

## Success 2009-2010

- Facilitated approximately \$150 million in capital investment
- Helped seven existing industries expand yielding nearly 1,100 new jobs
  - AppRiver ~ 80
  - Gulf Cable ~ 110
  - Clearwire ~ 500
  - Prestige Fire Sprinkler ~ 20
  - GEO ~ 350
  - H.T. Hackney ~ 30
  - Quality Assurance ~ 2

## Total Four-Year Impact (2006-2010)

- Attracted 12 companies to Santa Rosa County
- Created approximately 1,825 new jobs
  - These jobs are expected to create an additional 912 positions through indirect and induced means
  - Total annual payroll associated with companies assisted is \$55 million
  - Total annual economic impact to Santa Rosa County is \$82.5 million
  - Combined total employment= 2,737
- Economic development activities in Santa Rosa County during fiscal years 2004-2007 generated over \$109 million in gross regional product for the county
- During fiscal years 2004-2010 TEAM acquired over \$5.7 million in grants
- Began the strategic planning process with the Santa Rosa County School District for a coordinated workforce development training
- More than doubled TEAM's presence in local media outlets
- Penetrated the national earned media market with success stories including topics such as state-wide awards, business expansions, recruitment efforts and excellence in agri-business
- Received Florida Economic Development Council's award for Outstanding Direct Mail Marketing Campaign: *The Box Campaign*
- In 2010, acquired approximately \$1.3 million in grants including:
  - Land acquisition
  - Planning and construction
  - Research projects
  - Agribusiness expansion

## Target Industry Clusters

- Aviation, Aerospace, Defense & National Security
- Information Technology
- Human Performance Enhancement & Health Sciences
- Renewable Energy & Environment
- Transportation and Logistics

## Project Summaries

### Gulf Cable

- New company in Santa Rosa Industrial Park
- Industry: Renewable Energy
- 100+ new jobs
- 150% above average wage salaries
- \$10+ million capital investment
- Distribution and warehousing of cable for energy company

### Appriver

- Expanding operations in Gulf Breeze
- Incumbent Worker Training (IWT) Grant Recipient
- Industry: Information Technology
- 80+ new jobs
- \$2+ million capital investment
- Average salaries \$46,000 per year

*"TEAM Santa Rosa helped us acquire state grants, which have not only had a positive impact on our company, but on the local economy as well."*

-Michael Murdoch, AppRiver CEO

### H.T. Hackney (update)

- Relocating to Santa Rosa County- Industrial Park
- Industry: Distribution
- 80 total jobs
- \$5 to 10 million capital investment
- Above average salaries

*"TEAM Santa Rosa worked with us on our land purchase and provided us with workforce statistics and information that created a strong draw for us to this area. We could not have made this happen without TEAM's help."*

-Dean Ballinger, Vice President, COO of H.T. Hackney Co.

### Clearwire (update)

- Expanding operations- East Milton
- Qualified Target Industry (QTI) Grant
- Closing Fund Recipient
- Qualified for Quick Response Training (QRT) Grant
- 500+ new employees
- Technology service center
- Industry: Information Technology

### Life Guard Ambulance

- Enhancing operations in Milton
- Incumbent Worker Training Grant Recipient
- Ambulance deployment center
- Industry: logistics and transportation
- 150% above average wage

*“Acquiring grant funding to train my employees helps Lifeguard utilize existing budget dollars to advance our services within Santa Rosa County and the surrounding region. This would not have been possible without the assistance of TEAM Santa Rosa.”*

-Jason Kimbrell, Director of Operations, Lifeguard Ambulance Service

### Sterling Fibers

- Incumbent Worker Training Grant Recipient
- Industry: Exotic Material Manufacturing
- 115% above average wage