



April 19, 2011

Chairman Bill Dozier
Bay County Board of County Commissioners
840 West 11th Street
Panama City, FL 32401

Re: **Bay County Economic Development Alliance Quarterly Report**

Dear Chairman Dozier:

The Bay County Economic Development Alliance (EDA) is pleased submit the quarterly report for the period of January 1, 2011 through March 31, 2011. The EDA operates on a calendar year, so the report represents the first quarter of the EDA's 2011 operating year. During the first quarter of 2011, the EDA had 16 local business expansion and new location projects on its activity list.

EDA Project Activity:

- **Active Location Projects:** Three active projects are currently considering and/or negotiating for sites and buildings including: a jet maintenance repair and overhaul facility (240,000 sq. ft. and 240 jobs); a manufacturing assembly facility (125,000 sq. ft. and 400 jobs) and a healthcare software development company and corporate headquarters (existing 30,000 sq. ft. building and 410 jobs). All three projects should make a final decision within the next 60 to 120 days.
- **Active Location Prospects:** We are in the early stages of consideration with nine active prospects, including; four manufacturers; two back-office operations; and three training facilities.
- **Expansions:** Four expansion projects are in progress, including two defense contractors and two manufacturers.
- **Terminated Projects and Prospects:** Four location projects and/or prospects were terminated during the first quarter. Two of them are currently negotiating with other Florida communities outside of Northwest Florida; one project with more than 500 jobs was terminated when the former Sallie Mae facility became unavailable; and one project postponed its relocation decision expanding at its current location.

Marketing Activity:

- **Atlanta Site Location Mission:** We joined our regional partners and Florida's Great Northwest in Atlanta visiting 16 site location consultants, resulting in one site visit to Bay County the

following week. Project activity is beginning to pick up for site consultants after several years of low project activity. Many of their projects are consolidation projects as companies restructure for the future.

- **New York Media Tour and Site Location Lunch:** DCI, a New York public relations firm set up media visits for the EDA with journalists from *The Wall Street Journal*, *Christian Science Monitor*, *Commercial Property Executive* and others to feature economic opportunities in Bay County. We joined our regional partners and entertained 17 site consultants from New York and New Jersey featuring a southern style lunch and Northwest Florida overview. Several positive stories were garnered and one of the site consultants visited Bay County for a community tour, two weeks later.
- **Gulf Coast Salute:** The EDA entertained prospects and site consultants at the Tyndall Air Force Base Airshow to showcase Bay County and its military assets.
- **Consul General of France:** The EDA hosted Monsieur Gael de Maisonneuve, Consul General of France, for a Bay County visit and airport tour. International trade opportunities between companies from France and Bay County, as well as direct foreign investment opportunities for the airport and surrounding Bay County area was the primary discussion focus.

Site Readiness Activities: One of the greatest economic development challenges for Bay County is the scarcity of available economic development inventory, including existing buildings 20,000 to 100,000 sq. ft. and competitive business and light industrial parks with build-to-suit capabilities. The EDA works with private developers, the airport, the port, Bay County and its cities of Panama City, Lynn Haven and Callaway to market, locate, improve and develop appropriate and competitive economic development building and site inventory.

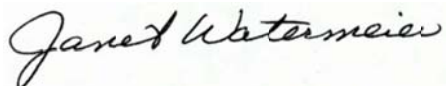
EDA Meetings, Events & Other Activities:

- **Annual Meeting:** The EDA held its Annual Meeting February 1st with approximately 75 attendees. Marketing and project accomplishments and results for 2010 were presented along with a preview of projected 2011 activity. The meeting concluded with a reception to welcome four business leaders into the community, including: Don Kirkman with Florida's Great Northwest; KJ Rice with Southwest Airlines; Hans Sack with Berg Steel Pipe Corporation; and Neal Wade with The St. Joe Company.
- **ED 101:** The EDA hosted an Economic Development 101 session to acquaint new members and others about the EDA mission, organization, strategic plan, activities, and state and local incentive programs. Over 20 people were in attendance. Two sessions are planned each year with the next Economic Development 101 session set for July 20, 2011.
- **Miscellaneous Meetings:** The EDA staff continues to participate in organizations, committees and board meetings affiliated with economic development activities including:
 - Enterprise Florida board meetings, Stakeholder Council meetings and various task forces
 - Florida's Great Northwest board meetings, marketing meetings and marketing missions
 - Gulf Coast Workforce Board meetings and task forces
 - Bay County Career and Technical Education Board
 - FSU STEM Council
 - Small Business Incubator Board
 - Bay Defense Alliance
 - Bay County and Panama City Beach Chamber of Commerce boards
 - Economic development public speaking engagements for community organizations

The EDA accounts separately for public and private funds. A summary of 2011 first quarter public funds receipts and expenditures is attached.

Thank you for your support. We look forward to continuing to work closely with the Bay County Commission and administration to enhance and promote a globally competitive environment for Bay County to encourage economic growth, enhance the community's quality of life and nurture the creation and expansion of business.

Sincerely,

A handwritten signature in cursive script that reads "Janet Watermeier". The signature is written in black ink on a light-colored background.

Janet Watermeier
Executive Director

Cc: Mr. Ed Smith, County Manager
Mr. Ashley Stukey, Budget Officer
Commissioner George Gainer
Commissioner Mike Nelson
Commissioner Mike Thomas
Commissioner Guy Tunnell

Attachment

Bay County Economic Development Alliance
BUDGET COMPARISON REPORT
PUBLIC FUNDS

1st QTR 2011 - January 1, 2011 to March 31, 2011

	1st Qtr. Actual	% Annual Budget	Annual Budget
Revenue			
Bay County	-	0%	97,953.00
Callaway	4,873.50	25%	19,494.00
Lynn Haven	5,646.71	25%	22,587.00
Panama City	25,250.40	50%	50,501.00
Gulf Coast Workforce Board	-	0%	20,000.00
Port Panama City	10,000.00	50%	20,000.00
PC/Bay Co. Airport	10,000.00	50%	20,000.00
TOTAL Revenue	<u>55,770.61</u>	<u>22%</u>	<u>250,535.00</u>
Expenses			
Staffing			
Salaries & Taxes	20,834.60		81,967.20
Pension	1,605.83		7,461.60
Insurance	2,002.75		12,610.20
Management Services	20,040.00		80,160.00
Total Staffing	<u>44,483.18</u>	24%	<u>182,199.00</u>
Operating Expenses			
Repair & Maintenance	422.50		1,250.00
Rent	10,212.00		32,640.00
Telephone	1,064.92		3,400.00
Utilities	2,095.08		4,800.00
Total Operating	<u>13,794.50</u>	33%	<u>42,090.00</u>
Administrative Costs			
Audit			3,795.00
Office supplies	387.56		3,000.00
Total Administrative Costs	<u>387.56</u>	6%	<u>6,795.00</u>
Program Expenses			
Marketing	1,137.63		12,250.00
Travel	55.32		2,000.00
FGNW	2,500.00		5,000.00
Total Program Expenses	<u>3,692.95</u>	19%	<u>19,250.00</u>
TOTAL Expenses	<u><u>62,358.19</u></u>	<u>25%</u>	<u><u>250,334.00</u></u>

Bay County Economic Development Alliance



Bay County
Board of County Commissioners
Quarterly Report
April 19, 2011



Bay County Economic Development Alliance

- Public - Private Partnership
 - Bay County & Cities
 - Port & Airport
 - Workforce Board
 - Chambers of Commerce & Private Companies
- Purpose
 - Establish Bay County as globally competitive
 - Encourage quality economic growth
 - Facilitate business expansion and new locations
 - New high-skill, high-wage job creation



Focus



- Target Industries
 - Aviation, Aerospace, Defense & National Security
 - Renewable Energy & Environment
 - Health Sciences
 - Transportation & Logistics
 - Information Technology
 - Research & Engineering Services
 - Manufacturing
 - Corporate Headquarters
- International Trade



Target Industry Pro-active Marketing & Pro-active Outreach



31	Aviation, Aerospace, Defense & National Security
2	Renewable Energy & Environment
37	Health Sciences
17	Transportation & Logistics
51	Information Technology
35	Research & Engineering Services
<u>45</u>	Manufacturing
218	2.5% of Bay County's 8,700 Businesses

EDA Assistance

- Anyone looking for demographic or economic information.
- Any Company
 - Creating 10+ new jobs
 - Needing or expanding by 10,000+ square feet
 - Large Capital Investment



Community Highlights

Expansions & Locations

- Trane
- Conner Industries
- VMI
- ARINC
- ARA
- Berg Steel Pipe
- St. Joe Corporate Hdqtrs.
- Southwest Airlines
- Timco
- NSWC
- Tyndall's F-22 Squadron



Groundbreakings & Openings

- Advanced Technology Center Groundbreaking
- Bay Medical Center Expansion
- BookIt.com Grand Opening
- Sheltair FBO Ground Breaking





	Project Type	Jobs-3 Yrs.	Size – sf	\$M Capital	When	Visit
Active Projects						
1	MRO	250	250,000	20.0	2 nd Qtr. 2011	Yes
2	Aircraft Assembly	400	125,000	38.0	2 nd Qtr. 2011	Yes
3	Healthcare Software	410	30,000	2.5	2 nd Qtr. 2011	Yes
Active Prospects						
1	Back Office Operation	300	40,000	1.0	Imminent	
2	Bio-risk Training Center	25	10,000	2.0	Funding	Yes
3	Renewable Energy	100	50,000	1.5	Unknown	
4	Aircraft Manufacturing	400	150,000	20	4 th Qtr. 2012	
5	Manufacturing	350	300,000	30	4 th Qtr. 2011	
6	Call Center	300	30,000	3.0	3 rd Qtr. 2011	
7	Aviation Training	30	30,000	2.0	4 th Qtr. 2011	
8	Manufacturing & Hdqtrs.	150	70,000	4.5	3 rd Qtr. 2012	
9	Training Center	150	15,000	1.2	4 th Qtr. 2011	
12	3.2% Workforce	2,865	1,100,000	\$125.7 M		4

Site Readiness

- Competitive Sites & Buildings
- Shovel Ready or Ready for Occupancy
- Competitively Prices

OPPORTUNITY
Develop Competitive
Site & Building Inventory

Challenges

- Finding a site
- Ready in time
- Competitive price
- Build-to-suit leaseback

City Activity

Panama City

- Bayline Industrial Park
- Intermodal Distribution Center
- Waterfront Office Park

Lynn Haven

- ID New Property
- FSU PC Research Park
- Manufacturing Incubator

Callaway

- Site Locations
- Pre-permitted Building
- CRA & Planning Support

Promote Sites & New Inventory

ECP
2nd Phase

VentureCrossings®
INDUSTRIAL REAL ESTATE & INVESTMENT SERVICES

A Look Forward

Enhance the TOOL KIT

. . . make us more competitive

- ✓ Competitive site & building inventory
- ✓ Pre-permitted building program
- ✓ Industrial Development Authority
- ✓ Expand international trade
- ✓ Competitive Incentive Program

2011 Calendar

- ✓ EDA Quarterly Meeting
April 27, 3:00-5:00 p.m.
 - Welcome Reception
 - EDA Quarterly Update
 - CEO Enterprise Florida Gray Swoop
 - Haas Center Economic Update
- ✓ Lambda Rail Task Force
May 5, 9:00 a.m.
- ✓ International Trade 101 & Hot Markets
May 25, 1:00-5:00 p.m.

Rankings

WELLS FARGO Florida leads nation in job growth potential

#1 Top Metro Growth Potential in U.S.

SOUTHERN BUSINESS DEVELOPMENT
The American South: The Center of the New Aerospace Universe

Business Facilities
THE LOCATION ADVISOR

#1 Pro-Business Beach Community

BAY COUNTY

Bay County

Economic Development For Global Competitiveness

BAY COUNTY