

TRIUMPH GULF COAST, INC. PRE-APPLICATION FORM

Triumph Gulf Coast, Inc. ("Triumph Gulf Coast") has created a pre-application process to provide initial consideration of eligibility for potential ideas of projects or programs that may seek an award of funding. Applicants are required to participate in the pre-application process. Notwithstanding the response from Triumph Gulf Coast on the pre-application form, an Applicant may still elect to submit an Application.

APPLICANT INFORMATION

Name of Individual/Entity/Organization: [Santa Rosa County BOCC](#)

Proposal Title: [Milton Interchange Park](#)

Amount of Triumph Funds Requested: [\\$15,878,683](#)

Total Estimated Project Cost: [\\$36,878,683](#)

Brief Description of Individual/Entity/Organization: [Santa Rosa County is a unit of government established by Florida Law.](#)

Contact Information

Primary Contact: [Shannon Ogletree](#)

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Names of co-applicants, partners or other entities, organizations that will have a role in the proposed project or program:

REQUIRED EXECUTIVE SUMMARY

In a maximum of two (2) pages, please describe the proposed project or program and anticipated outcomes including (i) the amount of funds being sought from Triumph Gulf Coast; (ii) the amount and identity of other sources of funds for the proposed project or program; (iii) the location of the project or program; (iv) summary description of the proposed program, including how the program will be transformational and promote economic recovery, diversification, and enhancement of the disproportionately affected counties, and (v) a summary timeline for the proposed project or program.

IMPORTANT NOTICE

This pre-application process will **not** result in an award of funding by Triumph Gulf Coast. Rather, this process is designed to facilitate submission of ideas for potential projects or programs before the Applicant expends time and/or resources to complete a full Application. All Applicants for funding are required to complete an Application, which will be reviewed and then considered for award at the discretion of Triumph Gulf Coast Board.

Please Select the Proposal's Eligibility Category(s)

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.

Please Select the Priorities this Proposal's Outcomes will Achieve

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.

1. Title: Milton Interchange Park (Project Unstoppable)

2. **Description:** This project proposes the acquisition and improvement of approximately 192 acres of prime industrial property with frontage on Interstate 10 at exit 31 in Santa Rosa County. Improvements include constructing approximately one mile of roadway, utility infrastructure and stormwater. The county would own and maintain all improvements. The site is zoned for industrial and is currently inaccessible to potential tenants.

With frontage on I-10 and proximity to New Orleans, Montgomery, Birmingham, Pensacola, Tallahassee and other southeastern cities, this site is well suited for supply chain manufacturing and distribution companies. Competition for this project includes the ready sites available just across state lines.

In recent months, Santa Rosa County has been approached by several distribution companies needing 40 – 60 acre lots. With 7 pending industrial park land sales, Santa Rosa County is unable to accommodate these companies at our existing parks. Milton Interchange Park is needed for Project Unstoppable as well as others. Project Unstoppable will contribute 300 jobs at 115% of the county average wage and \$20 million in capital investment. It is anticipated that an additional 154 jobs would be added by other supply chain manufacturing or distribution companies within the term of a Triumph award.

Santa Rosa County has been working with the industrial property landowner for the last 18 months related to design and development of the property as an industrial park. The landowner has offered to sell the industrial lots (approx. 192 acres) and retain the commercial lots (approx. 28 acres). As a part of the negotiations, the landowner has agreed to share in the contingent liability to Triumph, should the project be awarded. The contingent liability percentage is currently being negotiated but would be settled prior to a Triumph term sheet.

An appraisal has been conducted.

Approximate Project Parameters

- **Number of Jobs: 454**
 - **Average Wage: \$41,770**
 - **Capital Investment: \$20,000,000**
3. **Location:** Milton Interchange Park is located at the corner of Highway 87 and Interstate 10 (Exit 31) in the unincorporated area of central Santa Rosa County.
Parcel id# 04-1N-27-0000-00101-0000
4. **How the proposed project promotes economic recovery, diversification and enhancement of the disproportionately affected counties:**
- (a) Economic Recovery: The Santa Rosa Board of County Commissioners has worked for years to bring higher paying jobs to the County. One of the most telling statistics of the county can be seen on the Northwest Florida FORWARD County Snapshots. The

net inflow/outflow of commuters is largely outward from Santa Rosa County, which means workers are commuting outside the county to higher paying jobs. They are commuting to the metropolitan core areas of Pensacola or Fort Walton Beach or to Crestview. 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.

Even more recently, the US has seen massive shifts in industry, unemployment and supply chains due to COVID-19. Consumer trends that were started prior to the pandemic such as the shift away from retail stores toward online shopping were accelerated over the last year creating a pressing need for strategically located distribution centers. Bare grocery store shelves and a shortage of critical supplies were a painful illustration of the greatest supply chain disruption in our generation. As companies re-evaluate their supply chain, Santa Rosa County wants to be ready to accommodate their needs with Milton Interchange Park.

- (b) Diversification: Santa Rosa County has relied heavily upon military, tourism and agriculture, all of which are subject to unpredicted devastating events that can wipe out expected revenues, such as the Deepwater Horizon Oil Spill, weather conditions base realignments or pandemics. Development of the distribution/logistics and manufacturing industries will not only diversify the economy but would also provide stability.
- (c) Enhancement of Disproportionately Affected Counties: Santa Rosa County and the region of disproportionately affected counties will be enhanced:
 - i. The COVID-19 pandemic has brought a renewed attention to US manufacturing and supply chains. Strengthening the manufacturing and distribution industry in Santa Rosa County will benefit all of NW FL.
 - ii. Aligns with the Northwest Florida FORWARD regional strategic initiative by supporting the manufacturing industry by providing transportation for its products and supporting land-based logistics.
 - iii. Will create net new jobs in support of targeted industries.
 - iv. All of Northwest Florida wins when we can compete with our neighbors to the north and west. The South Alabama Megasite is a mere 60-minute drive from Milton Interchange Park. The only way to compete and win companies is to have a ready site.

- 5. **Proposed Timeline:** This project has been designed and permitted. Construction bids would be solicited immediately with a 24-month construction timeline.
- 6. **Disproportionately affected counties impacted by the proposed project:** Due to the strategic location along Interstate 10 in Santa Rosa County, job creation will include

workforce from Escambia, Santa Rosa, and Okaloosa Counties – all of which are within a 30-minute drive time.

7. **Budget:** Attached

Exhibit A
MILTON INTERCHANGE PARK

Budget
Estimated construction start date if applicable Nov-21
Estimated education component start date if applicable

		Design	Land Acquisition	Construction	Category #4	Total
Please change year # to actual year						
Project Total						
	2020	1,000,000.00			-	1,000,000.00
	2021	-	5,878,683.00	6,000,000.00	-	11,878,683.00
	2022	-	-	4,000,000.00	-	4,000,000.00
	2023	-	-	5,000,000.00	-	5,000,000.00
	2024	-	-	10,000,000.00	-	10,000,000.00
	2025	-	-	5,000,000.00	-	5,000,000.00
Calendar Year 7		-	-	-	-	-
Calendar Year 8		-	-	-	-	-
Calendar Year 9		-	-	-	-	-
Calendar Year 10		-	-	-	-	-
Calendar Year 11		-	-	-	-	-
Calendar Year 12		-	-	-	-	-
Project Total		1,000,000.00	5,878,683.00	30,000,000.00	-	36,878,683.00

Triumph						
	2020					-
	2021		5,878,683.00	6,000,000.00		11,878,683.00
	2022			4,000,000.00		4,000,000.00
	2023					-
	2024					-
	2025					-
Calendar Year 7						-
Calendar Year 8						-
Calendar Year 9						-
Calendar Year 10						-
Calendar Year 11						-
Calendar Year 12						-
Triumph Total		-	5,878,683.00	10,000,000.00	-	15,878,683.00

Grantee						
	2020					-
	2021					-
	2022					-
	2023					-
	2024					-
	2025					-
Calendar Year 7						-
Calendar Year 8						-
Calendar Year 9						-
Calendar Year 10						-
Calendar Year 11						-
Calendar Year 12						-
Grantee Total		-	-	-	-	-

Company

2020	1,000,000.00			1,000,000.00
2021				-
2022				-
2023		5,000,000.00		5,000,000.00
2024		10,000,000.00		10,000,000.00
2025		5,000,000.00		5,000,000.00
				-
				-
				-
				-
				-
				-
	1,000,000.00	-	20,000,000.00	-
				21,000,000.00

Match Source 2

Calendar Year 1					-
Calendar Year 2					-
Calendar Year 3					-
Calendar Year 4					-
Calendar Year 5					-
Calendar Year 6					-
Calendar Year 7					-
Calendar Year 8					-
Calendar Year 9					-
Calendar Year 10					-
Calendar Year 11					-
Calendar Year 12					-
Match Source 2 Total	-	-	-	-	-

Proposed Project Milton Interchange Park

