

TEAM Santa Rosa
Economic Development Council, Inc.
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TEAM Santa Rosa

Economic Development Council, Inc.

PAST, PRESENT, FUTURE

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2 What TEAM does for You
Improving YOUR county.

3 Introducing...
Meet the newest TEAM members.



4 Components of TEAM
This is our mission and we choose to accept it.

Santa Rosa Forecast:

FUTURE LOOKS BRIGHT

TEAM Santa Rosa is committed to creating a bright future for its community. Here's a glimpse of how far we have come and where we are going:

- **Florida Trend ranks Santa Rosa County #2 in job growth** among Florida Counties with a 17.39% growth rate.
- **Florida Trend ranks Santa Rosa County #2 in population growth** among Florida Counties with a 14.33% growth rate.
- **Pensacola MSA ranks #15 on Inc. Magazine's Boomtowns '06: Hottest Midsize Cities.** "A major hurricane hit Pensacola in 2004, but the area rebounded thanks to investments in the rebuilding of homes, office buildings, and highways." (Source: Inc. Magazine, May 2006)
- **2005 est. Median Household Income: \$47,530**
2000 est. Median Household Income: \$41,881
- **2005 est. Average Household Income: \$70,190**
2000 est. Average Household Income: \$58,471



"Recognizing growth of the economic base of Santa Rosa county equates to better opportunity for our citizens, TEAM Santa Rosa is striving to work with prospective employers and existing industry owners to include our county as a preferred business location. TEAM stands ready to assist in bringing jobs to our area in concert with local governments, state and federal agencies, and private industry."

-Ed Gray, III, TEAM Executive Committee Chairman



WHAT TEAM DOES FOR YOU



Industry Recruitment

Purpose Statement: Improve and market Santa Rosa County's core qualities required to bring new industry and promote entrepreneurialship. Point of Contact: Shannon Ogletree



Industry Retention and Expansion

Purpose Statement: Ensure our industries have access to those resources that will promote their prosperity. Point of Contact: Pat Lockard



Agribusiness

Purpose Statement: Improve the profitability and sustainability of regional farmers by adding value to their product and increasing the diversity of Agriculture in the region. Point of Contact: Chris Wilcox



Military Affairs

Purpose Statement: Coordinate efforts to protect and enhance military missions of NASWF and other regional military installations. Point of Contact: Wayne Nelms

NEW IN SANTA ROSA COUNTY...

Recognition

- AppRiver - Red Herring Magazine lists them as a national Top Ten Private Security Company
- Separation Systems - Recognized for Export Excellence by U.S. Department of Commerce at the World Trade Council Conference
- Airlift Technologies International - Recognized for Export Excellence by U.S. Department of Commerce at the World Trade Council Conference
- Cat Country - Awarded Best Small Market Radio Station at the academy of Country Music event in Las Vegas

Expansion

- TRX - 50 new positions; new product lines
- AppRiver - added 20 high-skill high-wage positions
- Cape Horn - purchased adjacent building at SR Industrial Park; new product lines
- Project Hatch - building 9,000 sf building at SR Industrial Park to add 30 jobs
- Suncoast Building Components - 30 new jobs
- Florida Dept. of Corrections - added 300 employees at East Milton facility
- Andrews Research & Education Institute under construction; 120 high-skill positions

Open Doors

- GDL Cycles
- 84 Lumber Truss Manufacturing

Coming Soon

- H.T. Hackney
- Briggs Equipment
- Boise Cascade
- Hope Lumber

On the Horizon

- Project Cushion
- Project Goldust
- Project MD
- Project Pipeline
- Project Roads
- Project Solidified
- Project Shutterbug



INTRODUCING...



CHRIS WILCOX Agribusiness Manager

Chris is not only new to TEAM, but new to Florida. Chris comes from California with a bachelor's degree in Plant Science, where he and his family were a part a prosperous 725 acre fruit growing, packing and marketing enterprise. Being involved in grower owned Co-Ops, his experience is invaluable...he has been there and done it. His hope for Santa Rosa County is to help the already successful farmers diversify and reap more from the fruits of their labor through the creation of value added products, direct marketing and the consolidation of processing facilities within the County.

He and his family have totally committed to the area as his wife, Shawn is a teacher, his daughter, Suzanne, and his son, Tanner are all three a part of Navarre schools. Shawn has already established herself as the Rookie of the Year at West Navarre Elementary and his children are involved in sports and extracurricular academic activities.



WAYNE NELMS Military Affairs Manager

Wayne Nelms has been the Defense Coordinator for the Governor's Office of Tourism, Trade, and Economic Development responsible for the Governor's Base Commanders' Forum, maintaining a liaison with the Florida Defense Alliance, and served as Executive Director of the Governor's Advisory Council on Base Realignment and Closure (BRAC).

He joined the Bush Administration in March 2003 after 36 years with the US Navy where he was a Naval Aviator and flew more than 30 different models of military aircraft. During his military career he had extensive experience in operations, human resources, installation, and political/military and international affairs, and was the Commanding Officer for Whiting Field.

Mr. Nelms earned a B.E. degree in Electrical Engineering from Vanderbilt University and is a graduate of the United States Navy Test Pilot School in Patuxent River, Maryland.

EXECUTIVE COMMITTEE MEMBERS

Chairman: Ed Gray, III

Past Chair: John Griffing

Dick Baker

Mike Diehl

Pete Gandy

John Hutchinson

Neil McDonald

John Myslak

Sabrina Owens

Don Salter

Thomas Tait

INDUSTRY RECRUITMENT

How we receive leads:

- Enterprise Florida
- Florida's Great Northwest
- Consultants
- Website
- Word of Mouth
- Advertisements



AT A GLANCE

TEAM's recruiting package.

How TEAM lands the deal:

Building relationships and offering superior customer service to companies before and after they chose Santa Rosa County to relocate/expand.

In an effort to keep diversity in those sectors of companies we recruit, we believe we should work with our core competencies. One of our more significant cores is Agriculture. By diversifying our Agribusiness we can now recruit processing facilities which not only add jobs, diversity and a sustainable market sector, but also provides vertical integration, improving the economy and protecting the farmland.

Mission
To increase the economic wealth of Santa Rosa County through the growth of a balanced and sustainable economy.

In our effort to retain and expand our local industry, we must be cognizant that our largest industry in SRC is our Military (12.75% of our income is from Military) and some of our largest private employers are defense related contractors (i.e., Raytheon, Sikorsky) supporting our military... we believe that the efforts to sustain and enhance our Military are fundamental to the economic health of SRC.

AGRIBUSINESS

Riverwalk Market, Alternative Crops, Rural Development, SYSCO, International, UF/IFAS Center, Gulf Coast Conference...just to name a few.

- **Come help diversify** Gulf Coast agriculture at the Gulf Coast Agribusiness Conference
- Come to the Research & Education Center in Allentown and see what **you can grow** at the United Bank Greenhouse.
- **Panhandle Fresh** goes to SYSCO
- Land Trusts – How we can **help save Ag Land**



Stewardship of the land is a common theme between Agribusiness and the Military. Saving land for farming or open space can be a perfect buffer in and around military facilities. The long term commitment to the land is what brings these two sectors together for a wonderful partnership.

INDUSTRY RETENTION & EXPANSION

What we are doing now:

TEAM's new database analyzes each core industry company's value to the community, growth potential, risk of downsizing, and employment trends.

The **Human Performance Task Force**, made up of leaders from education, business and economic development, has been working in conjunction with The Andrews Institute toward the goal of this area being designated a Center of Excellence in Human Performance.

The **WIRED grant**, awarded to Florida's Great Northwest for \$15 million, will boost opportunities for target businesses and educational programs in 16 counties in NW Florida.

Watch for these events:

- September 2006 - Industry Appreciation Week - recognition for outstanding achievements
- February 2007 - Legislative Day visit to Tallahassee
- Summer 2007 - TEAM will conduct our second TRADE MISSION. If you went to Panama in 2005 you already know how beneficial this can be.



Industry Appreciation Day 2005



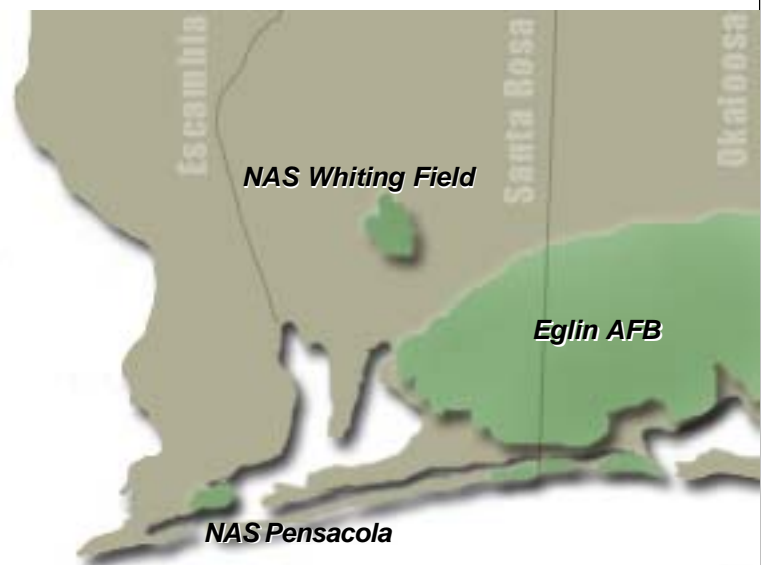
County leaders in Tallahassee for NW Florida Legislative Day



Ambassador's Reception – Panama Trade Mission 2005

MILITARY AFFAIRS

- NAS, Whiting Field is the busiest naval air station in the world, responsible for an estimated 46 percent of the Chief of Naval Air Command's total flight time and over 10 percent of Navy and Marine Corps total flight time.
- Eglin is one of the largest air force bases in the world, covering 724 square miles of reservation and 97,963 square miles of water ranges in the Gulf of Mexico. Eglin employs more than 8,500 military and approximately 4,500 civilians.



ECONOMIC DEVELOPMENT IS SUPPORTED BY THE FOLLOWING*

Sterling - Cat Country 98.7; City of Gulf Breeze; City of Milton; Escambia River Electric Co-op; Gulf Power Company; Henry Company Homes; Santa Rosa Board of County Commissioners; Town of Jay

Trustee - Air Products; Airlift Technologies; Buffalo Rock Company; Equestrian Estates; Gulf Breeze Financial Services; Gulf Breeze Hospital; Gulf Power; Heron's Forest Development; Home Builders Association of West Florida; Jehle-halstead Inc.; Landbank Development Corporation; NAI Halford; Navarre Beach Area Chamber of Commerce; Nextel Partners Inc.; O'Sullivan Creel; PBS&J; Pen Air Federal Credit Union; Pensacola Junior College; Rural/Metro Ambulance; Sacred Heart Hospital; Santa Rosa Medical Center; Suncoast Building Components; SunTrust Bank; Terhaar & Cronley Investment Partnership; UWF Haas Center; West Florida Hospital; Whitney National Bank; Workforce Escarosa Inc.

Business Sponsors - Amstaff Human Resources; Bank of America; Bank of Pensacola; Bill Pullum Realty; The Boeing Championship; CH2MHILL; Clark, Partington, Hart; Compass Bank; Edward Collins; Emanuel Sheppard & Condon; Exit Realty; Fulton Construction LLC; Goodwyn, Mills & Caywood, Inc.; Grover Robinson & Associates Inc.; Gulf Breeze Area Chamber of Commerce; Gulf Coast Community Bank; Hatch Mott MacDonald; The Local Yokel; Margaret Porter Insurance; Moulton Properties Inc.; MPIRICAL Development; Panhandle Grading & Paving; Pensacola News Journal; Regions Bank; Sain Associates Inc.; Studer Group

Individuals - Mona Amodeo; Ken Elzey; Frank J. Fabre; John E. Hodges; Dedrich "Dick" Hohorst; Walter R. Martin

* Members as of 08.09. 2006