

TRIUMPH GULF COAST, INC. PRE-APPLICATION FORM

Triumph Gulf Coast, Inc. (“Triumph Gulf Coast”) has created a pre-application process to provide initial consideration of eligibility for potential ideas of projects or programs that may seek an award of funding. Applicants are required to participate in the pre-application process. Notwithstanding the response from Triumph Gulf Coast on the pre-application form, an Applicant may still elect to submit an Application.

APPLICANT INFORMATION

Name of Individual/Entity/Organization: Bay County Board of Commissioners

Proposal Title: Project “Clear”

Amount of Triumph Funds Requested:

\$3.75M

Total Estimated Project Cost: \$14M

Brief Description of Individual/Entity/Organization:

Project "Clear" is a pioneer in the commercial and residential glass and glazing industry, specializing in the design, fabrication, and installation of architectural glass, windows, curtain walls, storefronts, and railings. The company manages all aspects of product development, from concept through creation and installation. They offer a full range of residential and commercial impact products, vinyl products, and thermal products for colder climates. With over 40 years of experience, the company is committed to creating innovative systems that meet client expectations while minimizing costs.

Project "Clear" is currently operating in a ~30K sf facility in Pompano Beach, Florida, where they manufacture all product lines; However, due to constraints in their existing manufacturing facility, the company relies on a partner in Mexico for large-scale window production orders of over 1,000 units. Additionally, the company currently imports glass from Merida, in Mexico’s Yucatan Peninsula, via the Port of Panama City, then transports the cargo to the Pompano Beach facility via truck. The company plans to move all manufacturing operations to Bay County, Florida, leveraging the Port of Panama City for increased raw material imports and expand US based manufacturing operations with a larger facility footprint.

Merida and Panama City have a 20-year relationship as sister cities, along with the Port of Progreso and Port Panama City being sister ports. These relationships remain strong and container trade between the two locations have increased exponentially over the past decade. Bay County, FL is the ideal location for Project “Clear” to capitalize on operational and logistical efficiencies.

The company intends to lease/with option to purchase, the former Bay County incinerator building and property for its operations. This project is expected to create 150 new jobs and represents a \$14 million capital investment.

Contact Information

Primary Contact:	<u>Becca Hardin</u>	
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Names of co-applicants, partners or other entities, organizations that will have a role in the proposed project or program:

- Gulf Coast State College
- Florida State University
- CareerSource Gulf Coast
- Bay County Commission
- Haney Technical College

REQUIRED EXECUTIVE SUMMARY

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

IMPORTANT NOTICE

This pre-application process will **not** result in an award of funding by Triumph Gulf Coast. Rather, this process is designed to facilitate submission of ideas for potential projects or programs before the Applicant expends time and/or resources to complete a full Application. All Applicants for funding are required to complete an Application, which will be reviewed and then considered for award at the discretion of Triumph Gulf Coast Board.

Please Select the Proposal’s Eligibility Category(s)

Pursuant to Section 288.8017, Triumph Gulf Coast, Inc. was created to make awards from available funds to projects or programs that meet the priorities for economic recovery, diversification, and enhancement of the disproportionately affected counties. The disproportionately affected counties are: Bay County, Escambia County, Franklin County, Gulf County, Okaloosa County, Santa Rosa County, Walton County, or Wakulla County. See, Section 288.08012.

1. From the choices below, please check the box that describes the purpose of the proposed project or program (check all that apply):

- Ad valorem tax rate reduction within disproportionately affected counties;
- Local match requirements of s. 288.0655 for projects in the disproportionately affected counties;
- Public infrastructure projects for construction, expansion, or maintenance which are shown to enhance economic recovery, diversification, and enhancement of the disproportionately affected counties;
- Grants to local governments in the disproportionately affected counties to establish and maintain equipment and trained personnel for local action plans of response to respond to disasters, such as plans created for the Coastal Impacts Assistance Program;
- Grants to support programs that prepare students for future occupations and careers at K-20 institutions that have campuses in the disproportionately affected counties. Eligible programs include those that increase students' technology skills and knowledge; encourage industry certifications; provide rigorous, alternative pathways for students to meet high school graduation requirements; strengthen career readiness initiatives; fund high-demand programs of emphasis at the bachelor's and master's level designated by the Board of Governors; and, similar to or the same as talent retention programs created by the Chancellor of the State University System and the Commission of Education, encourage students with interest or aptitude for science, technology, engineering, mathematics, and medical disciplines to pursue postsecondary education at a state university or a Florida College System institution within the disproportionately affected counties;
- Grants to support programs that provide participants in the disproportionately affected counties with transferable, sustainable workforce skills that are not confined to a single employer; and
- Grants to the tourism entity created under s. 288.1226 for the purpose of advertising and promoting tourism and Fresh From Florida, and grants to promote workforce and infrastructure, on behalf of all of the disproportionately affected counties.

Please Select the Priorities this Proposal's Outcomes will Achieve

1. Please check the box if the proposed project or program will meet any of the following priorities (check all that apply):

- Generate maximum estimated economic benefits, based on tools and models not generally employed by economic input-output analyses, including cost-benefit, return-on-investment, or dynamic scoring techniques to determine how the long- term economic growth potential of the disproportionately affected counties may be enhanced by the investment.
- Increase household income in the disproportionately affected counties above national average household income.

- Leverage or further enhance key regional assets, including educational institutions, research facilities, and military bases.
- Partner with local governments to provide funds, infrastructure, land, or other assistance for the project.
- Benefit the environment, in addition to the economy. Provide outcome measures.
- Partner with K-20 educational institutions or school districts located within the disproportionately affected counties as of January 1, 2017.
- Are recommended by the board of county commissioners of the county in which the project or program will be located.
- Partner with convention and visitor bureaus, tourist development councils, or Chambers of commerce located within the disproportionately affected counties.

Executive Summary:

Code Name: **Project Clear,** Industry: **window/door manufacturing,** Location: **Bay County, Florida**

Project estimated investment: **\$14M**

Job Creation: 150 by end of 2028, with average salary that will exceed the 115% of the average wage of Bay County.

The construction industry in the southeast is thriving, driven by a robust real estate market and increasing infrastructure development. With a strategic location in Bay County, Florida, the company will be well positioned to capitalize on this growth. Their target market includes commercial clients, real estate developers, dealers and homeowners seeking top-quality windows and doors.

In Florida, new laws enacted by the Governor and legislature mandate 40-year re-certifications for commercial and multifamily properties meeting certain criteria. All properties are required to meet the re-certification mandate by the end of 2025. One key requirement is the installation of hurricane impact windows and doors. With over 1.5 million condominium buildings in the state, each housing hundreds of residents, the company is committed to helping Florida meet these new regulations. As they expand their operations in Bay County, Florida, they aim to support the state in achieving this goal.

To manufacture these hurricane-resistant windows and doors, the company will invest in a range of machinery, including CNC machines, robotics, and other advanced equipment. The production will take place in a controlled indoor environment, utilizing lightweight materials. Safety and

efficiency will be prioritized through the use of appropriate equipment, ensuring a secure and productive workspace.

The manufacturing facility will create approximately 150 good paying jobs with benefits and bonus opportunities. Additionally, there are plans for expansion that will yield additional jobs past the first three-year period.

The total capital investment in land, equipment, and FF&E is estimated to be nearly \$14 million. The estimated yearly payroll, once fully operational, will be approximately \$8.25 million.

Location of the Project

The company plans to lease/with option to purchase the former Bay County incinerator property and facility located in the original Bay County Industrial Park off of highway 231.

There are various factors that make the Bay County favorable for this manufacturing project:

- The company is currently importing glass into Florida through Port Panama City;
- There are very few manufacturing operations in the area;
- Employment opportunities exist with seasonal workers in the service and hospitality industry;
- Gulf Coast State College will facilitate tailored training Courses for their employees, utilizing existing curriculum offered by the college, such as CNC training;
- Hayne Technical College will also play a key role in training the employees on the MEP and production processes;
- 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.
- Logistics in the area are attractive since we have access to major highways for trucking, rail and the Port of Panama.
- In addition, there is an international airport near the Industrial park with a 10,000 foot runway housing four major airlines.

Description	Estimated Timeline	Status
Site review	Q3-2024	complete
Triumph Funding	Q4-2024	In progress
Lease land	Q4-2024	In Progress
Building Contractor Selection	Q1-2025	
Construction Commencement	Q1-2025	
New Equipment Ordered	Q3-2024	In progress
Construction Complete	Q4-2025	

Machinery/Equipment Installation	Q4-2025	
Start Production	Q4-2025	