



Florida's Great Northwest



Presentation to Triumph Gulf Coast  
December 15, 2022



# NORTHWEST FLORIDA *FORWARD*



*A Regional Strategy for Economic Transformation*



**BUSINESS VITALITY**



**ENTREPRENEURSHIP**



**INFRASTRUCTURE**



**TALENT**



**QUALITY OF PLACE**





We are a **UNIFIED VOICE**  
for **NORTHWEST FLORIDA**

# Investing in Regional Economic Development

## Sustaining



## Cornerstone



## General

AT&T  
Bayou Concrete  
Beggs & Lane  
Buffalo Rock  
CBRE  
Charter Communications  
Clark Partington  
Community Bank  
Farm Credit of Northwest Florida  
Hensel Phelps  
LandrumHR  
Liberty Partners of Tallahassee  
Navy Federal Credit Union  
Northwest Florida Beaches International Airport  
Opportunity Florida  
Panama City Port Authority  
Pen Air Federal Credit Union  
Pensacola International Airport  
Regions  
Saltmarsh, Cleaveland & Gund  
Synovus  
The Highland Group  
Truist  
Warren Averett  
West Florida Electric Cooperative  
White Construction

## Delegate

City of Panama City  
Centennial Bank  
Culpepper Construction  
Duncan McCall  
Fort Walton Machining  
NOVA  
Port of Pensacola  
Trustmark

**Economic  
Development,  
Education &  
Workforce  
Development  
Partners**



# FGNW's Purpose

## Advocacy



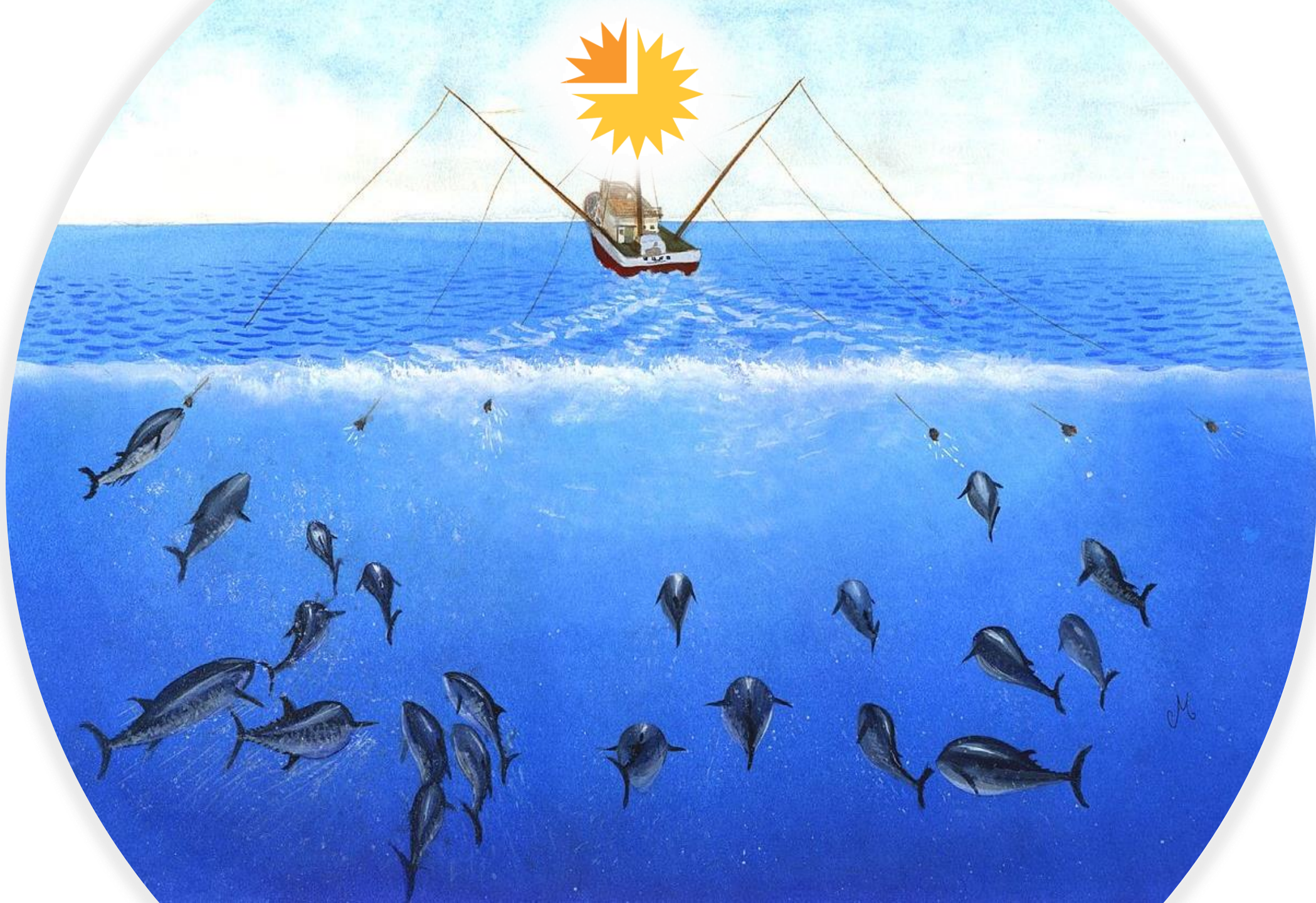
## Collaboration



**Leadership  
Northwest Florida**

A program of Florida's Great Northwest Foundation









# Promoting Northwest Florida



## Northwest Florida Focus

*Featured Stories from the Florida Panhandle*

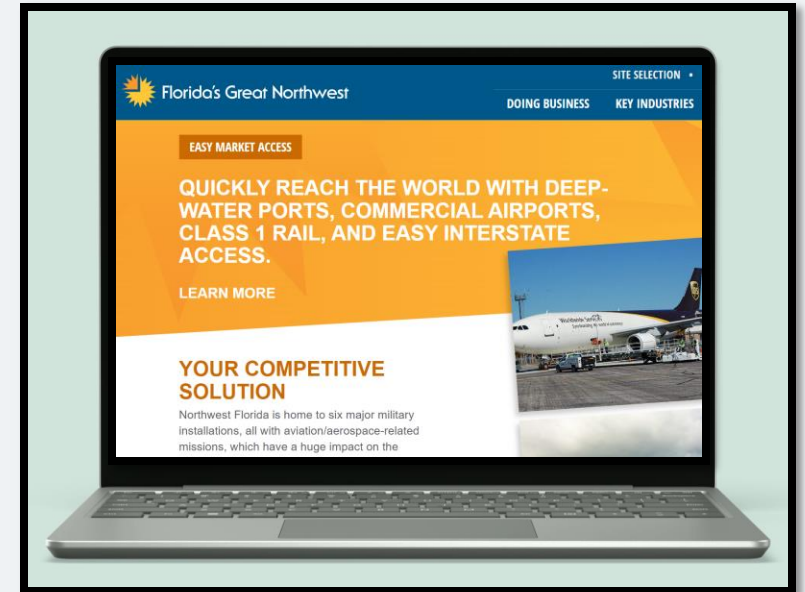
### Gulf Air Group Selects Crestview for Growth



Gulf Air Group, from Andalusia, will be constructing a 70,000 sq. ft. state-of-the-art aircraft hangar at the Bob Sikes Airport in Crestview. Gulf Air is a FAA repair station that renders service from the Air Force's C-130s to Rolls-Royce's AE2100D3 engines.

The company's expansion project will create 55 new jobs to perform aviation maintenance. Northwest Florida State College's Center of Aviation Excellence will provide a talent pipeline for Gulf Air to fill the positions. [Read more.](#)

### Mocama Marine Locates in Panama City





# Promoting Northwest Florida



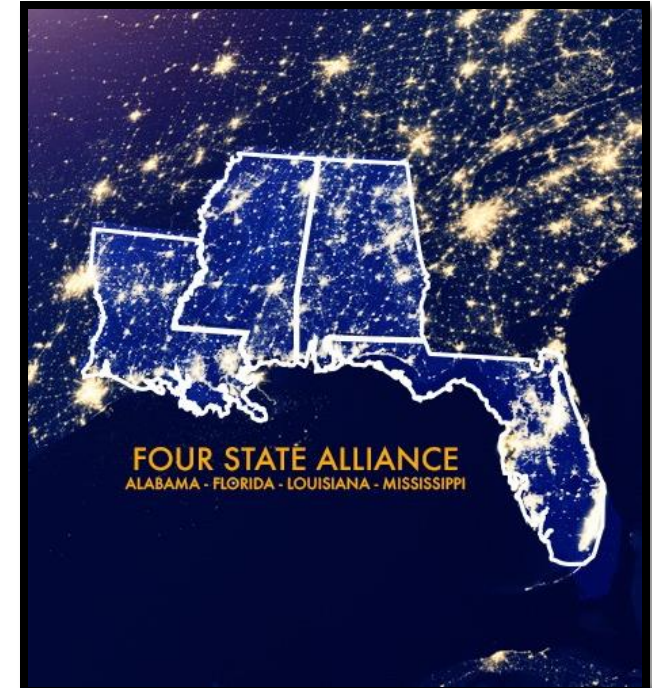
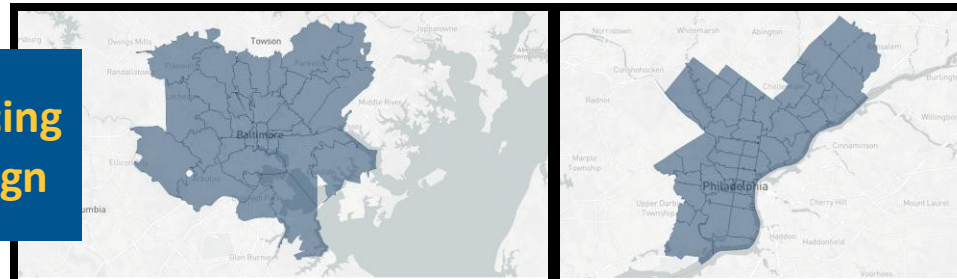
Sunshine Survival Kits



Beyond Our Beaches Site Selectors Inbound Mission



Geofencing Campaign



AEROSPACE ALLIANCE  
CORPORATE SPONSOR



Florida's Great Northwest





# Triumph Gulf Coast Marketing

## TRIUMPH IN ACTION: TRAINED. TALENTED. TECHNICAL.



### OUR REGION IS DEVELOPING YOUR WORKFORCE FOR TODAY AND TOMORROW.

You've seen our beaches, but do you know our benefits? Beyond our beaches, Northwest Florida is young, growing and dynamic. And we offer unmatched advantages. In workforce development. In infrastructure investment. And now through Triumph Gulf Coast – the only incentive program of its kind.

We know talent drives economic growth and company success. And don't just talk about talent. We are building it. Already the Triumph program has deployed more than \$50 million in workforce and education training in the programs you need most. And that's just in the last two years.

### WHAT THEY'RE SAYING



ANN LEONARD  
DIRECTOR, HANEY TECHNICAL CENTER

Partnering with industry is our priority. We want two-way interaction with our employers and our instructors. By working together, we are training better students who become better employees. We have seen this in our welding program. We have been credited with one of the best welding programs in the country and that is a direct result of our relationships with employers such as Eastern Shipbuilding.

### BY THE NUMBERS



**500,000+**  
Employees with more than 25 percent holding a bachelor's degree or higher.



**\$45,000**  
Average annual wage which is lower than the state and nation and union rates well below national averages.



**11,000**  
Certificates and degrees awarded annually by 15 higher education institutions.

### HITTING OUR TARGETS

Aerospace & Defense | Advanced Manufacturing | Cybersecurity, Data Centers & IT | Distribution & Logistics | Financial/Shared Services

## WELDING IN OUR REGION

According to the American Welding Society, the nation will encounter a shortage of about 400,000 welders by 2024.

But our region is staying ahead of that curve by increasing welding program offerings and completions.

- OCCUPATION -  
Welders, Cutters,  
Solderers and Brazers
- CURRICULUM -  
Welding Engineering/  
Technology

### OUR REGION BOOSTS

**700+**

WELDING EMPLOYEES

WELDING PROGRAMS  
OFFERED IN  
9 SCHOOL DISTRICTS,  
TECHNICAL CENTERS  
& COLLEGES

**400% INCREASE**  
IN WELDING CERTIFICATIONS  
(over the past six years)

### TOP EMPLOYERS



## TRIUMPH GULF COAST FUND



### BEYOND OUR BEACHES

You've seen our beaches, but do you know our benefits? Beyond our beaches, Northwest Florida is young, growing and dynamic. And we offer unmatched advantages. In workforce development. In infrastructure investment. And now through Triumph Gulf Coast Fund – the only incentive program of its kind.

No other incentive program brings together numerous partners for the long-term investment in both people and places while offering tangible benefits when your company chooses our region for your next investment.

**\$1.5 BILLION**  
guaranteed economic development  
grant funding

**\$80 MILLION**  
annually through 2033

### TOP FIVE FACTS

- 01 Triumph Gulf Coast is a **\$1.5 billion** competitive economic development fund.
- 02 The fund mitigates risks and provides **speed to market value** through ad valorem tax abatements, workforce training and infrastructure investments.
- 03 In just two years, Triumph has deployed more than **\$250 million to more than 40 projects** ranging from an aircraft maintenance campus, an international port terminal and the expansion of welding, aviation mechanics and CDL training programs.
- 04 The Fund **builds on regional and statewide benefits**. Florida has no state income tax and is the #2 state for business, and the #4 Best State Business Tax Climate 2021.
- 05 Celebrating with regional and local partners, **Northwest Florida offers lower costs** and a better delivery system in a desirable location.

### HOW TO USE THE FUND

The fund alleviates business risks in three categories.

**INFRASTRUCTURE**  
Supports infrastructure needs such as buildings, roadways, rail spurs, utilities and more.

**WORKFORCE ENHANCEMENT**  
Develops industry-driven workforce and education training programs.

**TAX ABATEMENT**  
Provides the equivalent of up to 100% abatement of property taxes, including school taxes, for up to 10 years.



JENNIFER CONOLEY – President & CEO – jconoley@fgnw.org – 850.527.0999 – www.floridagreatnorthwest.com

## TRIUMPH IN ACTION: INDUSTRY SUCCESS



### A CEO PERSPECTIVE



JOEY D'ISERNIA, PRESIDENT  
EASTERN SHIPBUILDING GROUP  
Nelson Street Shipyard, Bay County



### TRIUMPH PROJECT FACTS

**01**  
**TRIUMPH INVESTMENT**  
**\$20 MILLION**

**02**  
**TOTAL INVESTMENT**  
**\$70 MILLION**  
for infrastructure improvements

**03**  
**PARTNERS**  
Panama City, Bay County, Gulf County, State of Florida, U.S. Maritime Administration, Eastern Shipbuilding Group

### SHIPBUILDING IN THE NORTHWEST

Northwest Florida has numerous attributes that are strategic to our shipbuilding business. We have a great bay system with close access to deep water. We have warm, reliable shipbuilding weather year-round. But a critical driver is our state and our region are extremely pro-business. The Triumph Fund is a demonstration of how leaders in Florida are committed to attracting new businesses, retaining existing businesses, helping us grow. And that's been an important part of our success.

### EASTERN SHIPBUILDING GROUP

#### FAST FACTS

ESTABLISHED IN  
**1976**

**1,300**  
EMPLOYEES

CUSTOMERS:  
**COMMERCIAL  
& GOVERNMENT  
ENTITIES**

- **WHAT YOU NEED TO KNOW** -  
Currently building the next generation offshore patrol cutter for the U.S. Coast Guard

easternshipbuilding.com





# Data-Driven, Reinvigorated Marketing Materials

## Proposed Sites



Site Name	Building	Acreage	Flexibility	Railroad	Docking & Square Footage
① Pensacola 1: Briele Lane	None	34.5 acres Privately Owned	Yes; Zoned Heavy Commercial – Light Industrial	Adjacent to CSX Mainline	Build-to-Suit
② Pensacola 2: Midtown Commerce Park	None	65 acres County Owned	Yes; Zoned Heavy Commercial – Light Industrial	Adjacent to CSX Mainline; Intermodal Facility Onsite	Build-to-Suit
③ Milton: Rail Served Property	None	100 acres	Yes; Zoned Industrial	Served by Florida Gulf & Atlantic; connects to CSX	Build-to-Suit
④ Crestview: Shoal River Ranch	None	20 acres County Owned	Yes; Zoned Industrial	Adjacent to Florida Gulf & Atlantic; connects to CSX	Build-to-Suit
⑤ Chipley	None	10 acres County Owned	Yes; Zoned Industrial	Adjacent to Florida Gulf & Atlantic; connects to CSX	Build-to-Suit
⑥ Marianna: Spanish Trail Commerce Park	None	173 acres	Yes; Zoned Industrial	A Florida Gulf & Atlantic Railroad runs on the Northern border of the property; connects to CSX	Build-to-Suit
⑦ Panama City: Port Panama City Intermodal Distribution Center	None	10 acres Port Authority Owned	Yes; Zoned Industrial	Served by Bay Line Railroad through an existing rail spur; connects to CSX and Norfolk Southern	Build-to-Suit



## Northwest Florida's Proposal for Project Relocation

September 9, 2022

Prepared by Jennifer Conoley

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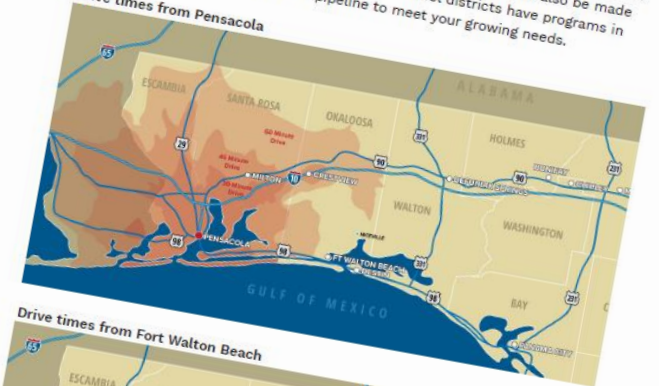
Florida's Great Northwest

GO BEYOND OUR BEACHES

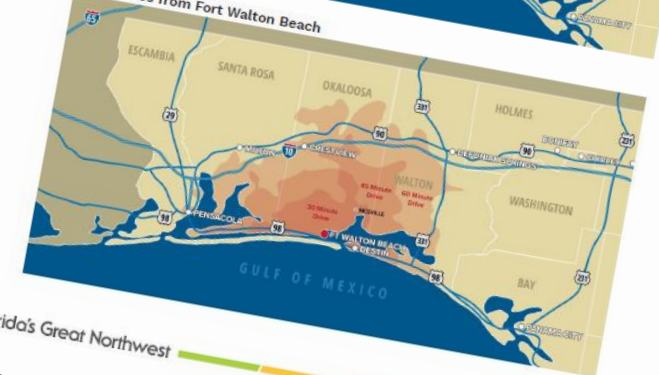
## Ready Workforce

Northwest Florida's most significant workforce asset is the 3,000 service members that separate from our 6 major military installations each year. This well-disciplined group has valuable workforce skills from engineering to IT to maintenance. Our educational institutions and industry associations partner with companies to offer industry certifications and customized training. Funding can also be made available to support upskilling. And, our local school districts have programs in place to ensure you have a talent pipeline to meet your growing needs.

### Drive times from Pensacola



### Drive times from Fort Walton Beach







# Promoting Northwest Florida

## Proactive Lead Generation Program

### Current Target Sectors

- Semiconductor Manufacturers
- Blue Logistics

## 2022 Results

**1 Project Announcement**

**14 Converted Projects**

**4 Site Visits**

**40 Hot Leads**

**156 Warm Leads**

**678 Cold Calls**



# 2022 Job Creation Announcements

Company	New Jobs Projected	Location
American Metal Bearing Company	30	Freeport
Central Moloney Inc.	200	Panama City
FedEx Ground	230	Panama City
Gulf Air Group	55	Crestview
Hershey's Ice Cream	20	Milton
Mocama Marine	105	Panama City
Monolithic	50	DeFuniak Springs
Paradigm Parachute & Defense	28	Pensacola
Pegasus Labs	63	Pensacola
Resia	200	Panama City
<b>10 Companies</b>	<b>981 Jobs</b>	<b>5 Counties; 6 Cities</b>





Florida's Great Northwest



Northwest Florida  
is on the move!