

Downtown Sports Complex and Event Venue Scope of Work

Eligibility

2. Provide the title and a detailed description of the proposed project or program, including the location of the proposed project or program, a detailed description of, and quantitative evidence demonstrating how the proposed project or program will promote economic recovery, diversification, and enhancement of the disproportionately affected counties, a proposed timeline for the proposed project or program, and the disproportionately affected counties that will be impacted by the proposed project or program.

The Downtown Pensacola Sports Complex and Event Venue is a Public Private Partnership between Escambia County and Pensacola Arena Development Partners (PADP). PADP has proposed to design, build, finance, operate and maintain a sports tourism and event center mixed-use development located within Escambia County, Florida. The proposed development would be comprised of a sports tourism field house of approximately 100,000 square feet; a multipurpose event and conference center with seating capacity of approximately 8,000; a community ice rink facility for youth hockey and sports tourism activities; a Sports Museum inside the facility; and associated private development including a hotel with approximately 120 rooms, mixed-use retail, office space, and associated parking.

Escambia County received an unsolicited proposal from PADP to establish a Public-Private Partnership to develop a multi-use sports tourism venue along with a multi-use event venue. Pursuant to Florida Statute 255.065 Public-Private Partnerships, Escambia County solicited Letters of Interest from private entities. The Escambia County Board of County Commissioners approved moving forward with the PADP proposal. Escambia County is currently drafting an Interim Agreement with PADP. Escambia County and PADP believe this unique project will provide a significant surge in new economic growth and provide for an enhanced quality of life for the residents of Escambia County.

Specifically, the proposed events center development will replace an aging and costly Bay Center facility that was constructed some thirty years ago. The new facility will operate more efficiently and be designed to provide for a wide range of entertainment options that the current facility cannot. This facility will become the new home for the Pensacola Ice Flyers Hockey Team who have been a staple in the community for twenty-five years. In addition, it is anticipated that the new events center may also become home to a NBA Development League ("G League") basketball team.

The sports tourism field house project grew out of a feasibility study undertaken by a third-party firm, Crossroads Consulting Services ("Crossroads"), on behalf of Escambia County and Pensacola Sports Association. The study was updated in February 2018 at the request of Visit Pensacola. The study found a significant deficiency within the region for sports tourism related activities and recommended the development of a field house which would accommodate multiple sports and provide significant economic benefits for the City of Pensacola and Escambia County.

The Crossroads Study indicates that Escambia County could expect to realize more than \$30 million in economic impact each year from sports tourism and conferences. In addition, the study estimates some 560 new jobs would be created and more than 59,000 hotel night stays would be expected annually.

Studies of similar facilities completed in other markets show that the multipurpose events center project will bring to the County an estimated additional \$12 million to \$15 million of annual economic growth. When one takes into account the direct and indirect hotel, restaurant, retail and office developments that accompany such a project, the impact to the community will be significant and provide employment opportunities to many of those in need.

Escambia County and PADP understand the need for long term financial sustainability for these facilities. Under the current Public Private Partnership scenario, PADP will provide all construction capital, management, operation and life cycle maintenance. Escambia County will provide annual lease payments to PADP over the lease period for the public facilities until the debt is paid at which point the facility will revert to the County. Revenue will be generated from event and venue fees and Escambia County bed tax to repay PADP and pay for future facility operations, maintenance, and capital improvements.

Escambia County and PADP understand the need for long term environmental sustainability for these facilities as well. The Downtown Sports Complex and Event Venue is intended to be designed and constructed as a LEED certified facility. Design will include an energy analysis to properly size mechanical and electrical infrastructure and evaluate alternative energy supplemental options, such as solar. This could help turn the project into a cleaner and more resilient community shelter in the event of a disaster. The development will also utilize Escambia County's Low Impact Design Manual to reduce impervious surfaces to adequately retain and treat stormwater runoff thereby improving water quality in Pensacola Bay.

The master planned development will be pedestrian friendly, stressing walkability from Pensacola's downtown core and throughout the development site. The design and layout will focus on achieving a district that combines modern office, residential, dining, shopping and entertainment options within the district. This concept will not only reduce the individual need for motorized transportation within the entertainment district, and from the district to downtown, but will promote alternative methods of sharing transportation. Elements of the design include bike parking, a preferred waiting area, and a dedicated pick up and drop off area for Uber, Lyft and taxi services. Parking will include dedicated electric vehicle charging stations in preferred locations to promote EV usage. Smart city infrastructure will be incorporated to promote sustainability and connectivity. The goal is to create a compelling and highly-sustainable sports, technology, entertainment, business, cultural and education district that will connect to the downtown core of the City of Pensacola and accelerate growth and development throughout the region.

The uniqueness of the master planned development, with its primary focus on a sports tourism field house and multi-use event and conference center, will enhance the "cluster impact" concept when combined with a conference center hotel, restaurants and assorted retail and commercial development.

The sport and entertainment venues, with their investment in energy efficiency, connectivity and sustainability, will serve as the catalysts that spur the growth of multiple enterprises that cluster and mature together.

Recently, the Pensacola Bay Center served as an evacuation center for Hurricane Irma evacuees. The new facility will be designed and utilized as an evacuation center for natural and manmade disasters capable of supporting critical operations and shelter for 5,000 people or more for a minimum of two weeks.

This project provides diversification within the county as it develops public infrastructure for sports tourism as identified through the Crossroads Study. The proposed project will activate more public property and as such provide much needed property, sales and hotel occupancy taxes to the City of Pensacola and Escambia County.

3. Explain how the proposed project or program is considered transformational and how it will effect the disproportionately affected counties in the next ten (10) years.

In 2015, Crossroads Consulting Services (“Crossroads”) was retained by Escambia County to assess the viability of developing new sports facilities to meet the current and future demands of local residents and organizations and estimate potential economic and fiscal impacts associated with such facilities. This original Crossroads study pertained only to a new indoor sports facility, which is referred to as the field house. In February 2018, at the request of Visit Pensacola, Crossroads released the results of its expanded study of the estimated economic impact of adding a convention center or meeting space to the field house.

The two Crossroads studies estimate that the sports tourism field house and event/conference venue will generate aggregate estimated direct spending in the range of \$30.8 million to \$35.9 million per year, indirect spending in the range of \$16 million to \$18.6 million, and ongoing jobs in the range of 560 to 660. The studies also anticipate approximately 65,000 hotel room nights.

These projections reflect incremental growth, revenue, and job opportunities.

The addition of a new multi-use event and conference center will replace an aging thirty-year-old Bay Center facility which operates inefficiently and requires an annual operational subsidy of \$1.2M-\$1.7M from Escambia County. The new facility will operate more efficiently and provide a conference venue that currently does not exist in Escambia County.

4. Describe data or information available to demonstrate the viability of the proposed project or program.

As referenced in the tables below, the Crossroads Study completed in January 2016 and updated in February 2018 indicates a minimum of \$30.8 million in direct spending, 560 new jobs, and \$3.1 million in tax revenue will be generated annually from the development of the field house and event center.

Estimated Annual Economic / Fiscal Benefits From Combined Operations of New Meeting Facility *and* a New Indoor Sports Facility

Category	Range
Direct Spending	\$30.8 million - \$35.9 million
Total Spending	\$46.9 million - \$54.6 million
Total Jobs	560 - 660
Total Earnings	\$15.7 million - \$18.3 million
Total Tax Revenues	\$3.1 million - \$4.8 million

Estimated Annual Event Activity From Combined Operations of New Meeting Facility *and* a New Indoor Sports Facility

Category	Range
Events	192 - 231
Event Days	285 - 343
Attendee Days	281,500 – 329,400
Room Nights Per Year	59,300 – 69,100

5. Describe how the impacts to the disproportionately affected counties will be measured long term.

Long term impacts will be measured by three factors:

- 1) Direct spending resulting from the Downtown Sports Complex and Event Venue
- 2) Number of jobs created
- 3) Tax revenue generated

6. Describe how the proposed project or program is sustainable. (Note: Sustainable means how the proposed project or program will remain financially viable and continue to perform in the long-term after Triumph Gulf Coast, Inc. funding.)

Escambia County and PADP understand the need for long term financial sustainability for these facilities. Under the current Public Private Partnership scenario, PADP will provide all construction capital, management, operation and life cycle maintenance. Escambia County will provide annual lease payments to PADP over the lease period for the public facilities until the debt is paid at which point the facility will revert to the County. Revenue will be generated from event and venue fees and Escambia County bed tax to repay PADP and pay for future facility operations, maintenance, and capital improvements.

7. Describe how the deliverables for the proposed project or program will be measured.

Deliverables will be measured by four factors:

- 1) Certificate of occupancy
- 2) Number of jobs created
- 3) Direct spending resulting from the Downtown Sports Complex and Event Venue
- 4) Tax revenue generated

Priorities

2. Please explain how the proposed project meets the priorities identified above.

1) Generate maximum estimated economic benefits....

In 2015, Crossroads Consulting Services ("Crossroads") was retained by Escambia County to assess the viability of developing new sports facilities to meet the current and future demands of local residents and organizations and estimate potential economic and fiscal impacts associated with such facilities. This original Crossroads study pertained only to a new indoor sports facility, which is referred to as the field house. In February 2018, at the request of Visit Pensacola, Crossroads released the results of its expanded study of the estimated economic impact of adding a convention center or meeting space to the field house.

The two Crossroads studies estimate that the sports tourism field house and event/conference venue will generate aggregate estimated direct spending in the range of \$30.8 million to \$35.9 million per year,

indirect spending in the range of \$16 million to \$18.6 million, and ongoing jobs in the range of 560 to 660. The studies also anticipate approximately 65,000 hotel room nights.

With respect to estimating the economic impact of the arena facility, the following two projects provide an appropriate basis for interpolation:

1. 4,300 seat events center in Racine, Wisconsin. NBA G-League tenant (2016)¹

Direct Spending Generated - \$7,400,000 annually

Indirect and Induced Spending Generated - \$5,600,000 annually

Total New Jobs Generated – 250

2. 6,500 seat arena/events center and community ice rink in Allen, Texas (2015)²

Direct, Indirect and Induced Spending Generated - \$13,000,000 annually

Total New Jobs Generated – 265

These projections reflect incremental growth, revenue and job opportunities.

The addition of a new multi-use event and conference center will replace an aging thirty-year-old Bay Center facility which operates inefficiently and requires an annual operational subsidy of \$1.2M-\$1.7M from Escambia County. The new facility will operate more efficiently and provide a conference venue that currently does not exist in Escambia County.

2) Leverage or further enhance key regional assets....

The field house and event venue will complement University of West Florida's Innovation Network Center at the Downtown Technology Campus, a priority project of the Escambia County Board of County Commissioners. UWF has submitted this project to Triumph which, if funded, will construct a new multi-story facility that will serve as the center of operation to strategically support emerging high-tech industry sectors in cybersecurity and advanced manufacturing to include intelligent systems and robotics. The facility will be a catalyst for the co-location of partner companies, startups and future growth in the high-tech industry in the region.

The Downtown Sports Complex development project will work closely with the University of West Florida as well as local school districts to provide opportunities for students. The inclusion of smart city infrastructure will highlight the field house and event venue as a hotspot for technology conferences, research exhibitions and support for the growth of IT and cybersecurity industry and UWF programs. The partnership is a key part of establishing an innovation center for UWF students to engage through apprenticeships, internships and other programs.

¹ Source: Hunden Strategic Partners:

² Source: Texas Economic Development Corporation

Other opportunities include part time employment for students in the sport, entertainment, hospitality and restaurant business; new facilities to promote athletic practices and competitions, graduations/convocations and industry Career Fairs, Science and Art Fairs, etc.

3) Partner with local government to provide funds....

Escambia County and PADP are entering into a Public Private Partnership to develop the sports tourism field house and multi-use event and convention center. The County will own the site on which the project will be constructed, will have the opportunity to control programming at the facilities, and will be a true partner in any supplemental development of the site including with respect to any income generated. Escambia County is contributing the land and the \$25 million Triumph request to the project.

4) Benefit the environment...

Escambia County and PADP understand the need for long term environmental sustainability for these facilities. The Downtown Sports Complex and Event Venue is intended to be designed and constructed as a LEED certified facility. Design will include an energy analysis to properly size mechanical and electrical infrastructure and evaluate alternative energy supplemental options, such as solar. This could help turn the project into a cleaner and more resilient community shelter in the event of a disaster. The development will also utilize Escambia County's Low Impact Design Manual to reduce impervious surfaces to adequately retain and treat stormwater runoff to improve the water quality of Pensacola Bay.

The master planned development will be pedestrian friendly, stressing walkability from Pensacola's downtown core and throughout the development site. The design and layout will focus on achieving a district that combines modern office, residential, dining, shopping and entertainment options. This concept will not only reduce the individual need for motorized transportation within the entertainment district, and from the district to downtown, but will promote alternative methods of sharing transportation. Elements of the design include bike parking, a preferred waiting area, and a dedicated pick up and drop off area for Uber, Lyft and taxi services. Parking will include dedicated electric vehicle charging stations in preferred locations to promote EV usage. Smart city infrastructure will be incorporated to promote sustainability and connectivity. The goal is to create a compelling and highly-sustainable sports, technology, entertainment, business, cultural and education district that will connect to the downtown core of the City of Pensacola and accelerate growth and development throughout the region.

5) Provide outcome measures.

Measurable outcomes from the Downtown Sports Complex and Event Venue development project will be recognizable. Specifically, annual occupancy rates in hotels, number of revenue producing events in the event and convention center, sport tourism tournaments, camps and clinics, operational efficiency of both facilities and future commercial development within the designated development district are all measurable outcomes for the Escambia County project. PADP will work with Escambia County to track growth in tax revenue, including sales tax, property tax and other corporate taxes. Escambia County will closely monitor wage growth, including areas where workers reside, hours worked and income levels.

With Visit Pensacola, the County will monitor hotel room stays, tourism spending and any changes to direct or indirect consumption. Pensacola Sports will also assist in the programing and has the capability to collect data from many sporting activities as to the number of participants, approximate rooms nights generated and other related measurable outcomes.

6) Are recommended by the board of county commissioners...

The Escambia County Board of Commissioners unanimously endorsed the Downtown Sports Complex and Event Venue project at their Regular Board Meeting on October 5, 2017. Please see the attached letter of support.

7) Partner with convention and visitors bureaus...

The project has been endorsed by Visit Pensacola, Pensacola Sports and the Pensacola Direct Marketing Organization ("DMO"). Please see the attached letters of support.

3. Please explain how the proposed project or program meets the discretionary priorities identified by the Board.

1) Are considered transformational for the future of the Northwest Florida region.

The Project will be transformational for the region in that it will produce several hundred new jobs, will spur economic development, and will generate tax revenue. The project will be flexible as to use and configuration, meaning that, in addition to serving as a sports arena, the facility can be easily transitioned to serve as a conference center, exhibition hall, or concert venue, among others. We believe that these measures will serve as a model for Northwest Florida regional development.

2) May be consummated quickly and efficiently.

Escambia County is currently drafting the Interim Agreement with PADP. Under the current schedule, the project will be completed in December 2019, in time for basketball and hockey season.

3) Promote net-new jobs in the private sector with an income above regional average household income.

The Crossroads Study estimates between 560-660 new jobs will be created. Total spending is estimated at \$46.9 million to \$54.6 million annually.

4) Align with Northwest Florida FORWARD, the regional strategic initiative for Northwest Florida economic transformation.

5) Create net-new jobs in targeted industries to include: aerospace and defense, financial services/shared services, water transportation, artificial intelligence, cybersecurity, information technology, manufacturing, and robotics.

The project has always been anticipated to offer jobs in information technology and financial services, as would be anticipated with any significant infrastructure development and investment, particularly one where the experience of the attendee/viewer is so important to the project's success. Escambia County and PADP will work to engage with UWF and other institutions to develop an innovation center and to provide for training and apprenticeships in technology, smart infrastructure and smart building applications to students and residents. More fundamentally, the team will design and integrate smart city infrastructure and

technologies for energy efficiency, sustainability and resiliency, connectivity, mobility, wireless broadband and Internet of Things-based solutions.

6) Promote industry cluster impact for unique targeted industries.

The uniqueness of the master planned development with its primary focus on a sports tourism field house and multi-use event and conference center will enhance the “cluster impact” concept when combined with a conference center hotel, restaurants and assorted retail and commercial development. Specifically, through the nature of the sports tourism district, particularly with the smart infrastructure components PADP contemplates, business and entertainment industries will see a grouping of like projects that will enhance each other, including but not limited to, hospitality, technology, sustainability, restaurants, retail, office, residential and commercial. We will explore new partnership models to connect this overall development into a unique digital experience to bring in consumers, e-gaming events, and others.

7) Create net-new jobs with wages above national average wage (e.g., similar to EFI QTI program, measured on graduated scale).

The Crossroads studies anticipate creation of approximately 600 new, ongoing jobs in a range of industries (in addition to upfront design and construction jobs). It is certain that some of these jobs, such as those in restaurant, retail and hospitality, will start at below national average wages. However, because this is structured as a long-term infrastructure project, Escambia County and PADP are committed to the long-term success of the entire development and to making a lasting, positive economic impact on Escambia County and Pensacola. Numerous high-paying jobs from companies that directly support the central purpose of the project (e.g. engineering, technology, marketing, facility management) are anticipated. It is also anticipated a technology-focused cluster impact resulting from PADP’s relationship with Panasonic, its creating of an innovation center with institutions such as UWF and the access to modern, sustainable, connected meeting, conference and recreational facilities.

8) Are located in Rural Area of Opportunity as defined by the State of Florida (DEO).

9) Provide a wider regional impact versus solely local impact.

The motivation for the project, as underscored by the initial Crossroads Study, is a significant deficiency in the region for indoor sports facilities. This need is regional, not just local, and will be directly addressed by the project. The project will also directly address the need, identified in the second Crossroads Study, to supply large convention and meeting space. These are direct responses to an identified regional need, but there are other more indirect regional impacts that will result from the PADP partnership. The Downtown Sports Complex and Event Venue should complement the UWF Innovation Network Center proposed for the Downtown Technology Campus, which would draw students, interns, apprentices and employees from the entire region. The project partners are committed to create a compelling and highly-sustainable sports, technology, entertainment, business, cultural and education district that will connect to the downtown core of the City of Pensacola and accelerate growth and development throughout the region.

10) Align with other similar programs across the regions for greater regional impact, and not be duplicative of other existing projects or programs.

Part of the motivation of this project is to replace the struggling Pensacola Bay Center, which has been losing the County at least \$1.2M/year in operations and is not fit for the current demands of the market. PADP intends to align with UWF's existing innovation center and expand the scope of their activities and zone of impact. PADP will draw from best practices across the U.S., including Hunt's successful development and long-term partnership with numerous public sector partners and Panasonic's development of smart city/building infrastructure.

11) Enhance research and innovative technologies in the region.

As noted above, PADP intends to advance an innovation center concept with UWF as well as to create a high-tech hub that will attract innovative companies and employees from across the region and beyond. Hunt is one of the most credible, well-regarded developers in the U.S., and is a leader in creative implementation of infrastructure projects through P3 delivery. This partnership will harness the innovation and experiences of these groups as well as ICC, CORE, VenuWorks, Structure Parking Solutions and others to make the project a locus of technology, research and innovation.

12) Enhance a targeted industry cluster or create a Center of Excellence unique to Northwest Florida.

The Innovation Center discussed above is not dissimilar to a Center of Excellence, and we believe that the smart, connected, internet of things concepts brought by the team will generate widespread interest throughout the region and beyond. Though smart infrastructure is frequently discussed at public levels, there are very few areas in the U.S. that are undertaking it in a meaningful way. This project presents an opportunity for Pensacola and Escambia County to be an early mover in this space.

13) Create a unique asset in the region that can be leveraged for regional growth of targeted industries.

The project arose directly out of an identified regional need for indoor sports facilities, large, modern meeting spaces and innovative, sustainable development. The structure of the project is unique in the region, in that it is a long-term public-private partnership with County ownership of the land throughout the term and the facilities upon conclusion of the underlying improvements lease. The facilities will be unique with respect to their flexibility for sports, meetings, convention center, concerts, etc. and with respect to the ease and efficiency of switching between such uses (e.g. from hockey to basketball). Panasonic's potential involvement in the project means that it will be unique in the region as a smart infrastructure project with connected design and integrated smart city infrastructure. Unique in the region, the project will include technologies for energy efficiency, sustainability and resiliency, connectivity, mobility, wireless broadband and Internet of Things-based solutions.

14) Demonstrate long-term financial sustainability following Triumph Gulf Coast, Inc. funding.

The project is structured as a long-term public-private partnership. Though certain material funding is anticipated from Triumph, the majority of debt/equity will be structured, arranged and invested by Hunt or its affiliates. The financing plan for the project includes long-term, low cost, fixed price tax exempt debt, thereby eliminating the risk of interest rate fluctuations or the need to refinance. The project is structured as a P3, meaning that no payment is made by the County on its lease obligations until after the project is delivered in accordance with County-

approved design and construction specifications. In formulating these specifications, the County and PADP are focused on the long-term success and viability of the project. Further, Hunt is anticipating investing equity in the project to cover most of the potential operating losses on such a facility. Hunt will not earn a return on the project unless it operates as projected, and is fit for purpose. PADP is comprised of numerous local and regional companies with long-term interests in Escambia County and Pensacola. These partners view this project as an opportunity to make a material, positive, ongoing impact on their community and, as with Hunt and CORE, will not benefit from the project unless it is successful in delivering the goals that have been outlined in this application.

The County serve as beneficial owner of the project. This structure permits the financing team the ability to utilize the issuance of tax-exempt Certificates of Participation, that represent a security interest in rent payments due by the County under the Project Lease. In order for this financing structure to be most effective, PADP's finance team will develop the optimal structure and work with all parties involved to allow for the lowest possible lease cost to the County.

15) Leverage funding from other government and private entity sources.

The long-term debt for the project will be raised based on a lease obligation between the County and PADP. Depending on the availability of Triumph funds and other potential subsidies, grants or credits, this lease is anticipated to be in the range of \$2M-\$4M annually, representing a significant, fixed ongoing commitment from the County for the project. Hunt will provide any equity required by the project, which amounts are anticipated to be required as a result of the potential for operating losses on the project. PADP will also include a private hotel developer, which will invest its own equity, and raise debt, to fund the construction and operation of a 120 room full service hotel adjacent to the multi-use arena and field house facilities. The Crossroads studies have identified the requirement of such a hotel to realize the benefits of the proposed convention/meeting hall space.

Hunt has also proposed to serve as Master Developer for any future development of the site. In this role, Hunt would expect to invest or source material equity commitments for future development.

16) Provide local investment and spending.

As discussed above, the project is estimated to generate, on average, \$50 million of direct and indirect spending in the County. PADP is planning to invest in site infrastructure and smart building/energy technologies to attract outside companies to the area, and further drive investment and spending.

17) Are supported by more than one governmental entity and/or private sector companies, in particular proposed projects or programs supported by more than one county in the region.

Letters of support from the City of Pensacola, Pensacola Sports, Visit Pensacola and the Pensacola Tourist Development Council are attached. The support of the County has progressed the project through initial procurement and assisted with site identification and project structure. The lease between PADP and the County for the project would represent significant, material public support for the project.

With respect to the private sector, PADP is comprised of several substantial private sector companies, led by Hunt and CORE. Panasonic is partnering with PADP to integrate smart infrastructure solutions into the project. The project will be supported by a privately funded national chain full service hotel that will make a long-term commitment to the project. These discussions have not been concluded but are progressing well. Additionally, the project has received letters of support from the Pensacola Ice Flyers and the Pensacola Ice Flyers Youth Hockey Association.

18) Provide clear performance metrics over duration of project or program.

The County will measure tangible economic effect of the project through measurements of job growth, tax revenue, consumption and population growth. The Pensacola Tourist Development Council will track growth figures such as hotel room stays and direct/indirect spending related to tourist events and meetings/conventions at the multi-use facility.

19) Include deliverables-based payment system dependent upon achievement of interim performance metrics.

Under the Public Private Partnership proposed, no payment will be made by the County to PADP until after completion of the project according to the County's specifications. Escambia County will ensure performance metrics are being met as outlined in the Agreement with Triumph and the Final Agreement with PADP. PADP will closely monitor construction progress on behalf of the equity and debt investors, releasing funds to CORE upon verification of completion of the required scope of construction. CORE, in turn, will manage the designers and sub-contractors of the project and will take ultimate responsibility for completing the project on-time and on-budget.

20) Provide capacity building support for regional economic growth.

As noted above, the incorporation of Panasonic's breadth of smart, sustainable, infrastructure of things applications including connected workspaces, high density WIFI, electronic vehicle charging stations, etc. is anticipated to form a technology core that will attract workers and companies to the area.

21) Are environmentally conscious and business focused.

Escambia County and PADP understand the need for long term environmental sustainability for these facilities. The Downtown Sports Complex and Event Venue is intended to be designed and constructed as a LEED certified facility. Design will include an energy analysis to properly size mechanical and electrical infrastructure and evaluate alternative energy supplemental options, such as solar. This could help turn the project into a cleaner and more resilient energy community shelter in the event of a disaster. The development will also utilize Escambia County's Low Impact Design Manual to reduce impervious surfaces to adequately retain and treat stormwater runoff to improve the water quality of Pensacola Bay.

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for Uber, Lyft and taxi services. Parking will include dedicated electric vehicle charging stations in preferred locations to promote EV usage. Smart city infrastructure will be incorporated to promote sustainability and connectivity. The goal is to create a compelling and highly-sustainable sports, technology, entertainment, business, cultural and education district that will connect to the downtown core of the City of Pensacola and accelerate growth and development throughout the region.

22) Include Applicant and selected partners/vendors located in Northwest Florida

Escambia County and Pensacola Arena Development Partners (PADP) are entering into a Public Private Partnership. PADP is made up of representatives from Northwest Florida.

Approvals and Authority

1. If the Applicant is awarded grant funds based on this proposal, what approvals must be obtained before Applicant can execute an agreement with Triumph Gulf Coast, Inc.?

Escambia County is currently drafting an Interim Agreement with Pensacola Arena Development Partners (PADP). Upon Notice of Award from Triumph, a Final Agreement between Escambia County and PADP will be developed and executed. The Grant Agreement between Escambia County and Triumph will have to be reviewed and approved by the Escambia County Attorney before being presented to the Escambia County Board of County Commissioners for approval.

2. Describe the timeline for the proposed project or program if an award of funding is approved, including milestones that will be achieved following an award through completion of the proposed project or program.

It is estimated contract negotiations will take two months. Design/permitting is estimated to take six months. Construction is estimated at 16 months. Under the current schedule, it is estimated the facility will be open December 2019. Milestones include:

- 1) Executed Final Agreement
- 2) 60% Design Plan Approval
- 3) 100% Design Plan Approval
- 4) Permit Approval
- 5) Substantial Completion of Construction
- 6) Final Completion of Construction
- 7) Certificate of Occupancy
- 8) Opening

Addendum for Infrastructure Proposals

D. Provide a detailed explanation of how the public infrastructure improvements will connect to a broader economic development vision for the community and benefit additional current and future businesses.

Key Market Findings – Sports Tourism Study

- Sports tourism is a growing niche regionally and nationally
- New facilities have been developed to accommodate this specific market segment
- Pensacola is an established sports tourism destination
- Large portion of tournament activity has been outdoor sports based on the current supply of facilities in the County
- Extensive supply of baseball/softball diamonds and multi-purpose fields in the region
- Region lacks an indoor facility with a critical mass of courts for tournament activity
- Foley, Alabama and Panama City Beach are both contemplating development of a multi-court indoor facility further indicating a gap in regional supply
- Survey of indoor and outdoor sporting event promoters indicated they are limited by the existing supply of facilities and date availability
- National Governing Bodies (NGB), sanctioning and leadership organizations in the U.S. expressed interest in hosting event activity in Escambia County



4

E. Provide a detailed description of, and quantitative evidence demonstrating how the proposed public infrastructure project will promote:

- o Economic recovery,*
- o Economic Diversification,*
- o Enhancement of the disproportionately affected counties,*
- o Enhancement of a Targeted Industry.*

As referenced in the tables below, the Crossroads Study completed in January 2016 and updated in February 2018 indicates a minimum of \$30.8 million in direct spending, 560 new jobs, and \$3.1 million in tax revenue will be generated annually from the development of the field house and event center.

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