

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: [Pensacola-Escambia Promotion and Development Commission \(PEDC\)](#)

Proposal Title: [PEDC–Project Spark, Confidential per F.S. 288.075](#)

Amount of Triumph Funds Requested: [\\$ 2,100,000](#)

Total Estimated Project Cost: [\\$ 51,300,000](#)

Brief Description of Individual/Entity/Organization: [The Pensacola-Escambia Promotion and Development Commission is Escambia County’s economic development authority, a dependent special district, created pursuant to Chapter 67-1365, Laws of Florida. The PEDC is governed by a 9-Member Board of Directors appointed by Escambia County and the City of Pensacola. The purpose of the Commission is to promote industry and commerce in Escambia County and the municipalities therein. PEDC promotes economic development, job creation, workforce development, enhancement of the economic environment, expansion of the tax base, enticement of industry and other business to the area, acquisition, lease, and construction of facilities. The PEDC has a contractual relationship with FloridaWest EDA, the community’s sole economic development organization, whose purpose is to grow economic prosperity in the greater Pensacola, FL area.](#)

Contact Information

Primary Contact: [Scott Luth](#)
Title: [CEO, FloridaWest EDA](#)
Mailing Address: [3 West Garden Street, Suite 618, Pensacola, Florida 32502](#)
Telephone Number: [850-898-2201](#)
Email Address: sluth@floridawesteda.com
Website: www.floridawesteda.com

Names of co-applicants/partners:

- [Pensacola-Escambia Promotion and Development Commission \(PEDC\)](#)
- [FloridaWest EDA](#)

REQUIRED EXECUTIVE SUMMARY

Proposed Project:

PEDC and FloridaWest EDA is working with Project SPARK, a life sciences medical device and supplies manufacturing company and is seeking Triumph Gulf Coast funding to support critical site improvements on adjacent property to be leased by PEDC. The site improvements will advance the company's significant expansion of its critical R&D operations with a new 25,000 square foot Research and Development Center of Excellence and a new 20,000 square foot warehouse. These new facilities will greatly enhance product development and expand production capacity. In addition, the company has been in operation more than 30 years and Escambia County is competing with other company locations in the U.S. and Europe that have better access to markets, deeper and larger pools of life-sciences talent, and existing facilities with capacity to accommodate additional R&D. Triumph Gulf Coast approval of Project SPARK will help secure Pensacola-Escambia County's position as the location of choice for the project, which will subsequently result in the creation of approximately 53 new, \$55,443 average wage scientific research, engineering, and manufacturing jobs in Escambia County within three to five years.

(i) **Amount of Funds being sought from Triumph Gulf Coast:** \$2,100,000 over five years (2022 – 2025)

(ii) **Amount and identity of other sources of funds for the proposed project or program:**

Public/Private Funds \$49,200,000

Total Project Cost \$51,300,000

(iii) **Location of the project or program:** Escambia County/ Pensacola, Florida

(iv) **Summary description of the proposed project/program, including how the program will be transformational and promote economic recovery, diversification, and enhancement of the disproportionately affected counties:**

The company has a global presence in providing innovative products across a broad spectrum of essential life sciences medical, pharmaceutical, microelectronics, analytical and industrial applications. Products from this new operation would sustain the corporation's world-wide supply chain and support all business units within the corporation. To further illustrate, ninety-five percent of all products made at this new facility would ship outside of Florida and/or the U.S.

The proposed project SPARK is transformational in supporting the creation of 53 new direct, higher paying jobs in critical research and development, engineering and life-sciences manufacturing in Pensacola-Escambia County. The overall project average annual wage is \$55,443 and the company provides its employees an excellent benefits package of approximately \$19,000 annually, for competitive health, dental, vision, life insurance, YSA/HAS, dependent care, and 401K plans.

Moreover, given that life science sectors are more prevalent in the Northeast and Midwest U.S. and Europe, the talent development aspects of the project is imperative for the company's continued success within our community. Encouraging and supporting students to pursue STEM fields within our schools and creating opportunities for experiential learning through internships, and various cooperative education partnerships with Pensacola State College and University of West Florida, will help the company achieve its long-term talent attraction and retention goals from within the Northwest Florida area. In addition, the company is a front-runner in life sciences technology solutions on a global level and they place a great deal of emphasis in

advancing and improving inclusion and diversity initiatives company wide. They recognize that diverse and inclusive teams create real breakthroughs because this culture allows room for collective ideas, diverse perspectives and positive work environments. Internal leadership goals include increasing the percentages of women and people of color associates and likewise promoting diversity within leadership roles in the company.

Further, project SPARK will greatly enhance the overall sustainability and longevity of the Pensacola operation and infuse significant capital in improvements, job creation, and broaden new product development that will in turn lead to increasing their life sciences product exports. Thus, Project SPARK will help to expand and diversify the economy of Escambia County, Northwest Florida and ensure continued recovery from the detrimental effects our community experienced with the BP oil spill, natural disasters and Covid-19.

(v) **Summary timeline for the proposed project or program**

Facility Improvements

Description	Estimated Timeline	Status
Site review (Florida)	Q4 2022	In progress
Sign lease agreements and finalize new facility construction plans and existing facility modification plans	Q4 2022	
Triumph Funding	Q1 2023	
Laboratory and Manufacturing Equipment and Furniture	Q4 2022 thru Q3 2024	
Manufacturing facility renovation/modification	Q4 2022 – Q4 2024	
R&D Center of Excellence and Warehouse construction projects	Q2 2023 – Q4 2024	

Hiring Schedule

Job Category	2023	2024	2025	Total
Operations		27		27
Support Staff	1	8		9
Engineering	1	2		3
Research & Development		6	8	14
Total New Jobs				53

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.