please attach a Word document with your entire answer.)

**ADDENDUM FOR LOCAL MATCH REQUIREMENTS OF SECTION 288.0655,
FLORIDA STATUTES**

1. Program Requirements

- A. Describe the local match requirements of Section 288.0655 and the underlying project, program or transaction that will be funded by the proposed award.

(If additional space is needed, please attach a Word document with your entire answer.)

- B. Provide a detailed explanation of how the local match requirements and the underlying project or program will connect to a broader economic recovery, diversification, enhancement of the disproportionately affected counties and/or enhancement of a targeted industry.

(If additional space is needed, please attach a Word document with your entire answer.)

- C. Provide a detailed description of, and quantitative evidence demonstrating how the proposed local match requirements will promote:
- Economic recovery,
 - Economic Diversification,
 - Enhancement of the disproportionately affected counties,
 - Enhancement of a Targeted Industry.

(If additional space is needed, please attach a Word document with your entire answer.)

2. Additional Information

- A. What is the location of the property or transaction that will be supported by the local match requirements?

(If additional space is needed, please attach a Word document with your entire answer.)

- B. Detail the current status of the property or transaction that will be supported by the local match requirement and provide a detailed description of when and how the local match requirement will be implemented.

(If additional space is needed, please attach a Word document with your entire answer.)

- C. Provide any additional information or attachments to be considered for this proposal.

(If additional space is needed, please attach a Word document with your entire answer.)

ADDENDUM FOR LOCAL ACTION PLAN

1. Program Requirements

- A. Describe how the proposed award will establish and maintain equipment and trained personnel for local action plans of response to respond to disasters.
- B. Describe the type and amount of equipment and trained personnel that will be established or maintained by the proposed award.
- C. Identify the specific local action plans (*e.g.*, Coastal Impacts Assistance Program) that will benefit from the proposed award.
- D. Provide a detailed explanation of how the proposed award will connect to a broader economic recovery, diversification, enhancement of the disproportionately affected counties and/or enhancement of a targeted industry.

(If additional space is needed, please attach a Word document with your entire answer.)

- E. Provide a detailed description of the quantitative evidence demonstrating how the proposed will promote:
 - Economic recovery,
 - Economic Diversification,
 - Enhancement of the disproportionately affected counties,
 - Enhancement of a Targeted Industry.

(If additional space is needed, please attach a Word document with your entire answer.)

2. Additional Information

- A. What is the location of the local action program that will be supported by the proposed award?

(If additional space is needed, please attach a Word document with your entire answer.)

- B. Detail the current status of the local action plans (*e.g.*, new plans, existing plans, etc.) that will be supported by the proposed award and provide a detailed description of when and how the proposed award will be implemented.

(If additional space is needed, please attach a Word document with your entire answer.)

- C. Provide any additional information or attachments to be considered for this proposal.

(If additional space is needed, please attach a Word document with your entire answer.)

ADDENDUM FOR ADVERTISING/PROMOTION

1. Program Requirements

- A. Is the applicant a tourism entity created under s. 288.1226, Florida Statutes?

☐ Yes ☐ No

- B. Does the applicant advertise and promote tourism and Fresh From Florida? If yes, provide details on how it advertises and promotes tourism and Fresh From Florida.

☐ Yes ☐ No

(If additional space is needed, please attach a Word document with your entire answer.)

- C. Does the proposed award promote workforce and infrastructure on behalf of the disproportionately affected counties? If yes, describe how workforce and infrastructure is promoted on behalf of the disproportionately affected counties.

☐ Yes ☐ No

(If additional space is needed, please attach a Word document with your entire answer.)

- D. Provide a detailed explanation of how the proposed award will connect to a broader economic recovery, diversification, enhancement of the disproportionately affected counties and/or enhancement of a targeted industry.
-

(If additional space is needed, please attach a Word document with your entire answer.)

- E. Provide a detailed description of the quantitative evidence demonstrating how the proposed will promote:

- Economic recovery,
 - Economic Diversification,
 - Enhancement of the disproportionately affected counties,
 - Enhancement of a Targeted Industry.
-

(If additional space is needed, please attach a Word document with your entire answer.)

2. Additional Information

- A. Describe the advertising and promotion mediums and locations where the advertising and promotion will occur.

(If additional space is needed, please attach a Word document with your entire answer.)

- B. Detail the current status of the advertising and promotion (*e.g.*, new plans, existing plans, etc.) that will be supported by the proposed award and provide a detailed description of when and how the proposed award will be implemented.

(If additional space is needed, please attach a Word document with your entire answer.)

- C. Provide any additional information or attachments to be considered for this proposal.

(If additional space is needed, please attach a Word document with your entire answer.)

I, the undersigned, do hereby certify that I have express authority to sign this proposal on my behalf or on behalf of the above-described entity, organization, or governmental entity:

Name of Applicant: Santa Rosa County Board of County Commissioners

Name and Title of Authorized Representative: Sam Parker, Chairman

Representative Signature: 

Signature Date: 11/12/19



316 South Baylen Street, Suite 300
Pensacola, FL 32502
warrenaverett.com

INDEPENDENT AUDITORS' REPORT

The Honorable Board of County Commissioners
Santa Rosa County, Florida

Report on the Financial Statements

We have audited the accompanying financial statements of the governmental activities, the business-type activities, each major fund, and the aggregate remaining fund information of Santa Rosa County, Florida, (the "County") as of and for the year ended September 30, 2018, and the related notes to the financial statements, which collectively comprise the County's basic financial statements as listed in the table of contents.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

Auditors' Responsibility

Our responsibility is to express opinions on these financial statements based on our audit. We conducted our audit in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinions.

Opinions

In our opinion, the financial statements referred to above present fairly, in all material respects, the respective financial position of the governmental activities, the business-type activities, each major fund, and the aggregate remaining fund information of the County as of September 30, 2018, and the respective changes in financial position, and, where applicable, cash flows thereof for the year then ended in accordance with accounting principles generally accepted in the United States of America.

Other Matters

Required Supplementary Information

Accounting principles generally accepted in the United States of America require that the management's discussion and analysis, the budgetary comparison schedules for the general fund, road and bridge fund, and the local option sales tax fund, the schedules of proportionate share of the net pension liability, the schedules of the County's contributions, the schedules of changes in total liability and related ratios for other post-employment benefits, as listed in the table of contents, be presented to supplement the basic financial statements. Such information, although not a part of the basic financial statements, is required by the Governmental Accounting Standards Board, who considers it to be an essential part of financial reporting for placing the basic financial statements in an appropriate operational, economic, or historical context. We have applied certain limited procedures to the required supplementary information in accordance with auditing standards generally accepted in the United States of America, which consisted of inquiries of management about the methods of preparing the information and comparing the information for consistency with management's responses to our inquiries, the basic financial statements, and other knowledge we obtained during our audit of the basic financial statements. We do not express an opinion or provide any assurance on the information because the limited procedures do not provide us with sufficient evidence to express an opinion or provide any assurance.

Other Information

Our audit was conducted for the purpose of forming opinions on the financial statements that collectively comprise the County's basic financial statements. The introductory section, combining individual fund statements and budgetary comparison schedules, and statistical section are presented for purposes of additional analysis and are not a required part of the basic financial statements.

The combining individual fund statements and budgetary comparison schedules are the responsibility of management and were derived from and relate directly to the underlying accounting and other records used to prepare the financial statements. Such information has been subjected to the auditing procedures applied in the audit of the basic financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the basic financial statements or to the basic financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the combining individual fund statements and budgetary comparison schedules are fairly stated in all material respects in relation to the basic financial statements taken as a whole.

The introductory and statistical sections have not been subjected to the auditing procedures applied in the audit of the basic financial statements and, accordingly, we do not express an opinion or provide any assurance on them.

Other Reporting Required by Government Auditing Standards

In accordance with *Government Auditing Standards*, we have also issued our report dated March 28, 2019 tests of its compliance with certain provisions of laws, regulations, contracts, grant agreements and other matters. The purpose of that report is to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on the internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the County's internal control over financial reporting and compliance.

Warren Averett, LLC

March 28, 2019
Pensacola, Florida

BASIC FINANCIAL STATEMENTS

Santa Rosa County, Florida

STATEMENT OF NET POSITION

September 30, 2018

ASSETS	Governmental Activities	Business-type Activities	Total
Cash and cash equivalents	\$ 84,599,313	\$ 14,939,140	\$ 99,538,453
Investments	1,369,607	10,082,887	11,452,494
Receivables, net	11,444,411	1,553,100	12,997,511
Inventory	414,711	--	414,711
Capital assets, net			
Nondepreciable	25,955,049	4,034,917	29,989,966
Depreciable	122,883,558	15,221,590	138,105,148
Total assets	<u>246,666,649</u>	<u>45,831,634</u>	<u>292,498,283</u>
DEFERRED OUTFLOWS OF RESOURCES			
Deferred outflows on pension	25,004,847	1,107,522	26,112,369
Deferred outflows on health insurance subsidy	2,380,178	140,131	2,520,309
Total deferred outflows of resources	<u>27,385,025</u>	<u>1,247,653</u>	<u>28,632,678</u>
LIABILITIES			
Accounts payable	5,668,920	1,141,274	6,810,194
Accrued wages payable	1,657,185	105,269	1,762,454
Interest payable	58,367	--	58,367
Due to other governments	789,815	40,805	830,620
Deposits	133,687	242,869	376,556
Unearned revenue	431,747	--	431,747
Noncurrent liabilities			
Due within one year	5,788,888	864,936	6,653,824
Due in more than one year	83,038,163	20,871,683	103,909,846
Total liabilities	<u>97,619,460</u>	<u>23,266,836</u>	<u>120,886,296</u>
DEFERRED INFLOWS OF RESOURCES			
Deferred inflows on pension	5,528,265	256,825	5,785,090
Deferred inflows on health insurance subsidy	1,728,951	117,423	1,846,374
Deferred inflows on OPEB	300,710	16,525	317,235
Total deferred inflows of resources	<u>7,557,926</u>	<u>390,773</u>	<u>7,948,699</u>

Continued ...

Santa Rosa County, Florida

STATEMENT OF NET POSITION (Continued)

September 30, 2018

NET POSITION	Governmental Activities	Business-type Activities	Total
Net investment in capital assets	143,546,487	17,650,472	161,196,959
Restricted for:			
Landfill closure	--	521,014	521,014
Communications	1,413,358	--	1,413,358
Boating improvement	575,649	--	575,649
Domestic violence	194,186	--	194,186
Voter education	1,896	--	1,896
Pollworker recruitment	1,887	--	1,887
Federal elections	6,998	--	6,998
Partners for pets	47,199	--	47,199
Navarre Beach Bridge maintenance	319,026	--	319,026
Infrastructure development	4,343,011	--	4,343,011
Law Enforcement Trust Fund	95,173	--	95,173
Crime prevention	446,970	--	446,970
Mosquito control	47,417	--	47,417
Federal and state grants	1,602,331	--	1,602,331
Enhanced 911 system	744,929	--	744,929
Tourist development	2,308,540	--	2,308,540
State Housing Improvement Program	832,932	--	832,932
Flood Mitigation	380,265	--	380,265
Road and sewer construction	584,623	--	584,623
Canal maintance	347,042	--	347,042
Street lighting	108,291	--	108,291
Beach restoration	18,480	--	18,480
State court operations	16,214	--	16,214
Court equipment and technology	816,441	--	816,441
Records modernization trust fund	555,989	--	555,989
Law enforcement training	69,843	--	69,843
Inmate welfare purchases	934,933	--	934,933
Unrestricted	8,514,178	5,250,192	13,764,370
Total net position	<u>\$ 168,874,288</u>	<u>\$ 23,421,678</u>	<u>\$ 192,295,966</u>

The accompanying notes are an integral part of these financial statements.

Santa Rosa County, Florida

STATEMENT OF ACTIVITIES

Year ended September 30, 2018

Functions/Programs:	Expenses	Program Revenues			Net (Expense) Revenue and Changes in Net Assets		
		Charges for	Operating	Capital	Governmental	Business-	Total
		Services	Grants and	Grants and	Activities	type	
			Contributions	Contributions		Activities	
Governmental activities:							
General government	\$ 37,134,964	\$ 21,841,976	\$ 1,612,384	\$ --	\$ (13,680,604)		\$ (13,680,604)
Public safety	53,973,231	3,244,589	546,256	166,617	(50,015,769)		(50,015,769)
Physical environment	5,972,999	4,795,879	243,237	105,907	(827,976)		(827,976)
Transportation	14,756,942	1,930	242,572	468,972	(14,043,468)		(14,043,468)
Economic environment	4,719,843	--	1,884,587	3,395,743	560,487		560,487
Human services	4,757,808	41,886	822,397	--	(3,893,525)		(3,893,525)
Culture and recreation	4,945,234	497,209	477,521	--	(3,970,504)		(3,970,504)
Interest on long-term debt	145,914	--	--	--	(145,914)		(145,914)
Total governmental activities	126,406,935	30,423,469	5,828,954	4,137,239	(86,017,273)		(86,017,273)
Business-type activities:							
Navarre Beach water and sewer	2,263,432	2,242,090	--	--		\$ (21,342)	(21,342)
Inspections	2,069,711	2,799,768	--	--		730,057	730,057
Peter Prince Airport	550,774	299,295	--	25,792		(225,687)	(225,687)
Landfill	11,583,634	9,677,360	--	8,027		(1,898,247)	(1,898,247)
Total business-type activities	16,467,551	15,018,513	--	33,819		(1,415,219)	(1,415,219)
Total	142,874,486	45,441,982	5,828,954	4,171,058	(86,017,273)	(1,415,219)	(87,432,492)
General revenues:							
Taxes							
Property taxes					51,841,396	--	51,841,396
Sales, use and fuel taxes					19,561,416	--	19,561,416
Communication services taxes					1,246,878	--	1,246,878
Grants and contributions not restricted to specific programs					15,716,188	--	15,716,188
Unrestricted investment earnings					1,235,761	243,890	1,479,651
Miscellaneous					2,497,875	35,852	2,533,727
Gain on sale of assets					--	67,771	67,771
Transfers					2,063,351	(2,063,351)	--
Total general revenues and transfers					94,162,865	(1,715,838)	92,447,027
Change in net position					8,145,592	(3,131,057)	5,014,535
Net position - beginning					160,264,715	26,527,237	186,791,952
Cumulative change in accounting principle					463,981	25,498	489,479
Net position - beginning, restated					160,728,696	26,552,735	187,281,431
Net position - ending					<u>\$ 168,874,288</u>	<u>\$ 23,421,678</u>	<u>\$ 192,295,966</u>

The accompanying notes are an integral part of these financial statements.

Santa Rosa County, Florida

**BALANCE SHEET
GOVERNMENTAL FUNDS**

September 30, 2018

ASSETS	General	Road and Bridge	Local Option Sales Tax	Other Governmental Funds	Total Governmental Funds
Cash and cash equivalents	\$ 44,695,902	\$ 9,236,098	\$ 2,430,701	\$ 20,791,628	\$ 77,154,329
Investments	722,626	--	--	--	722,626
Receivables, net of uncollectibles					
Accounts	101,566	1,823	--	711,025	814,414
Leases - current	265,108	--	--	--	265,108
Notes	436,375	--	--	--	436,375
Due from other governments	3,350,406	2,742,266	637,683	3,084,357	9,814,712
Due from other funds	1,272,382	--	--	13,703	1,286,085
Inventory	69,487	345,224	--	--	414,711
Total assets	<u>\$ 50,913,852</u>	<u>\$ 12,325,411</u>	<u>\$ 3,068,384</u>	<u>\$ 24,600,713</u>	<u>\$ 90,908,360</u>
LIABILITIES, DEFERRED INFLOWS AND FUND BALANCES					
Liabilities:					
Accounts payable	\$ 2,079,918	\$ 1,463,308	\$ 68,333	\$ 492,810	\$ 4,104,369
Accrued wages payable	1,352,968	151,296	--	147,520	1,651,784
Deposits	133,687	--	--	--	133,687
Unearned revenue	298,258	--	--	133,489	431,747
Due to other funds	314	--	--	1,285,771	1,286,085
Due to other governments	168,646	--	13,565	607,604	789,815
Total liabilities	4,033,791	1,667,292	81,898	2,667,194	8,450,175
Deferred inflows of resources:					
Deferred inflows of resources related to note receivable	436,375	--	--	--	436,375
Combined liabilities and deferred inflows of resources	4,470,166	1,667,292	81,898	2,667,194	8,886,550
Fund balances:					
Nonspendable	69,487	345,224	--	--	414,711
Restricted	2,241,173	319,026	2,986,486	11,266,938	16,813,623
Committed	3,601,260	--	--	10,125,637	13,726,897
Assigned	3,068,669	9,993,869	--	979,452	14,041,990
Unassigned	37,463,097	--	--	(438,508)	37,024,589
Total fund balances	46,443,686	10,658,119	2,986,486	21,933,519	82,021,810
Total liabilities and fund balances	<u>\$ 50,913,852</u>	<u>\$ 12,325,411</u>	<u>\$ 3,068,384</u>	<u>\$ 24,600,713</u>	<u>\$ 90,908,360</u>

The accompanying notes are an integral part of these financial statements.



SANTA ROSA COUNTY ENGINEERING
6051 OLD BAGDAD HIGHWAY
SUITE 300
MILTON, FLORIDA 32583
(850) 981-7100



I-10 COMMERCE PARK
PROPOSED IMPROVEMENTS

REVISIONS:
DRAWN BY:
DATE DRAWN:
FIELD DATE:
PROJECT NO.
SHEET

ATTACHMENT 3 TRANSFORMATIONAL AND 10 YEAR EFFECT

Describe how the proposed project is considered transformational and how it will affect the disproportionately affected counties in the next 10 years.

Transformational

As a key economic driver in Florida, the transportation and logistics industry creates jobs that have 30 percent higher wages than the typical Florida job. In addition, the logistics industry creates jobs in other sectors, including construction, distribution, and warehousing. Examples of the impact such facilities can have to transform an economy can be seen by their impacts on other communities where they have located:

2007 – an Amazon warehouse opened in Phoenix Arizona, designed to create 300 full-time jobs and between 1,000 and 1,300 seasonal positions. Ten years later Amazon operates three fulfillment centers, a sortation center, and a Prime hub within Phoenix city limits, and employs more than 6,000 full-time workers in the Phoenix Metro Area. <https://www.globest.com/2018/06/26/how-do-amazon-fulfillment-facilities-impact-their-surroundings/>

2017 – a \$135 million Walmart distribution center (600 jobs) increases container activity at the Port of Mobile by approximately 10% or 25,000 containers annually. The distribution center, when fully operational, will be a logistics hub for the nation's No. 1 retailer, which also ranks No. 3 on the Transport Topics Top 100 list of the largest private carriers in North America. The center will service approximately 800 of Wal-Mart's 4,600 U.S. stores. Those 800 stores are scattered over a sweeping area of the nation's heartland, from Alabama and Mississippi northward to the Great Lakes region. <https://www.ttnews.com/articles/new-wal-mart-distribution-center-impact-port-mobile-traffic-i-10-traffic>

Effect on Disproportionately Affected Counties in Next Ten Years

Although a formal economic analysis has not yet been conducted, the long term economic growth potential of adding 90 high-paying jobs in the manufacturing/distribution sector will no doubt have a profound impact. Due to the location of I-10 Industrial Park within commuting distance of neighboring Okaloosa and Escambia Counties, it is anticipated that this project will positively impact the three county region.

ATTACHMENT 4 VIABILITY OF PROJECT RUNNER

Describe the data or information available to demonstrate the viability of the proposed project.

In 2017, Florida's Great Northwest published Northwest Florida Forward: A Regional Strategy for Economic Transformation. In it, TIP Strategies and the Haas Center identified five industries as target industry clusters that "will transform the region if successfully developed through business recruitment, retention, expansion and entrepreneurial support." One of the target industry clusters was Water Transportation, along with Aerospace and Defense, Financial Services, Water Transportation, Cybersecurity and Advanced Manufacturing. Northwest Florida Forward was published as three reports: strategy, technical and county snap shots. On page 92 of the strategy report a discussion begins of Florida (and Northwest Florida's) attractiveness to the water transportation industry.

Northwest Florida boasts a number of assets that support the development and expansion of the Water Transportation cluster, including three seaports offering a range of options for shippers, multiple US naval installations (Pensacola NAS, Whiting Field, and Naval Support Activity Panama City), and Eastern Shipbuilding Group. . . Located on the Gulf of Mexico, the Port of Pensacola is a deepwater port (dredged to 33 feet) which handles specialty bulk and breakbulk cargoes. The port includes an area designated as a foreign trade zone and an enterprise zone and offers Class I rail services . . .

Industry/Infrastructure

- *Three seaports offering a range of services and incentives including foreign trade zones and ample shovel-ready sites.*
- *Concentration of machine shops and supportive industries.*
- ***Available sites and buildings, including multiple certified industrial sites. (emphasis added)***

Market Trends/Policy

- *The region is well positioned to benefit from growing trade with Latin American and Caribbean countries.*
- *DoD priorities related to robotics and autonomous systems includes the development of underwater vehicles.*
- *Favorable state business climate (Florida ranked "Best Business Climate" in 2016 by Business Facilities magazine).*
- *Low operating costs and favorable tax structure (including no state personal income tax).*

In order to develop a complete value-added water transportation industry, a network of land distribution for both raw materials and finished products is a must. The demand from port facilities for inland shipping facilities will increase as efforts are made to expand facilities in Northwest Florida.

Additionally, Garner Economics, LLC in its 2018 strategic plan for Santa Rosa County, *Building a Better Santa Rosa County: A Five-Year Strategic Blueprint for Economic Development* listed many characteristics of Santa Rosa County that support the efficacy of Distribution and Logistics businesses succeeding if locating in the County.

TARGET 2: DISTRIBUTION & LOGISTICS

Rationales

- Excellent interstate access (P)
- Rail service via CSX (P)
- Proximity to Pensacola & Mobile Ports (P)
- Positioned to serve regional market (P)
- High number of military veterans in area with logistics & related skills (P) (C)
- *Wholesale Trade* gained 368 jobs between 2011 and 2016 (P)(C)
- Average wage for *Transportation & Warehousing* industry is 11 percent higher than US (C)
- 1,227 degrees and certificates granted in majors related to logistics & distribution operations (P)(C)
- Availability of distribution-oriented workforce (P) (C)
- Low cost of labor (P)
- Post-secondary vocational training options (P)
- Within half-hour of major university or college (P)
- Quality of education K-20+ (P) (C)
- Availability of executive and moderate- cost housing (P)
- Low cost of living (P)
- Average target national earnings of \$60,469 (C)
- Total growth of target industry family over past decade is 16.1% (P) (C)
- Target 10-year growth projection of 14.8% (P)
- Existing pool of high-demand occupations and occupations with skills transferability (P)
- Shovel-ready sites to accommodate distribution facilities (P)

ATTACHMENT 5 DISCRETIONARY PRIORITIES

Describe how Project Lionheart meets the discretionary priorities identified by the Board. The

discretionary priorities and responses are listed below:

- 1. Are considered transformational for the future of the Northwest Florida region.** Please see Attachment 3 for explanation of how Project Lionheart is part of the transformation now underway in Northwest Florida.
- 2. May be consummated quickly and efficiently.** Upon approval by the Triumph Board, project design can commence immediately with company construction and infrastructure project construction occurring simultaneously.
- 5. Align with Northwest Florida Forward, the regional strategic initiative for Northwest Florida economic transformation.** Project Lionheart provides supporting infrastructure for the Water Transportation Industry, one of five cluster industries identified in Northwest Florida as transformative, by supporting it via land-based transportation and logistics.
- 8. Create net-new jobs with wages above the national average wage (e.g. similar to EFI QTI program, measured on a graduated scale).** According to the US Census American Community Survey, the median earnings for an individual worker in Santa Rosa County is \$31,333. New distribution jobs with wages of \$52,995 would have a positive impact in average wages in the county.
- 15. Demonstrate long-term financial sustainability following Triumph Gulf Coast, Inc. funding.** The industrial park where Project Lionheart will act as an anchor tenant is expected to continue to attract new tenants.
- 16. Leverage funding from other government and private entity sources.** Santa Rosa County will provide \$472,000 in matching funds. The Tenant will make the capital investment to build facilities.
- 17. Provide local investment and spending.** Local investment will occur as additional tenants build their facilities and proceed with their operations.
- 19. Provide clear performance metrics over duration of the project or program.** The performance metrics will be annual reports provided by Project Lionheart on its jobs and wages.
- 20. Provide capacity-building support for regional economic growth.** The project will add to the capacity to the transportation and logistics industry cluster, which as an umbrella industry contains one of the five targeted industries transforming Northwest Florida and a target industry in the County's five-year development plan.

ATTACHMENT 6

2019 Commission Meetings

All Board of County Commission Meetings are held at the County Administrative Center, Commissioner's Board Room, 6495 Caroline Street, Milton, Florida, unless otherwise indicated by asterisks.

Committee meetings – 8:30 a.m. Regular meetings – 9:00 a.m.

January 7, 2019
January 22, 2019
February 11, 2019
February 25, 2019
March 11, 2019
March 25, 2019
April 8, 2019
April 22, 2019
May 6, 2019
May 20, 2019
June 10, 2019
July 8, 2019
July 22, 2019
August 5, 2019
August 19, 2019
September 9, 2019
September 23, 2019
October 7, 2019
October 21, 2019
November 12, 2019
December 9, 2019

January 10, 2019
January 24, 2019
February 14, 2019 ***
February 28, 2019
March 14, 2019
March 28, 2019
April 11, 2019
April 25, 2019
May 9, 2019 ***
May 23, 2019
June 13, 2019
July 11, 2019
July 25, 2019
August 8, 2019 ***
August 22, 2019
September 12, 2019
September 26, 2019
October 10, 2019
October 24, 2019
November 14, 2019 ***
December 12, 2019

Rezoning meetings – 6:00 p.m.

January 24, 2019
February 28, 2019
March 28, 2019
April 25, 2019
May 23, 2019
July 25, 2019
August 22, 2019
September 26, 2019
October 24, 2019
December 12, 2019

Budget meetings

June 4, 2019 @ 1:30 p.m.
July 16, 2019 @ 9:00 a.m.
July 16, 2019 @ 1:30 p.m.
August 20, 2019 @ 6:00 p.m.
August 27, 2019 @ 6:00 p.m.
September 3, 2019 @ 6:00 p.m.
September 17, 2019 @ 6:00 p.m.

Additional Scheduled Meetings

*** located at Tiger Point Community Center, 1370 Tiger Park Lane, Gulf Breeze

ATTACHMENT 7 TIMELINE

The following timeline is to complete installation of infrastructure for the I-10 Industrial Park.

	Action	Time
	<ul style="list-style-type: none"> • BOCC approval and full execution of agreement with Triumph • Development of RFQ for project design 	3 months
	<ul style="list-style-type: none"> • BOCC design contract approval • Project design 	10 months
	Construction procurement <ul style="list-style-type: none"> • Development of bid package for construction contractor(s) • Advertisement of construction bids • Pre-bid meeting • Bid opening • BOCC approval • Contract development • Issuance of notice to proceed (NTP) 	3 months
	Construction <ul style="list-style-type: none"> • Construction commencement • Processing payments • Construction inspection • Construction completion • Final inspection 	18 months
	Grant close out <ul style="list-style-type: none"> • Final payment • Final reimbursement request and report 	2 months
	TOTAL TIME	36 months

ATTACHMENT 8
BOCC AUTHORITY

RESOLUTION NO. 2014 - 42

A RESOLUTION AMENDING THE RESOLUTION ESTABLISHING THE ORGANIZATIONAL PROCEDURES TO BE FOLLOWED BY THE BOARD OF COUNTY COMMISSIONERS IN THE CONDUCT OF THE BUSINESS OF SAID BOARD; PROVIDING FOR THE CHAIRMAN OR VICE CHAIRMAN TO EXECUTE ALL DOCUMENTS APPROVED IN AN OFFICIAL MEETING OF THE BOARD; AMENDING RESOLUTION 97-44.

**BE IT RESOLVED BY THE BOARD OF COUNTY COMMISSIONERS OF
SANTA ROSA COUNTY, FLORIDA:**

Santa Rosa County Resolution No. 97-44, paragraph 2 is hereby amended to read as follows:

2. The Board shall reorganize and elect a Chairman and a Vice-Chairman at an organizational meeting to be held on the third Tuesday of each November, provided, however, that in a non election year said reorganization shall take place at a meeting held in November; and the commissioners so elected shall take office immediately upon election and serve for a period of one year. The Chairman or in his absence the Vice-Chairman is authorized to execute all documents approved in an official meeting of the Board.

PASSED AND ADOPTED by the Board of County Commissioners of Santa Rosa County, Florida, this 11th day of December 2014, by a vote of 5 yeas and 0 nays and 0 absent.

**BOARD OF COUNTY COMMISSIONERS
SANTA ROSA COUNTY, FLORIDA**

By: _____

Chairman

ATTEST:

Clerk of Court



Special Meeting
Board Reorganization
November 20, 2018
Milton Florida

The Board of County Commissioners of Santa Rosa County, Florida, met in Special Session on the above date with the following members present: Chairman Robert “Bob” Cole, Sam Parker, Don Salter and Lane Lynchard. Also present was County Engineer (Roger Blaylock), Clerk of Court (Don Spencer), County Administrator (Dan Schebler), Assistant County Administrator (Mark Murray), and Budget Director (Jayne Bell). Cole called the meeting to order at 9:00 a.m. in the Board Meeting Room at the Santa Rosa County Administrative Complex. The meeting was opened in prayer by Pastor Dusty Roberts, Milton First Assembly of God. Those in attendance joined in the Pledge of Allegiance.

Administration of Oath

Bob Cole (District 2) and Dave Piech (District 4) were administered the Oath of Office by Honorable Robert Hilliard.

Cole said he thanks the Board and the county for allowing him to be chairman. He discussed various projects and accomplishments of the past year. Cole said he thanks everyone for their vote. He thanked his wife and family for their love and support.

Nomination/Election of Chairman and Vice Chairman

Cole moved to nominate Parker as Chairman. Lynchard moved to close nominations. The motion was approved unanimously.

Cole passed the gavel to Chairman Parker.

Lynchard nominated Salter as Vice Chairman. Cole seconded and moved to close nominations. The motion was approved unanimously.

Other Discussion

Parker said he thanks the Board and the citizens for allowing him this opportunity. He said this is not just the opportunity to improve the county state and country for “us” but it is an opportunity to improve it for the children and future generations.

Salter said he thanks the Board for having faith in him as Vice Chairman.

Piech said he wants to thank God for allowing him to be here and serve. He said he thanks his wife Lynn. Piech said he thanks everyone for coming today. He said he will be motivated everyday knowing that he works for the community. Piech said he looks forward to working with fellow commissioners and county staff. He said he thanks the Constitutional Officers.

Supervisor of Elections Update

Tappie Villane said as election night came to a close on November 6th she knew there were many close contests that may come to a recount. She said one of them was the City of Milton Ward 2 Seat 1 race. Villane said on Wednesday morning she knew there were three statewide contest that were very close which were the US Senate, Governor and Commissioner of Agriculture. She said staff immediately began planning for a machine recount which was completed on Monday at 3:00 p.m. Villane said she then began preparing for a manual recount for the US Senate and

Commissioner of Agriculture. She said the manual recount was completed on Friday just before 6:00 p.m. Villane said the Canvassing Board was able to certify the election results on Sunday. She said last year the Board approved the budget so she could update the software and tabulation system. Villane said she thanks Parker for his service on the Canvassing Board. She said elections are expensive and recounts are too. Villane said there were many unplanned expenses so she may be back to the Board before September 30th to ask for “a few more dollars” for her budget.

Parker said after being there for two years he has full faith and confidence in Villane serving as the Supervisor of Elections. He thanked Villane for upholding the integrity of her office.

Adjournment

There being no further business to come before the Board at this time, the meeting adjourned.

BOARD OF COUNTY COMMISSIONERS
SANTA ROSA COUNTY, FLORIDA

By: Sam Parker, Chairman

Attest: Don Spencer, Clerk of Court

ATTACHMENT 9

Economic Recovery, Economic Diversification, Enhancement of Disproportionately Affected Counties and Enhancement of a Targeted Industry

Provide a detailed description of, and quantitative evidence demonstrating how the proposed public infrastructure project will promote:

Economic Recovery

The Santa Rosa Board of County Commissioners has worked for years to bring higher paying jobs to the County. The downturn of the economy in 2008 and the Deepwater Horizon Oil Spill in 2010 both hit the county's economy very hard (unemployment rose from 2.8 in 2006 to 9.5 in 2010) because of the reliance on growth in the construction/housing industry and tourism for jobs and revenues. Years later, the choice among better paying jobs in the county is still limited. As of 2016 according to the County Snapshots, the top five industry sectors by employment are, in order, elementary and secondary schools, limited service restaurants, full service restaurants, the federal government including military, and local government.

One sector that has begun to show signs of recovery is transportation and logistics. The County has begun to attract distribution companies and their associated jobs. Transportation and Material Moving occupations increased employment by 211 (13 percent) between 2011 and 2016 in the County. The proposed project builds upon this success by tapping into the excess capacity in industrial land and workforce that remains in the County.

Diversification

Santa Rosa County has relied heavily upon the military, tourism and agriculture as drivers for its economy, all of which are subject to unpredicted devastating events that can wipe out expected revenues, such as the Deepwater Horizon Oil Spill and weather conditions. Development of the distribution industry will not only diversify the economy but would also provide stability as the need increases for cargo operations.

The table below shows the top five categories of jobs held by Santa Rosa County residents. It can readily be seen that government and school employment is top-heavy, with restaurants ranking second.

**Top Five Total Employees by Establishment Type
North American Industry Classification System (NAICS)**
Source: Santa Rosa County Economic Development Office Website

Employer	Employees
Government	3,513
Restaurants	3,176
Primary and Secondary Education	2,629
Health and Medical Services	2,482
Hospitals	2,028

When government, restaurants, and education are the top jobs held by residents in a county, the need exists for diversification of jobs in other sectors that can provide equal or better pay, training, benefits, and opportunities for upward mobility. Santa Rosa's strength and challenges arise from its location: it lies between the core cities of two MSA's: Pensacola to the west and Fort Walton Beach to the east. A strength is that Santa Rosa's excellent public school system, low crime, recreational opportunities for residents of all ages, and low cost of living attract workers from Escambia and Okaloosa Counties to make their homes in Santa Rosa County. A challenge is that the lack of jobs within the county results in pockets of poverty especially within the central sections of the county. Triumph funding will help with diversification into the distribution industry, with the development of an anchor tenant at the Florida First Industrial Park, complemented by the attraction of a skilled and educated labor force.

Enhancement of Disproportionately Affected Counties

Santa Rosa County and the region of disproportionately affected counties will be enhanced:

- Distribution industry employment will bring jobs with higher pay.
- Aligns in support with the Northwest Florida FORWARD regional strategic initiative of manufacturing and water transportation as targeted industry with a strong outlook for growth.
- Will create net new jobs in support of targeted industry.
- Provides a wider regional impact as evidenced by the U.S. Cluster Mapping Project, Institute for Strategy and Competitiveness, Harvard Business School, which shows Northwest Florida as a cluster for the transportation and logistics industry.

Enhancement of a Targeted Industry – Water Transportation

Wholesale Trade ranked fifth in Santa Rosa County for industry sectors experiencing growth between 2011 and 2016. That sector gained 368 jobs in Santa Rosa County during that time reflecting a 68 percent increase. Transportation and Warehousing industry jobs increased as well. The compelling story, however, is that the average industry wage in Santa Rosa County is 11 percent higher than the national average for that industry sector. Transportation and Material Moving occupations increased employment by 211 (13 percent) between 2011 and 2016 in the County.

The modern transportation and distribution industry is geared toward the Interstate Highway system and the ability to shift modes efficiently. Santa Rosa County is well served by I-10 (east/west) connecting Jacksonville to Mobile, New Orleans, and points westward along the southern United States. In addition to road networks, the County is fortunate to have a CSX rail line serving the area and be near both the Pensacola and Mobile ports.

Santa Rosa County is positioned to serve the greater region with its location and transportation assets. Mobile can be easily reached within 90 minutes drivetime. Within three hours drivetime the cities of Tallahassee, Montgomery, and Biloxi are accessible; within five hours drivetime New Orleans can be served and the suburbs of Jacksonville are in sight. Building a regional hub for distribution makes sense for Santa Rosa County's reach.

There is an existing regional pool of workers engaged in Material Moving occupations including loading, shipping, receiving, logisticians, and distribution managers. Truck Driver Institute (TDI) has an

established truck driving school located in Milton, which can help position the County for addressing the system-wide driver shortage. In 2016, Santa Rosa County had nearly 400 truck drivers while the Pensacola metro as a whole employed 1,716.

Santa Rosa County's central Gulf Coast location on Florida's western tip ensures fast access to top markets in the southeastern United States and enables you to reach the rest of the U.S. within a day. The County offers geographic proximity to everywhere via I-10, U.S. 98 and U.S. 90—three major east-west highways that run right through Santa Rosa County. We offer access to rail and three deep-water ports, including the Port of Pensacola, Port of Mobile, and Port of Panama City. Pensacola International Airport is 25 miles to the west and Peter Prince Field is available as Santa Rosa County's general aviation airport.