

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 LASER \(LIFT, a National Manufacturing Innovation Institute\)](#)

Amount of Triumph Funds Requested: [\\$6M](#)

Total Estimated Project Cost: [\\$31M](#)

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

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

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

REQUIRED EXECUTIVE SUMMARY

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

Pensacola-Escambia Promotion and Development Commission (PEDC), FloridaWest EDA and Space Florida are seeking conduit project financing in support of establishing a location for LIFT, an Advanced Manufacturing and Talent Development National Manufacturing Innovation Institute satellite facility, which Space Florida will purchase at [Certificate of Occupancy] from Company and simultaneously lease to the Company. The project will include 38,750 SF build to suit, mixed-use facility on an estimated 4-acre parcel in Pensacola on the Pensacola State College main campus. The facility and tenant improvements will be synthetically leased to the Company, with an anticipated initial lease term ranging between twenty and twenty-five years. The Company envisions an initial workforce of 10 to support operations at the LIFT Pensacola site. The Company intends to provide a range of services from advanced manufacturing development to foundational manufacturing training programs. The Company operates as a long-term Public-Private-Partnership between the Department of Defense – Industry-Academia and has multiple Fortune 500 clients and many of the top research universities as well as multiple long-term contracts from both the Department of Defense and the Department of Commerce. As of this writing, the Company estimates the total project cost at approximately \$31.0 million.

Project Location

Florida has already positioned itself as a force to be reckoned with in traditional manufacturing aerospace, automotive assembly, and shipbuilding. However, the pace of technological change in advanced manufacturing is the fastest the nation has ever seen and is accelerating. Further, the recent and ongoing pandemic has highlighted inadequacies in our supply chain across the nation as well as our skilled workforce. Now is the time to embrace technological change in advanced manufacturing, create supply chain resiliency, upskill the manufacturing workforce and position for reshoring within the supply chain.

Launching LIFT in Florida will quickly catalyze a regional and national ecosystem, like that which LIFT has already created in the Midwest – 335+ member organizations working together in concert, conducted by LIFT. Many of our existing national members will certainly join us and actively participate in the proposed Pensacola Florida entity, particularly those in aerospace, automotive assembly, and shipbuilding. Indeed, some of our existing members (Lockheed Martin, Boeing, Raytheon, and others) are already present in Florida and will assist in the acceleration of our activities in Northwest Florida.

Advancing Manufacturing Technology & Talent in Florida

Connecting Florida with the U.S. National Manufacturing Innovation Ecosystem Enhancing the Regional Economy and National Security

Who We Are

Established in 2014 as a Michigan-based 501(c)(3) nonprofit operated by the American Lightweight Materials Manufacturing Innovation Institute (“LIFT” or the “Institute”), LIFT is the national manufacturing innovation institute driving American industry into the future through manufacturing technology and talent development. LIFT is a public-private-partnership between the U.S. Department of Defense, industry, and academia. LIFT is empowered to connect materials, processes, systems, and talent. LIFT is the engine driving the U.S. mobility sector in support our nation’s economy and to enhance our national security. LIFT is part of the larger Manufacturing USA network, of over 1,900 research institutions and industrial companies managed by the Advanced Manufacturing National Program Office.

Background

The Defense-Wide Manufacturing Science and Technology (DMS&T) requirement is a joint defense-wide component of the U.S. Department of Defense Manufacturing Technology (ManTech) Program directed in Title 10 U.S.C. Section 2521. It represents the Department’s comprehensive advanced manufacturing program focused on enabling and achieving strategic goals of timely, affordable delivery of technologies to the warfighter, improving acquisition and sustainment of defense products and systems across their life cycles. Early design and development for manufacturability and development of the supporting education and workforce development tools can yield dramatic and positive impacts for the Department’s operational and modernization missions, as well as that of the industrial manufacturing industry. This requirement catalyzes ongoing funding of LIFT and the other Department of Defense innovation institutes.

Our Vision and Mission

LIFT’s vision is to ensure that the U.S. and its territories are the world leaders in the application of innovative material production and component/subsystem manufacturing technologies.

Our mission is to serve as the nation’s bridge between basic research and final product commercialization for materials, processes, and system applications. World-class, advanced manufacturing facilities and technology development capabilities provide the right solutions to promote American global competitiveness, energy efficiency, defense readiness, and economic growth. Cutting-edge resources prepare an eager workforce equipped with advanced manufacturing skills enabling industry to commercialize innovative manufacturing processes.

What We Do

LIFT brings together industry, academic, and government (federal, state, and local) partners, bridging the gap between academic research and product commercialization with the objective of advancing manufacturing technologies while also ensuring that our workforce has the foundational and technical skills necessary to manufacture the products of tomorrow.

Program Description

LIFT seeks resources to create an affiliate facility and program in Florida (LIFT FL), which will have two primary objectives:

1. U.S. Security: The outsourcing of U.S. manufacturing has left our nation vulnerable from many perspectives – critical goods, technological know-how, manufacturing infrastructure, etc. The

next phase of LIFT will build upon the existing manufacturing foundation in Florida to close the gaps in our manufacturing ecosystem.

2. **Florida Economic Development:** Building upon a strong base, LIFT will enhance Florida's capacities in the aerospace and defense clusters and help attract, retain and grow its manufacturing capabilities into new sectors that will both enhance U.S. national security and increase Florida's economic resiliency.

The program will prepare Florida's workforce for the infusion of advanced manufacturing technologies, processes, and systems, including but not limited to advanced precision manufacturing, data analytics, digital twin, and robotics. Demand for advanced technology skills is increasing due to the rapid infusion of new technological advancements, and Florida is uniquely qualified due to significant manufacturing infrastructure, skilled manufacturing labor, highly competitive labor rates, and a favorable regulatory environment.

LIFT FL will leverage the institute's existing membership of over 335 industrial, academic, and governmental entities and use the funds to support its initial set of programs targeting applied technology research, ecosystem development, talent enhancement, and project management in the advanced manufacturing space. Many of those members are based in Florida: Boeing Defense, Space & Security, Collins Aerospace, General Dynamics Land Systems, General Electric, Lockheed Martin, Pratt & Whitney, Raytheon Technologies, and Siemens.

LIFT has to-date, engaged with the following Economic Development organizations within the state of Florida: Florida Makes, The Economic Development Commission of Florida's Space Coast, Enterprise Florida, and the Tampa Bay Economic Development Council. It is anticipated that our Economic Development engagement will expand throughout Northwest Florida with establishment of LIFT Pensacola.

In addition to LIFT's existing membership ecosystem, LIFT brings over \$250M of previous institute investments which established the working models for a successful institute, which forecasted will generate over \$70B of return on investment for the nation over the next two decades for the advanced manufacturing sectors in the defense, aerospace, and mobility industries.

LIFT will execute their proven strategies in Florida to empower and accelerate the ideation, development and commercialization of new manufacturing processes, technologies, materials, and talent strengthening Florida's industrial and defense manufacturing base.

Program Implementation Strategies

- **Trusted Advisor.** With experts in-house and an ecosystem across industries, LIFT is the trusted advisor for small and medium-sized manufacturers to help them transition toward a smarter manufacturing future.
- **Technology Accelerator.** LIFT helps organizations move emerging technologies from advanced concepts to commercialization so they can be adopted by industry and the warfighter faster.
- **Technology Showcase.** Bringing the "art of the possible" to reality, the LIFT Technology

Showcase is where manufacturers see the benefits of connecting materials, processes, systems, and talent.

- **Connector.** As a public-private-partnership between government, industry and academia, LIFT connects needs, ideas, and people, to the organizations that can move the needle.
- **Convener.** With a national network of the Department of Defense, government, academia and industry, LIFT convenes experts in smarter manufacturing.
- **Talent Developer.** Developing new venues, tools and teaching techniques, LIFT's competency-based, technology-infused talent development program is redefining manufacturing education.
- **Government Partner.** LIFT's partnerships across the federal government eliminate barriers of entry for your organization and ensure rapid and efficient contracting combined with expert program management.

(i) **Amount of Funds being sought from Triumph Gulf Coast:** \$6.0M over five years (2022 – 2027)

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

Public/Private Funds	\$25,000,000
Total Project Cost	\$31,000,000

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

(iii) **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:**

Recognizing aerospace and related supply chains, Northwest Florida is a manufacturing national treasure requiring immediate and dedicated support to retain existing resources and prepare and grow those resources for the future of manufacturing. Current and future consortium members will exchange technology and talent resources informing new and dynamic workforce development curricula, connecting commercial and economic opportunities to government and academic projects, and addressing economic and social disparities / inequities in the region. The establishment of this Center aligns with transformational economic development goals, which includes connecting talent to employment, connecting rural and urban entrepreneurial hubs to industry sectors, and promoting the North Florida Manufacturing, Logistics, and Distribution corridors while also working to plan and implement projects that encourage environmental resilience and promote diversity, equity, and inclusion across the region. The coalition envisions four distinct projects oriented to digital manufacturing, robotics, virtual immersive reality, and co-active design between humans and machines to evolve advanced manufacturing. The project will also help to further diversify the economy of Escambia County, Northwest Florida that was adversely affected by the BP oil spill, natural disasters, and Covid-19.

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.