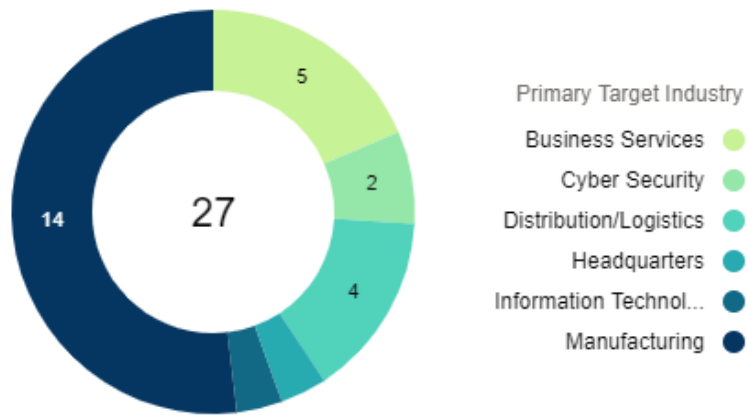


BUSINESS DEVELOPMENT

Year to Date	July 8, 2022
Active Projects	27
Active Project Site Visits	16
Existing Industry Visits	145
Response Proposals	18

PROJECTS 1,932 **JOBS** / **12** NEW RELOCATIONS
CAPEX \$86,845,000 / **15** LOCAL EXPANSIONS

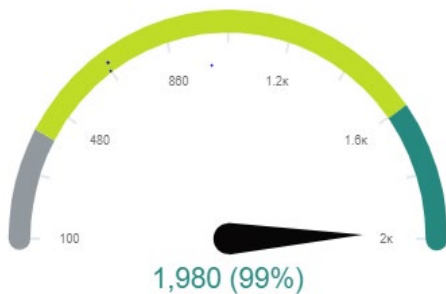


4TH QUARTER EXISTING INDUSTRY VISITS 145

OCTOBER	20	APRIL	23
NOVEMBER	12	MAY	18
DECEMBER	3	JUNE	21
JANUARY	23	JULY	1
FEBRUARY	16		
MARCH	8		

Date	Company	#Employees	Sector
06/22/22	Florida Coca-Cola Bottling	170	Warehouse/Dis
06/22/22	Cerex Advanced Fabrics	72	Manufacturing
06/22/22	Institute for Human & Machine Cognitio	150	R&D
06/23/22	Velocity Restorations, LLC	102	Manufacturing
06/24/22	Determinant Materials, LLC	1	Manufacturing
06/27/22	Dribbles the All Knowing Cat		Business Servic
06/27/22	GE Wind Energy	700	Manufacturing
06/29/22	HempSurgical	1	Manufacturing
06/30/22	YourTechnoGeeks, LLC		IT
07/06/22	International Paper	485	Manufacturing

ANNOUNCEMENTS



JOBS GOAL = 2000 (by 2023)
2015 -2021 = 37 PROJECTS ANNOUNCED

22 PROJECTS / **7** NEW RELOCATIONS
15 LOCAL EXPANSIONS

New Jobs	Retained Jobs	Average Wage	Annual Payroll	Capital Investment
1980	271	\$53,142	\$119,622,740	\$319,326,385
New Jobs	Retained Jobs	Average Wage	Annual Payroll	Capital Investment
7338	879	\$52,248	\$429,324,627	\$796,784,585

FloridaWest - Business Expansion and Relocation Announcements

Company	Sector	New Jobs	Retained Jobs	Average Wage	Annual Payroll	Capital Investment
Economic Development Announcements (2014-2018)	16 Projects	5358	608	\$53,948	\$321,854,514	\$477,458,200
Lost Key Media May, 2019	Business Services	3		\$42,000	\$126,000	NA
American Tire Distributors June, 2019	Distribution	30	20	\$32,000	\$1,600,000	\$4,000,000
ST Engineering Aerospace July, 2019	Aviation	1325		\$45,394	\$60,147,050	\$245,000,000
Social Icon August, 2019	Business Services	3		\$36,000	\$108,000	NA
Qualia Is March, 2020	Business Services	2		\$50,000	\$100,000	NA
EBI Management Group, Inc. March, 2020	Business Services	14		\$65,000	\$910,000	\$350,000
Girl Catch Fire April, 2020	Business Services	1		\$50,000	\$50,000	NA
CoFlyt May, 2020	IT	5		\$45,000	\$225,000	NA
Right on Target Marketing May, 2020	Business Services	2		\$40,000	\$80,000	NA
Speaker Training May, 2020	Business Services	1		\$50,000	\$50,000	NA
Alfius Marketing May, 2020	Business Services	1		\$55,000	\$55,000	NA
Blue Wind Technologies May, 2020	Manufacturing	120		\$41,937	\$5,032,440	\$2,500,000
Ascend Performance Materials June, 2020	Manufacturing	10	30	\$67,000	\$2,680,000	\$20,000,000
Cordele Intermodal June, 2020	Business Services	5	20	\$42,000	\$1,050,000	\$3,500,000
Streamline Boats September, 2020	Manufacturing	100		\$45,500	\$4,550,000	\$2,000,000
CIRCULOGENE March, 2021	BioMedical	60		\$100,000	\$7,000,000	\$3,325,000
Project FUSION December, 2021	Manufacturing	35		\$38,000	\$1,467,795	\$7,000,000
CIRCULOGENE December, 2021	BioMedical	10		\$100,000	\$7,000,000	
Project SKY March, 2022	Manufacturing	28	21	\$46,500	\$2,278,500	\$2,653,345
Pegasus Laboratories March, 2022	Manufacturing	63	100	\$61,204	\$9,976,252	\$17,665,000
ActiGraph, LLC March, 2022	Headquarters	43	80	\$65,000	\$7,995,000	\$7,833,040
Project ARBOR (Imminent) April, 2022	Headquarters	74		\$55,332	\$4,094,568	\$3,500,000
CO:LAB Pensacola (10 Companies) April, 2022	Business Services	45		\$49,400	\$2,223,000	N/A
5-year Goals To Date	22 Projects	1980	271	\$53,142	\$119,622,740	\$319,326,385
FY 2014-2021 Totals	38 Projects	7338	879	\$52,248	\$429,324,627	\$796,784,585



REINVESTING IN ESCAMBIA COUNTY

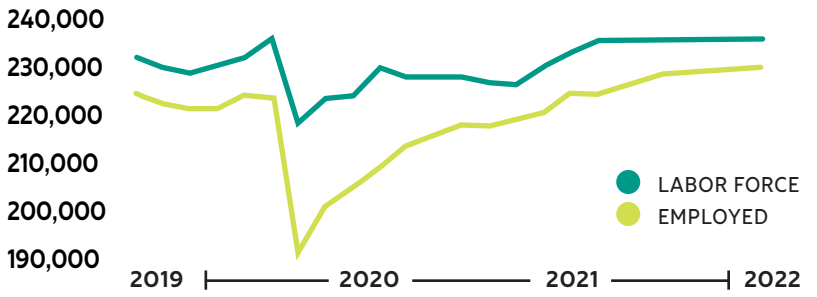
In 2022, like most of Florida, the Pensacola Area saw a strong recovery.

Likewise, FloridaWest enjoyed significant growth in all our areas of focus.

CO:LAB grew its tenants and celebrated many milestones, our prospect activity and announcements bested last year, and CyberCoast brand awareness picked up momentum — we're seeing tech companies and individuals move to the region. As we close out this fiscal year, we're working with our partners to finalize our 5-year strategic plan and set the vision for our community's future.

PENSACOLA MSA LABOR FORCE DATA

As of May 2022, the Pensacola MSA had the third fastest annual job growth rate compared to all the metros in the state in financial activities (+6.6 percent). The area has maintained our high of last year with the number of residents participating in the labor force (number of employed plus unemployed) at 236,774, and the total number of employed which currently stands at 231,119 — a new high.

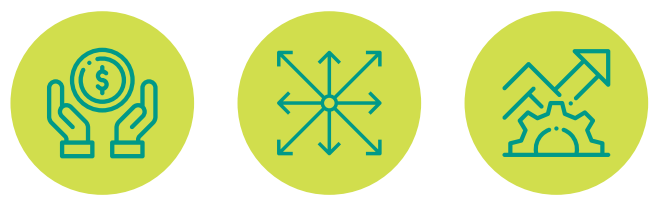


REQUEST:

- \$600,000 From the County to the PEDC (Local Option Sales Tax [LOST] Economic Development Trust Fund)
\$175,000 From the City to the PEDC
\$150,000 From the City to FloridaWest
\$40,000 From Pensacola Energy to FloridaWest

RESULTS:

Since 2014, Pensacola and Escambia County have funded PEDC/FloridaWest a total of \$6.38 million and supported the creation/retention of approximately 8,217 jobs which equals a net cost of approximately \$776 per job.



EXAMPLE: Project Pioneer

\$2.5 Million Support ÷ 63 Jobs = \$39,682 one-time cost per job

Local Payroll Impact: \$3.8 M per year (with icon of a group of people)

For the investments approved this past fiscal year, PEDC/FloridaWest have worked to generate over \$138 million in estimated economic development impact for Escambia County as of September 30, 2021.

\$38.6M CAPITAL INVESTMENT = \$114M BUSINESS DEVELOPMENT ECONOMIC IMPACT > \$24M IN EARNINGS FROM 309 DIRECT AND INDIRECT JOBS

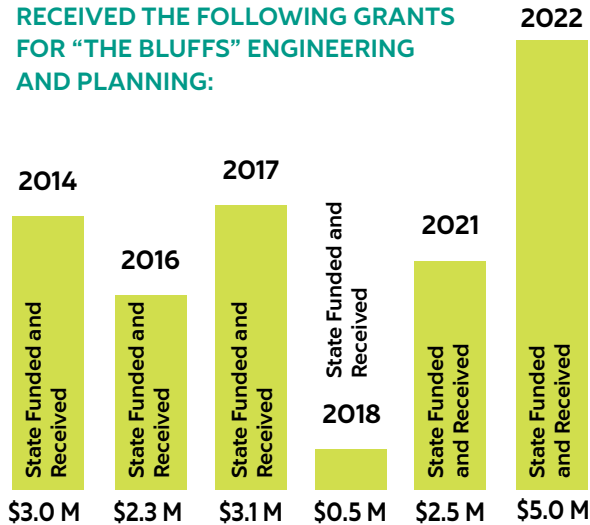
43 CO:LAB FULL TIME EMPLOYMENT = \$2,000,000 TOTAL SALARIES AND WAGES > \$7,503,000 GROSS REVENUES > \$400,000 OF APPROXIMATELY FEDERAL, STATE AND LOCAL TAX IMPACT

PEDC/FLORIDAWEST AND ITS PARTNERS
APPLY FOR TRIUMPH, STATE AND FEDERAL
FUNDING TO SUPPORT SPECIFIC ONGOING
PROJECTS AND INITIATIVES.

\$150 MILLION
IN ECONOMIC DEVELOPMENT
FUNDING APPROVED.



PEDC/FLORIDAWEST HAVE APPLIED/
RECEIVED THE FOLLOWING GRANTS
FOR “THE BLUFFS” ENGINEERING
AND PLANNING:



PARTICIPATED IN GRANT REQUEST FOR:

- \$14 million – Commercial Aircraft MRO Campus – DEO Funded
- \$45 million – Commercial Aircraft MRO Campus – FDOT Funded
- \$66 million – Commercial Aircraft MRO Campus – Triumph Funded
- \$7 million – Commercial Aircraft MRO Campus – EDA Funded

FACILITATED WORKFORCE GRANT REQUESTS FOR:

- \$1.8 million – PSC Governors Florida Job Growth Grant State Funded
- \$35,000 – Town of Century Competitive Florida Partnership Grant Funded
- \$60,000 – Inclusive Development Network Grant

SUPPORTING GRANT REQUEST FOR:

- \$16.0 million – City of Pensacola Port Triumph Request
- \$29.0 million – Escambia County OLF8 Triumph Request
- \$11.0 million – Beulah Interchange Connector Triumph Request

GROSS DOMESTIC PRODUCT

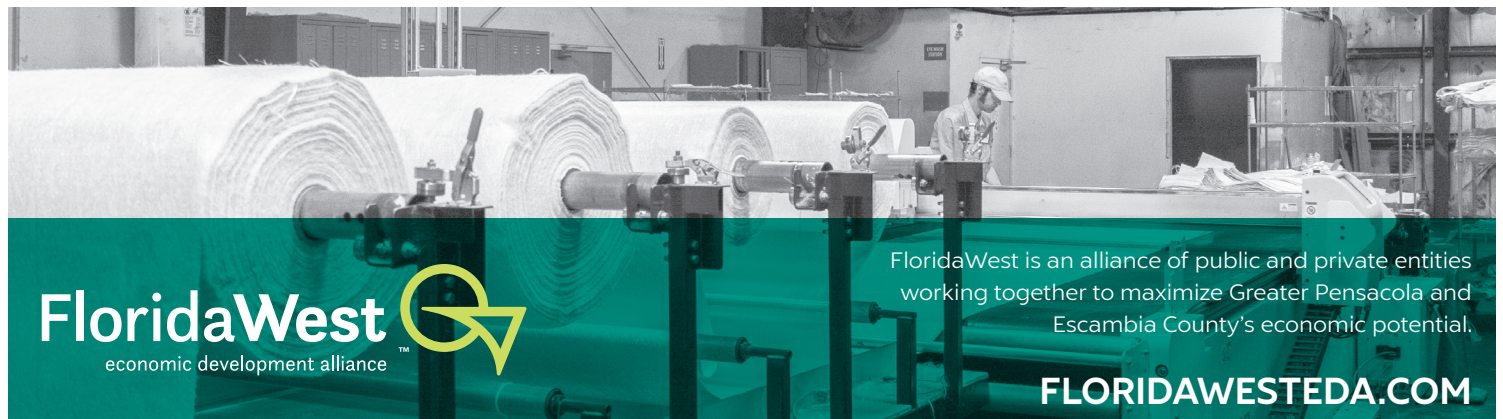
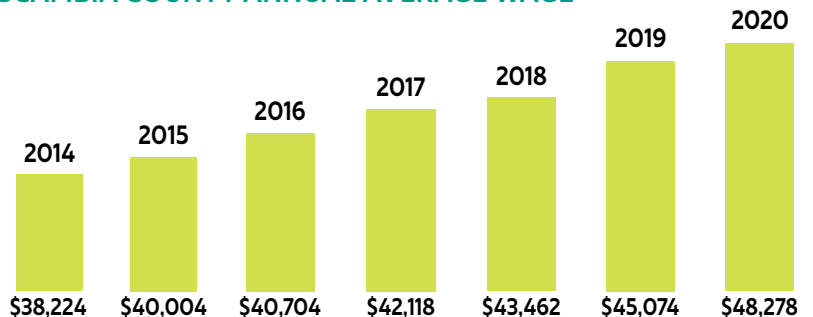
Gross Domestic Product (GDP) Per Capita is the total value of goods and services produced per person. As of 2018, total GDP/Capita was \$51,420 and in 2019, total GDP/Capita increased to \$54,520 according to the Florida Scorecard.

MARKETING & ATTRACTION

We’re marketing Pensacola and Escambia to the world through FloridaWest, CyberCoast and CO:LAB.

For the first half of the year, traffic to all our websites grew significantly over the previous year. *FloridaWestEDA.com* welcomed 10,610 users compared to 7,824 last year. *CyberCoastFlorida.com* grew from 3,607 to 6,181 users. And CO:LAB grew from 1,700 to 2,500 users.

ESCAMBIA COUNTY ANNUAL AVERAGE WAGE



FloridaWest
economic development alliance

FloridaWest is an alliance of public and private entities working together to maximize Greater Pensacola and Escambia County’s economic potential.

FLORIDAWESTEDA.COM