

This document is the result of a renewed effort to push information out about our economic development efforts here at the Pensacola Bay Area Chamber of Commerce. The information included is not considered confidential and can be forwarded to other individuals that may be interested in our efforts.

- **Project Activity** – I had several meetings this week with top level CEOs both inside and outside of the community to put letters of support together for Project Matrix that was mentioned in last week's update. Additionally, we held a conference call with Enterprise Florida on a new project. Project 21 is a manufacturing project that has the potential to bring up to 280 employees and more than \$100 million in new capital investment. Pensacola is the only community being looked at in Florida, however we anticipate several other sites under consideration in Mississippi and Alabama.
- **Workforce Conference** – Cindy Anderson and I presented at the Chamber's annual workforce conference held at UWF this morning. The event was held at UWF in partnership with Workforce Escarosa which is also our partner for our existing business program headed up by Kara Melendez. The theme of the conference was "Nurturing Innovative Talent."
- **How we get it done** – I gave a presentation this week to the Consolidation Subcommittee that I chair in which I presented the attached document which outlines the projects that the chamber has undertaken in the last three years, identifies the chamber departments and outside partners that played a role in these efforts, and how they track back to our strategic plan. The county administrator heard about this and asked for a copy and I thought it might be a good idea to push it out to our investors. Things to pay attention to: the number of chamber departments involved in each project; the methodology (bottom left) and ties back to the strategic plan (note the color for each program); and the results (bottom left). Let me know if you have any questions.
- **\$4,500,000** – The Chamber has been very successful in driving grant funding into the Pensacola Bay Area, the majority of which will go into community projects. In fact, over the last 18 to 24 months, we have secured grant funding from the EDA, US Dept. of Homeland Security, the State of Florida for Defense Infrastructure projects like Lambda Rail, and Ford for our education programs. This adds up to more than \$4.5 million in funding going to projects like the technology campus, defense infrastructure, and workforce and education programs in less than two years.

Sincerely,  
Charles

**Recent Success: The Advent Agency, a social media software solutions company is our newest tenant in the Gulf Coast Center for Innovation and Entrepreneurship.**

Charles Wood, CEcD  
Senior Vice President - Economic Development  
Pensacola Bay Area Chamber of Commerce  
117 West Garden Street  
Pensacola, Florida 32502

Phone: 850.438.4081  
Fax: 850.438.6369

Web: [www.pensacolachamber.com](http://www.pensacolachamber.com)