



April 29, 2022

Mr. Sandy-Michael McDonald  
Director  
Broward County Office of Economic and Small Business Development  
115 South Andrews Avenue, Room A-680  
Fort Lauderdale, FL 33301

Dear Sandy,

Please find below the Alliance's fiscal year 2022 second quarter report to Broward County. The Alliance is pleased to report that Broward County's employment growth continues to be strong with 26,573 jobs added year over year. Additionally, its current unemployment rate of 2.8% continues to be below the state average of 3.2%. This validation of the strength of our market, along with the announced projects described below, are a testament to the strong collaborations between Broward County, the Alliance, and other partners leading to success in Broward and jobs for its residents. Some of the highlights of the second quarter include the following:

1. We were pleased to finalize the following company projects and continue to work with 25 companies that are in the project pipeline:  
  
Funtrition, a manufacturer of gummy vitamin products, will be creating 100 jobs, retaining 42 jobs and making a \$9 million capital investment in Miramar.  
  
CIG Financial, a company that specializes in the field of auto lending with private, public and independent auto dealers throughout the United States, will be creating 30 jobs in Fort Lauderdale.
2. As always, a primary focus of the Alliance is assisting local companies through our BRAVO (Business Retention and Visitation Outreach) program. 26 Broward County companies were visited by the Alliance during the second quarter of FY22, as we assisted in areas such as access to capital, workforce training opportunities, permitting and site location.
3. The Alliance continued the rollout of its FY22 economic development marketing campaign which is targeting C-Level executives and company location decision makers through print, digital, search engine and B2B digital in publications such as *Business Facilities*, *Chief Executive*, *Aviation Week*, *Fierce Biotech*, *CIO*, and *CSO*. In this campaign, direct emails are also sent to C-Level executives in aviation and aerospace, financial services, life sciences, technology and headquarters industries; and paid social media is utilized through YouTube and Google search.

In addition to the company outreach campaign, advertising and outreach campaigns continue to be directed to attracting talent to Greater Fort Lauderdale/ Broward County. These include social media advertising through Facebook and LinkedIn, the CEO Council's talent attraction campaign - Live Where you Vacation, a new talent recruiting guide called "Welcome Home" which is in print and digital formats, and a partnership with Livability Media to promote our area as a top location for talent.

From January through March, these company and talent campaigns generated 1.6 million impressions, with 457,197 video views and 26,802 clicks to the website.

**ALLIANCE: PARTNERSHIP FOR ECONOMIC GROWTH**

Broward County's Official Economic Development Partnership  
110 E. Broward Boulevard, Suite 1990, Fort Lauderdale, FL 33301 • Phone: 954/524-3113, 800/41-1420 • Fax: 954/524-3167  
[www.gfalliance.org](http://www.gfalliance.org)

4. In effort to continue to grow its social media presence and following, the Alliance outlines goals for number of followers on four social media platforms: Twitter (6,000), Facebook (6,000), and increase followers on Instagram and LinkedIn. Year-to-date, all four platforms have increased followers. To date, total followers between the four platforms is 11,089, up from 10,686 at the beginning of the reporting period.
5. The Alliance's Port Everglades Action Team, a partnership with Broward County and numerous community organizations, continued its work to support Port Everglades expansion projects.
6. The Alliance, in partnership with Kaufman Rossin, performed its annual local business climate assessment. The assessment is designed to provide feedback from local businesses regarding Broward County's strengths or weaknesses as a competitive business location and feedback about the availability of a well-educated and highly trained workforce in Broward County.
7. Through the TechGateway regional initiative, the Alliance continues to promote and foster the growth of Broward's technology cluster. The 2022 TechGateway map has been finalized and plans are underway to work with the Broward County Public Schools on another TechGateway in the schools partnership in the third quarter.
8. Working with Broward County Public Schools and other education and workforce providers, the Alliance assisted in developing and launching the Talent Forge initiative. Talent Forge is focused on helping students build career pathways through summer youth employment and internships with companies in Broward.
9. The Alliance, through its 501(c)(3) foundation, continued to lead the Project Opioid Broward initiative, working with a number of community partners. The mission of Project Opioid Broward is to gather and educate influential community leaders across all sectors: business, faith, nonprofit and law enforcement sectors to create awareness and implement strategies among the business community to stop the growing opioid crisis in Broward County.
10. The Alliance continued work to implement *The Prosperity Partnership* (formerly Six Pillars Broward), with a focus on the following community priorities: Target Industry Growth, Education, Talent Attraction & Retention, Community Branding, Social Justice & Racial Equity, Economic Mobility, Entrepreneurship, Transportation, Resiliency, Affordable Housing, and Homelessness.

Throughout the second quarter, the Alliance continued its work to strengthen and diversify our economy as well as help businesses navigate through difficult economic challenges. Our goal remains to create jobs for the residents of Broward County and build the county's tax base, working with Broward County and our other partners.

With warm personal regards, I remain

Sincerely,



Bob Swindell  
President and CEO

**ALLIANCE: PARTNERSHIP FOR ECONOMIC GROWTH**



## FY 2022 Market Measures

### Business Attraction

| Market Measures                          | FY 2022 Goal                   | FY 2022 Goal YTD                  | FY 2022 Actual YTD             | FY 2022 Actual 2nd Qtr        |
|------------------------------------------|--------------------------------|-----------------------------------|--------------------------------|-------------------------------|
| Domestic Leads                           | 175                            | 88                                | 60                             | 34                            |
| International Leads                      | 50                             | 25                                | 16                             | 10                            |
| Average Monthly Projects in the Pipeline | 20                             | 20                                | 25                             | 25                            |
| Number of Announced Projects             | 16                             | 8                                 | 7                              | 2                             |
| Number of New Value-Added Jobs           | 1,600                          | 800                               | 640                            | 130                           |
| \$ of Direct Capital Investment          | \$100M Domestic;<br>\$5M Int'l | \$50.0M Domestic;<br>\$2.5M Int'l | \$19.9M Domestic;<br>\$0 Int'l | \$9.1M Domestic;<br>\$0 Int'l |
| \$ of Direct Capital Investment ROI      | Calculated at end of year      |                                   |                                |                               |

### Business Retention

| Market Measures                                   | FY 2022 Goal | FY 2022 Goal YTD | FY 2022 Actual YTD | FY 2022 Actual 2nd Qtr |
|---------------------------------------------------|--------------|------------------|--------------------|------------------------|
| Number of Corporate Visits                        | 180          | 90               | 38                 | 26                     |
| Number of Retained Jobs                           | 1,300        | 650              | 117                | 42                     |
| Number of CareerSource Broward Partnerships       | 20           | 10               | 3                  | 1                      |
| Dollar Value of CareerSource Broward Partnerships | \$750,000    | \$375,000        | \$76,323           | \$24,000               |

### Marketing & Communications

| Market Measures                  | FY 2022 Goal | FY 2022 Goal YTD | FY 2022 Actual YTD | FY 2022 Actual 2nd Qtr |
|----------------------------------|--------------|------------------|--------------------|------------------------|
| Media Value Generated            | \$300,000    | \$150,000        | \$192,406          | \$50,639               |
| Advertising & Social Impressions | 7.5M         | 3,750,000        | 3,810,222          | 1,681,678              |
| Total Visits to Website          | 150,000      | 75,000           | 88,894             | 31,875                 |

### Financial Support

| Market Measures                                          | FY 2022 Goal  | FY 2022 Goal YTD | FY 2022 Actual YTD | FY 2022 Actual 2nd Qtr |
|----------------------------------------------------------|---------------|------------------|--------------------|------------------------|
| Public/Private Mix                                       | \$1.00:\$1.20 | \$1.00:\$1.20    | \$1.00:\$1.26      | \$1.00:\$0.83          |
| Private Sector Dollars Investing in Economic Development | \$2,280,000   | \$1,140,000      | \$1,217,101        | \$419,884              |

## FY 2022 Market Measures

### Administrative Objectives

- A.** Continue to promote and support the Port Everglades Master Plan through the Port Everglades Action Team. PEAT has successfully partnered with Port administration and the County to advocate for Federal and State funds for capital projects such as the ICTF, Turning Notch and the Widening & Deepening of the Port channel.

With the long-sought-after goal of authorization by the Army Corps of Engineers for the widening and deepening of Port Everglades, the first step of which we received in 1Q/17, we were focused on the second authorization phase to get approval and selection into the ACOE “New Start” budget. In February 2020, the Port was notified that after more than 20 years, Port Everglades was successful in being designated as a new start in the ACOE Budget and the first phase of actual construction – relocating the Coast Guard Station – was approved. In addition, they were awarded \$29 million towards the approximately \$39 million project. In 4Q20 we sent letters to MARAD within the U.S. Department of Transportation supporting the “Marine Highway” designation for Port Everglades and we were pleased when Port Everglades was granted / awarded this designation in January of 2021.

But later in 2021, the ACOE decided that this project must undergo another environmental review which totally changed the timeline and requirements for Port Everglades. And in January, 2022, a request for more review on water quality mitigation was made. The ACOE has been reviewing this and other environmental change requests and we expect the report to be released for public comment in August, 2022. A final report will then be issued and is expected to be released in early Fall. At that point, we are hoping to be included in a new Water Bill which is a requirement of being considered for Federal funds. The cost of the additional requirements requested by the ACOE, and the additional time delays, have doubled the cost of the project.

The Port continues to meet all the requirements and we feel confident that by mid FY23, construction should begin, especially for the relocation of the U.S. Coast Guard Station. Our goal will be to continue to advocate for this project by writing support letters, engaging United States elected officials and attending ACOE in-person and virtual public hearings. We plan to continue to travel to the state and national Capitals when appropriate.

- B.** Research, and embark on the Alliance bi-annual Leadership Trip to a location, to be determined, a competitive region for our business leaders with which to review best practices and enhance Broward’s business climate. In 2016, 2018, and 2020 business and elected leaders traveled to Austin, TX; Nashville, TN; and Charlotte, NC respectively. The trip will take place early in the calendar year.

In Q2, a group of Alliance community leaders voted to select San Diego, CA as the site for our next Leadership Trip scheduled for March 12-15, 2023. They had spent several months studying potential cities from around the country before voting. The goal is to study a leading community, one from which we think we can learn great ideas and compare it to Greater Fort Lauderdale / Broward County. Previous “best practices” trips have been to Austin, TX (2016), Nashville, TN (2018), Charlotte, NC (2020) and now San

Diego. We skipped 2022 because of planning challenges surrounding Covid concerns. We will spend the remainder of 2022 studying Broward and comparing us to San Diego in 10 target areas.

- C.** Implement The Prosperity Partnership's (Six Pillars Broward 2.0) key priorities: Affordable Housing, Community Branding, Education, Entrepreneurship, Homelessness, Economic Mobility (Prosperity Broward), Resiliency, Social Justice & Racial Equity, Talent Attraction & Retention, Target Industry Growth and Transportation.

2021 was the inaugural year of The Prosperity Partnership. This foundational year reflected a series of accomplishments which are summarized below.

- 1 Website Launched.
- 3 Community Engagement Events Hosted in 2021.
- 4 Social Media Sites Activated.
- 6 Newsletters Published.
- 11 Pillars Founded.
- 16 Grants & Sponsorships Secured.
- 22 Total Vision & Mission Statements Established.
- 44 Co-Chairs Recruited.
- 45 Companies & Organizations engaged.
- 154 Tactics Developed.
- 225 Average Attendance at Webinars.

#### The Economic Mobility Pillar

The Prosperity Partnership's Economic Mobility initiative (Prosperity Broward) continues to convene community stakeholders to expand economic mobility in the six Broward County zip codes with the highest unemployment and poverty levels.

The Partnership is taking an innovative approach to help the desired audience of BIPOC single mothers in a specific city, both data-backed and representing the demographic and geographic areas of greatest need, where we are working with the single mothers and experts to co-design pathways to economic mobility and policy change in this area.

How is this different? We will engage the BIPOC single mothers through the entire process, listening to their needs from the beginning and having them work with us side-by-side. They will be at the table with business leaders and community champions to help co-design and co-create a program that can then be rolled out in 2023 to advance the economic mobility of many BIPOC single mothers throughout Broward County with the goal of moving them into high wage jobs and financial stability.

## Key Broward County Economic Indicators

Exhibit 2  
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Following are key Broward County economic statistics  
that are indicators of Broward's overall economic health and trends  
(2022 numbers are as of March 2022)

| Years | Number Employed | Number in Labor Force | Number Unemployed | Unemployment Rate |
|-------|-----------------|-----------------------|-------------------|-------------------|
| 2014  | 1,017,456       | 1,065,335             | 47,879            | 4.5%              |
| 2015  | 956,378         | 999,633               | 43,255            | 4.3%              |
| 2016  | 980,719         | 1,025,431             | 44,712            | 4.4%              |
| 2017  | 991,883         | 1,026,696             | 34,813            | 3.4%              |
| 2018  | 1,011,564       | 1,041,177             | 29,613            | 2.8%              |
| 2019  | 1,023,100       | 1,049,805             | 26,705            | 2.5%              |
| 2020  | 941,123         | 1,007,605             | 66,482            | 6.6%              |
| 2021  | 1,017,099       | 1,055,251             | 38,152            | 3.6%              |
| 2022  | 1,011,014       | 1,039,821             | 28,807            | 2.8%              |

Source: Florida Department of Economic Opportunity, March 2022. Release date April 15, 2022.

### Number of Jobs in Target Industries

| Years | Aviation and Aerospace | Life Sciences | Information & Communication Technologies | Corporate, Regional & Divisional HQ | High-Tech Manufacturing | Marine Industry |
|-------|------------------------|---------------|------------------------------------------|-------------------------------------|-------------------------|-----------------|
| 2014  | 11,861                 | 4,684         | 33,290                                   | 53,433                              | 32,411                  | 8,156           |
| 2015  | 11,931                 | 4,752         | 34,664                                   | 54,923                              | 32,677                  | 8,472           |
| 2016  | 12,409                 | 4,810         | 33,351                                   | 52,272                              | 30,906                  | 8,325           |
| 2017  | 13,250                 | 4,746         | 34,841                                   | 54,446                              | 31,821                  | 8,300           |
| 2018  | 16,058                 | 4,981         | 39,494                                   | 62,657                              | 36,888                  | 9,385           |
| 2019  | 16,691                 | 5,656         | 40,924                                   | 64,707                              | 38,481                  | 9,549           |
| 2020  | 17,953                 | 6,222         | 40,133                                   | 61,589                              | 40,194                  | 9,426           |
| 2021  | 16,813                 | 6,494         | 40,647                                   | 64,346                              | 40,088                  | 9,149           |
| 2022  | 17,658                 | 6,704         | 41,011                                   | 65,690                              | 40,678                  | 9,110           |

Source: EMSI Burning Glass economicmodeling.com 2022.2 Dataset

### Employment by Major Occupational Sectors

| INDUSTRY                                   | Dec-14  | Dec-15  | Dec-16  | Dec-17  | Dec-18  | Dec-19  | Dec-20  | Dec -21 | Mar-22  |
|--------------------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Construction                               | 38,400  | 43,800  | 44,900  | 49,600  | 51,300  | 48,700  | 44,500  | 52,200  | 49,600  |
| Manufacturing                              | 27,600  | 28,400  | 27,900  | 28,800  | 28,300  | 28,200  | 27,100  | 27,800  | 29,100  |
| Wholesale Trade                            | 48,000  | 48,700  | 49,200  | 49,900  | 47,800  | 48,700  | 49,300  | 50,200  | 52,100  |
| Retail Trade                               | 112,300 | 112,900 | 115,200 | 113,500 | 113,800 | 117,900 | 112,000 | 108,700 | 108,100 |
| Transportation, Warehousing, and Utilities | 25,200  | 26,400  | 27,400  | 27,600  | 32,100  | 32,200  | 35,200  | 38,100  | 38,500  |
| Information                                | 18,900  | 19,400  | 19,200  | 19,500  | 20,900  | 20,200  | 18,100  | 19,100  | 21,400  |
| Financial Activities                       | 56,400  | 58,600  | 57,400  | 58,300  | 58,400  | 64,300  | 65,600  | 64,100  | 67,100  |
| Professional and Business Services         | 141,000 | 144,800 | 151,700 | 155,300 | 156,200 | 157,600 | 145,000 | 149,200 | 161,300 |
| Education and Health Services              | 101,600 | 104,500 | 107,200 | 114,000 | 113,700 | 118,900 | 103,400 | 113,400 | 109,900 |
| Leisure and Hospitality                    | 91,000  | 92,800  | 96,100  | 95,400  | 95,000  | 97,800  | 73,400  | 90,300  | 90,800  |

Source: Florida Department of Economic Opportunity, March 2022. Release date April 15, 2022. – Nonagricultural

### Average Wage Rates\* by Target Industry

| Years | Aviation and Aerospace | Life Sciences | Information & Communication Technologies | Corporate, Regional & Divisional HQ | High-Tech Manufacturing | Marine Industry |
|-------|------------------------|---------------|------------------------------------------|-------------------------------------|-------------------------|-----------------|
| 2014  | \$73,430               | \$65,475      | \$98,119                                 | \$80,802                            | \$73,942                | \$59,607        |
| 2015  | \$79,869               | \$68,,414     | \$103,143                                | \$82,027                            | \$74,834                | \$60,863        |
| 2016  | \$78,400               | \$69,069      | \$109,738                                | \$84,168                            | \$77,622                | \$61,783        |
| 2017  | \$81,244               | \$76,487      | \$113,636                                | \$86,204                            | \$80,252                | \$65,638        |
| 2018  | \$87,419               | \$77,985      | \$109,261                                | \$86,069                            | \$80,021                | \$68,270        |
| 2019  | \$92,676               | \$80,620      | \$109,399                                | \$86,076                            | \$82,154                | \$69,815        |
| 2020  | \$94,574               | \$80,204      | \$113,440                                | \$91,193                            | \$84,233                | \$73,728        |
| 2021  | \$97,694               | \$84,176      | \$116,561                                | \$98,314                            | \$86,213                | \$84,011        |
| 2022  | \$102,224              | \$86,696      | \$119,144                                | \$100,315                           | \$88,046                | \$85,324        |

Source: EMSI Burning Glass economicmodeling.com 2022.2 Dataset. \* Estimated earnings: wages + benefits.

| Years | Per Capita Income | Median Household Income |
|-------|-------------------|-------------------------|
| 2014  | \$28,329          | \$51,574                |
| 2015  | \$28,381          | \$51,968                |
| 2016  | \$28,987          | \$52,954                |
| 2017  | \$30,109          | \$54,895                |
| 2018  | \$31,464          | \$57,333                |
| 2019  | \$32,909          | \$59,547                |
| 2020  | \$34,063          | \$60,922                |

Source: U.S. Census Bureau. (ACS 2016-2020)

| Years | Average Annual Wage |
|-------|---------------------|
| 2014  | \$46,033            |
| 2015  | \$47,859            |
| 2016  | \$48,687            |
| 2017  | \$51,259            |
| 2018  | \$52,929            |
| 2019  | \$54,643            |
| 2020  | \$58,385            |
| 2021* | \$60,996            |

Source: bls.gov County Employment and Wages  
\*average weekly wage Q3-2021\*52

| Years | Office Vacancy Rate % | Net Absorption SF |
|-------|-----------------------|-------------------|
| 2014  | 15.7%                 | 116,754           |
| 2015  | 15.7%                 | 467,570           |
| 2016  | 14.6%                 | 279,620           |
| 2017  | 11.8%                 | 222,000           |
| 2018  | 11.4%                 | 38,000            |
| 2019  | 10.2%                 | (128,397)         |
| 2020  | 13.0%                 | (87,700)          |
| 2021  | 18.2%                 | 203,700           |
| 2022  | 18.9%                 | 112,500           |

Source: CBRE Research, Broward Figures Q1 2022.

| Years | Industrial Vacancy Rate % | Net Absorption SF |
|-------|---------------------------|-------------------|
| 2014  | 7.3%                      | 190,341           |
| 2015  | 9.2%                      | 864,196           |
| 2016  | 6.1%                      | 310,543           |
| 2017  | 3.6%                      | 894,998           |
| 2018  | 3.8%                      | 224,214           |
| 2019  | 6.3%                      | 145,780           |
| 2020  | 7.6%                      | 325,353           |
| 2021  | 4.8%                      | 1,734,784         |
| 2022  | 4.2%                      | 630,616           |

Source: CBRE Research, Broward Figures Q1 2022.

**Broward County Property Tax Base Growth**

|             | <b>Residential County<br/>Property Tax Base</b> | <b>Commercial/Industrial<br/>County Tax base</b> |
|-------------|-------------------------------------------------|--------------------------------------------------|
| <b>2013</b> | \$90,602,712,080                                | \$33,017,503,750                                 |
| <b>2014</b> | \$98,102,068,110                                | \$34,283,192,400                                 |
| <b>2015</b> | \$106,234,517,520                               | \$35,517,337,080                                 |
| <b>2016</b> | \$114,783,990,830                               | \$38,537,169,030                                 |
| <b>2017</b> | \$123,925,153,510                               | \$41,945,240,370                                 |
| <b>2018</b> | \$132,946,694,120                               | \$44,664,169,420                                 |
| <b>2019</b> | \$141,671,309,822                               | \$47,314,571,180                                 |
| <b>2020</b> | \$149,541,645,130                               | \$49,790,239,400                                 |

Source: Broward County Appraiser's Office.



FY 2022 Announced Economic Development Projects  
Greater Fort Lauderdale Alliance: *Partnership for Economic Growth*

Exhibit 2  
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| Month Announced /Approved              | Status | Company                | City            | Type of Facility      | Sq. Ft. of Project | Direct Capital Investment | Foreign Direct Capital Investment | Jobs Created | Jobs Retained | Product/Service                                                                                                |
|----------------------------------------|--------|------------------------|-----------------|-----------------------|--------------------|---------------------------|-----------------------------------|--------------|---------------|----------------------------------------------------------------------------------------------------------------|
| <b>1st Quarter Announced Projects:</b> |        |                        |                 |                       |                    |                           |                                   |              |               |                                                                                                                |
| November                               | UEP    | Project Play           | Plantation      | Office/Manufacturing  | 100,000            | \$10,000,000              |                                   | 150          | 75            | Global leader in consumer products including toys, plush, action figures, collectibles and musical instruments |
| December                               | UEP    | ICON International     | Fort Lauderdale | Office                | 15,000             |                           |                                   | 100          |               | Provides a bartering service for companies of all sizes and industries                                         |
| December                               | AP     | Norse Atlantic Airways | Fort Lauderdale | Office                | 5,000              |                           |                                   | 15           |               | Headquarters office for Norway-based airline                                                                   |
| December                               | AP     | Pherros Biosciences    | Deerfield Beach | Manufacturing and R&D | 25,000             |                           |                                   | 20           |               | Biotech company that will develop and produce novel drugs and treatments                                       |
| December                               | UEP    | West Marine            | Fort Lauderdale | Office                | 50,000             | \$800,000                 |                                   | 225          |               | Headquarters for company that operates a chain of boating supply and fishing retail stores                     |
| <b>1st Quarter Project Totals:</b>     |        |                        |                 |                       | <b>195,000</b>     | <b>\$10,800,000</b>       | <b>\$0</b>                        | <b>510</b>   | <b>75</b>     |                                                                                                                |

AP = Announced Project  
AEP = Announced Expansion Project  
UEP = Unannounced Expansion Project  
AIP = Announced Intl. Project  
ARP = Announced Retention Project

FY 2022 Announced Economic Development Projects  
Greater Fort Lauderdale Alliance: *Partnership for Economic Growth*

| Month Announced /Approved                     | Status  | Company       | City            | Type of Facility          | Sq. Ft. of Project | Direct Capital Investment | Foreign Direct Capital Investment | Jobs Created | Jobs Retained | Product/Service                                                                                                         |
|-----------------------------------------------|---------|---------------|-----------------|---------------------------|--------------------|---------------------------|-----------------------------------|--------------|---------------|-------------------------------------------------------------------------------------------------------------------------|
| <b>2nd Quarter Announced Projects:</b>        |         |               |                 |                           |                    |                           |                                   |              |               |                                                                                                                         |
| February                                      | AEP/ AP | Funtrition    | Miramar         | Office/Manufacturing/ R&D | 60,000             | \$9,000,000               |                                   | 100          | 42            | Manufacturer of gummy vitamin products                                                                                  |
| February                                      | UEP     | CIG Financial | Fort Lauderdale | Office                    | 7,800              | \$100,000                 |                                   | 30           |               | Specializes in the field of auto lending with private, public and Independent auto dealers throughout the United States |
| <b>2nd Quarter Project Totals:</b>            |         |               |                 |                           | <b>67,800</b>      | <b>\$9,100,000</b>        | <b>\$0</b>                        | <b>130</b>   | <b>42</b>     |                                                                                                                         |
|                                               |         |               |                 |                           |                    |                           |                                   |              |               |                                                                                                                         |
| <b>Year to Date Project Totals:</b>           |         |               |                 |                           | <b>262,800</b>     | <b>\$19,900,000</b>       | <b>\$0</b>                        | <b>640</b>   | <b>117</b>    |                                                                                                                         |
| <b>Business Development Goals for FY2022:</b> |         |               |                 |                           |                    | <b>\$100,000,000</b>      | <b>\$5,000,000</b>                | <b>1,600</b> | <b>1,300</b>  |                                                                                                                         |

AP = Announced Project  
AEP = Announced Expansion Project  
UEP = Unannounced Expansion Project  
AIP = Announced Intl. Project  
ARP = Announced Retention Project