

Triumph Gulf Coast, Inc. Application for Funds

October 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: Escambia County Board of County Commissioners

Background of Applicant Individual/Entity/Organization: Escambia County, Florida is one of the two original counties of Florida, officially formed and established by ordinance as a non-charter government on July 21, 1821. The mission of Escambia County government is to provide efficient, responsive services that enhance our quality of life, meet common needs, and promote a safe and healthy community.

Federal Employer Identification Number: 59-6000598

Contact Information:

Primary Contact Information: Wes Moreno

Title: County Administrator

Mailing Address: 221 Palafox Place, Suite 400, Pensacola, FL 32502

Phone: 850-595-4902

Email: WJMoreno@myescambia.com

Website: www.myescambia.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.

- Pensacola-Escambia Promotion and Development Commission (PEDC)
- FloridaWest EDA

Escambia County, Florida owns the OLF-8 site, a master-planned mixed-use community asset with 241 acres dedicated to Commerce Center development.

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. PEDC and FloridaWest EDA will work with Escambia County and the prospective tenants/employers.

Total amount of funding requested from Triumph Gulf Coast: \$10,000,000

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

Yes No

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

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

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

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

At the end of fiscal year 2021, the County reported positive balances in restricted categories of net position, for the government as a whole, as well as for its separate governmental and business-type activities.

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

Exhibit 1, Escambia County's Comprehensive Annual Financial Report and independent audit performed by Warren Averitt, dated September 30, 2021, shows the county is financially sound.

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.

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.

Escambia County OLF-8, Phase I Infrastructure

Escambia County OLF-8 Project combines critical community economic development priorities: Military Sector Investment & Private Sector Investment. Recognizing that military investment is a prime economic driver along the Gulf Coast, Escambia County instituted a complicated land exchange process with the U.S. Navy in 2013 and subsequently acquired property in Santa Rosa County in order to relocate the Navy helicopter landing training facility (OLF-X). Special congressional legislation through the National Defense Authorization Act (NDAA) took place in 2015 and culminated with the land exchange agreement signed in June 2016 between the U.S. Navy and Escambia County, Florida. The resulting OLF-8 land swap was unprecedented in achieving a new state-of-the-art Navy and Marine Corps rotary-wing training asset that helped protect our military commands from additional rounds of military asset reduction (BRAC). Likewise, the subsequent conversion of this former OLF-8 training site in Escambia County, adjacent to the 10,000 job Navy Federal Credit Union (NFCU) campus, is helping to create a mixed-use community asset with 241 acres dedicated to Commerce Center development for new business attraction, existing business expansion, and vital job creation for the long-term greater good of our community and its residents.

The OLF-8 Phase I Infrastructure project proposes to construct approximately 1.2 miles of new roadway and utility infrastructure improvements on the OLF-8 site, which is zoned for Light Industrial activities, but is currently inaccessible to potential tenants. The county would own and maintain all infrastructure improvements.

Moreover, this project will enable initial development of **Project Sapphire**, a 125,000 SF – 250,000 SF multi-use manufacturing/warehouse project on 43 Acres within OLF-8. In addition, Project Sapphire is one of five confidential prospective new and/or expanding company projects that PEDC and FloridaWest EDA has been working with, that collectively represent more than **225** new jobs, with average wages of **\$53,556** (115% of the 2022 Pensacola MSA average wage), and a **\$40M** capital investment.

The OLF-8 site location is extremely advantageous for advanced manufacturing- supply chain distribution companies looking for close proximity to Interstate-10 (I-10) for important national/global transportation connectivity. Competition for this project includes shovel ready sites across both state and county lines. Project Parameters:

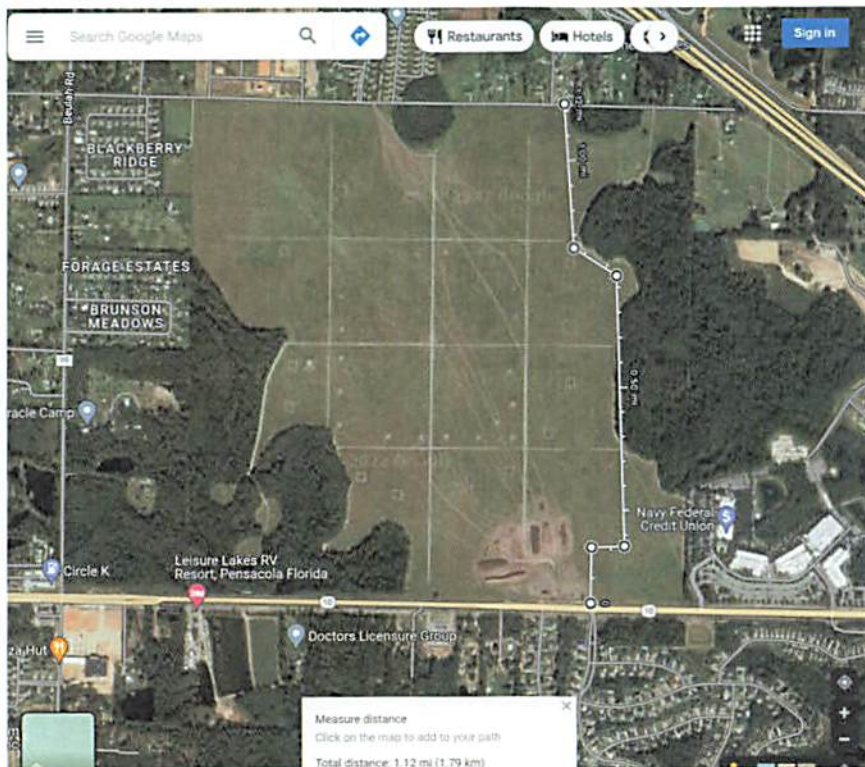
Number of jobs: 225
 Average Wage: \$55,556

Escambia County OLF-8, Phase I Infrastructure

Capital Investment: \$40,000,000



Location: OLF-8 Phase I Infrastructure (road, water, sewer) and Sapphire development project:



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.

PEDC, FloridaWest EDA, and counterpart economic development organizations throughout Northwest Florida intensely focus efforts in attracting and growing industries that generate maximum prosperity for our region. We continuously position our communities to be competitive in winning projects. The Escambia County OLF-8, Phase I Infrastructure project will enhance the economy of the Disproportionately Affected Counties in Northwest Florida and positively position our area for maximum benefit including:

- The COVID-19 pandemic brought renewed attention to the importance of US manufacturing and its affiliated supply chains. Companies are seeking to be closer to suppliers and markets. Strengthening the advanced manufacturing and distribution industry in Escambia County will benefit all of Northwest Florida.
- Alignment with the Northwest Florida FORWARD regional strategic initiative supporting the presence of manufacturing employers and providing assets facilitating trade and supply chain logistics.
- Creating net new, higher skilled-higher wage jobs in targeted industries.
- Effectively competing with our neighbors to the north and west. (The South Alabama Mega Site is within 55 miles, less than an hour drive-time from Exit 5, I-10 interchange. The single most important way to gain competitive edge and win companies, is to have ready sites.

Accordingly, advanced manufacturing is a primary target sector, highly sought for its ability to positively impact economic growth and raise the standard of living for our residents. For example, manufacturers across the region are extraordinarily diverse in the dynamics of automotive, aviation, life sciences, renewable energy, chemicals, construction, and consumable goods and materials produced locally that are exported nationally and internationally. This wide range of productivity fuels innovation and trade, making advanced manufacturing and its affiliated supply chain warehouse-distribution an extremely valuable component to our economy. Therefore, Northwest Florida and Pensacola-Escambia County must ensure that proper investments are made now that keep the base of vibrant manufacturing jobs, and its affiliated export of products growing, which intensifies the valuable national and global supply chain trade.

Extreme competition exists for companies in choosing suitable sites/locations and Pensacola-Escambia County community's direct competition includes shovel-ready sites available across the Florida/Alabama state line and with other southeast states including Georgia, Texas, South Carolina, and Tennessee. Without the necessary basic infrastructure in place or mitigating costs of development risk factors at OLF-8 for company location, the job and employment opportunities will take place elsewhere. Further, the lack of existing available, modern inventory of 50,000, 100,000 to 250,000 SF sized facilities with proximity to the interstate hampers our community's ability to attract manufacturing projects to Escambia County. The OLF-8, Phase I infrastructure improvements will be transformational in addressing the need for ready to go site

inventory, aid in continued economic recovery, as well as diversifying and strengthening the manufacturing-global supply chain target industry sector of our economy.

To further illustrate the positive impacts advanced manufacturing has within our region, consider the Pensacola MSA, total employment picture. The combined \$49,676 total average wage across all industry sectors is well below the national annual average of \$66,637. This table also illustrates that the largest concentration of lower wage employment in the Pensacola MSA area is within retail trade, accommodation, and food services sectors, which combined makes up almost 25% of total employment. Although manufacturing accounts for a substantially smaller 3.78% of existing jobs, manufacturing ranks in the top five highest wage levels present and outpaces many other sector wages throughout our communities. This emphatically reinforces the dynamics of our economic development strategies centered upon target industry growth. Specifically, the establishment of advanced manufacturing and affiliated supply chain warehouse-distribution projects like Project Sapphire has the capacity to be both differentiating and transformational for the regional workforce in elevating the foundation of technical, engineering and production occupations and opportunities for residents of the community.

Pensacola MSA Employment by Industry				
Industry	Employment	Percentage of Total	Average Annual Wage	Annual % Growth
Health Care and Social Assistance	29,450	15.08%	\$61,756	1.7%
Retail Trade	25,767	13.19%	\$34,491	0.1%
Accommodation and Food Services	22,643	11.59%	\$24,374	2.7%
Construction	14,619	7.48%	\$53,364	1.0%
Educational Services	14,382	7.36%	\$44,807	1.4%
Administrative and Support	13,682	7.00%	\$40,427	1.4%
Finance and Insurance	11,885	6.08%	\$76,516	0.2%
Public Administration	11,063	5.66%	\$59,977	0.8%
Professional, Scientific, and Technical Services	10,725	5.49%	\$68,888	1.4%
Other Services (except Public Administration)	9,626	4.93%	\$33,089	1.7%
Manufacturing	7,393	3.78%	\$67,354	0.6%
Wholesale Trade	5,852	3.00%	\$62,039	0.8%
Transportation and Warehousing	5,212	2.67%	\$56,543	1.2%
Real Estate and Rental and Leasing	3,830	1.96%	\$48,036	1.1%
Arts, Entertainment, and Recreation	3,539	1.81%	\$25,035	3.8%
Information	1,635	0.84%	\$63,219	1.1%
Management of Companies and Enterprises	1,397	0.72%	\$76,657	0.6%
Agriculture, Forestry, Fishing and Hunting	1,217	0.62%	\$27,134	1.4%
Utilities	1,236	0.63%	\$81,660	0.1%
Mining, Quarrying, and Oil and Gas Extraction	122	0.06%	\$52,042	1.4%

Unclassified	79	0.04%	\$69,986	1.4%
Total - All Industries	195,353		\$49,676	

Source: JobsEQ®, Data as of 2022Q1

Additionally, the OLF-8, Phase I infrastructure improvements have the propensity to contribute stabilizing factors previously mentioned that improve the resiliency of the Pensacola and Escambia County economy as well as the overall Northwest Florida regional economy. Advanced manufacturing provides diversified employment opportunities and helps distribute additional demand for goods and services across a wide variety of sectors, which also supports quicker economic recovery in times of turmoil as with the BP oil spill, natural disasters, and the global Covid-19 occurrences.

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

The Escambia County OLF-8, Phase I Infrastructure project directly aligns with Pensacola-Escambia County, Northwest Florida, and Florida’s leading target Industry attraction and retention and quality job growth goals. According to the *Northwest Florida Forward: A Regional Strategy for Economic Transformation*, developed by TIP Strategies and the Haas Center (2017), there are five identified target industry clusters for Northwest Florida that, “will transform the region if successfully developed through business recruitment, retention, expansion, and entrepreneurial support.” These five industry sectors include: Aerospace and Defense, Financial Services, Water Transportation, Cybersecurity and Advanced Manufacturing. Further noted, “Advanced Manufacturing is an important target for growth as it impacts many other clusters and offers high-wage employment growth for all areas of the region.” Section 2.1.3 (page 31) also highlights the importance of supporting the vibrancy of Advanced Manufacturing across clusters as “Advanced Manufacturing generally involves the integration of innovative technologies into production processes and manufactured products. It is innovation in the manufacturing process that assures the ability to survive and prosper. Simply put, virtually all manufacturers must become advanced manufacturers if they are to remain in business. In Northwest Florida, Advanced Manufacturing cuts across a number of clusters, including Aerospace and Defense, Chemical Products, Wood Products, Construction Products, and Textiles. Its importance stems from its capacity to support other key industries in the region, to help diversify the economic base, and to provide employment opportunities for a wide range of skill levels, ranging from middle skill production workers to engineers.”

Enterprise Florida states, “Thanks in part to its pro-business policies, strong workforce, and trade infrastructure, Florida ranks among the nation’s top 3 states for manufacturing. Florida’s manufacturers produce a wide variety of goods including aerospace products, batteries, food and beverages, communications equipment, pharmaceuticals, semiconductors, boats, and more.” The state also recognizes that “nothing is more important to a company’s success than its workforce. More than 380,000 Floridians work in the state’s manufacturing industries and our training schools, community colleges, and universities are the nation’s top producers of STEM graduates.” Florida’s large presence

of the number of companies engaged in manufacturing is spread across the entire state of Florida, with the largest concentrations in central and south Florida, as shown in Florida's Manufacturing Cluster map (**Exhibit 2**). This certainly pinpoints to the extensive multi-modal transportation systems including the state's 15 deep-water ports, 2,700+ miles of freight rail tracks and 135,000+ miles of roadway. The OLF-8 Phase I Infrastructure and Project Sapphire will provide Northwest Florida with additional presence and new employment opportunities for residents and the community. Northwest Florida also has assets that fully support growing the cluster of companies within the manufacturing, logistics & distribution targeted industry categories, namely the regional postsecondary programs linked to manufacturing, engineering technologies, supply chain logistics and management that heavily influences the skill levels and the workforce pipeline.

Further, the growth of manufacturing in the State of Florida has been steadily increasing over the past 10 years. According to the JobsEQ Industry Spotlight of Manufacturing report (**Exhibit 3**), the number of firms located in Florida increased 2.4% overall from 17,859 companies in 2011 to 22,260 companies in 2021. During this same period Florida added 78,885 jobs within this sector. Florida's manufacturing adds tremendous value to the economy of the state including:

- 411,744 total advanced manufacturing jobs
- 0.8% annual forecasted growth of jobs
- \$60 B in annual gross domestic product (GDP)
- \$77.6 B in annual purchases from suppliers in the U.S. (44%)
- \$43.1 B in annual purchases made from businesses within Florida (56%)

Similarly, the JobsEQ Industry Spotlight of Florida's Transportation and Logistics cluster (**Exhibit 4**), indicates growth and positive outlook. The number of firms located in Florida increased 5% overall from 14,662 companies in 2011 to 22,103 companies in 2021 and added a total of 84,688 new jobs during this same period.

- 487,301 total logistics/transportation and warehousing jobs
- 5.6% annual forecasted growth of jobs
- \$37 B in annual gross domestic product (GDP)
- \$53.8 B in annual purchases from suppliers in the U.S. (44%)
- \$31.3 B in annual purchases made from businesses within Florida (56%)

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

The impacts will be measured long-term by the following indicators, after proposed infrastructure is complete over a five-year period:

1. Number of jobs
2. Average wages
3. Amount of Capital Investment

6. Describe how the proposed project or program is sustainable. (Note: Sustainable means

how the proposed project or program will remain financially viable and continue to perform in the long-term after Triumph Gulf Coast, Inc. funding.)

The Triumph funding will be utilized to help construct an internal north-south roadway and water/sewer infrastructure to increase accessibility of the OLF-8, 241-acre site dedicated to Commerce Center/Light Industrial development. The Master Plan for OLF-8 allows for various sized parcels for maximum marketability.

Once the infrastructure is in place, it will be maintained by the county. Based on the number of companies currently interested in expanding or relocating to the Pensacola-Escambia County area and the propensity for development to occur within the OLF-8 Commerce Park site, the outlook is exceedingly favorable.

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

Escambia County has an established track record of measuring deliverables for infrastructure projects. Deliverables will be measured according to the specifications detailed in the bid packages and contracts. Either internal county staff or an engineering firm will be hired, to provide construction engineering and inspection (CEI) services.

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.

3.

Priorities

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

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

chambers of commerce located within the disproportionately affected counties.

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

Generate maximum estimated economic benefits: Growth of the advanced manufacturing sector is critical to maintaining the competitiveness and long-term vibrancy of Northwest Florida's economy. We must continue to make investments now, that safeguard our communities, have the ability to attract talent, and provide a wide range of occupational opportunities conducive to keeping students, professionals of all ages, exiting military and their spouses interested in remaining in Northwest Florida. In addition, the establishment of advanced manufacturing and affiliated supply chain warehouse-distribution projects like Project Sapphire's has the capacity to be both differentiating and transformational for the regional workforce in elevating the foundation of technical, engineering and production occupations and opportunities for residents of the community.

Increase household income: The Census Bureau reports the 2021 median household income in Escambia County was \$53,023, compared to Florida at \$57,703 and the U.S. at \$64,944. The OLF-8 Phase I Infrastructure project can contribute significantly to the mix of vibrant advanced manufacturing, warehouse and supply chain distribution operations in the region which will lead to more development, innovation, productivity, trade and exports, and a broader range of quality jobs. Likewise, these activities will drive growth in productivity (output per worker), increased wealth, and higher average standards of living within our region.

Partner with local governments: Escambia County leadership, PEDC, FloridaWest EDA, CareerSource Escarosa, Pensacola State College, and other community partners all support economic diversification and the growth of advanced manufacturing, logistics and distribution as primary target industry sectors, important to our regional economy.

Provide outcome measures: Escambia County OLF-8 Phase I Infrastructure Project outcome measures will be review of the following indicators:

- Number of new jobs**
- Wage level of new jobs**
- Amount of capital investment**

Project estimates include the potential for creation of **225 new** manufacturing, supply chain warehouse distribution jobs, with average wages of **\$53,556** (115% of the 2022 Pensacola MSA average wage), resulting in approximately **\$2.71M** of new annual payroll for the Escambia County Community.

Are recommended by the board of county commissioners: Escambia County is supplying a resolution of support (**Exhibit 5**) approved by the Escambia Board of County Commissioners at its regularly scheduled October 6, 2022, meeting, recommending the OLF-8 Phase I Infrastructure Project.

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

We believe the OLF-8, phase I Infrastructure Improvements project will be transformational in addressing the need for ready to go site inventory, aid in continued economic recovery, as well as diversifying and strengthening the manufacturing-global supply chain target industry sector of our economy. In addition, creating net-new jobs with wages above the county average and significant capital investment in our community, will generate maximum economic benefits as a viable, sustainable and transformative economic development endeavor.

- 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: Escambia County

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

Yes No

** See attached Escambia County Resolution, (Exhibit 5).

Approvals and Authority

1. If the Applicant is awarded grant funds based on this proposal, what approvals must be obtained before Applicant can execute an agreement with Triumph Gulf Coast, Inc.?

If awarded, the County Attorney will review the agreement and it will be on the agenda of a BOCC meeting for the Board to authorize the Chairman to sign the agreement. No other approvals are needed.

2. If approval of a board, commission, council or other group is needed prior to execution of an agreement between the entity and Triumph Gulf Coast:

- A. Provide the schedule of upcoming meetings for the group for a period of at least six months.

The Escambia County Board of County Commissioners regular meeting schedule:

Thursday, October 20, 2022

Thursday, November 3, 2022 and Tuesday, November 22, 2022

Thursday, December 8, 2022

Thursday, January 5, 2023

Thursday, February 2, 2023

Thursday, March 2, 2023

Thursday, April 6, 2023

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

Special meetings can generally be held with 7-day public 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.

Description	Estimated Timeline
Triumph Gulf Coast project approval	Q1/2023
<ul style="list-style-type: none"> • Construction Procurement and Mobilization • Development of bid package for construction contractor(s) • Pre-bid meeting • Bid opening • Development of recommendation to BOCC • BOCC approval • Contract development • Issuance of notice to proceed (NTP) 	Q1 – Q2/2023
Construction <ul style="list-style-type: none"> • Construction commencement • Processing payments • Construction inspection • Construction completion • Final inspection 	Q3/2023 – Q4/2024
Triumph Grant close-out <ul style="list-style-type: none"> • Final Payment • Final reimbursement and report 	Q4/2024

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.

- **Exhibit 5** Escambia Board of County Commissioners Resolution authorizes the County Administrator to execute and file on behalf of Escambia County a Grant Pre-Application and Application for Funds and any other documents required by the Board of Triumph Gulf Coast, Inc.
- Upon receipt of the grant award agreement, the County Attorney will review the Triumph Gulf Coast grant agreement and it will be placed on the agenda of the next meeting for the Board of County Commissioners to authorize the Chairman to sign the agreement. No other approvals are needed.

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.

\$10,000,000 over a 3-year period

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.)

Approximately 20%

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

Conservative projection of 225 new jobs in advanced manufacturing and supply chain warehouse-distribution jobs paying annual average wages between \$54,970 and \$69,097 annually.

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

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	\$ 10,000,000
Reconstruction	\$ 0
Design & Engineering	\$ 0
Land Acquisition	\$ 0
Land Improvement	\$ 0
Equipment	\$ 0
Supplies	\$ 0
Salaries	\$ 0

Other	\$ <u>0</u>
<hr/>	
Total Project Costs:	\$ <u>10,000,000</u>

B. Other Project Funding Sources:

Example Funding Sources (Note: Sources.)	Not an exhaustive list of possible Funding	
City/County	\$ _____	
Private Sources	\$ <u>40,000,000</u>	Private Capital Investment
Other (e.g., grants, etc.)	\$ _____	
Total Other Funding	\$ <u>40,000,000</u>	
Total Amount Requested:	\$ <u>10,000,000</u>	

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.

After the Board of County Commissioners approves the agreement with Triumph, a budget amendment will be on the agenda at the next regular commission meeting, usually held twice monthly. Cost estimates from Escambia County Engineers and the Emerald Coast Utility Authority are as follows:

1. Road and Drainage	\$ 4,800,000
2. Pond	\$ 2,000,000
3. Landscaping	\$ 250,000
4. 9 Mile Intersection Lane Reconfiguration	\$ 250,000
5. Signal at 9 Mile	\$ 400,000
6. 16-inch water main 1. 2 miles through OLF 8	\$ 1,300,000
7. Gravity line from project to lift	\$ 700,000
8. Contingency	<u>\$ 300,000</u>
Total Estimate	\$10,000,000

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 Escambia County OLF-8 Project combines critical community economic development priorities: Military Sector Investment & Private Sector Investment. Escambia County recognized years ago that military investment is a prime economic driver along the Gulf Coast. The OLF-8 land swap was unprecedented in advancing the conversion of this former OLF-8 training site in Escambia County to create a mixed-use community asset with 241 acres dedicated to Commerce Center development for new business attraction, existing business expansion and vital job creation for the long-term greater good of our community and its residents. Close proximity to Interstate-10 (I-10) transportation is crucial for manufacturing and its affiliated supply chain warehouse and distribution and the OLF-8 site location is advantageous to this important transportation connectivity. The OLF-8 Commerce Center development is poised to attract and grow advanced manufacturing investment in Escambia County and will enhance the adjacent 10,000 job Navy Federal Credit Union (NFCU) campus.

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

Overall, the project will greatly expand long-term sustainability for Pensacola-Escambia County and aid in economic recovery for the entire Northwest Florida region by further diversifying the base of target industry manufacturing and its affiliated global supply chain warehouse and distribution jobs. Current average wages for 2022 in Escambia County is \$48,278 annually, as compared to the

average wage of manufacturing jobs paying \$69,097 annually and transportation/warehousing paying \$54,970 annually.

Moreover, Manufacturing is highly sought for its ability to positively impact economic growth and raise the standard of living for our residents. For example, manufacturers across the region are extraordinarily diverse in the dynamics of automotive, aviation, life sciences, renewable energy, chemicals, construction, and consumable goods and materials produced locally that are exported nationally and internationally. This wide range of productivity fuels innovation and trade, making advanced manufacturing and its affiliated supply chain warehouse-distribution an extremely valuable component to our economy.

The Escambia County OLF-8, Phase I Infrastructure project will enhance the economy of the Disproportionately Affected Counties in Northwest Florida and positively position our area for maximum benefit including:

- The COVID-19 pandemic brought renewed attention to the importance of US manufacturing and its affiliated supply chains. Companies are seeking to be closer to suppliers and markets. Strengthening the advanced manufacturing and distribution industry in Escambia County will benefit all of Northwest Florida.
- Alignment with the Northwest Florida FORWARD regional strategic initiative supporting the presence of manufacturing employers and providing assets facilitating trade and supply chain logistics.
- Creating net new, higher skilled-higher wage jobs in targeted industries raises the earning capacity and positively benefits household incomes throughout the region

F. Is this project an expansion of existing infrastructure project?
 Yes No

G. Provide the proposed beginning commencement date and number of days required to complete construction of the infrastructure project.

If the project were awarded in December 2022, the infrastructure improvements would be completed within 36 months: 3 months for construction procurement; 4 months for mobilization; construction up to 27 months; and grant close out 2 months. Company capital investment would be complete by 2028.

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

The OLF-8 site is south of I-10 and east of the Navy Federal Credit Union Heritage Oaks campus along Nine-Mile Road.

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

Escambia County

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

The project will be designed and permitted by Escambia County.

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?

Required permits can be secured within 6 months of project start date, and local permits will be prioritized.

- K. 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?

Z4: Light Industrial - Zoned exclusively for single-use commercial & industrial blocks

L. 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

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

Match will be in the form of private company capital investment in the park.

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

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: Escambia County Board of County Commissioners

Name and Title of Authorized Representative: Wes Moreno, County Administrator

Representative Signature: Wes J. Moreno

Signature Date: 10-17-22