

## Application Score Sheet

Proposed Project: Santa Rosa Board of County Commissioners, Project Turbo (#350)  
Proposed Project/Program County: Santa Rosa  
Board of County Commission Support: Yes  
Rural County: No  
Opportunity Zone: No

Total Projected Project Cost: \$12,483,094  
Match Provided: \$10,000,000  
Triumph Funds Requested: \$2,483,094 (20%)  
Triumph Funds Recommended by Staff: \$2,483,094

Score: A

ROI: per dollar of Triumph spending is expected to be \$20.9 over a ten-year window

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The Santa Rosa Board of County Commissioners is requesting a Triumph grant of up to \$2,483,094 to acquire and improve two industrial sites to house two manufacturing centers, of 80,000 and 150,000 square feet. The sites total 12.5 acres of industrial property on Armstrong Road off Highway 90. The County will own the land and manage the development project. The County also asks for funding of \$12,000 per year over seven years, totaling \$83,094, to assist with grant administration and compliance.

The County will guarantee 60 new permanent jobs, so that the TGC cost per job will be \$41,667. The average wage to be paid by these jobs is guaranteed to be at least 115 percent of the County average (\$54,441 based on current Florida data for Santa Rosa), and the matching capital investment will be at least \$10,000,000, so that Triumph funding represents 20.8 percent of total project costs. Staff recommends that the Triumph Board not authorize funding in excess of the average of two commercial appraisals for the purchase of each site.

The Triumph funding will be used to purchase 12.5 acres of industrial-zoned property and to construct the infrastructure for the site. The site layout utilizes the proximity to Interstate 10 running east/west sustaining access and visibility needed to create efficiencies which provide viability for the long term. Long-term management and maintenance will be provided by the local jurisdiction through its Economic Development Office in partnership with the private company financing the project and ultimately responsible for the jobs.

The applicant has agreed that at least 51 percent of revenues of the business occupying the sites will be generated from sales outside the 8-County Triumph area. The private sector developer of the building will hold the clawback responsibility, with the SR BOCC committed to split evenly with Triumph any litigation costs that might be necessary should a clawback be necessary.

For the proposed commitment of 60 jobs and an award of up to \$2,483,094, the cost per job is \$41,667. At this cost per job, the ROI per dollar of Triumph spending is expected to be \$20.9

with a total increment to regional household income of \$52 million over a ten-year window following ramp-up. For these reasons, staff score this project as an “A.

### **Project Summary (based on information provided by the applicant)**

The Santa Rosa Board of County Commissioners is requesting a \$2,483,094 Triumph grant to acquire approximately 12.5 acres of prime industrial property off Highway 90 in Santa Rosa County to win the expansion location of an existing manufacturing company. The company will create at least 60 new jobs paying at least 115% of Santa Rosa’s average wage. A small portion of the Triumph funds will also be used for grant administration and compliance.

The county will own the land and manage the project through a development agreement with the private company resulting in the construction of two manufacturing facilities, 80,000 sq ft and 150,000 sq ft. The site layout will maximize the proximity to Interstate 10 running east/west for access and visibility. It is anticipated that land acquisition, infrastructure improvements, and site readiness would be completed in 24 months. Competition for this project includes sites in Texas and New Mexico where the company has other locations.

Since 2010, Santa Rosa County is one of the 10 fastest growing counties in Florida and within the top 5% of the fastest growing counties in the US. The Manufacturing sector in Santa Rosa County experienced growth between 2017 and 2022 adding 420 jobs, an increase of 44.6%. The County has excellent interstate access, rail service, technical training, and a workforce with applicable skills. The project will add capacity to the manufacturing industry cluster, one of the six targeted industries transforming Northwest Florida and a target industry for the County's five-year development plan.

Santa Rosa County has relied heavily upon military, tourism and agriculture, all of which are subject to unpredicted devastating events that can wipe out expected revenues, such as the Deepwater Horizon Oil Spill, weather conditions, base realignments or pandemics. The Santa Rosa Board of County Commissioners has worked for years to bring higher paying jobs to the County. Construction of a manufacturing center broadens the county and region’s economic recovery.

### Budget

See attached

# Attachment 8

Project Turbo  
 Estimated construction start date

	Design	Closing Cost and Due Diligence	Land Acquisition	Construction	Grant Administration	Total
<b>Project Total</b>						
2024	-	-	-	-	-	-
2025	-	-	2,400,000	-	10,920	2,427,826
2026	-	-	-	3,000,000	11,222	3,011,222
2027	-	-	-	4,000,000	11,533	4,011,533
2028	-	-	-	3,000,000	11,853	3,011,853
2029	-	-	-	-	12,181	12,181
2030	-	-	-	-	12,519	12,519
2031	-	-	-	-	12,865	12,865
<b>Project Total</b>	-	-	2,400,000	10,000,000	83,094	12,483,094
<b>Triumph</b>						
2024	-	-	-	-	-	-
2025	-	-	2,400,000	-	10,920	2,427,826
2026	-	-	-	-	11,222	11,222
2027	-	-	-	-	11,533	11,533
2028	-	-	-	-	11,853	11,853
2029	-	-	-	-	12,181	12,181
2030	-	-	-	-	12,519	12,519
2031	-	-	-	-	12,865	12,865
<b>Triumph Total</b>	-	-	2,400,000	-	83,094	2,483,094
<b>Grantee</b>						
2024	-	-	-	-	-	-
2025	-	-	-	-	-	-
2026	-	-	-	-	-	-
2027	-	-	-	-	-	-
2028	-	-	-	-	-	-
2029	-	-	-	-	-	-
2030	-	-	-	-	-	-
2031	-	-	-	-	-	-
<b>Grantee Total</b>	-	-	-	-	-	-
<b>Company</b>						
2024	-	-	-	-	-	-
2025	-	-	-	-	-	-
2026	-	-	-	3,000,000	-	3,000,000
2027	-	-	-	4,000,000	-	4,000,000
2028	-	-	-	3,000,000	-	3,000,000
2029	-	-	-	-	-	-
2030	-	-	-	-	-	-
2031	-	-	-	-	-	-
<b>Match Source 1 Total</b>	-	-	-	10,000,000	-	10,000,000