

# Triumph Gulf Coast, Inc. Application for Funds

March, 2022

**\*\*\* 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: Bay County Florida, Board of Commission

Background of Applicant Individual/Entity/Organization:

Founded in 1913, Bay County is located along the Gulf of Mexico with nearly 50 miles of beautiful sandy white beaches. Bay County is among the 30 largest of Florida's 67 counties, which includes Panama City, Panama City Beach, Lynn Haven, Parker, and Callaway. Bay county has a population of 175,000 and a growth rate that is double the national rate. Additionally, within a 60-mile radius the population increases to more than 630,000. Bay County is home to a thriving economy with major pillars comprised of military, healthcare, education, tourism and a growing industrial base. Many Bay County residents have relocated and/or moved to the area because of the booming economy, opportunities for personal growth, quality education and quality of life. Bay County is home to the newest international airport in the U.S., Norwest Florida Beaches International Airport, the 5<sup>th</sup> most valuable port in the state, Port of Panama City, Tyndall Air Force Base, and Naval Support Services. Bay County supports strong corporate citizens including Eastern Shipbuilding, Berg Steel Pipe, Trane, Jenson, ACMT, and many others.

Federal Employer Identification Number: 59-6000512

Contact Information:

Primary Contact Information: Becca Hardin

Title: President, Bay EDA, an agent of the Bay County, Commission

Mailing Address: 5230 W. Highway 98, Panama City, Florida 32401

Phone: (850) 890-2960

Email: Becca@bayeda.com

Website: www.BayEDA.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.

Gulf Coast State College, Florida State University, CareerSource Gulf Coast, Tom P Haney Technical Center, Bay County Commission, Bay EDA, St. Joe Company, University of West Florida

Total amount of funding requested from Triumph Gulf Coast: \$2,000,000.00

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.

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(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:

See Bay County CAFR- 2020 report attached.

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

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.

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(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.

**Code Name:** Project Arrow      **Industry:** Workforce Housing pre-fab construction

**Location:** Bay County      **Project estimated investment:** \$20M

**Job Creation:** Phase I: 100 by January 1 of 2026, with average annual compensation estimated at \$50,000 versus Bay County average of \$41,900.

The construction industry is determining that in the next 10 years, 41% of construction workers are expected to retire, leaving a large hole in the industry. They are already finding it more and more difficult to find skilled labor and are already seeing the effects of this shortage in labor in various states.

In anticipation of the continued manpower shortage, the company began evaluating alternative methods to assist in construction of workforce apartments. One of these methods was prefabricated modules through a third party. They strongly believe that this will allow them to improve the speed of construction and mitigate the effects of the manpower shortage at the job sites.

The challenge is that if the company continues to use third party companies to manufacture prefabricated units, they are putting themselves at risk because this now is a critical path in production. The company has decided to open a manufacturing operation to manage a minimum of 70% of production of the prefabricated units in order to have control of this process.

To build these prefabricated modules, they will buy various types of machinery that will include CNC machines, some robotics, and others. The work will be done in an indoor controlled environment using materials that are not heavy. They will use necessary equipment to allow a safe and efficient work environment.

In phase I, the manufacturing facility will create approximately 100+ good paying jobs with benefits and bonus opportunities. They have additional production expansion that will yield additional jobs past the first three-year period. This facility will be an equal opportunity employer and will employ men and women to perform the necessary job tasks to create the prefabricated modules.

They are estimating the total capital investment in land, equipment, and FF&E to be more than \$20 million, and a yearly payroll more than \$3.25 million, for phase I.

### Location of the Project

The project will be built in Bay County, Florida (Venture Crossings Business Park) during 2022-2023.

There are various factors that make the Bay County area favorable for the manufacturing project:

- There are very few manufacturing operations in the area.
- Most of the jobs are in the service and hospitality industry and are seasonal.
- The other positions in the construction business are usually requiring a higher skill level than what is needed in the manufacturing operations.
- Gulf Coast State College will facilitate tailored training Courses for employees.
- Haney Technical School is another attraction for our company. The Technical school would be a great place to train employees on the MEP and production processes.
- Career Source Gulf Coast has agreed to assist in advertising open positions & source candidates.
- Military bases in the areas also offer additional opportunities to create programs to hire veterans.
- Logistic in the area are attractive with access to major highways for trucking, rail and the Port of Panama.
- In addition, there is an international airport near the Industrial Park with a 10,000-foot runway housing four major airlines.

Description	Estimated Timeline	Status
Site review	Q4-2021 to Q1-2022	In progress
Triumph Approval	Q3-2022	
Lease land	Q2-2022	In Progress
Building Contractor Selection	Q2-2022	In Progress
Building Commencement	Q3-2022	
New equipment ordered	Q2-2022	
Building complete	Q2-2023	
Installing machine/equipment	Q2-2023	
Start Production	Q3-2023	

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

In Northwest Florida and in the Gulf South, the advanced manufacturing industry is a prime target for economic development growth and economic diversification. Northwest Florida has established itself as a burgeoning region for growth in this sector because of its military assets and educational partners. With the advanced manufacturing, aviation and distribution sectors being such a major component of the U.S. economy, Northwest

Florida and Bay County specifically, must work to ensure that the proper investments are made now to keep pace with the national growth of the sector.

Community officials and economic development officials, have a vision to establish the Bay County as an Advanced Manufacturing hub. This project will accomplish several goals for the community. First, it will establish Bay County as a prime location for private sector manufacturing and related companies to invest within. Secondly, due to the products being manufactured at this location, it would create resiliency within our geographic region for natural disaster recovery, in the event of major workforce housing damage, such as the scenario endured with Hurricane Michael. Lastly, it will diversify the regional workforce further beyond the established pillars of tourism and military, helping to remain resilient in the face of unforeseen disasters. Additional details regarding the necessity for this goal to occur are in the proceeding text.

Upon reviewing the chart below, it can be deduced that a large portion of the employment within the Panama City Metropolitan Statistical Area (MSA) is clustered within hospitality and retail trade. On average the Panama City MSA hospitality employment base is approximately 6% higher than the U.S. average and 5% higher for retail trade. In addition, the manufacturing employment levels are 4% lower than the U.S. average. The establishment of Project Arrow will provide new employment opportunities in the “Manufacturing” sector which helps provide a new differentiating employment opportunity for residents of the community. With each economic development project ‘win’ the community is more diversified, which supports the economic recovery in the wake of unforeseen events.

**Panama City MSA**

**Nonagricultural Employment by Industry**

<b>Industry</b>	<b>2019 Average</b>	<b>2019 Percentage</b>
Total Nonfarm	80,450	
Private Service Providing	57,167	71.06%
Mining, Logging and Construction	6,892	8.57%
Manufacturing	3,042	3.78%
Trade, Transportation, and Utilities	15,742	19.57%
Wholesale Trade	2,233	2.78%
Retail Trade	11,608	14.43%

Transportation, Warehousing, and Utilities	1,900	2.36%
Information	800	0.99%
Financial Activities	4,475	5.56%
Professional and Business Services	11,175	13.89%
Education and Health Services	9,525	11.84%
Leisure and Hospitality	12,775	15.88%
Other Services	2,675	3.33%
Government	13,350	16.59%

Source: U.S. BLS

Finally, the establishment of this advanced manufacturer will also assist in the stabilization of the regional economy in the wake of a major disasters. Economic and natural disasters have become more common in the recent decade. In 2010 Bay County was directly impacted by the Deepwater Horizon explosion, in 2018 Bay County suffered through Hurricane Michael, and in 2020 Global Coronavirus Pandemic severely handicapped our largest existing sectors. The establishment of a new advanced manufacturer, specifically Project Arrow would further diversify the income streams and recovery efforts to the citizens of Bay County, Northwest Florida, and the Southeastern United States in the wake of disasters. This project also provides diversified employment opportunities as previously mentioned which help distribute the employment clusters into various sectors which is necessary when disaster strikes a community for a quick economic return. Because of the importance of the manufacturing sector for the U.S. economy, Northwest Florida must take the required steps now to remain a key region for the sector.

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

Refer to attached financials for the company.

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(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 addition of Project Arrow to the Venture Crossings Industrial Park will be a major ‘win’ for the community. The project further diversifies the established pillars of the regional economy, creates a significant job creation project for residents of the region, provides great local opportunity for graduates of our education institutions, and provides necessary manufactured modules to support workforce housing construction.

To measure the success and impacts of Project Arrow, to Bay County and the surrounding communities, the net new job creation will be measured, the average wages of the new positions, overall capital investment of the project, the annual payroll increase for the community, and product export. These areas will help support the economic diversification of the Bay County economy and support the region as it was so heavily affected by the Deepwater Horizon Oil Spill (2010), Hurricane Michael (2018), and COVID-19 (2020). Through these reoccurring impacts to our economy, our community leaders recognize the need to attract diversified companies to our community, helping to stabilize the region for future unforeseen crises.

For Project Arrow, phase I of this project is projected to create 100 net new full-time jobs in Bay County in the advanced manufacturing sector by 2026. The average wages of the project will be \$50,000. Phase I of the project will also spur the investment of more than \$20M in facility and equipment investment. The investments for the facility and equipment will occur through a mix of capital provided by the Company, grants, and community tax abatement support. If not for Project Arrow, the capital investment would not occur within Bay County.

The success of Project Arrow will support the marketability of Bay County and Northwest Florida for additional manufacturing related business investments and suppliers. Once Project Arrow is established and because of the nature of their products, our region will see nationwide exposure to attract other manufacturing companies.

- 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.)

Project Arrow is an award-winning, vertically integrated real estate company that specializes in developing, building, and managing high-quality multifamily communities across the United States. They have a land acquisition division, design team that includes a full staff of in-house architects, development team, construction division, and Property Management team. The company originated in South Florida and has expanded to Atlanta, Georgia, Dallas, Houston and Austin, Texas. Their upcoming projects will expand to Colorado, and the Washington DC area.

Their mission is to deliver budget-friendly, exceptional living experiences to the nearly 12 million American households currently spending more than half of their income on rent. Their communities appeal to renters across the spectrum, from young families and working millennials, to small business owners and entrepreneurs, to empty nesters and active seniors. Arrow is a division of MRV&Co, one of the largest homebuilders in the world (MRVE3:BZ).

The product produced at the facility will not be available for retail sale, instead it will be solely used on project Arrow developments. With that being said, the demand for the product is driven by the company’s development trajectory, not competitive markets.

The funding request to Triumph Gulf Coast, Inc. for Project Arrow will support the

establishment of the company in Bay County at Venture Crossings Enterprise Centre. The company plans to build a 200,000sf facility on a 12 acre site. To support the project, Bay County Commission plans to provide a 10 year real and personal property tax abatement. The commission is requesting a grant from Triumph Gulf Coast to match the County abatement, not to exceed \$2M. The building and equipment will be financed through private funding secured by the company. The amount of funding requested is a one-time financial support to help reduce the financial burden on Project Arrow. For Project Arrow, all reoccurring financial burdens shall be on the Company and not Triumph Gulf Coast, Inc.

It is estimated that the amount to be funded by the company and/or its financial partners is more than \$20M. Through the long-term ground lease, the Company will be financially obligated for the term of the lease and commit to the job creation previously described.

7. Describe how the deliverables for the proposed project or program will be measured.

The deliverables for Project Arrow and the financial award by Triumph Gulf Coast will be measured through facility construction, commencement of production, and ultimately job creation at the new Project Arrow facility. The economic benefits to the Bay County community and region will be the new manufacturing related jobs created at Venture Crossings Enterprise Centre, the increase in average wages, the addition of the annual payroll (~\$3.25M per year) to Bay County, local employment opportunity for graduates of our education institutions, and the overall capital investment from the project.

Below is the project construction schedule for Project Arrow.

<b>Description</b>	<b>Estimated Timeline</b>	<b>Status</b>
Site review	Q4-2021 to Q1-2022	In progress
Triumph Approval	Q3-2022	
Lease land	Q2-2022	In Progress
Building Contractor Selection	Q2-2022	In Progress
Building Commencement	Q3-2022	
New equipment ordered	Q2-2022	
Building complete	Q2-2023	
Installing machine/equipment	Q2-2023	
Start Production	Q3-2023	

### **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.

The project meets the following priorities:

**Generate maximum economic benefits**

Growth of the manufacturing industry in Northwest Florida is crucial to ensure that the region remains competitive in the decades to come. With the manufacturing industry being a major component of the U.S. GDP, it is clearly evidenced why Northwest Florida must be on the leading edge of new company investments and educational training. If investments are not made now, our communities will continue to lose exiting military looking to stay in the industry, young professionals who are eager to get into the manufacturing world, and skilled technicians who would otherwise find employment in another region with a strong manufacturing cluster.

**Increase Household Income**

Project Arrow will be a catalyst for the establishment of new and additional manufacturing related businesses in Bay County. Currently, the Bay County average wage per the Florida Dept. of Economic Opportunity is \$44,209. This Bay County average wage is only 78% of the State of Florida average. When evaluating the Bay County household income average, the amount is \$70,630, while the State of Florida average household income is \$78,335. For average household income, Bay County only attains, 90% of the State of Florida average. With the establishment of Project Arrow in Bay County, the company intends to bring jobs with an average wage that is over 115% of the Bay County average. When established, Project Arrow will support the goal of increasing the household income in Bay County and Northwest Florida.

**Leverage existing assets**

Bay County boasts incredible education opportunities for its residents and regional residents. Project Arrow will leverage existing assets at all three higher education institutions within the county, Tom P Haney Technical Center, Gulf Coast State College, and Florida State University- Panama City, as each of the previously mentioned institutions presently provide curriculum that compliment Project Arrow’s business. Furthermore, there is opportunity to expand course offerings at each of the institutions in partnership with the Company. Additionally, with six major military installations throughout Northwest Florida, there are thousands of exiting military service members annually who are looking for promising careers in our region. Likewise, Project Arrow will provide additional opportunity for residents who are already in the field and residents who are looking to advance their career.

**Partner with local governments**

To support the growth of the manufacturing sector in Northwest Florida; Bay County Leadership, Educational partners, Bay EDA, and its private sector partners are working to assemble sustainable careers for its residents. Advanced manufacturing partners are being pursued aggressively by local leaders, as it supports the true economic diversification that is needed within the regional economy. As was evidenced in the wake of Hurricane Michael in 2018 and COVID-19 in 2020, having an established industrial base in the wake of a major disaster makes the economy stabilize much quicker. To support Project Arrow, the State of Florida and Bay County are supporting the project through tax abatements, workforce training, and startup assistance. Through this program, the State will be funding approximately \$560,000 in tax exemptions for sales tax on equipment. Bay County will also be supporting the project by providing 100% real and personal property tax abatements of approximately \$1,996,290 over a 10-year period.

**Benefit the environment, in addition to the economy**

Construction practices in controlled environments have historically been more efficient and environmentally friendly than conventional onsite construction. This practice allows the company to construct units more efficiently by optimizing the process to reduce raw material consumption and reduce waste entering the landfill. The efficiencies previously described is primarily a result of 1.) producing multiple identical units of a particular product and 2.) utilizing the same tradespeople to construct the units.

**Outcome measures**

Phase I of Project Arrow will create 100+ net new full-time jobs in Bay County in the advanced manufacturing sector. Other measurable outcomes include the 100 jobs having an average wage \$50,000 and the addition of approximately \$3.25M to annual payroll for the Bay County community.

**Partner with K-20 Educational Institutions**

Bay County boasts incredible education opportunities for its residents and regional



residents. Project Arrow will leverage existing assets at all three higher education institutions within the county, Tom P Haney Technical Center, Gulf Coast State College, and Florida State University- Panama City, as each of the previously mentioned institutions presently provide curriculum that compliment Project Arrow's business. Furthermore, there is opportunity to expand course offerings at each of the institutions in partnership with the Company.

Also, the Company has expressed interest in participating in the Federation for Advanced Manufacturing Education (FAME) program, which the first cohort for the Gulf Coast Chapter started fall of 2021. Through this program, the Company will partner with Gulf Coast State College to sponsor a student(s) enrolled in the program. The students will go to class 2 days and work with the company 3 days per week, for 5 semesters. This is a unique opportunity for both students and participating companies.

**Recommended by Board of County Commissioners**

In the November 16<sup>th</sup>, 2021 commission meeting, the Bay County Commission voted and approved resolution number 3855 to support a Triumph Gulf Coast application for Project Arrow. Furthermore, in the November 7<sup>th</sup>, 2021 commission meeting, the Bay County Commission voted and approved, support resolution 3858 to offer a 10-year real and personal property tax exemption to Project Arrow.

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

The Bay Economic Development Alliance is a public/private partnership whose purpose is to establish Bay County as a globally competitive environment to conduct business, encourage economic growth, and enhance the standard of living and quality of life that facilitates the creation of an environment to encourage the expansion of existing business and the location of new business. The Bay County Commission, Bay EDA, and other partners agree that Project Arrow is a transformational project for Bay County and Northwest Florida, that meets and exceeds the discretionary priorities of all major economic development related entities. I.e. Advanced Manufacturer, targeted industry, net-new jobs with wages above the county average, established company with existing business looking and to expand, etc.

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

\*\*Please attach proof of recommendation(s) from each County identified.  
See Resolution Attached

### **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.?

1. Approval by Bay County Commission
2. Finalize lease agreement

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 a schedule of upcoming meeting for the group for a period of at least six months.

Bay County Commission

- April 5<sup>th</sup>, 2022
- April 19<sup>th</sup>, 2022
- May 3<sup>rd</sup>, 2022
- May 17<sup>th</sup>, 2022
- June 7<sup>th</sup>, 2022
- June 21<sup>st</sup>, 2022
- July 6<sup>th</sup>, 2022
- July 19<sup>th</sup>, 2022
- August 2<sup>nd</sup>, 2022
- August 16<sup>th</sup>, 2022
- September 7<sup>th</sup>, 2022
- September 20<sup>th</sup>, 2022

- B. State whether that group can hold special meetings, and if so, upon how many days' notice.

The Bay County Commission has the ability to hold a special called meeting for urgent business matters. A special called meeting can occur with a 24-hour notice being provided.

2. 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.

<b>Description</b>	<b>Estimated Timeline</b>	<b>Status</b>
Site review	Q4-2021 to Q1-2022	In progress
Triumph Approval	Q3-2022	
Lease land	Q2-2022	In Progress
Building Contractor Selection	Q2-2022	In Progress
Building Commencement	Q3-2022	
New equipment ordered	Q2-2022	
Building complete	Q2-2023	
Installing machine/equipment	Q2-2023	
Start Production	Q3-2023	

3. 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 contract between Bay County Commission and Bay Economic Development Alliance Attached.

The agreement will be formally approved at the respective Bay County Commission meeting with the signature of the Bay County Chairman.

**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.  
Funding sought = \$2,000,000

Funding requests will begin in Q2 2024 and continue through Q2 2034.

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.)

For Project Arrow, the overall project cost is projected to be \$20M. The amount requested from Triumph Gulf Coast, Inc., \$2,000,000, which represents 10% of the total project costs.

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

Types of jobs = Managers, Coordinators, Purchasing Agents, Admin, Multi-Craft Maintenance Professionals, Metal Fabricators, Line Workers, CNC Technicians, Quality Assurance Technicians, Assemblers, and Laborers; Phase I number of jobs = 100 in 3 years;

Average Wage = \$50,000

- 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

The company plans to fund the remaining capital investment through its investment partners.

- 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.)

Land Cost	\$2,000,000
Building Cost	\$10,000,000
Equipment Cost	\$8,000,000
<b>Total CAPEX/Investment</b>	<b>\$20,000,000</b>

B. Other Project Funding Sources:

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

City/County	\$ <u>1,996,290</u> - County tax abatement - 10 years.
Private Sources	\$ <u>13,443,710</u>
Other (e.g., grants, etc.)	\$ <u>560,000</u> - State sales tax exemption on equipment
IRDF Grant	\$ <u>2,000,000</u>
<b>Total Other Funding</b>	<b>\$ <u>2,560,000</u></b>

**Total Amount Requested:** \$2,000,000

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 overall proposed budget for Project Arrow is approximately \$20M. This level of investment is substantial for our region and the Bay County community. The breakdown of the proposed budget is as follows: \$10M for the facility requirements for Project Arrow, \$8M for necessary equipment, and \$2M for land.

Bay County is fortunate to have pad ready certified site at Venture Crossings, for Project Arrow to utilize. Project Arrow is greatly benefitting from this asset, as the project doesn't have to bear initial site development costs and associated timelines. Project Arrow will construct a new 200K square foot manufacturing facility with associated parking and storage yard, on the approximately 12-acre site. Facility construction is estimated at \$10M to accommodate Project Arrow's manufacturing operations. Remaining costs include equipment necessary to run the operation estimated at \$8M and land costs of ~\$2M.

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.

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(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 public infrastructure project will promote:

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

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

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.

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

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

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

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

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

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

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

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?

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

- 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?

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



- 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

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(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

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

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

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

**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

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(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, alterative 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

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(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

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(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.

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

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(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

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(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.

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

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

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(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.

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(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.

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(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.

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(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

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(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.

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(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.

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(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.

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

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(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?

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(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.

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(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

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(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.

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

**ADDENDUM FOR LOCAL MATCH REQUIREMENTS OF SECTION 288.05,  
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.

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(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.

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(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.

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(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?

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(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.

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(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.

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(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.

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

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(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?

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(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.

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(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.

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(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

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(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

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(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.

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(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.

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(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.

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(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.

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(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.

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(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: Bay County Board of Commissioners

Name and Title of Authorized Representative: Becca Hardin – President Bay County Economic Development Alliance, an agent of the Bay County Commission

Representative Signature: \_\_\_\_\_

Signature Date: 4/14/2022