



PORT PANAMA CITY

April 29th, 2020

Ms. Susan Skelton
Triumph Executive Director
P.O. Box 12007
Tallahassee, Florida
32317


Re: Submitted Triumph Gulf Coast Application

Dear Ms. Skelton,

Please find enclosed the Panama City Port Authority's application for funds to assist with the expansion and improvements of the Port's Intermodal Distribution Center.

We appreciate the opportunity to submit this application and are looking forward to providing whatever additional information is needed.

Thank you again,


Wayne Stubbs
Executive Director

Panama City Port Authority & Foreign Trade Zone 65

Cc: Ms. Cori Henderson
Enclosures

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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 K20 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): N/A

Name of Entity/Organization: The Panama City Port Authority

Background of Applicant Individual/Entity/Organization: The Panama City Port Authority was established by the Florida Legislature in 1948 as a dependent special district of the City of Panama City. Currently the Port Authority owns and operates two deep-water port facilities and an inland industrial development. The Port's stated mission is to "expand regional economic opportunities by providing modern port facilities, promoting trade, and supporting industrial development."

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

Federal Employer Identification Number: 59-1110049

Contact Information:

Primary Contact Information: Wayne Stubbs

Title: Executive Director

Mailing Address: One Seaport Drive Panama City, Florida 32401

Phone: 850-767-3220

Email: Wstubbs@portpanamacityusa.com

Website: www.panamacityportauthority.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. The Bay County Economic Development Alliance will provide the primary marketing effort for the industrial sites.

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

Total amount of funding requested from Triumph Gulf Coast: \$3 million

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.

N/A

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

The Panama City Port Authority is a dependent special district of the City of Panama City. It is governed by a Board appointed by the City Commission but operates as an independent enterprise with no tax revenues or other revenues from the City. The Port Authority traditionally generates positive cash flow from Port operations. It maintains a minimum cash reserve for emergencies of \$5 million and reinvests all of its available funds in new facilities and equipment- often in combination with matching grants from the Florida Department of Transportation.
(See Attachment A)

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

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.

N/A

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.

Title: Expand and Improve the Intermodal Distribution Center (IDC)

Location: The project is located within the Port's IDC development on U.S. Hwy 231.

Project Description: The project includes engineering and constructing an extension of Commerce Boulevard to provide access to the industrial sites; the realignment and extension of water, sewer, and electrical service within the right of way of the new road.; the construction of two storm-water ponds; and the development of an additional forty-five acres of industrial property to include clearing, demucking, surcharging, grading, and grassing.

Warehousing and Distribution:

The Port Authority has developed the IDC to provide the infrastructure needed to support growth in warehousing and distribution and to provide "shovel ready" industrial sites suitable to large scale manufacturing operations. The development has generated approximately 175 full time jobs related to the FedEx Ground operation located at the IDC and the activity of two tenants operating in the Port Authority's 250,000 sq. ft. distribution facility.

One of the Port's tenants is ramping up the national distribution of imported kitchen cabinets from Mexico and is estimating the need for an additional 200,000 sq. ft. of distribution warehouse space within two years.

The Port owns twenty acres of unimproved land near the existing warehouses which can support an additional 300,000 sq. ft. of distribution warehouses with related employee and truck parking. Such an expansion of warehousing and distribution will provide significant positive benefits.

Industrial Site:

On the eastern half of the IDC the Port owns a fifty-four acre certified industrial site. The Bay County EDA regularly submits this site to industrial prospects. The mitigation plan for the IDC development allows for the addition of two more storm-water ponds and another twenty-five acres of "shovel ready" industrial land.

The increased availability of industrial land will provide the Bay County EDA with the flexibility to attract either a large manufacturing prospect to the IDC, or to locate two or three smaller

manufacturing operations on the site. It should be noted, there are very few large rail-served industrial sites in Northwest Florida. While it is difficult to predict how long it may take to attract a new manufacturer to the IDC, it is very difficult to attract this kind of activity without the availability of certified industrial sites. Of course, when this kind of development does occur, it will include high wage, permanent jobs and a significant contribution to the tax based related to the large investment in plant and equipment.

Project Timelines:

If Triumph funding is approved for the IDC expansion, the Port Authority will authorize the engineering work needed for the project with the goal of bidding the work in the fourth quarter of this year and beginning construction on the project in January of 2021. The construction should be completed by the end of 2021.

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.

The Port of Panama City is the primary U.S. port for containerized imports and exports between the U.S. and the Yucatan of Mexico. In recent years, there has been a significant increase in the diversification of manufacturing activity in the Yucatan. Much of the new production is based on supplying the U.S. market. As U.S. companies are reducing reliance on Chinese companies, the reliance on Mexican suppliers is growing.

Through the development of new distribution warehouse capacity at the IDC, the Port of Panama City expects to increase its role in the U.S. – Mexico trade and to solidify it's position in that trade by attracting related logistics activity to the IDC. The long term expansion of this trade will, over time, distinguish Northwest Florida as the gateway to Southern Mexico.

Regarding new manufacturing, the Port has a history of attracting manufacturing to the region based on the attractive logistics for certain industries. Examples of that include Berg Pipe, Oceaneering, and Enviva Partners. All of these companies have invested in excess of \$100 million in their respective plants and have created hundreds of good jobs. Berg has operated continuously for forty years. Oceaneering has been operating for sixteen years and recently renewed their lease for another ten years. The Enviva pellet plant has been producing biofuels for eleven years and is considering a significant expansion.

Clearly, a growing distribution sector based largely on the Port's position in the U.S. Mexican trade, combined with new manufacturing plants in the region will be transformational. The IDC expansion project does not achieve this overnight, but it "sets the table" with good prospects for success.

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

The Port Authority has direct experience related to the local demand for modern warehouse space with adequate loading docks, good flat floors, and high clearance. Basically, there are almost none available and very few sites suitable for new distribution warehouses. In addition to the local need for these facilities, the Port expects a steady number of importers to be interested in warehouse space for distribution of products produced in Mexico.

Regarding the industrial sites to be expanded with this project, we asked the Bay County EDA Director to explain the importance of these sites and Ms. Hardin's response was as follows: "The Panama City Port Authority owned Intermodal Distribution Center is a premier industrial and logistics business park that is one of the centerpieces of the strategic marketing plan of the Bay Economic Development Alliance. This park, which contains a Florida First Certified Site, has garnered attention from companies and site selection consultants from around the world. We have hosted prospect visits from companies headquartered in Europe, Asia, Mexico, and the United States. Since 2017, the Bay EDA partnering with the Port of Panama City, has showcased this park to twenty-three prospective companies looking to establish new operations in the United States. These projects range from 50-1,500 potential new employees with capital investment that ranges from \$15 million to \$440 million that could be invested in Bay County, Florida".

5. Describe how the impacts to the disproportionately affected counties will be measured long term.
The impacts will be measured in new capital investments and the number of direct distribution and manufacturing related jobs created.
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 Port Authority has developed the IDC with covenants in place to protect the value of the entire project. As the parcels are developed, the new businesses will participate in the ongoing maintenance of the common areas.
7. Describe how the deliverables for the proposed project or program will be measured.
The project provides site and infrastructure needed for additional warehouses and new manufacturing facilities. The economic benefit can be measured in the new capital investment in these facilities and the new jobs created by the additional warehouse operations and manufacturing facilities.

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 longterm 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.

[The project meets the following priorities:](#)

[Generate maximum economic benefits](#)

[The Panama City area generally has no available large modern warehouse facilities \(100,000 sq. ft. or more\). Such facilities are essential transportation infrastructure, which supports other economic activity in the region. The three existing distribution warehouse operations at the IDC are good examples of that. The project will support new warehouse development which, in turn, supports other economic development in the region-providing a multiplier effect.](#)

The project is also designed to attract new manufacturing, which clearly generates significant economic benefits. Because of the large investments required for modern manufacturing operations, the indirect and direct jobs generated are usually permanent. Again, the Port's existing industrial tenants are good examples of that.

Leverage existing assets

The project leverages the Port's prior investments. In cases of import-related warehousing or manufacturing, the project leverages the Port Authority's seaport facilities and services. The new distribution activity related to the import of kitchen cabinets through the Port is a good example.

Partner with local governments

The Port Authority has consistently partnered with the City of Panama City on this development. In fact the City annexed the site into the City and has invested over \$1 million in water and sewer infrastructure. The City has also loaned money to the Port to incentivize the Port to improve the fifty-four acre industrial site. The City ultimately will accept the ownership and maintenance of Commerce Boulevard once it is completed.

Benefit the environment

In order to mitigate for the environmental impacts of the IDC, the Port Authority has placed 1,388 acres of adjacent land into a permanent conservation easement. This easement represents a five acre to one acre offset of wetlands impacted. The land within the easement has been enhanced to recreate the natural sand hills and wetlands that existed prior to the conversion to planted pine in past decades.

Outcome measures

As a public infrastructure project, the project supports future development which eventually generates significant new investments and new jobs. The Port Authority is prepared to make a commitment to Triumph Gulf Coast to achieve a reasonable result in new capital investment or new jobs within a five year period of time.

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

The project aligns with the following discretionary priorities of the Board:

- It can be constructed within eighteen months of the grant award.
- It promotes new private sector jobs, including manufacturing jobs which would generate above average wages.

- It promotes jobs in targeted industries including manufacturing and water transportation.
- It expands the warehouse and distribution sector.
- It is well located to offer employment opportunities to residents in Bay County, Jackson County, and Washington County.
- It enhances the water transportation industries by providing distribution infrastructure to users of the Port of Panama City.
- The warehousing and distribution components of the project can be leveraged into additional trade at the Port of Panama City – particularly to the growing U.S. – Mexico trade.
- The specific improvements funded in this phase leverages Port Authority funds. Earlier phases of the project have leveraged funds from the FDOT and the City of Panama City.

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: _____

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

(Attachment B) To be provided following May 5th Board meeting of Bay County Commissioners.

**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.?
The terms of the grant will need to be approved by the Port Authority Board.

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.

The Port Authority Board meets on the second Thursday of every month. Special meetings can be called with twenty-four hour 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.
 - I. The Port Authority Board will consider an engineering proposal for the necessary engineering services the month following the grant award (30 days)
 - II. The required geotech investigation and design will take three months (90 days)
 - III. The bidding and award will take six weeks and contract execution will take two weeks (60 days)
 - IV. Construction will take a maximum of twelve months (365 days)
 - V. Total time required to complete the project is eighteen months (545 days).
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.
(See Attachment C)

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.

The three million in grant proceeds would be needed as follows:

Engineering	\$ 75,000	3 rd Quarter of 2020
Engineering	\$ 155,000	4 th Quarter of 2020
Mobilization and Construction	\$ 445,000	1 st Quarter of 2021
Construction	\$ 500,000	2 nd Quarter of 2021
Construction	\$ 750,000	3 rd Quarter of 2021
Construction	\$ 1,075,000	4 th Quarter of 2021
Total	\$ 3,000,000	

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.)

The award represents 66% of the specific improvements to be funded by the award and 15% of the total investments in the IDC project, including the improvements to be constructed in this phase.

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

The project will support the expansion of warehousing and distribution at the IDC. Based on the current activity, 250,000 sq. ft. of new warehousing should support 75-125 new jobs. In Bay County, these jobs typically produce a \$56,191 annual wage.

The additional manufacturing sites will support 100-250 new manufacturing jobs which, in Bay County, typically produces an \$80,123 annual wage.

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

Because of the recent investment in the new East Terminal, the Port does not have the funds to complete the remaining IDC sites and infrastructure without assistance. The Port is able to request matching funds from the State for qualified projects, but has a number of on-port projects which need to be addressed with these funds. In this case the award will supplement Port Authority funds and the prior investment in the IDC by the City of Panama City and the Florida Department of Transportation.

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

A. Project/Program Costs:

Example Costs (Note: Not exhaustive list of possible Cost categories.)

Construction	\$ <u>4,150,000</u>
Reconstruction	\$ <u>N/A</u>
Design & Engineering	\$ <u>350,000</u>
Land Acquisition	\$ _____
Land Improvement	\$ _____
Equipment	\$ _____
Supplies	\$ _____
Salaries	\$ _____
Other (specify)	\$ _____

Total Project Costs: \$ 4,500,000

B. Other Project Funding Sources:

Example Funding Sources (Note: Not an exhaustive list of possible Funding Sources.)

City/County/ Port Authority	\$ <u>1,500,000</u>
Private Sources	\$ _____
Other (e.g., grants, etc.)	\$ _____

Total Other Funding \$ 1,500,000

Total Amount Requested: \$ 3,000,000

Note: The total amount requested must equal the difference between the costs in 3A. and the other project funding sources in 3.B.

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

The Port Authority has approved \$1,000,000 in the current capital budget for IDC site improvements. These funds combined with Triumph funds allow the engineering work to begin immediately. The additional \$500,000 in Port Authority funds will be included in the 2020/2021 Port Authority budget. Once Triumph funding is approved, there will be no interruption in funding and no delay in the project based on funding.

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.

The IDC development was initiated by the Port and the City of Panama City to address the lack of industrial sites in Bay County and to provide attractive sites for distribution warehouses which could serve the Port's new Mexican trade. So far, the benefits of the IDC have been related to the warehouse distribution services located at the IDC. The operations not only create good local jobs but also provide critical transportation and logistics support to the large Trane plant and to Port users.

The quality and scale of the industrial sites being developed at the IDC are designed to attract new manufacturing, which will produce new long-term tax revenues for local government and permanent jobs with wages well above the average for Bay County.

Historically the economy of Bay County and surrounding counties has been overly reliant on tourism and the military. Supporting the growth of the manufacturing and enhancing the transportation and warehousing infrastructure will benefit the economy throughout region by producing more private sector high wage jobs that are not dependent on growth in tourism or military spending.

- 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.

As previously discussed, the IDC project promotes manufacturing and transportation related jobs. These activities create a more balance, diverse economy that is less vulnerable to the ups and downs of tourism or military spending.

New manufacturing and Port-related warehousing are both targeted industries. The location of the project will provide direct benefits in terms of new jobs with above average wages to residents of Bay County, Gulf County, and Washington County.

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.

The project will take eighteen months to complete. If Triumph funding is approved in the next sixty days, the Port Authority will be able to award the engineering services contract by mid-July. Construction plans will be complete by the end of October. The work will be bid and awarded by December 31, with construction to begin in January of 2021. The work will be complete before the end of 2021.

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

The project is located within the Ports Intermodal Distribution Center located on Hwy 231.

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

The entrance road extension will be transferred to the City of Panama City, who will be responsible for ongoing maintenance of the road. The Port and Port tenants will be responsible for maintaining all other common areas as per the recorded covenants of the park.

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

The Port is developing the IDC under a conceptual permit with the FDEP and a dredge and fill permit with the Corps. The original dredge and fill permit recently expired and must be re-issued. The Port Authority has submitted the new application and the Corps has advertised the permit. The new Corps permit is expected within the next sixty days.

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?

The application for the reissued permit is complete. The reissuance is expected within sixty days.

- 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?

The site is zoned industrial in the City of Panama City's land use plans.

- 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

The Port of Panama City will provide \$1.5 million for the specified improvements identified.

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

The timing of this project could prove to be important as it will provide construction jobs for the site work and road work in 2021. There could also be warehouse and/or plant construction activities in 2022. While construction jobs are not normally considered new jobs, this activity could be a valuable local stimulus based on the expectations of a recession during the next two-years.

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: The Panama City Port Authority

Name and Title of Authorized Representative: Wayne Stubbs, Executive Director

Representative Signature: Wayne Stubbs

Signature Date: April 29th, 2020

Attachment A

PANAMA CITY PORT AUTHORITY STATEMENTS OF NET POSITION SEPTEMBER 30, 2019 AND 2018

	2019	2018
Current Assets:		
Cash and cash equivalents	\$ 6,825,128	\$ 2,023,729
Investments	3,028,922	4,006,130
Accounts receivable, trade	1,135,395	1,226,497
Accounts receivable, grants	3,870,025	1,298,352
Insurance proceeds receivable	877,895	-
Prepaid expenses	384,676	350,990
Total current assets	<u>16,122,041</u>	<u>8,905,698</u>
Noncurrent Assets:		
Non-depreciable	70,022,942	43,652,333
Depreciable, net	60,661,669	72,157,063
Total capital assets	<u>130,684,611</u>	<u>115,809,396</u>
Total assets	<u>146,806,652</u>	<u>124,715,094</u>
Deferred Outflows of Resources:		
Deferred outflows from hedging	418,604	315,326
Deferred outflows from pension related items	71,452	101,829
Deferred outflows from OPEB related items	1,410	-
Total deferred outflows of resources	<u>491,466</u>	<u>417,155</u>

	2019	2018
Current Liabilities:		
Accounts payable	\$ 3,543,861	\$ 1,700,092
Accrued expenses	199,239	147,019
Unearned revenue	69,915	37,231
Line of credit	3,000,000	-
Current maturities of long-term debt, claims and judgments	3,140,274	3,104,759
Current obligation of capital lease	16,214	-
Total current liabilities	<u>9,969,503</u>	<u>4,989,101</u>
Noncurrent Liabilities:		
Interest rate swap agreement, net	418,604	315,326
Long-term debt, less current maturities	19,647,226	20,641,032
Claims and judgments, less current maturities	333,940	403,364
Compensated absences, less current maturities	78,323	70,081
Net pension liability	236,407	281,599
Net OPEB liability	280,392	255,877
Total noncurrent liabilities	<u>20,994,892</u>	<u>21,967,279</u>
Total liabilities	<u>30,964,395</u>	<u>26,956,380</u>
Deferred Inflows of Resources:		
Deferred inflows from pension related items	<u>97,210</u>	<u>76,939</u>
Net Position:		
Net investment in capital assets	104,431,000	91,773,215
Unrestricted net position	11,805,513	6,325,715
Total net position	<u>\$ 116,236,513</u>	<u>\$ 98,098,930</u>

See the accompanying notes.

**PANAMA CITY PORT AUTHORITY
STATEMENTS OF REVENUES, EXPENSES,
AND CHANGES IN NET POSITION
YEARS ENDED SEPTEMBER 30, 2019 AND 2018**

	2019	2018
Operating Revenues:		
Charges for services	\$ 14,417,784	\$ 14,983,008
Operating Expenses:		
Personnel services	5,593,482	5,197,791
Operations and maintenance	4,156,969	3,877,511
Depreciation expense	4,886,308	5,253,688
Total operating expenses	14,636,759	14,328,990
Operating income (loss)	(218,975)	654,018
Nonoperating Revenues (Expenses):		
Contingency fees	(18,982)	-
Gain on sale of assets	10,432	-
Grant administrative fees	(26,938)	(43,750)
Hurricane gain, net	3,932,669	-
Interest earned	175,370	93,624
Interest expense	(820,173)	(841,134)
Total nonoperating revenues (expenses)	3,252,378	(791,260)
Capital Contributions	15,104,180	7,234,290
Change in Net Position	18,137,583	7,097,048
Net Position at Beginning of Year	98,098,930	91,001,882
Net Position at End of Year	\$ 116,236,513	\$ 98,098,930

See the accompanying notes.

Attachment B

To be provided following the May 5th Board Meeting of
the Bay County Board of Commissioners.

Attachment C

RESOLUTION NO. 18-1-1

A RESOLUTION OF THE PANAMA CITY PORT AUTHORITY ("PORT AUTHORITY") AUTHORIZING THE EXECUTION OF DOCUMENTS ON BEHALF OF THE PORT AUTHORITY

WHEREAS, the execution of documents approved by the Governing Board of the Port Authority is vested in the Chairperson of the Governing Board.

WHEREAS, the Port Authority intends to make application to Triumph Gulf Coast Inc., for funding for certain projects or programs it deems desirable and within the Triumph Gulf Coast Inc.'s award parameters.

WHEREAS, the Triumph Gulf Coast, Inc., application and supporting documents are required to be executed by an individual authorized to bind the entity applying for the funds, a chief elected official, the administrator of the governmental entity, or other designee.

WHEREAS, in the event that the Chairperson is not available to execute the Triumph Gulf Coast, Inc., application or any supporting documents on behalf of the Port Authority, the Port Authority desires to designate an alternate signatory for that purpose.

WHEREAS, approval of an alternate signatory to execute approved documents when the Chairperson is unavailable requires the adoption of a resolution.


WHEREAS, at the meeting of the Governing Board held on January 11, 2018, upon motion duly made and carried, the following Resolution was adopted:

BE IT RESOLVED that in the event that the Chairperson is unavailable to execute the Triumph Gulf Coast, Inc., application and/or any supporting documents approved by the Governing Board on behalf of the Port Authority, the Executive Director of the Port Authority shall have the authority to do so.

BE IF FURTHER RESOLVED that any copy hereof shall be deemed an original for all purposes.

PASSED, APPROVED AND ADOPTED this 11th day of January, 2018.

PANAMA CITY PORT AUTHORITY

By: 
Elizabeth Walters, Chairperson

ATTESTED TO:

SEAL


Secretary

