



July 29, 2024

Ms. Susan Skelton
Triumph Executive Director
P.O. Box 12007
Tallahassee, Florida, 32317

REF: Project Joe, Triumph Gulf Coast Application

Dear Ms. Skelton:

Please find enclosed the Triumph Gulf Coast, Inc. application for Project Joe from the Northwest Florida Beaches International Airport. This Project will support the creation of 500 full-time private sector jobs in the aviation sector in Bay County and further enhance the development of the Aviation Center of Excellence at our Airport.

Thank you for the opportunity to submit this application. We look forward to providing additional information on this proposal and on the proposed project.

Sincerely,

A handwritten signature in blue ink, appearing to read "Parker W. McClellan, Jr.", with a long horizontal flourish extending to the right.

Parker W. McClellan, Jr. A.A.E.
Executive Director
Northwest Florida Beaches International Airport

Triumph Gulf Coast, Inc. Application for Funds

July, 2024

***** 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. TrustFund 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): N/A

Name of Entity/Organization: **Panama City – Bay County Airport and Industrial District
(Northwest Florida Beaches International Airport)**

Background of Applicant Individual/Entity/Organization: **The Northwest Florida Beaches International Airport (ECP) opened in May of 2010 offering the region new opportunities in air travel as well as aerospace manufacturing and repair. Air travel in Panama City prior to the opening of the ECP airport was from PFN, which served the City of Panama City and its surrounding communities with regional jet service to Atlanta. In May 2010, PFN closed and ECP opened with a 10,000-foot runway plus land for development. ECP brought, Southwest Airlines and the up-gauging of Delta aircraft to the region, thus becoming the first Main Line Station for Delta Airlines in the Panhandle. Since the opening, United Airlines added service to Houston's George Bush Intercontinental Airport with connections to cities worldwide and American Airlines to Charlotte, Dallas- Ft Worth, Washington D.C. and to more than 32 countries around the world. In addition to adding new service routes to locations, ECP has continued to surpass expectations for passenger traffic. In 2009, one of the final years of operation at the prior airport location, the airport saw approximately 312,500 total passengers. In just 10 years, the annual passenger traffic reached nearly 1.7 million.**

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

Federal Employer Identification Number: 59-6002804

Contact Information:

Primary Contact Information: **Parker W. McClellan, Jr. A.A.E.**

Title: **Executive Director- Northwest Florida Beaches International Airport**

Mailing Address: **6300 West Bay Parkway, Suite A, Panama City, FL 32401**

Phone: **(850) 636-8950**

Email: **pmcclellan@pcairport.com**

Website: **www.IFlyBeaches.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.

(Airport Authority/ECP/Airport/District)

- Bay District Schools -Tom P. Haney Technical Center-Aviation Academy
- Bay Economic Development Alliance (Bay EDA)
- Bay County Commission
- CareerSource Gulf Coast
- Gulf Coast State College
- Florida State University-Panama City
- Florida Department of Transportation
- Triumph Gulf Coast
- Space Florida

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

Total amount of funding requested from Triumph Gulf Coast: \$25,000,000

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.

N/A

(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:

The Panama City-Bay County Airport and Industrial District (District) was established pursuant to a special act of the Legislature in 15007, decodified and amended by Chapter 2005-311, Laws of Florida, and subsequently amended by Chapter 2010-274, Laws of Florida.

The District is an independent special district governed by a seven-member board. The District traditionally generates revenue from airport fees and charges paid by the users. The Airport receives no local tax dollars and does not have taxing authority. Additionally, the Airport maintains a reserve for emergencies and debt service and reinvests available funds into upgrading and new facilities, equipment, and capital improvement projects. Funding for capital improvements projects utilize a variety of funding mechanisms including support from State and Federal agencies.

Revised 10/1/11 (If additional space is needed, please attach a Word document with your entire answer.) Page 5 of 8

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

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.

N/A

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

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.

Title: ECP Aviation Center of Excellence - Project Joe

Project Description: Project Joe is an aviation and aerospace company headquartered in Miami with additional operations in the southeastern United States and Europe. Project Joe desires to relocate to Bay County, Florida because of its proximity to key customers and the availability of a skilled, trained workforce. The company has evaluated numerous sites over the past 5 years, to include its existing locations outside the State of Florida. If it were not for the skilled, trained workforce and Triumph Gulf Coast support, the company could have selected a site outside the State of Florida for its new location, instead of Bay County, Florida.

The company has grown to be a renowned leader as an aviation maintenance, repair and overhaul operation in the United States. They specialize in jet engine maintenance with their main customers being Pratt & Whitney, Raytheon and General Electric. The company intends to build an 100ksf narrow body MRO facility at ECP that will be adjacent to the 10k foot runway, as well as an engine test cell facility adjacent to the MRO facility. This test cell has a value of more than \$65M. Additionally, the company has a contract to purchase an existing facility and property located in Lynn Haven, Florida. This site will be used for parts warehousing and distribution. This project will create 500 new employees with a capital investment of \$107,500,000.

Executive Summary:

Code Name: Project JOE Industry: Aviation MRO Location: Bay County, Florida

Project estimated investment: \$107,500,000

Job Creation: 500 by the end of 2029, with an average salary estimated at \$60,000 which is more than 115% of the average wage in Bay County.

Project Joe involves the construction and equipment purchases for two distinct but connected plants, each dedicated to the repair and testing of jet aircraft engines.

Additionally, the company will purchase a distribution facility. It Is less critical that this facility be directly adjacent to the other two.

Facility One: Building one will be a 100 ksf narrow body MRO facility that will house a FAA Certified repair station specializing in the repair of commercial jet aircraft engines. These engines power a range of aircraft from Airbus 220s up to Boeing 777-300s. Their customers are globally located, including airlines, aircraft engine lessors and investor owners of such assets. Customers Include, National Airlines, Lufthansa, MTU, General Electric, Chromalloy and many others. This facility will employ approximately 350 personnel in total. The facility is desired to be constructed on Panama City Airport (ECP) property, a site to be confirmed.

Much of the equipment needed for this operation will be relocated from South Florida to Panama City, however for some, it will be more cost effective to construct in place (crane systems as an example).

Facility Two: Building two will be a jet engine testing facility, a "Test Cell". This is an indoor highly specialized building in which a jet engine can run at full power in order to measure its performance. Building two will be immediately adjacent to building one, allowing for the seamless movement of an engine to and from the repair facility and the test facility. The cost of such a building is significant given the complexity of the build and the cost of the unique equipment that goes inside. This facility is not employee intensive, with the employee count estimated at approximately 25 personnel.

Facility Three: This building will be a typical distribution facility to receive, house, and distribute aircraft parts, aircraft engine parts and also an aircraft and engine parts testing facility. The equipment needed is typical of any distribution business (racking, forklifts etc). The equipment needed for the component repair business is calibrated to aviation specification, involving electrical test benches, flow and pressure test, tensile strength testing, etc. This facility is projected to house 125 personnel. For this third activity, the company has an existing 140ksf facility located in Lynn Haven, Florida under contract.

The aviation industry is a key target market for recruitment in Bay County, Florida. Project Joe will be an excellent asset to the region and will complement the accelerated growth at our airport. Project Joe is a world-class leader in the commercial aerospace industry, providing integrated solutions. Focusing on maximized operational efficiency, its key services include: engine MROs, engine field services, material repair and trading. The company provides solutions for General Electric, Pratt & Whitney and CFM International operations. Services include MRO, material sales/repairs, asset trading and engine field services. Project Joe has five locations to include sites in Florida, another state in the southeastern United States and Europe.

This project will create 500 new jobs in Bay County and will infuse more than \$100M (\$65M for the engine test cell alone) into our local economy. There are three components to the structure of the project:

1. The company has a contract on an existing 140ksf facility in Bay County, Florida. This facility will be used to house the company’s warehouse and parts distribution division. The building sits on 36 acres. The company plans to locate members of their supply chain network on this property to create their own supplier industrial park in support of their parts distribution business.
2. The company plans to construct a 100,000sf facility adjacent to the ECP 10,000ft runway. The facility will be for engine maintenance, repair and overhaul (MRO). Capacity is also required for back shops like avionics, engine work, sheet metal and machining.
3. In addition to building a MRO facility at ECP, the company plans to also build an engine test cell on their site at ECP. This will be one of the few test cells that exist in the southeast. The estimated cost of the test cell alone is \$65M.

Working with the Airport Authority, Bay County Commission and Space Florida, the Triumph funds will be used to help with the upfront costs of the construction of the MRO facility. The company will enter a 30-year land lease with the Airport Authority. Space Florida will own the facility and will enter a 30-year lease with the company.

This project is not only important to Bay County because of the assets at our airport, but because the company plans to work closely with the existing FAA approved A&P aviation mechanics program at Haney Technical College and throughout the 8 county Triumph Gulf Coast area. We have doubled our A&P student capacity at Haney Technical College and could triple it by the end of 2024.

There are various factors that make the Bay County area favorable for MRO operations and Project Joe.

- Most of the jobs in the Panhandle are in the service and hospitality industry and are seasonal.
- Gulf Coast State College, along with Haney Technical College, will facilitate tailored training courses for all employees.
- Due to the partnership of Triumph Gulf Coast, there are now several A & P certification programs at state colleges throughout Northwest Florida.
- Career Source Gulf Coast has agreed to assist in advertising open positions & source candidates.
- Military bases in the areas also offer additional opportunities to create programs to hire veterans.
- In addition, this project will complement the growth at our airport where we had more than 1.7 million passengers in 2023.

Description	Estimated Timeline	Status
Site review	Q3-2024	complete
Triumph Funding	Q4-2024	In progress

Building Contractor selection for facility construction	Q1-2025	
Building commencement	Q2-2025	
Building complete	Q2-2026	
Installing machine/equipment	Q1-2026	
Start maintenance operations	Q2-2026	

For the proposed project, Project Joe is negotiating with the Airport, Bay Economic Development Alliance (Bay EDA), and Space Florida for the construction and lease of a MRO facility (~100,000 sq. ft.) to be located at the Northwest Florida Beaches International Airport. Once operational, the project will allow Project Joe the opportunity to begin operation in a second location and service additional customers and contracts to support their growing business. When fully staffed, Project Joe is estimating that they will hire 500

employees at the new location with an average wage of \$60,000, which is over 115% of the Bay County average. The estimated capital investment is approximately \$107,500,000 for the Project Joe facility and equipment.

By Project Joe locating at the Northwest Florida Beaches International Airport, it will be a major investment from a private aviation maintenance company at the Airport. Additionally, the investment would be an aid in the establishment of the ECP Aviation Center of Excellence. The location of Project Joe to the Airport would add approximately \$27,500,000 of private payroll to the Bay County region annually. This new company would contribute significantly to one of the main economic priorities for Bay County - further diversification of the employment base in the community.

To support Project Joe and complete its first private investment into the ECP Center of Excellence, the Airport is requesting \$25,000,000 from Triumph Gulf Coast, Inc. These funds will be specifically used by the Airport and its partner, Space Florida, to support the construction of the MRO facility which will be leased to Project Joe. Once constructed, the proposed MRO facility for Project Joe will be owned by Space Florida, which is a governmental entity designed by the State of Florida. Upon completion, Project Joe will enter into a long-term lease on the facility and the Airport Authority will hold a long-term ground lease on the 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.

In Northwest Florida and in the Gulf South, the aerospace and aviation industry are prime targets for economic development growth and economic diversification.

Northwest Florida has established itself as a burgeoning region for growth in this sector because of its military assets and its geographical proximity to several large

original equipment manufacturers (OEMs) and aviation company headquarters. With

the aviation and aerospace sector being such a major component of the U.S. economy, Northwest Florida and Bay County specifically, must work to ensure that the proper investments are made now to keep pace with the national growth of the sector.

According to the Aerospace Industries Association (AIA) 2022 report, there are currently 2.2M U.S. jobs that support the aerospace and defense industry. Additionally, the total revenue sales for the industry in 2022 exceeded \$952B, an increase of 6.7% from the prior year. The sector represents 1.65% of the entire GDP. According to AIA, based on global demand, the growth seen over the past several decades is not likely to subside and the projected outlook for the industry is only set to increase in the coming years.

Because of the importance of this sector for the U.S. economy and for U.S. global security, Northwest Florida must take the required steps now to remain a key region for the sector. As stated in the Northwest Florida Forward Strategic Plan, the Northwest Florida Region has a location quotient of 1.05 in this sector. However, according to EMSI projections from the University of West Florida - HAAS Center within the Strategic Plan, this targeted cluster is projected to decrease in employment by 16% between 2016 and 2026 within Northwest Florida. Strategic activities in our region must occur to prevent a decrease in aviation companies and jobs.

Specifically, for the Northwest Florida Beaches International Airport, airport officials, community officials, and economic development officials have a vision to establish the ECP Aviation Center of Excellence. This vision combines educational and airport assets directly to private sector companies. This Center would accomplish several goals for the community. First, it would establish Bay County as a prime location for private sector aviation related companies to invest within. Secondly, it would diversify the regional workforce further beyond the established pillars of tourism and military, helping to remain resilient in the face of unforeseen disasters. Additional details regarding the necessity for this goal to occur are in the proceeding text.

Upon reviewing the chart below, it can be deduced that a large portion of the employment within the Panama City Metropolitan Statistical Area (MSA) is clustered within hospitality and retail trade. On average, the Panama City MSA hospitality employment base is approximately 6% higher than the U.S. average and 5% higher for retail trade. In addition, the manufacturing and transportation employment levels are 4% and 1.5% lower than the U.S. average, respectively. While these sectors are key drivers for the economy, when the tourism industry is impacted by unexpected changes, these sectors are heavily hit. The establishment of the Aviation Center of Excellence at ECP and Project Joe will provide new employment opportunities in the “Transportation Services” Sector, which helps provide a new differentiating employment opportunity for residents of the community. With each economic development project ‘win’ the community is more diversified, which supports the economic recovery in the wake of unforeseen events.

Panama City MSA
Nonagricultural Employment by Industry

Industry	2022 Average	2022 Percentage
Total Nonfarm	85,800	83.8%
Private Service Providing	71,900	83.8%
Mining, Logging and Construction	7,400	8.62%
Manufacturing	3,300	3.85%
Trade, Transportation, and Utilities	17,000	19.81%
Wholesale Trade	2,400	2.80%
Retail Trade	12,700	14.80%
Transportation, Warehousing, and Utilities	1,900	2.21%
Information	700	0.82%
Financial Activities	5,600	6.53%
Professional and Business Services	10,400	12.12%
Education and Health Services	10,400	12.12%
Leisure and Hospitality	14,200	16.55%
Other Services	2,800	3.26%
Government	13,900	16.20%

Source: U.S. BLS

Finally, the establishment of this Center of Excellence will also assist in the stabilization of the regional economy in the wake of major disasters. Economic disasters have become more common in the recent decade. In 2010, Bay County was directly impacted by the Deepwater Horizon Oil Spill, in 2018 Bay County suffered through Hurricane Michael, and in 2020 the Global Coronavirus Pandemic had substantial adverse effects on our largest existing sectors. The establishment of the ECP Center of Excellence and specifically Project Joe would further diversify the revenue streams for the airport, which has proven to be necessary in the wake of disasters. This Project also provides diversified employment opportunities as previously mentioned, which help distribute the employment clusters into various sectors which is necessary when disaster strikes a community for a quick economic recovery.

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

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

companies for business locations due to it being one of the newest International Airports in the U.S., its 3,000 (+/-) developable acres, global air traffic network, and ready development sites adjacent to the 10,000-foot-long runway. These key assets are the prime contributors to making the airport a desirable location for economic development projects.

Because of these opportunities available at ECP, the Airport Authority, Bay EDA, Bay County Commission, and several partners have come together and assembled the first two phases of establishing the Aviation Campus called the ECP Aviation Center of Excellence.

To bring the ECP Aviation Center of Excellence to fruition, the establishment of private aviation facilities will be necessary. From maintenance repair and overhaul operations (MRO operations), training schools, painting facilities and more, the need to have private sector involvement is crucial to ensure the success of the ECP Aviation Center of Excellence. Private company investment will provide the full-time private sector jobs that are necessary to sustain growth at the airport and act as a pipeline for students coming out of training centers such as Haney Technical Center's FAA Certified A&P Program. Because of the vision of the community leadership and the goal to grow the airport into an economic development hub, community leaders are working to solidify the establishment of private sector companies at the airport. The creation of this ECP Aviation Center of Excellence will also create alternate sources of revenue flowing to the airport, which will diversify its financial position. Adding this diversity to the revenue streams has become crucial in the wake of disasters and when air travel is depressed.

For the company, adding the Project Joe facility will allow the company to expand and establish a presence at an "on line" airport.

To support Project Joe, the Bay EDA financial vetting committee, has vetted the financials of the Company and reviewed associated support information including performance history, customer list, and planned contracts.

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

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

The addition of Project Joe to the ECP Aviation Center of Excellence will be a major 'win' for Northwest Florida and the airport. The Project further diversifies the airport's revenue streams, diversifies the established pillars of the regional economy and creates a significant job creation project for residents of the region.

To measure the success and impacts of Project Joe to Bay County and the surrounding communities, the net new jobs created will be measured along with the average wages of the new positions, overall capital investment of the project, the annual payroll increase for the community, and additional aviation activity to the airport. These

areas will help support the economic diversification of the Bay County economy and support the region as it was so heavily affected by the Deepwater Horizon Oil Spill (2010), Hurricane Michael (2018), and COVID-19 (2020). These reoccurring impacts to our economy reinforce the need for our community leaders to attract diversified companies to our community, helping to stabilize the region for future unforeseen crises.

For Project Joe, this Project is projected to create 500 net new full-time jobs in Bay County in the aviation sector. The average wages of the project will be \$60,000.00. The project will also spur the investment of approximately \$25M in the MRO facility and equipment, \$65M for the construction of the engine test cell, and \$7.5M for the parts distribution/warehouse property. The investments for the MRO facility and equipment will occur through Space Florida financing and leasing back to the company. If not for Project Joe, the capital investment would not occur within Bay County. Another positive impact that will be tracked from Project Joe will be the additional aviation activity that occurs directly from the establishment of this new facility. As the company continues to expand at ECP, there will be an increase in the aeronautical activity derived from Project Joe and its support facilities.

The success of Project Joe will support the marketability of Bay County and Northwest Florida for additional aviation related business investments. Once Project Joe is established, and because of their customer list, our region will see worldwide exposure to attract other MROs and aviation/aerospace manufacturing companies.

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

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 funding request to Triumph Gulf Coast, Inc. for Project Joe will support the establishment of the company in Bay County at ECP, with construction of the ~100,000 sq. ft. MRO facility necessary for Project Joe. The facility financing will occur through Space Florida. However, the Triumph Gulf Coast, Inc. funds will be designated to support the construction of the MRO facility including but not limited to site work, foundations, utility extension, parking areas, and other facility requirements. The Triumph Gulf Coast proceeds will be used in combination with funding that is secured through Space Florida for the construction of the facility. The amount of funding requested is a one-time financial support to help reduce the financial burden on Project Joe and the necessary financed amount through Space Florida. For Project Joe, all reoccurring financial burdens shall be on partners and beneficiaries of the Project and not Triumph Gulf Coast, Inc. Space Florida will maintain ownership of the Project Joe MRO facility and enter into a long-term lease with the company.

For the financing of Project Joe, the company is working with Space Florida to finance and lease the building and equipment needed for the project. It is estimated that the amount to be financed through Space Florida for Project Joe is \$82,500,000. Once completed and purchased, the facility and equipment will be synthetically leased back

to the company through Space Florida. Through this lease, the Company will be financially obligated for an estimated \$82,500,000.

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

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

The deliverables for Project Joe and the financial award by Triumph Gulf Coast will be through the construction of the new Project Joe facility by Space Florida at ECP. With this facility being located at the airport and owned by Space Florida, the facility will be a public infrastructure project. The project provides funding to support necessary construction activities on the Project Joe facility. The economic benefits to the Bay County community and region will be the direct new aviation/ aerospace related jobs created at ECP, the increase in average wages, the addition of the annual payroll to Bay County, and the overall capital investment from the Project.

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

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.

The project meets the following priorities:

Generate maximum economic benefits

Growth of the aviation industry in Northwest Florida is crucial to ensure that the Region remains competitive in the decades to come. As previously discussed, AIA projects for the industry to grow significantly over the next decade. However, according to the UWF - HAAS Center report, this industry in Northwest Florida is likely to see a decrease in overall jobs unless changes are made and investments occur to support the continued growth. With the industry being nearly 2% of the U.S. GDP, it is clearly evidenced why Northwest Florida must be on the leading edge of new company investments and educational training. If investments are not made now, our communities will continue to lose exiting military personnel looking to stay in the industry, young professionals who are eager to get into aerospace, and skilled technicians who would otherwise find employment in another region with a strong aviation cluster.

With the establishment of the ECP Aviation Center of Excellence, Bay County and Northwest Florida would be creating a hub for skilled aviation employees who are looking to relocate or stay in the area for employment opportunities. According to EMSI, careers in “Support Activities for Air Transportation” and “All Other Support Activities for Transportation” have average earnings that are \$76,341 and \$53,474, respectively, within the State of Florida. Additionally, according to EMSI, the average annual earnings for all jobs across the State of Florida is \$46,059.73. The primary careers that would be established at the ECP Aviation Center of Excellence would be those identified within Air Transportation. Just the simple measurement of annual wages provides justification for why this sector is so important. This sector provides extremely competitive wages, and our region has the assets to grow the sector. From the existing military bases, proximity to large OEMs, and training centers, our communities must make the investments now to leverage these assets and secure private sector investment into our communities. For Bay County and the Northwest Florida Beaches International Airport, Project Joe does just that for the establishment of the ECP Aviation Center of Excellence. Long term, this one investment will help spur future developments with more aviation related companies.

Increase Household Income

Project Joe will be a catalyst for the establishment of new and additional aviation related businesses in Bay County. Currently, the Bay County average wage per the Florida Department of Economic Opportunity is \$46,988. The Bay County average wage is only 78% of the State of Florida average. When evaluating the Bay County household income average, the amount is \$70,800, while the State of Florida average household income is \$78,335. For average household income, Bay County only attains 90% of the State of Florida average. With the establishment of Project Joe in Bay County, the company intends to bring jobs with an average wage that is over 115% of the Bay County average. When established, Project Joe will support the goal of increasing the household income in Bay County and Northwest Florida.

Leverage existing assets

ECP is a spotlight for site selection consultants and companies for business locations due to it being one of the newest International Airports in the U.S., its 3,000 developable acres, global air traffic network, and ready development sites adjacent to a 10,000-foot-long runway. These key assets are the prime contributors to making the airport a desirable location for economic development projects. Additionally, with six major military installations throughout Northwest Florida, there are thousands of exiting military service members annually who are looking for promising careers in our region. To begin the development of private sector maintenance facilities at the airport, Project Joe will act as a catalyst for one of the first major private sector investments at the airport paving the way for future development and attention for new private sector investments.

Leverage partnership with Florida State University InSPIRE Initiative

The Florida State University (FSU) InSPIRE initiative, which stands for the Institute for Strategic Partnerships, Innovation, Research, and Educations, is a significant project aimed at advancing aerospace and manufacturing technologies in Northwest Florida. The initiative received \$98.4M in funding from Triumph Gulf Coast and aims to establish advanced manufacturing and aerospace facilities at Northwest Florida Beaches International Airport.

The InSPIRE project is designed to support both secure and open aerospace and defense industry contracts and grants. It focuses on areas such as industrial-scale prototyping, advanced manufacturing, and aerodynamic and hypersonic testing. The project includes building state-of-the-art facilities capable of handling proprietary and sensitive projects efficiently.

The R&D, testing, and workforce development capabilities that this facility brings to Northwest Florida is unmatched. Due to its location, the InSPIRE initiative provides a unique opportunity for project Joe to not only collaborate, but also compliment the capabilities with the engine test cell and aviation and aerospace knowledge associated with its line of business.

Partner with Regional Colleges on A&P mechanic training and recruitment

Project Joe will have a profound regional impact for employment opportunities. In addition to the certified Airframe & Powerplant (A&P) program at the Tom P. Haney Technical College, located in Panama City, Project Joe will rely on all education institutions in the region to fill its talent pipeline, especially the institutions providing A&P training.

Triumph Gulf Coast has made significant investments into several state colleges in the region to bolster the A&P capabilities in Northwest Florida. Pensacola State College received a grant of ~\$12.3M to construct a 25 ksf training facility for a new A&P program, while Northwest Florida State College was awarded ~\$7M to support training efforts in their existing A&P program. Likewise, Wakulla School Board, in partnership with Lively Technical Center, received \$3.25M to support their A&P certification program, aimed at expanding technical training opportunities in Wakulla County. Each of these investments, to include InSPIRE, will complement the efforts of Project Joe and played a critical role in securing this project in Bay County.

Partner with local governments

To support the growth of the aerospace and defense sector in Northwest Florida, the Airport Authority, Bay EDA, and its partners, including Bay County, are working to assemble the ECP Aviation Center of Excellence at the Northwest Florida Beaches International Airport. This Aviation Center of Excellence Campus Concept is being pursued aggressively by local leaders, as it supports the true economic diversification that is needed within the regional economy. As was evidenced in the wake of Hurricane Michael in 2018 and COVID-19 in 2020, having an established industrial base in the wake of a major disaster makes the economy stabilize much quicker.

Additionally, the Airport Authority is investing into required infrastructure to support the project. The investment being made by the Airport Authority in partnership with the FL Dept. of Transportation is \$11,000,000 for ramp extension from the 10,000-ft runway.

Benefit the environment

As part of the initial development of the airport, 9,600 acres south of State Road 388 is being mitigated to allow for the full development of the 4,000 acres airport. This mitigation effort is an ongoing effort and is required as part of the U.S. Army Corp of Engineers Permit and the Florida Department of Environmental Protection Permit.

Outcome measures

As an infrastructure project, the Project supports the development of aviation related facilities at the airport. For this establishment of airport infrastructure, Project Joe will create 500 net new full-time jobs in Bay County in the aviation sector. Other measurable outcomes include the 500 jobs having an average wage of \$60,000 and the addition of approximately \$27.5M to annual payroll for the Bay County community.

Partner with K-20 Educational Institutions

The vision of the Aviation Center of Excellence includes the establishment of Project Joe and other private economic development projects, in partnership with the FAA Approved Airframe and Powerplant (A & P) Program at Tom P. Haney Technical Center (Haney) at the airport. For future years, the Haney A&P Program is evaluating the relocation and expansion of the education opportunities for students to the airport. The present facilities have the capability to allow 60 students per session and the new facility would provide classrooms, labs, engine test and support facilities for more than 120 students.

The unique location and the ability to have the students begin their training and familiarity of working at an airport and a maintenance, repair, and overhaul facility would enhance the employment and growth of the aviation sector in Northwest Florida. The facility would be designed as an MRO, allowing students to be familiar with the working environment and as a result, increase their employability upon completion of the licensing program.

This relocation will also allow the A & P Program to become a new pipeline for employment opportunities supporting Project Joe, and future MRO facilities. The close proximity to

existing employers will also provide opportunities for students to complete internships and co-op positions within these adjacent businesses.

The project will have a regional impact by working with the A & P programs in the other regional communities. Several of these programs have been funded by Triumph Gulf Coast.

Recommended by Board of County Commissioners

On June 18th, 2024, the Bay County Commission voted and approved a resolution in support of the establishment of the ECP Aviation Center of Excellence at the Northwest Florida Beaches International Airport. Bay County Resolution No. 4080 supported the Northwest Florida Beaches International Airport Authority and Bay Economic Development Alliance to establish an Aviation Center of Excellence. The Aviation Center of Excellence includes four different economic development projects and Project Joe being one of the named economic development projects.

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

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

Project Joe meets the priorities established by the Board in terms of development opportunities in Northwest Florida and in Bay County. The Airport is a blank canvas which allows for development projects from start to finish rather than adapting properties to meet the needs of the prospective clients.

The District supports the priorities of the Board as established by the enabling legislation and the efforts of its current and past Board of Directors. The Airport is responsible for acquiring, constructing, improving, financing, operating and maintaining the Airport and for developing projects on land owned or leased by the District. Additionally, the District will promote the economic, commercial, and industrial development.

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

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: _____

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

**Please attach proof of recommendation(s) from each County identified.

See attached resolution.

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.?

The grant agreement would need to be approved by the Airport Authority and then accepted by Space Florida.

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

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:

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

Airport Authority meeting dates (2024)

July 24	Wednesday
August 28	Wednesday
September 13	Friday (Budget Workshop)
September 25	Wednesday
October 30	Wednesday
November 20	Wednesday
December 18	Wednesday

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

Airport Authority: The Airport Authority has the ability to hold a special called meeting for urgent business matters. A special called meeting may be called in

accordance with Florida Statutes 189.015, which requires 7-day notice for a special meeting.

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

4. 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.

- I. The Airport Authority will contract with Space Florida for the land lease (45 days)**
- II. Space Florida will request proposals for the necessary design-build services for the contracted features of the facility (45 days)**
- III. The Airport and Space Florida will review and approve the proposal and Space Florida will award the contract to the highest and best rated design-build firm and contract execution (60 days)**
- IV. Design, Engineering, Construction will take an estimated twelve months (365 days).**

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

5. 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.

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.

To support Project Joe, which will act as a catalyst for the establishment of the ECP Aviation Center of Excellence, the Airport Authority is requesting \$25,000,000 from Triumph Gulf Coast, Inc. These funds would be used by Space Florida for the construction of public infrastructure including but not limited to a new ~100,000 sq. ft MRO facility, utility infrastructure, parking areas, and other necessary items to support the establishment of Project Joe. The overall timeline of the Project can be seen in the included attachments.

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

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.)

For Project Joe, the overall project cost is projected to be \$107,500,000. The amount requested from Triumph Gulf Coast, Inc., \$25,000,000, represents 25% of the total project costs. The Triumph Gulf Coast funding will be critical to making the project come to fruition in Bay County.

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

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

Project Joe is desirous of establishing a new engine Maintenance, Overhaul and Repair service facility. An engine test cell will be built adjacent to the facility. This operation will service contracts already established with Raytheon (Pratt&Whitney), General Electric, and other original equipment manufacturing companies (OEMs) that provide engines for the likes of Boeing, AirBus, Embraer and Canada Air, just to name a few. This facility would provide engine MRO services for both military and commercial aircraft. Once fully operational with this project, the Company will employ 500 employees whose primary function is to complete engine maintenance and repair work on various aircraft. The primary NAICS codes for the 500 jobs would be 481111 (Aircraft Maintenance). The average wage projected for the 500 jobs for Project Joe is \$60,000.

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

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

The funding by Triumph Gulf Coast, Inc. will supplement other project funding sources to support Project Joe. For Project Joe, other funding sources include funding directly by the private company through Space Florida, the Airport Authority, the Florida Department of Transportation, and potentially other funding sources to support the required infrastructure.

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

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 MRO	<u>\$25,000,000</u>
Design & Engineering	<u>\$ part of construction costs</u>
Test Cell	<u>\$65,000,000</u>
Land Acquisition Existing building purchase	<u>\$ 7,500,000</u>
Equipment	<u>\$ 10,000,000</u>

Total Project Costs: \$ 107,500,000

B. Other Project Funding Sources:

Example Funding Sources (Note: Sources.) **Not an exhaustive list of possible Funding**

Private Sources (financed through Space Florida) \$82,500,000

Total Amount Requested: \$ 25,000,000.00

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.

The overall proposed budget for Project Joe is approximately \$107,500,000. This level of investment is substantial for our Region and the Bay County community. The breakdown of the proposed budget identified above.

For the facility and equipment, the company is working with Space Florida to assist in the financing of the MRO facility, necessary equipment, and supporting facilities. It is estimated that this cost of the MRO facility will be \$25,000,000. The total project cost is \$107,500,000. To support the project, Space Florida will have an agreement with a financial institution for conduit financing. Upon receiving the financing, Space Florida will construct the needed facility and synthetically lease the facility and equipment to the Company on a long-term lease agreement. To support the facility construction by Space Florida, the Airport Authority is requesting the facility construction.

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

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

The infrastructure predominately benefits the public as the entire project will be owned by Space Florida and the District, both of which are public entities. Additionally, the ground lease revenue from the proposed project is additional revenue to the Airport Authority supporting the continued investment by the Airport benefiting the citizens of Northwest Florida and Bay County.

C. Will the public infrastructure improvements be for the exclusive benefit of any single company, corporation or business entity?

Yes No

The primary tenant of the facility will be Project Joe. However, much of the ramp improvements completed to support the Project will have multiple users. Additionally, the customer base that is supported by the new Project Joe facility will also include existing airlines at the Airport.

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 vision for the Northwest Florida Beaches International Airport began nearly two decades ago. The vision came to fruition in 2010 with the first landing on May 22, 2010. From the establishment of the airport, community leaders across Northwest Florida recognized the need for our region to establish an aviation center that would include world class amenities for traditional travel and premier development sites for aviation related projects. These leaders could foresee the need for a new and expanded airport in the region, but one with economic development opportunities. They knew that this was essential in order to accommodate the growth of Bay County and to act as a catalyst to spur further development.

To see this vision come to fruition, private investment is necessary for the airport to be not only a transportation hub, but a hub for economic development activity as well. The Airport Authority, Bay EDA, and several of its partners are working to establish the ECP Aviation Center of Excellence. As previously discussed, the goal for the Aviation Center of Excellence includes an educational institution, training operations, maintenance, repair, and overhaul

operations, and other aviation related businesses. Project Joe is one of the first project that will enact this vision as a hub for economic development success with aviation related companies.

If successful, the investment by the Triumph Gulf Coast, Inc. supports the vision of the community and provides support for the catalyst project to build out the airport. Once established, Project Joe will add 500 jobs in the aviation industry and provide a key service to airlines who utilize the airport and bring in new aviation companies showcasing the community for future development.

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

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

Economic Recovery

Northwest Florida has seen its fair share of disasters both man-made and natural. From the 2010 Deepwater Horizon Oil Spill, 2018 Hurricane Michael, and 2020 COVID-19 Pandemic, the region has endured economic disasters. From these events, the need for a quick recovery becomes paramount as the weeks and months pass by after the event. Residents quickly need to return to work, companies need to become operational, and families need to keep their economic stability in place to ensure our community remains stable after as disaster. As it was evidenced in all three of these disasters, the companies that were able to open up and get paychecks flowing again the fastest after a disaster are the companies in the industrial sector. The reason for this is because of their essential role in supply chains and because of the critical sectors that they operate.

In each of these disasters our industrial companies worked diligently to ensure that they could open up quickly and ensure the safety of their workforce. The industrial sector in Bay County accounts for approximately 40% of our workforce. In total, the broad industrial base in Bay County represents approximately 30,000 employees. Industries ranging from wholesale trade, transportation, manufacturing, construction, among others, have always remained resilient after every disaster. These companies have always helped to keep our economy moving because they are able to continue operating and keep payroll flowing in Bay County.

Project Joe will do exactly that as well. By adding this aviation related business to the Bay County economy and the associated jobs, whenever the next disaster impacts our

region, this company will be a contributing factor to the quick economic recovery for our community for decades to come. One of the primary reasons for this is because of the essential nature of their business. The aviation industry is such a vital sector for our nation's safety and our economy. Project Joe supports both commercial operations and military operations.

Economic Diversification

The economic diversification of the Bay County economy is a critical goal of the leadership of the community. To be a strong stable economy, community leaders recognize the need that Bay County must diversify beyond the established pillars of tourism and military. While these pillars will remain strong for the foreseeable future, to weather future disasters, diversification will be also help lead the community to a safer and more resilient economic future. As previously mentioned, the hospitality and retail sectors within Bay County are much higher than the national average. With such a strong tourism base these numbers are to be expected. However, for the Bay County and Northwest Florida economy to truly be resilient, the need to add businesses beyond the established pillars is necessary. With the long-term goal of more aviation related companies being located at ECP, Project Joe will support the establishment of this campus and help attract additional aviation related companies to Bay County.

Enhancement of the Disproportionately Affected Counties

Bay County and much of Northwest Florida has historically been known as a tourism related community and region. From an economic development perspective and when working with industrial related companies interested in Bay County, this historical pretense acts as a deterrent to some companies. Companies are not familiar with Bay County as an area for traditional economic development projects. Because of the notion, some companies think that the workforce will not be able to fulfill the necessary openings at the facilities. Through many partners, Bay County leaders and many more work to curtail this notion on a regular basis. With every economic development win, the stigma of being just a tourism related economy slowly dissipates.

The Northwest Florida Beaches International Airport is a premier economic development asset. To continue showcasing that Bay County and Northwest Florida is a premier location for private sector investment, our leaders must do what is needed to support new private sector investment. With Project Joe being such a critical component to the start of the ECP Aviation Center of Excellence, investments must be made to support the project. The investment by Triumph Gulf Coast, Inc. would showcase to the aviation industry that Bay County and the surrounding counties are premier locations for aviation investment and would be another win working to change the historical view of the region.

Enhancement of a Targeted Industry

According to the Aerospace Industries Association (AIA) 2022 report, there are currently 2.2M U.S. jobs that support the aerospace and defense industry. Additionally, the total revenue sales for the industry in 2022 exceeded \$952B, an increase of 6.7% from the prior year. The sector represents 1.65% of the entire GDP.

As stated in the Northwest Florida Forward strategic plan, the Northwest Florida Region has a location quotient of 1.05 in this sector. However, according to EMSI projections from the HAAS Center within the strategic plan, this targeted cluster is projected to decrease in employment by 16% between 2016 and 2026 within Northwest Florida. Strategic activities in our region must occur to prevent a decrease in aviation companies and jobs. Because of these projects and because of the importance of the sector in the U.S. GDP, the aviation and aerospace sector is a target industry for our state and region. Additionally, from Louisiana to Florida, our region sits in a major aviation corridor.

The addition of Project Joe to the Bay County community will represent another addition of an aviation company in the community. Because of the importance of the aviation industry to our national economy and our national defense, we must do all we can to secure aviation related private sector investments in our community.

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

2. Additional Information

A. Is this project an expansion of existing infrastructure project?

Yes No

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

The commencement date for the facility construction and improvement of public infrastructure at the Airport to support Project Joe is in fourth quarter, 2024. The projected timeline to finish this project is by second quarter, 2026.

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

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

The location of the Project Joe facility will be located at the Northwest Florida Beaches International Airport. The address for the Airport is 6300 West Bay Parkway, Suite A, Panama City, FL 32401. The facility will be constructed on the 37 acre “infield site”. This is site is “project-ready” site that will have access to the 10,000-foot-long runway.

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

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

For the Project Joe facility and adjacent grounds, the Company will be required by their lease with Space Florida and the ground lease with the Airport Authority, to provide maintenance and upkeep for the facility and grounds.

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

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

Based upon initial review, the permitting process will include approval by the Airport, Bay County Building Services and Bay County Planning. The site was included in the original siting process for the Airport in terms of Stormwater and other factors.

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

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?

The necessary permitting for Project Joe was included in the original development orders and permitting. The Airport will work with Bay County Planning and Building Services to ensure all permits are modified to reflect this development. It is anticipated the Development Order will be modified to reflect the development of ECP Aviation Center of Excellence.

It is estimated the review and updates will be completed in 45 days from submission.

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

- F. 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?

The current zoning of the proposed project location is A/IND-SP, Airport/Industrial Sector Plan. For Project Joe, this current zoning designation will be appropriate. Additionally, for the overall vision for the ECP Aviation Center of Excellence, this will be the necessary zoning designation as well.

- G. 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

N/A

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

- H. Does this project have a local match amount? If yes, please describe the entity providing the match and the amount.

Yes No

To support Project Joe and future development for the ECP Aviation Center of Excellence, the Airport Authority has invested \$11,000,000 into necessary ramp improvements.

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

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

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

ADDENDUM FOR WORKFORCE TRAINING PROPOSALS

1. Program Requirements

- A. Will this proposal supports programs that prepare students for future occupations and careers at K-20 institutions that have campuses in the disproportionately affected counties? If yes, please identify where the campuses are located and provide details on how the proposed programs will prepare students for future occupations and at which K-20 institutions that programs will be provided.
- Yes No

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

- B. Will the proposed program (check all that apply):
- Increase students' technology skills and knowledge
 - Encourage industry certifications
 - Provide rigorous, alterative 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
 - 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 (similar to or the same as talent retention programs created by the Chancellor of the State University System and the Commission on Education)

For each item checked above, describe how the proposed program will achieve these goals

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

- C. Will this proposal provide participants in the disproportionately affected counties with transferable, sustainable workforce skills but not confined to a single employer? If yes, please provide details.
- Yes No

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

- D. Identify the disproportionately affected counties where the proposed programs will operate or provide participants with workforce skills.

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

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

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

2. Additional Information

- A. Is this an expansion of an existing training program? If yes, describe how the proposed program will enhance or improve the existing program and how the proposal program will supplement but not supplant existing funding sources.
- Yes No

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

- B. Indicate how the training will be delivered (*e.g.*, classroom-based, computer based, other).
- If in-person, identify the location(s) (*e.g.*, city, campus, etc.) where the training will be available.

If computer-based, identify the targeted location(s) (e.g., city, county) where the training will be available.

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

- C. Identify the number of anticipated enrolled students and completers.

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

- D. Indicate the length of the program (e.g., quarters, semesters, weeks, months, etc.) including anticipated beginning and ending dates.

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

- E. Describe the plan to support the sustainability of the proposed program.

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

- F. Identify any certifications, degrees, etc. that will result from the completion of the program.

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

G. Does this project have a local match amount? If yes, please describe the entity providing the match and the amount.

Yes No

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

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

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

ADDENDUM FOR AD VALOREM TAX RATE REDUCTION:

1. Program Requirements

- A. Describe the property or transaction that will be supported by the ad valorem tax rate reduction.

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

- B. Provide a detailed explanation of how the ad valorem tax rate reduction will connect to a broader economic recovery, diversification, enhancement of the disproportionately affected counties and/or enhancement of a targeted industry.

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

- C. Provide a detailed description of the quantitative evidence demonstrating how the proposed ad valorem tax reduction will promote:
- o Economic recovery,
 - o Economic Diversification,
 - o Enhancement of the disproportionately affected counties,
 - o Enhancement of a Targeted Industry.

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

2. Additional Information

- A. What is the location of the property or transaction that will be supported by the ad valorem tax rate reduction?

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

- B. Detail the current status of the property or transaction that will be supported by the ad valorem tax rate reduction and provide a detailed description of when and how the ad valorem tax rate reduction will be implemented.

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

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

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

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

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

**ADDENDUM FOR LOCAL MATCH REQUIREMENTS OF SECTION 288.0655,
FLORIDA STATUTES**

1. Program Requirements

- A. Describe the local match requirements of Section 288.0655 and the underlying project, program or transaction that will be funded by the proposed award.

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

- B. Provide a detailed explanation of how the local match requirements and the underlying project or program will connect to a broader economic recovery, diversification, enhancement of the disproportionately affected counties and/or enhancement of a targeted industry.

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

- C. Provide a detailed description of, and quantitative evidence demonstrating how the proposed local match requirements will promote:
- Economic recovery,
 - Economic Diversification,
 - Enhancement of the disproportionately affected counties,
 - Enhancement of a Targeted Industry.

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

2. Additional Information

- A. What is the location of the property or transaction that will be supported by the local match requirements?

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

- B. Detail the current status of the property or transaction that will be supported by the local match requirement and provide a detailed description of when and how the local match requirement will be implemented.

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

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

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

ADDENDUM FOR LOCAL ACTION PLAN

1. Program Requirements

- A. Describe how the proposed award will establish and maintain equipment and trained personnel for local action plans of response to respond to disasters.
- B. Describe the type and amount of equipment and trained personnel that will be established or maintained by the proposed award.
- C. Identify the specific local action plans (*e.g.*, Coastal Impacts Assistance Program) that will benefit from the proposed award.
- D. Provide a detailed explanation of how the proposed award will connect to a broader economic recovery, diversification, enhancement of the disproportionately affected counties and/or enhancement of a targeted industry.

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

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

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

2. Additional Information

- A. What is the location of the local action program that will be supported by the proposed award?

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

- B. Detail the current status of the local action plans (*e.g.*, new plans, existing plans, etc.) that will be supported by the proposed award and provide a detailed description of when and how the proposed award will be implemented.

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

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

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

ADDENDUM FOR ADVERTISING/PROMOTION

1. Program Requirements

- A. Is the applicant a tourism entity created under s. 288.1226, Florida Statutes?
 Yes No
- B. Does the applicant advertise and promote tourism and Fresh From Florida? If yes, provide details on how it advertises and promotes tourism and Fresh From Florida.
 Yes No

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

- C. Does the proposed award promote workforce and infrastructure on behalf of the disproportionately affected counties? If yes, describe how workforce and infrastructure is promoted on behalf of the disproportionately affected counties.
 Yes No

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

- D. Provide a detailed explanation of how the proposed award will connect to a broader economic recovery, diversification, enhancement of the disproportionately affected counties and/or enhancement of a targeted industry.

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

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

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

2. Additional Information

- A. Describe the advertising and promotion mediums and locations where the advertising and promotion will occur.

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

- B. Detail the current status of the advertising and promotion (*e.g.*, new plans, existing plans, etc.) that will be supported by the proposed award and provide a detailed description of when and how the proposed award will be implemented.

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

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

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

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: Parker W. McClellan, Jr., A.A.E.

Name and Title of Authorized Representative: Executive Director

Representative Signature: 

Signature Date: 7/29/24

Attach Financials of Airport

Attach Financials of Company

Attach County Resolution

Attach Project Timeline