

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: Project CORE, Confidential per F.S. 288.075

Amount of Triumph Funds Requested: \$ 6,000,000

Total Estimated Project Cost: \$ 12,600,000

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, and enticement of industry and other business to the area. PEDC also assists with 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
- Project CORE (The Company)

REQUIRED EXECUTIVE SUMMARY

Proposed Project:

PEDC and FloridaWest EDA are working with Project CORE, an information technology-cybersecurity firm, looking to locate and expand operations through the establishment of a Sensitive Compartmented Information Facility (SCIF) in downtown Pensacola. This project would create a “Classified-Space-as-a-Service” model for our area. This new space would be capable of servicing multiple users as flexible, certified, secured space and provide for essential foundational support for Pensacola’s Cyber-Defense target industry cluster of companies. Over twenty-five cyber/IT companies already exist in the area and are all working on contracts associated with NAS Pensacola or Corry Station Information Warfare Training Commands as well as other non-classified Department of Defense contracts nationally. No other non-governmental, classified contracted space like this exists in our community. The current SCIF space in the community is either on NAS Pensacola or Corry Station or is small, dedicated space only certified to the company and a specific contract. A flexible downtown SCIF is critical for Pensacola/Escambia County to become the location of choice for this important, competitive economic development target industry sector. Project CORE has new and expanded space under construction in El Segundo, CA, Alexandria, VA, and is working on a project in Orlando, FL. The Pensacola space would be its first location in a region of our size.

Because of the time it would take to design and build a new building, the project will involve converting an existing 6,400 square foot office space in downtown Pensacola into “Classified-Space-as-a-Service” space and elevate opportunities for Pensacola’s Cyber-Defense contractors to bid and win new government contracts. New classified contracts in Escambia will not otherwise be possible without existing “ready to use space”. That new work will continue to go to other larger markets with existing secured space ready to lease as needed. Project CORE flexible SCIF space could be leased hourly, daily, monthly, or annually.

PEDC is proposing to sub-lease general office property for 10 years from Project CORE, RFP the specialized build out of the space, approximately \$8.35M. PEDC would enter into a long-term lease contract with project CORE to securely operate and maintain the SCIF. It will cost approximately \$2.5M to receive and maintain certification of the SCIF, and \$1.75M t for the master lease and utilities for annual operation. The total project cost over 10 years is approximately \$12.6 Million.

The project would result in the creation of at least 120 highly skilled, specialized information technology jobs within the first few years and be maintained over the next 8 years with average wages of at least \$93,140 annually, which is approximately 200% higher than the current Pensacola annual average wage of \$46,570. Moreover, based on the past 36 months track record of a few of Pensacola’s cyber industry firms that have successfully won non-secured contracts equating to \$47M; we believe that Project CORE would serve as a catalyst to propel Pensacola and the region in gaining additional significant cyber-defense contracts requiring SCIF space, conservatively estimated at \$20 million, attributable to Project CORE, with overall impact of employment and contract forecasts of \$91,250,000 to Pensacola and Northwest Florida.

(i) **Amount of Funds being sought from Triumph Gulf Coast:** \$6,000,000 (\$50,000/job)

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

Private Funds	\$6,592,131
Total Project Cost	\$12,592,131

(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:**

Project CORE’s information technology-cybersecurity project holds critical importance to growing Pensacola’s cyber-security presence and enhancing the opportunities that exist in the highly competitive environment for attaining DoD and Government cyber contracts. The presence of a non-governmental SCIF in Pensacola will be transformational, catalyzing the creation of 60 direct new, higher paying, higher skilled, specialized information technology jobs, enabling multiple cyber-defense contractors access to SCIF space that doesn’t presently exist in our community, and holds much potential as an attractor for new cyber-IT firms to locate to Pensacola. Thus, the project will help to further diversify and promote economic recovery of Escambia County, Northwest Florida, that has been adversely affected by the BP oil spill, natural disasters and Covid-19.

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

Q1 2023	Lease Space acquisition RFP for SCIF Build-Out and finalization of Project CORE lease
Q2 2023	PEDC Contractor Selection and begin SCIF upgrades
Q4 2023	Project CORE, Operational SCIF

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.