

# Saltmarsh

Saltmarsh, Cleaveland & Gund

*CERTIFIED PUBLIC ACCOUNTANTS AND CONSULTANTS*

**PENSACOLA-ESCAMBIA COUNTY PROMOTION  
AND DEVELOPMENT COMMISSION**

**PENSACOLA, FLORIDA**

**FINANCIAL STATEMENTS**

**SEPTEMBER 30, 2024**

**PENSACOLA-ESCAMBIA COUNTY PROMOTION  
AND DEVELOPMENT COMMISSION**

**PENSACOLA, FLORIDA**

**FINANCIAL STATEMENTS**

**SEPTEMBER 30, 2024**

**TABLE OF CONTENTS**

	PAGE
Independent Auditor's Report	1
Management's Discussion and Analysis	4
Financial Statements:	
Statement of Net Position	10
Statement of Activities	11
Statement of Revenues, Expenditures and Changes in Fund Balance - Budget and Actual - General Fund	12
Notes to Financial Statements	13
Other Reports:	
Independent Auditor's Report on Internal Control Over Financial Reporting and on Compliance and Other Matters Based on an Audit of Financial Statements Performed in Accordance with <i>Government Auditing Standards</i>	21
Independent Accountant's Report on Compliance with Section 218.415, Florida Statutes	25
Management Letter	26

## INDEPENDENT AUDITOR'S REPORT

Board of Directors  
Pensacola-Escambia County Promotion  
and Development Commission  
Pensacola, Florida

### Opinion

We have audited the accompanying financial statements of the Pensacola-Escambia County Promotion and Development Commission (the "Commission") as of and for the year ended September 30, 2024, and the related notes to the financial statements, which collectively comprise the Commission's basic financial statements as listed in the table of contents.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of the Commission as of September 30, 2024, and the changes in its financial position and the budgetary comparison for the General Fund for the year then ended in conformity with accounting principles generally accepted in the United States of America.

### Basis for Opinion

We conducted our audit in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States. Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of the Commission, and to meet our other ethical responsibilities, in accordance with the relevant ethical requirements relating to our audit. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinions.

### Responsibilities of Management for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

Board of Directors  
Pensacola-Escambia County Promotion  
and Development Commission

In preparing the financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about the Commission's ability to continue as a going concern for twelve months beyond the financial statement date, including any currently known information that may raise substantial doubt shortly thereafter.

**Auditor's Responsibilities for the Audit of the Financial Statements**

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinions. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with generally accepted auditing standards and *Government Auditing Standards* will always detect a material misstatement when it exists. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Misstatements are considered material if there is a substantial likelihood that, individually or in the aggregate, they would influence the judgment made by a reasonable user based on the financial statements.

In performing an audit in accordance with generally accepted auditing standards, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Commission's internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about the Commission's ability to continue as a going concern for a reasonable period of time.

We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit, significant audit findings, and certain internal control-related matters that we identified during the audit.

**Required Supplementary Information**

Accounting principles generally accepted in the United States of America require that the management’s discussion and analysis on pages 4 through 9 be presented to supplement the basic financial statements. Such information, although not a part of the basic financial statements, is required by the Governmental Accounting Standards Board, who considers it to be an essential part of financial reporting for placing the basic financial statements in an appropriate operational, economic, or historical context. We have applied certain limited procedures to the required supplementary information in accordance with auditing standards generally accepted in the United States of America, which consisted of inquiries of management about the methods of preparing the information and comparing the information for consistency with management’s responses to our inquiries, the basic financial statements, and other knowledge we obtained during our audit of the basic financial statements. We do not express an opinion or provide any assurance on the information because the limited procedures do not provide us with sufficient evidence to express an opinion or provide any assurance.

**Other Reporting Required by *Government Auditing Standards***

In accordance with *Government Auditing Standards*, we have also issued our report dated January 13, 2025, on our consideration of the Commission’s internal control over financial reporting and on our tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements and other matters. The purpose of that report is to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on the internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the Commission’s internal control over financial reporting and compliance.



Pensacola, Florida  
January 13, 2025

**Pensacola-Escambia County Promotion and Development Commission  
Management's Discussion and Analysis  
For the Year Ended September 30, 2024**

Our discussion and analysis of the financial performance of the Pensacola-Escambia County Promotion and Development Commission (the "Commission") provides an overview of the Commission's financial activities for the fiscal year ended September 30, 2024. Please review it in conjunction with the Commission's financial statements.

**FINANCIAL HIGHLIGHTS**

- Total assets for the Pensacola-Escambia County Promotion and Development Commission decreased by \$58,100 from 2023 primarily due to a decrease in rent receivable offset by an increase in cash and cash equivalents and grant receivable.
- Total liabilities decreased by \$17,493 primarily due to a decrease in the note payable due to Pegasus offset by an increase in Technology Park payable – County.
- Deferred inflows of resources decreased by \$263,882, which represents a reduction of unearned rent income resulting from the lease agreement with Pegasus.

**USING THIS ANNUAL REPORT**

This annual report consists of a series of financial statements. The Statement of Net Position and the Statement of Activities (on pages 10-11) provide information about the activities of the Commission as a whole and present a longer-term view of the Commission's finances.

**Reporting on the Commission as a Whole**

*The Statement of Net Position and the Statement of Activities*

Our analysis of the Commission as a whole begins on the following page. One of the important questions asked about the Commission's finances is "Is the Commission as a whole better off or worse as a result of the year's activities?" The Statement of Net Position and the Statement of Activities report information about the Commission as a whole and about its activities in a way that helps answer this question. These statements include all assets and liabilities using the accrual basis of accounting, which is similar to accounting used by most private-sector companies. Accrual of the current year's revenues and expenses are taken into account regardless of when cash is received or paid.

These two statements report the Commission's net assets and changes in them. You can think of the Commission's net assets, the difference between assets, what the Commission owns, and liabilities, what the Commission owes, as one way to measure the Commission's financial health, or financial position. Over time, increases or decreases in the Commission's net assets are one indicator of whether its financial health is improving or deteriorating. You will need to consider other non-financial factors, however, such as continuing local government support, to assess the overall health of the Commission.

**Reporting the Commission's Funds**

*Notes to the Financial Statements:* The notes provide additional information that is essential to a full understanding of the data provided in the government-wide financial statements. The notes to the financial statements can be found on pages 13-20 of this report.

**Pensacola-Escambia County Promotion and Development Commission  
Management's Discussion and Analysis  
For the Year Ended September 30, 2024**

**THE COMMISSION AS A WHOLE**

*Statement of Net Position*

The Commission's total net position changed from a year ago, increasing from \$4,822,197 to \$5,045,472. The following schedule compares the assets, liabilities, deferred inflows of resources and net position for the current and previous year.

Table 1  
Net Position

	2024	2023
Cash and cash equivalents	\$ 1,081,482	\$ 988,553
Rent receivable	2,051,291	2,298,025
Grant receivable	121,264	15,737
Prepaid expenses	-	9,822
Property held for resale	8,400,000	8,400,000
Technology Park property, net	5,850,000	5,850,000
Total assets	\$ 17,504,037	\$ 17,562,137
Accounts payable	\$ 98,976	\$ 5,352
Refundable advance	2,500,000	2,500,000
Technology Park payable - County	2,545,993	2,430,702
Note payable	5,312,552	5,538,960
Total liabilities	10,457,521	10,475,014
Deferred inflows of resources	2,001,044	2,264,926
Net position		
Restricted	61,198	61,198
Unrestricted	4,984,274	4,760,999
Total net position	5,045,472	4,822,197
Total liabilities, deferred inflows of resources and net position	\$ 17,504,037	\$ 17,562,137

The Commission's net position increased by \$223,275 during fiscal year 2024 primarily from increased Bluffs project grant revenue.

**Pensacola-Escambia County Promotion and Development Commission  
Management's Discussion and Analysis  
For the Year Ended September 30, 2024**

*Statement of Activities*

The following schedule compares the revenues and expenditures for the current and previous fiscal year.

Table 2  
Statement of Activities

	2024	2023
Revenues:		
Governmental	\$ 775,000	\$ 775,000
Program	1,106,654	525,158
Total revenues	1,881,654	1,300,158
Expenses:		
General government	1,658,379	1,046,224
Change in net position	223,275	253,934
Net position, beginning of year	4,822,197	4,568,263
Net position, end of year	\$ 5,045,472	\$ 4,822,197

Prior year revenue totaled \$1,300,158 versus current year revenue of \$1,881,654. This increase is primarily due to an increase in the Bluffs project grant revenue.

Prior year expenditures totaled \$1,046,224 versus current year expenditures of \$1,658,379. This increase is primarily due to an increase in expenditures related to the Bluffs project.

**Pensacola-Escambia County Promotion and Development Commission  
Management's Discussion and Analysis  
For the Year Ended September 30, 2024**

*General Fund Budget*

Table 3  
Final Budget versus Actual Results (GAAP Basis)  
General Fund

	Final Budget	Actual	Variance
Revenues			
Governmental			
Intergovernmental	\$ 775,000	\$ 775,000	\$ -
Program			
Rent revenue	387,000	263,868	(123,132)
Grant revenue	500,000	683,918	183,918
Foreign trade zone	1,500	2,778	1,278
Interest income	19,000	143,729	124,729
Other income	2,750	12,361	9,611
	<u>1,685,250</u>	<u>1,881,654</u>	<u>196,404</u>
Expenditures			
Current			
General government	<u>1,685,250</u>	<u>1,658,379</u>	<u>26,871</u>
Net change in fund balance	<u>\$ -</u>	<u>\$ 223,275</u>	<u>\$ 223,275</u>

During 2024, the final approved budget reflected \$1,685,250 in revenues and \$1,685,250 in expenditures. Actual expenditures were \$26,871 less than budgeted expenditures. Additional budget to actual information for the Commission's General Fund is on page 12.

**Pensacola-Escambia County Promotion and Development Commission  
Management's Discussion and Analysis  
For the Year Ended September 30, 2024**

**ECONOMIC FACTORS**

The economic development mission of the Commission remains constant. The Commission contracted with the Community Economic Development Association of Pensacola and Escambia County d/b/a FloridaWest Economic Development Alliance ("FloridaWest") for all its staffing and operational activities again this past year. This includes performing management duties on behalf of the Commission, economic development, and marketing. Since the creation of FloridaWest, the combined efforts of both organizations have supported a commitment from private companies to create/retain 8,549 jobs, \$498 million in annual payroll, and \$831 million in new capital investments. The Commission requested level funding from Escambia County and the City of Pensacola for the fiscal year 2023/2024. The funds were used for the activities of the Commission as well as for Florida West's public funding contribution. Escambia County granted the funding request to the Commission. Half of the funding request from the City of Pensacola came to the Commission and the other half of the funding for economic development came to FloridaWest under a separate agreement.

The Commission took ownership of property from Escambia County and the City of Pensacola for the purpose of developing it into a Technology Campus during 2008. Construction of the initial infrastructure for the Campus, partially funded with a line of credit from Escambia County, was completed in June 2012. In December 2012, the Commission sought to re-appraise the Technology Campus value to more accurately reflect the current market value of the property. Also, in fiscal year 2013 the Commission approved an updated version of the Inter-local Agreement between the Commission, City of Pensacola, Escambia County and the Community Redevelopment Agency ("CRA"), which included both City and County forgiveness of debt for the Technology Campus property and the ability to market and sell or lease the property independently of City or County approval. The line of credit from Escambia County will be paid for using proceeds from the sale of the lots on the Technology Campus. Once eighty percent of the developable square footage of the Technology Campus has been conveyed by the Commission to a third party, the net ad valorem property tax received by the City and by the County from the properties within the Campus shall be applied to repayment of the line of credit.

The letter of interest from a private company to construct a multi-tenant facility previously received by the Commission has expired. The Commission continues to work to identify the right project that has the highest and best use for the park.

The development of the "Bluffs" continues to be a high priority project for the Commission. Beginning in fiscal year 2014/2015 to the end of fiscal year 2023/2024, the Commission has received and spent approximately \$9 million from the Department of Economic Opportunity ("DEO") and the Florida Department of Transportation ("FDOT"). The Commission was appropriated legislative funding from the State of Florida for fiscal year 2023 in the amount of \$5,000,000 for a transportation infrastructure project from FDOT. All funding is associated with developing sites along the Lower Escambia River Basin into major industrial sites to target high-energy, aerospace, or other industrial-manufacturing businesses to boost economic development and job growth. All grant contracting and work with this phase is associated with the Bluffs Entrance at Ascend Performance Materials/Emerald Coast Utilities Authority/Chemstrand Road Intersection. Planning, engineering, design and construction for the entrance to The Bluffs Industrial Corridor and Transportation Upgrades at the multi-leg intersection of New Chemstrand Road, Old Chemstrand Road, Emerald Coast Utilities Authority's entrance drive and Ascend Performance Materials entrance drive(s).

**Pensacola-Escambia County Promotion and Development Commission  
Management's Discussion and Analysis  
For the Year Ended September 30, 2024**

The Commission was awarded a grant for up to \$6,000,000 from Triumph Gulf Coast in March 2024 to provide partial funding for construction of a 38,750+- sq. ft. building to be constructed by Space Florida, at Pensacola State College's main campus to house offices and research and development activities of American Lightweight Materials Manufacturing Innovation Institute ("ALMMII"), d/b/a LIFT, a Michigan corporation as part of the Manufacturing USA network. The estimated total cost of the project is \$21,000,000 with the Triumph Gulf Coast grant providing up to \$6,000,000, and match requirements provided by Space Florida (of not less than \$8,000,000) and LIFT providing not less than \$7,000,000. This project will catalyze establishment of the institute, and upon completion of the facility will create 36 new jobs paying an average wage of \$113,083 per year and will enable \$32 million in competitively awarded federal research grants and contracts focused on next-generation materials within aerospace and defense, automotive, ship-building and the advanced manufacturing cluster; as well as providing substantial, collaborative, assistance and convening experts in manufacturing and innovation, to mentor a minimum of 100 companies and entrepreneurs within the NW Florida area. This type of research and development project is expected to seed the acceleration of advanced manufacturing capabilities, thereby strengthening resiliency of the manufacturing cluster in Pensacola, Escambia County and throughout Northwest Florida as a whole. No expenditures were incurred related to this project as of September 30, 2024.

The Commission continues as Grantee of the \$2,500,000 Triumph Gulf Coast grant to provide partial funding to acquire land and renovate a 172,000+- square foot building at Ellyson Field Industrial Park in Pensacola, Florida, which Property was then leased by the Commission to Pegasus Laboratories, Inc. ("Pegasus"), a Missouri corporation. Pegasus will create at least sixty-three new jobs at an average wage of not less than \$61,204. Pegasus will also invest \$3,800,000 in renovation (buildout to suit their specialized operation) and approximately \$5,465,000 for necessary R&D and manufacturing equipment.

The Commission remains the Grantee for Foreign-Trade Zone ("FTZ") #249 and continues to fulfill all its responsibilities as the designated grantee for FTZ #249. On October 21, 2021, the U.S. Department of Commerce, Foreign Trade Zone Board approved application to reorganize and expand FTZ #249 under the alternate site framework (ASF) with a service area of Escambia County, Santa Rosa and Okaloosa Counties. The expanded FTZ #249 territory extends advantages to serve companies located anywhere within the 3-county area and under the ASF; new Usage-Driven sites can be approved in as little as 120 days. The Commission, with the assistance of its QAD consulting company, submits its annual FTZ #249's activity to the Foreign Trade Zone Board.

#### **REQUEST FOR INFORMATION**

This financial report is designed to provide a general overview of the Commission's finances for all those with interest in the government's finances. Questions concerning any of the information provided in this report or requests for additional financial information should be addressed to the FloridaWest Economic Development Alliance, 3 W. Garden Street, Suite 618, Pensacola, Florida 32502.

## **FINANCIAL STATEMENTS**

**PENSACOLA-ESCAMBIA COUNTY PROMOTION  
AND DEVELOPMENT COMMISSION  
STATEMENT OF NET POSITION  
SEPTEMBER 30, 2024**

**ASSETS**

Cash and cash equivalents	\$ 1,081,482
Rent receivable	2,051,291
Grant receivable	121,264
Property held for resale	8,400,000
Technology Park property, net	<u>5,850,000</u>
<b>Total Assets</b>	<b><u><u>\$ 17,504,037</u></u></b>

**LIABILITIES AND NET POSITION**

<b>Liabilities:</b>	
Accounts payable	\$ 98,976
Refundable advance	2,500,000
Technology Park payable - County	2,545,993
Note payable	<u>5,312,552</u>
Total liabilities	<u>10,457,521</u>
 <b>Deferred Inflows of Resources:</b>	
Unearned rent revenue	<u>2,001,044</u>
 <b>Net Position:</b>	
Restricted	61,198
Unrestricted:	
Committed	52,309
Unassigned	<u>4,931,965</u>
Total net position	<u>5,045,472</u>
 <b>Total Liabilities, Deferred Inflows of Resources and Net Position</b>	 <b><u><u>\$ 17,504,037</u></u></b>

The accompanying notes are an integral  
part of these financial statements.

**PENSACOLA-ESCAMBIA COUNTY PROMOTION  
AND DEVELOPMENT COMMISSION  
STATEMENT OF ACTIVITIES  
YEAR ENDED SEPTEMBER 30, 2024**

**Revenues:**

Governmental -	
Intergovernmental - City	\$ 175,000
Intergovernmental - County	600,000
Program -	
Rent revenue	263,868
Grant revenue	683,918
Foreign trade zone	2,778
Interest income	143,729
Other income	12,361
Total revenues	<u>1,881,654</u>

**Expenses:**

Current -	
General government -	
Economic development	1,389,882
Audit and accounting	9,200
Legal	6,077
Interest expense	230,760
Miscellaneous	22,460
Total expenses	<u>1,658,379</u>

**Change in Net Position** 223,275

**Net Position, Beginning of Year** 4,822,197

**Net Position, End of Year** \$ 5,045,472

The accompanying notes are an integral  
part of these financial statements.

**PENSACOLA-ESCAMBIA COUNTY PROMOTION  
AND DEVELOPMENT COMMISSION  
STATEMENT OF REVENUES, EXPENDITURES AND CHANGES  
IN FUND BALANCE - BUDGET AND ACTUAL - GENERAL FUND  
YEAR ENDED SEPTEMBER 30, 2024**

	General Fund		Variance - Favorable (Unfavorable)
	Budget	Actual	
<b>Revenues:</b>			
Governmental -			
Intergovernmental - City	\$ 175,000	\$ 175,000	\$ -
Intergovernmental - County	600,000	600,000	-
Program -			
Rent revenue	387,000	263,868	(123,132)
Grant revenue	500,000	683,918	183,918
Foreign trade zone	1,500	2,778	1,278
Interest income	19,000	143,729	124,729
Other income	2,750	12,361	9,611
Total revenues	<u>1,685,250</u>	<u>1,881,654</u>	<u>196,404</u>
<b>Expenditures:</b>			
Current -			
General government -			
Economic development	1,175,000	1,389,882	(214,882)
Audit and accounting	12,000	9,200	2,800
Legal	7,500	6,077	1,423
Contractual services - Foreign Trade Zone	1,250	-	1,250
Interest expense	375,000	230,760	144,240
Miscellaneous	114,500	22,460	92,040
Total expenditures	<u>1,685,250</u>	<u>1,658,379</u>	<u>26,871</u>
<b>Net Change in Fund Balance</b>	<u>\$ -</u>	<u>\$ 223,275</u>	<u>\$ 223,275</u>

The accompanying notes are an integral  
part of these financial statements.

## **NOTES TO FINANCIAL STATEMENTS**

**PENSACOLA-ESCAMBIA COUNTY PROMOTION  
AND DEVELOPMENT COMMISSION  
NOTES TO FINANCIAL STATEMENTS  
SEPTEMBER 30, 2024**

**NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES**

A. The Reporting Entity

The Pensacola-Escambia County Promotion and Development Commission (“the Commission”) was established by the Legislature of the State of Florida to promote and develop tourism and industry in Escambia County and in the City of Pensacola. The Commission is governed by a nine member board consisting of representatives of the Board of County Commissioners of Escambia County, the City of Pensacola City Council, the Town of Century and the Greater Pensacola Chamber. The Commission is a joint venture of Escambia County and the City of Pensacola and is economically dependent on funding from these entities.

B. Measurement Focus, Basis of Accounting and Financial Statement Presentation

The government-wide financial statements (i.e., the statement of net position and the statement of activities) report information on all of the nonfiduciary activities of the Commission.

The basis of accounting refers to when revenues, expenditures or expenses are recognized in the accounts and reported in the financial statements. Basis of accounting relates to the timing of the measurements made, regardless of the measurement focus applied.

The government-wide financial statements are reported using the economic resources measurement focus and the accrual basis of accounting. Revenues are recorded when earned and expenses are recorded when a liability is incurred, regardless of the timing of related cash flows.

Governmental fund financial statements are reported using the current financial resources measurement focus and the modified accrual basis of accounting. Revenues are recognized as soon as they are both measurable and available. Revenues are considered to be available when they are collectible within the current period or soon enough thereafter to pay liabilities of the current period. For this purpose, revenues are considered to be available if they are collected within 60 days of the end of the current fiscal period. Expenditures generally are recorded when a liability is incurred, as under accrual accounting.

There are no material differences between the accrual basis of accounting and the modified accrual basis of accounting in the Commission’s financial statements. Accordingly, separate financial statements have not been prepared for the General Fund.

The Commission reports the following fund:

*Governmental Fund*

The General Fund is used to account for all financial resources except those required to be accounted for in another fund.

**PENSACOLA-ESCAMBIA COUNTY PROMOTION  
AND DEVELOPMENT COMMISSION  
NOTES TO FINANCIAL STATEMENTS  
SEPTEMBER 30, 2024**

**NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)**

C. General Budget Policies

The Board approves total budget appropriations only. Management is authorized to transfer budget amounts between department and object codes. However, any revisions that alter the total appropriations must be approved by the Board. Therefore, the level of budgetary responsibility is by total appropriations. The operating budget amounts are supported by revenue estimates and take into account re-appropriations of accumulated surpluses to the extent necessary.

Formal budgetary integration is employed as a management device during the year.

D. Budgetary Basis of Accounting

The budget is prepared in accordance with generally accepted accounting principles.

The budget amounts shown in the financial statements are the final authorized amounts as amended during the year.

E. Restricted and Unrestricted Resources

When an expense is incurred for purposes for which both restricted and unrestricted resources are available, it is the Commission's policy to use restricted resources first, then unrestricted resources as they are needed. Within the unrestricted category, committed resources are used first, then assigned resources, if any, followed by unassigned resources as needed. The Commission establishes (and modifies or rescinds) net asset commitments by passage of a Board of Directors resolution.

F. Assets, Liabilities, and Deferred Inflows of Resources

*Rent Receivable*

Rent receivable is stated at the amount the Commission is entitled to under the agreement for property held for resale further described in Note 4. Management provides for probable uncollectible amounts through a provision for bad debt expense and an adjustment to a valuation allowance based on its assessment of the current status of the receivables. If any portion of the rent due under the agreement is still outstanding after management has used reasonable collection efforts, such amount will be written off through a charge to the valuation allowance and a credit to the applicable rent receivable account. As of September 30, 2024, management believes all amounts are collectible and therefore has not reserved an allowance for uncollectible rent.

**PENSACOLA-ESCAMBIA COUNTY PROMOTION  
AND DEVELOPMENT COMMISSION  
NOTES TO FINANCIAL STATEMENTS  
SEPTEMBER 30, 2024**

**NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)**

F. Assets, Liabilities, and Deferred Inflows of Resources (Continued)

*Refundable Advance*

The Commission recognizes assets and liabilities associated with voluntary nonexchange transactions when all applicable eligibility requirements are met or the resources are received, whichever is first. When resources are received in advance of eligibility requirements being met, the Commission records such funding as a refundable advance until all eligibility requirements and stipulations associated with the funding have been met, at which point in time, the funding is recognized as revenue.

*Deferred Inflows of Resources*

The Commission has implemented the provisions of GASB Statement Nos. 63 and 65. Statement No. 63, *Financial Reporting of Deferred Outflows of Resources, Deferred Inflows of Resources, and Net Position*, provides financial reporting guidance for deferred outflows and inflows of resources, originally introduced and defined in GASB Concepts Statement No. 4, *Elements of Financial Statements*, as an acquisition or consumption, respectively, of net assets applicable to a future reporting period. Further, Concepts Statement No. 4 also identifies net position as the residual of all other elements presented in a Statement of Net Position. Statement No. 65, *Items Previously Reported As Assets and Liabilities*, reclassifies and recognizes certain items that were formerly reported as assets and liabilities as one of the four financial statement elements, (1) deferred outflows of resources, (2) outflows of resources, (3) deferred inflows of resources, and (4) inflows of resources. Concepts Statement No. 4 requires that deferred outflows and deferred inflows be recognized only in those instances specifically identified in GASB pronouncements. Statement No. 65 provides that guidance.

The Commission reports increases and decreases in net position that relate to future periods as deferred inflows of resources and deferred outflows of resources, respectively, in a separate section of the statement of net position.

**PENSACOLA-ESCAMBIA COUNTY PROMOTION  
AND DEVELOPMENT COMMISSION  
NOTES TO FINANCIAL STATEMENTS  
SEPTEMBER 30, 2024**

**NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)**

G. Estimates

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenditures during the reporting period. Actual results could differ from those estimates.

**NOTE 2 - CASH AND INVESTMENTS**

The investment of surplus funds is governed by the provisions of Section 218.415, Florida Statutes, as to the types of investments that can be made. Investments authorized by the statute include:

- (a) The Local Government Surplus Funds Trust Fund, or any intergovernmental investment pool authorized pursuant to the Florida Interlocal Cooperation Act, as provided in Section 163.01.
- (b) Securities and Exchange Commission registered money market funds with the highest credit quality rating from a nationally recognized rating agency.
- (c) Interest-bearing time deposits or savings accounts in qualified public depositories, as defined in Section 280.02.
- (d) Direct obligations of the U.S. Treasury.

The Commission has no investment policy that would further limit its investment choices.

*Deposits:*

Chapter 280, Florida Statutes, provides that deposits must be placed in a depository designated under the provisions of Chapter 136 and the regulations of the Department of Banking and Finance as a qualified public depository. As such, these deposits are considered to be fully insured.

The Commission's deposits at year end were entirely covered by federal depository insurance or pooled collateral held by the State Treasurer under the provisions of Chapter 280, Florida Statutes. At September 30, 2024, the carrying amount and bank balance of the Commission's deposits was \$1,081,482.

**PENSACOLA-ESCAMBIA COUNTY PROMOTION  
AND DEVELOPMENT COMMISSION  
NOTES TO FINANCIAL STATEMENTS  
SEPTEMBER 30, 2024**

**NOTE 3 - TECHNOLOGY PARK**

In 2008, the Commission entered into an interlocal agreement (the “Agreement”) with Escambia County (the “County”), the City of Pensacola (the “City”) and the Community Redevelopment Agency (“CRA”) of the City of Pensacola to develop a Technology Park in downtown Pensacola. Pursuant to the Agreement, the County and the City conveyed certain property to the Commission with a fair value of \$6,900,000 and \$1,425,000, respectively. The development of the Technology Park has been completed and the property is now considered to be held for resale. During the year ended September 30, 2013, the Commission recorded a fair value adjustment of \$5,718,106 to account for a decrease in fair value of the Technology Park property.

Under the Agreement, this property was conveyed to the Commission subject to a right of re-entry if certain goals were not met. The County provided a line of credit to fund development of the Technology Park infrastructure. Also, the County and City were to receive 83% and 17%, respectively, of the proceeds from sales of lots in the Technology Park after the County was reimbursed for all funding provided with the line of credit.

During 2013, the Agreement was amended so that County and City no longer require the Commission to reimburse the respective property interests conveyed unto it. The forgiveness of debt totaling \$4,069,512 was recorded in the statement of activities. Net proceeds from the sale of lots will be applied to the County line of credit until the line of credit is repaid in its entirety, at which time any additional proceeds from the sale of lots will remain with the Commission for future economic development projects. See Note 8 for further information.

Once eighty percent of the developable square footage of the Technology Park has been conveyed by the Commission to a third party, the net ad valorem property tax received by the City and by the County from the properties within the Technology Park shall be applied to repayment of any remaining balance on the line of credit.

Infrastructure costs of \$3,243,106 have been capitalized, of which \$1,926,938 were funded by the County. The remaining infrastructure costs of \$1,316,168 were funded by a grant.

**PENSACOLA-ESCAMBIA COUNTY PROMOTION  
AND DEVELOPMENT COMMISSION  
NOTES TO FINANCIAL STATEMENTS  
SEPTEMBER 30, 2024**

**NOTE 3 - TECHNOLOGY PARK (Continued)**

The following is a summary of the carrying value of the Technology Park property and the associated liability due to the County as of September 30, 2024:

	<u>County</u>	<u>City</u>	<u>Total</u>
Initial land conveyance	\$ 6,900,000	\$ 1,425,000	\$ 8,325,000
Infrastructure funded by County	1,926,938	-	1,926,938
Infrastructure funded by grant	1,316,168	-	1,316,168
Technology Park property at cost	<u>\$ 10,143,106</u>	<u>\$ 1,425,000</u>	11,568,106
Fair value adjustment			<u>(5,718,106)</u>
Technology Park property at fair value			5,850,000
Accrued interest and other			765,505
Forgiveness of debt			<u>(4,069,512)</u>
Technology Park payable			<u>\$ 2,545,993</u>

The Technology Park payable accrues interest at the monthly yield rate required by the State Board of Administration for inter-fund loans and the County Investment Policy (5.25% at September 30, 2024).

**NOTE 4 - PROPERTY HELD FOR RESALE**

During the year ended September 30, 2022, the Commission entered into a collaborative agreement with Pegasus Laboratories, Inc. (“Pegasus”) to finance the purchase of land and a warehouse for \$8.4 million from a third-party for use by Pegasus. The purchase was partially financed by the Commission with Triumph grant funding in the amount of \$2.5 million, with the remaining \$5.9 million financed by a promissory note payable to Pegasus. The Commission will retain ownership of the warehouse and will lease the space to the Pegasus throughout the incentive period of the grant, at which point the Commission will transfer ownership of the facility to Pegasus, if certain conditions have been met.

The warehouse is classified by the Commission as property held for resale, and as such, the facility will not be depreciated. As of September 30, 2024, the Commission had rent receivable and deferred inflows of resources representing unearned rent revenue, each in the amount of \$2 million, relating to the arrangement. The Commission also had an outstanding note payable of \$5.5 million due under the promissory note due to Pegasus as of September 30, 2024. In addition, the \$2.5 million Triumph grant funding is considered a refundable advance within the statement of net position until certain conditions of the grant agreement have been satisfied.

**PENSACOLA-ESCAMBIA COUNTY PROMOTION  
AND DEVELOPMENT COMMISSION  
NOTES TO FINANCIAL STATEMENTS  
SEPTEMBER 30, 2024**

**NOTE 5 - NOTE PAYABLE**

The note payable is summarized as follows:

Note payable to private company, monthly payments  
of \$30,184 including interest at 2.12%,  
matures April 1, 2032 \$ 5,312,552

Scheduled maturities of the note payable are as follows:

<u>Year ending September 30,</u>	<u>Principal</u>	<u>Interest</u>
2025	\$ 252,016	\$ 110,187
2026	257,411	104,792
2027	262,922	99,281
2028	268,550	93,653
2029	274,299	87,904
2030 - 2032	<u>3,997,354</u>	<u>560,366</u>
	<u><u>\$ 5,312,552</u></u>	<u><u>\$ 1,056,183</u></u>

**NOTE 6 - NET POSITION**

Restricted net position includes \$61,198 contributed by the Emerald Coast Utilities Authority, which is restricted for economic development in the General Fund.

Committed net position includes \$52,309 of funds for future commerce park marketing and/or improvements.

**PENSACOLA-ESCAMBIA COUNTY PROMOTION  
AND DEVELOPMENT COMMISSION  
NOTES TO FINANCIAL STATEMENTS  
SEPTEMBER 30, 2024**

**NOTE 7 - RISK MANAGEMENT**

The Commission is exposed to various levels of loss related to torts; theft of, damage to, and destruction of assets; errors and omissions; and natural disasters. To mitigate some of those risks, the Commission maintains a directors and officers liability policy and a commercial general liability policy. There have been no losses for these risks in any of the prior three fiscal years, and the Commission is not aware of any material liabilities related to these risks as of September 30, 2024.

**NOTE 8 - COMMITMENTS AND CONTINGENCIES**

*FloridaWest Promotion Commitment:*

The Commission has engaged the Community Economic Development Association, Inc. d/b/a FloridaWest Economic Development Alliance to promote economic development for the year ending September 30, 2025, for a fee of \$675,000.

*Bluffs Contract Commitments:*

The Commission has outstanding contract commitments relating to the Bluffs Project totaling \$1,010,275.

*Triumph Gulf Coast Grant:*

As described in Note 4, the Commission has received grant funding relating to an economic development incentive project upon which certain conditions must be met in order for the Commission to recognize revenue and retain the funds. The funding has been recorded in the statement of net position as a refundable advance. As of September 30, 2024, the Commission has not yet met those conditions. In the event conditions are not met, the Commission will have to return the \$2.5 million of funding received.

*Technology Park Agreement:*

As discussed in Note 3, the Commission entered into, and later amended, the “Agreement with the County, the City and the CRA of the City to develop a Technology Park in downtown Pensacola”. Under the amended agreement, the City and County have a right of re-entry on the property if the Commission does not sell at least one lot or enter into a long-term lease, not less than 15 years in duration, of at least one lot by September 6, 2016. As of September 30, 2024, the Commission has not yet sold or entered into a long-term lease for any of the Technology Park lots. However, neither the County nor the City had indicated that they will exercise their right of re-entry.

## **OTHER REPORTS**

**INDEPENDENT AUDITOR’S REPORT ON INTERNAL CONTROL  
OVER FINANCIAL REPORTING AND ON COMPLIANCE AND  
OTHER MATTERS BASED ON AN AUDIT OF FINANCIAL STATEMENTS  
PERFORMED IN ACCORDANCE WITH GOVERNMENT AUDITING STANDARDS**

Board of Directors  
Pensacola-Escambia County Promotion  
and Development Commission  
Pensacola, Florida

We have audited, in accordance with the auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards* issued by the Comptroller General of the United States, the financial statements of the Pensacola-Escambia County Promotion and Development Commission (the “Commission”) as of and for the year ended September 30, 2024, and the related notes to the financial statements, which collectively comprise the Commission’s basic financial statements, and have issued our report thereon dated January 13, 2025.

**Report on Internal Control Over Financial Reporting**

In planning and performing our audit of the financial statements, we considered the Commission’s internal control over financial reporting (“internal control”) to determine the audit procedures that are appropriate in the circumstances for the purpose of expressing our opinions on the financial statements, but not for the purpose of expressing an opinion on the effectiveness of the Commission’s internal control. Accordingly, we do not express an opinion on the effectiveness of the Commission’s internal control.

A *deficiency in internal control* exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct, misstatements on a timely basis. A *material weakness* is a deficiency, or a combination of deficiencies, in internal control, such that there is a reasonable possibility that a material misstatement of the entity’s financial statements will not be prevented, or detected and corrected on a timely basis. A *significant deficiency* is a deficiency, or a combination of deficiencies, in internal control that is less severe than a material weakness, yet important enough to merit attention by those charged with governance.

Board of Directors  
Pensacola-Escambia County Promotion  
and Development Commission

Our consideration of internal control was for the limited purpose described in the first paragraph of this section and was not designed to identify all deficiencies in internal control that might be material weaknesses or significant deficiencies and therefore, material weaknesses or significant deficiencies may exist that were not identified. We identified certain deficiencies in internal control that we consider to be material weaknesses.

**Finding 2024-01: Bookkeeping and Accrual Accounting**

During the audit, we noted several areas where adjustments were needed in order for the financial statements to be presented in accordance with U.S. GAAP:

- Accounts payable had a \$7,589 balance due to the Florida Department of Revenue (“FDOR”) that was over 90 days outstanding due to three payments made to FDOR recorded to sales tax income rather than as reductions to sales tax payable.
- Opening net position was off \$2,850 compared to the audited balance for the year ended September 30, 2023, due to audit entries not posted.
- The amount due to the County under the Technology Park line of credit had not been updated to include \$115,291 in interest expense incurred during the year.
- Entries to adjust the Pegasus note payable and rent receivable had been posted to the incorrect accounts within the statement of net position.
- Vendor liabilities and the associated expenditures for August and September 2024 were not recorded. Unrecorded liabilities included seventeen invoices totaling \$58,961 due for legal fees, Tech Park landscaping, the Bluffs project master planning and the Bluffs project management.
- Revenue and receivables totaling \$121,264 for the Bluffs project was not recorded for several months of 2024.

The above discrepancies resulted in \$111,442 in understated assets, \$156,792 in understated liabilities, \$2,850 in understated net position, \$128,750 in understated revenues, and \$176,950 in understated expenses.

As bookkeeping duties are transitioned to the newly retained accounting firm, we recommend that all supporting schedules for accounts on the statement of net position are reconciled to the general ledger on a regular basis and errors are remedied before year-end. We further recommend reviewing revenue and expenditure accounts at year-end to determine whether all necessary accrual entries have been recorded.

Board of Directors  
Pensacola-Escambia County Promotion  
and Development Commission

*Management's Response:*

PEDC management acknowledges the multiple findings related to bookkeeping errors, including inaccurate journal entries, untimely reconciliations, and inconsistencies in financial reporting. We recognize that these issues stem from a need for enhanced training, updated procedures, and improved oversight.

To address these concerns, the organization has taken the following actions:

- Changed accounting firms providing bookkeeping services.
- The new firm is assisting PEDC to update and document bookkeeping procedures, emphasizing timelines, review protocols, and proper documentation standards.
- PEDC has implemented software tools to automate routine bookkeeping tasks and reduce the risk of manual errors, for example the organization is now utilizing BILL.com and DEXT software to better track expenditures and pay vendors in a timely manner.
- These actions will be completed by the team at the new accounting firm with direct communication with the organization's CEO.

PEDC is committed to resolving these issues promptly and preventing similar occurrences in the future.

**Report on Compliance and Other Matters**

As part of obtaining reasonable assurance about whether the Commission's financial statements are free of material misstatement, we performed tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements, noncompliance with which could have a direct and material effect on the determination of financial statement amounts. However, providing an opinion on compliance with those provisions was not an objective of our audit, and accordingly, we do not express such an opinion. The results of our tests disclosed no instances of noncompliance or other matters that are required to be reported under *Government Auditing Standards*.

**Pensacola-Escambia County Promotion and Development Commission's Response to Findings**

*Government Auditing Standards* requires the auditor to perform limited procedures on the Commission's response to the findings identified in our audit and described previously. The Commission's response was not subjected to the other auditing procedures applied in the audit of the financial statements and, accordingly, we express no opinion on the response.

Board of Directors  
Pensacola-Escambia County Promotion  
and Development Commission

**Purpose of this Report**

The purpose of this report is solely to describe the scope of our testing of internal control and compliance and the results of that testing, and not to provide an opinion on the effectiveness of the entity's internal control or on compliance. This report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the entity's internal control and compliance. Accordingly, this communication is not suitable for any other purpose.



Pensacola, Florida  
January 13, 2025

**INDEPENDENT ACCOUNTANT'S REPORT  
ON COMPLIANCE WITH SECTION 218.415, FLORIDA STATUTES**

Board of Directors  
Pensacola-Escambia County Promotion  
And Development Commission  
Pensacola, Florida

We have examined Pensacola-Escambia County Promotion and Development Commission's (the "Commission's") compliance with Section 218.415, Florida Statutes, regarding the investment of public funds during the year ended September 30, 2024. Management is responsible for the Commission's compliance with those requirements. Our responsibility is to express an opinion on the Commission's compliance based on our examination.

Our examination was conducted in accordance with attestation standards established by the American Institute of Certified Public Accountants and, accordingly, included examining, on a test basis, evidence about the Commission's compliance with those requirements and performing such procedures as we considered necessary in the circumstances. We believe that our examination provided a reasonable basis for our opinion. Our examination does not provide a legal determination on the Commission's compliance with specified requirements.

In our opinion, the Commission complied, in all material respects, with the aforementioned requirements for the year ended September 30, 2024.

This report is intended solely for the information and use of the Commission and the Auditor General, State of Florida, and is not intended to be and should not be used by anyone other than these specified parties.



Pensacola, Florida  
January 13, 2025

## MANAGEMENT LETTER

To the Board of Directors  
Pensacola-Escambia County Promotion  
and Development Commission  
Pensacola, Florida

### Report on the Financial Statements

We have audited the financial statements of the Pensacola-Escambia County Promotion and Development Commission (the “Commission”), as of and for the fiscal year ended September 30, 2024, and have issued our report thereon dated January 13, 2025.

### Auditor’s Responsibility

We conducted our audit in accordance with auditing standards generally accepted in the United States of America; the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States; and Chapter 10.550, Rules of the Auditor General.

### Other Reporting Requirements

We have issued our Independent Auditor’s Report on Internal Control over Financial Reporting and on Compliance and Other Matters Based on an Audit of the Financial Statements Performed in Accordance with *Government Auditing Standards* and Independent Auditor’s Report on an examination conducted in accordance with *AICPA Professional Standards*, AT-C Section 315, regarding compliance requirements in accordance with Chapter 10.550, Rules of the Auditor General. Disclosures in those reports, which are dated January 13, 2025, should be considered in conjunction with this management letter.

### Prior Audit Findings

Section 10.554(1)(i)1., Rules of the Auditor General, requires that we determine whether or not corrective actions have been taken to address findings and recommendations made in the preceding annual financial audit report. There were no findings and recommendations made in the preceding annual financial audit report.

Board of Directors  
Pensacola-Escambia County Promotion  
and Development Commission

**Official Title and Legal Authority**

Section 10.554(1)(i)4., Rules of the Auditor General, requires that the name or official title and legal authority for the primary government and each component unit of the reporting entity be disclosed in this management letter, unless disclosed in the notes to the financial statements. The official title for the Pensacola-Escambia County Promotion and Development Commission is disclosed in the notes to the financial statements. The Pensacola-Escambia County Promotion and Development Commission was established by Chapters 67-1365 and 89-481, Laws of Florida. There are no component units.

**Financial Condition and Management**

Sections 10.554(1)(i)5.a. and 10.556(7), Rules of the Auditor General, require us to apply appropriate procedures and communicate the results of our determination as to whether or not the Commission has met one or more of the conditions described in Section 218.503(1), Florida Statutes, and to identify the specific condition(s) met. In connection with our audit, we determined that the Commission did not meet any of the conditions described in Section 218.503(1), Florida Statutes.

Pursuant to Section 10.554(1)(i)5.c. and 10.556(8), Rules of the Auditor General, we applied financial condition assessment procedures for the Commission. It is management's responsibility to monitor the Commission's financial condition, and our financial condition assessment was based in part on representations made by management and the review of financial information provided by same.

Section 10.554(1)(i)2., Rules of the Auditor General, requires that we communicate any recommendations to improve financial management. In connection with our audit, we did not have any such recommendations, except as reported in Finding 2024-01 in our Independent Auditor's Report on Internal Control over Financial Reporting and on Compliance and Other Matters Based on an Audit of the Financial Statements Performed in Accordance with *Government Auditing Standards*.

**Additional Matters**

Section 10.554(1)(i)3., Rules of the Auditor General, requires us to communicate noncompliance with provisions of contracts or grant agreements, or abuse, that have occurred, or are likely to have occurred, that have an effect on the financial statements that is less than material but which warrants the attention of those charged with governance. In connection with our audit, we did not note any such findings.

**Purpose of this Letter**

Our management letter is intended solely for the information and use of the Legislative Auditing Committee, members of the Florida Senate and the Florida House of Representatives, the Florida Auditor General, Federal and other granting agencies, the Board of Directors, and applicable management, and is not intended to be and should not be used by anyone other than these specified parties.



Pensacola, Florida  
January 13, 2025