



PLANNING & DEVELOPMENT SERVICES DEPARTMENT  
PO Box 490, STATION 11  
GAINESVILLE, FL 32627-0490

306 N.E. 6<sup>TH</sup> AVENUE  
P: (352) 334-5022  
P: (352) 334-5023  
F: (352) 334-2648

**TO:** City Plan Board **Item Number: 3**

**FROM:** Planning & Development Services Department **DATE: June 30, 2016**  
Staff

**SUBJECT:** Petition PB-16-76 TCH. City Plan Board. Amend the Land Development Code to allow armor systems manufacturing and assembly in the MU-1: 8-30 units/acre mixed use low intensity district. Related to PB-16-74 LUC & PB-16-75 ZON.

### Recommendation

Staff recommends approval of Petition PB-16-76 TCH.

### Discussion

The proposed addition of *Armor systems manufacturing and assembly* as a permitted use, with conditions, in the MU-1: 8-30 units/acre mixed use low intensity district is for a high-tech, low-impact, and niche use in this zoning district. Armor systems include armor safety products and personal protective equipment such as body armor, bullet proof vests and similar products. The conditions for the proposed use include but are not limited to requirements that all manufacturing and assembly be within completely enclosed structures that are at least 100 feet from properties with residential land use, that there is no outdoor storage, that loading docks and mechanical equipment be screened, and that sound attenuation be provided. An indoor gun range is to be allowed as an accessory use, be strictly limited to product testing and demonstration, and is to have required sound attenuation.

The similarly named use of *Hard armor systems manufacturing and assembly* was added in 2012 by Ordinance no. 140392 to the Airport facility district (AF) at Gainesville Regional Airport to enable a high-tech, local start-up company to operate in the AF zoning district. That young company, Phalanx Defense Systems, LLC, has become very successful and has outgrown its space (9,700 sq. ft., former FAA building, and a 5,000 sq. ft. warehouse) at the Airport.

Phalanx designs and manufactures body armor and related safety equipment for public safety workers (e.g., fire, police) and for the U.S. military) using previously processed recycled materials (description per Phalanx company officials at June 24, 2016 Neighborhood Workshop for proposed land use and zoning changes for the City's armory property at 1125 NE 8<sup>th</sup> Avenue). See Exhibit A-1, Application, Request for Proposal for Reuse of Reuse/Development of Former U.S. Army Reserve Property. See Exhibit B-1 (June 27, 2016 Phalanx e-mail and Website excerpt) for additional information about the use and Phalanx.

This petition is related to Petition PB-16-74 LUC, which proposes a land use change from Public and Institutional Facilities (PF) to Mixed-Use Low-Intensity (8-30 units/acre) (MUL) for the 3.2-

acre, armory property at 1125 NE 8<sup>th</sup> Avenue. It is also related to Petition PB-16-75 ZON, which proposes a zoning change from PS: Public services and operations district to MU-1: 8-30 units/acre mixed use low intensity district at that location. There are currently approximately 622.67 acres of land with the MU-1 zoning district, which is approximately 1.5 percent of the total area (40,471 acres including right of way, or 62.236 sq. mi.). See Exhibit B-2, Existing MU-1 Zoning.

See Exhibit B-3 for the draft ordinance.

**Recommended Change to Land Development Code:**

**Sec. 30-64. – Mixed use low intensity district (MU-1).**

(g) *Permitted uses.*

SIC	Uses	Conditions
	USES BY RIGHT:	
	<u>Armor systems manufacturing and assembly</u>	<p><u>Armor systems include armor safety products and personal protective equipment such as body armor, bullet proof vests and similar products.</u></p> <p><u>All manufacturing and assembly shall be within completely enclosed structures that are at least 100 feet from any property with a land use category as follows: single-family; residential low-density; residential medium-density; residential high-density; mixed-use residential; or a residential planned use district. No outdoor storage is allowed, truck traffic shall be limited to an extent consistent with commercial activities, loading docks and mechanical equipment shall be screened, and sound attenuation shall be provided to any adjacent property in actual residential use. Storage of hazardous materials shall be in accordance with the county hazardous materials management code.</u></p> <p><u>An indoor gun range is allowed as an accessory use, and shall be strictly limited to product testing and demonstration by the principal use. Sound attenuation shall be provided to any adjacent property in actual residential use.</u></p>

Respectfully submitted,



Andrew Persons, AICP  
Interim Principal Planner

Prepared by:



Dean Mimms, AICP  
Lead Planner

## List of Appendices

### Appendix A Application

Exhibit A-1 Application

### Appendix B Supplemental Documents

Exhibit B-1 June 27, 2016 Phalanx e-mail and Website excerpt

Exhibit B-2 Map – Existing MU-1 Zoning

Exhibit B-3 Draft Ordinance

[Exhibit A-1 Application goes here]

**Appendix B Supplemental Exhibits**

Exhibit B-1: 6/27/16 e-mail and excerpt from Website goes here

Exhibit B-2 Map – Existing MU-1 Zoning goes here



Exhibit B-3: Draft Ordinance

**Draft ORDINANCE NO. 160124**

**An ordinance of the City of Gainesville, Florida, amending Section 30-64 – *Mixed-Use Low-Intensity District (MU-1)* of the Land Development Code (Chapter 30 of the City of Gainesville Code of Ordinances) to add Armor Systems Manufacturing and Assembly as a permitted use by right with Indoor Gun Range as an accessory use; providing directions to the codifier; providing a severability clause; providing a repealing clause; and providing an immediate effective date.**

**WHEREAS**, notice was given as required by law that the text of the Code of Ordinances of the City of Gainesville, Florida, be amended; and

**WHEREAS**, the City Plan Board, which acts as the local planning agency pursuant to Section 163.3174, Florida Statutes, held a public hearing on June 30, 2016, and voted to recommend that the City Commission approve this amendment to the list of permitted uses within the MU-1 zoning district; and

**WHEREAS**, an advertisement no less than two columns wide by ten (10) inches long was placed in a newspaper of general circulation and provided the public with at least seven (7) days' advance notice of this ordinance's first public hearing to be held by the City Commission in the City Hall Auditorium, located on the first floor of City Hall in the City of Gainesville; and

**WHEREAS**, a second advertisement no less than two columns wide by ten (10) inches long was placed in the aforesaid newspaper and provided the public with at least five (5) days' advance notice of this ordinance's second public hearing to be held by the City Commission; and

**WHEREAS**, public hearings were held pursuant to the notice described above at which hearings the parties in interest and all others had an opportunity to be and were, in fact, heard.

**NOW, THEREFORE, BE IT ORDAINED BY THE CITY COMMISSION OF THE CITY OF GAINESVILLE, FLORIDA:**

**Section 1.** Subsection 30-64(g) of the Land Development Code is amended to add armor systems manufacturing and assembly as a permitted use by right and indoor gun range as an accessory use as set forth below. Except as amended herein, the remainder of Subsection 30-64(g) remains in full force and effect.

**Sec. 30-64. – Mixed use low intensity district (MU-1).**

*(g) Permitted uses.*

SIC	Uses	Conditions
	USES BY RIGHT:	
	<u>Armor systems manufacturing and assembly</u>	<p><u>Armor systems include armor safety products and personal protective equipment such as body armor, bullet proof vests and similar products.</u></p> <p><u>All manufacturing and assembly shall be within completely enclosed structures that are at least 100 feet from any property with a land use category as follows: single-family; residential low-density; residential medium-density; residential high-density; mixed-use residential; or a residential planned use district. No outdoor storage is allowed, truck traffic shall be limited to an extent consistent with commercial activities, loading docks and mechanical equipment shall be screened, and sound attenuation shall be provided to any adjacent property in actual residential use. Storage of hazardous materials shall be in accordance with the county hazardous materials management code.</u></p> <p><u>An indoor gun range is allowed as an accessory use, and shall be strictly limited to product testing and demonstration by the principal use. Sound attenuation shall be provided to any adjacent property in actual residential use.</u></p>

**Section 2.** It is the intent of the City Commission that the provisions of Section 1 of this ordinance shall become and be made a part of the Code of Ordinances of the City of Gainesville, Florida, and that the sections and paragraphs of this ordinance may be renumbered or relettered in order to accomplish such intent.

**Section 3.** If any word, phrase, clause, paragraph, section or provision of this ordinance or the application hereof to any person or circumstance is held invalid or unconstitutional, such finding shall not affect the other provisions or applications of this ordinance that can be given effect without the invalid or unconstitutional provision or application, and to this end the provisions of this ordinance are declared severable.

**Section 4.** All ordinances or parts of ordinances in conflict herewith are to the extent of such conflict hereby repealed.

**Section 5.** This ordinance shall become effective immediately upon adoption.

**PASSED AND ADOPTED** this \_\_\_\_ day of \_\_\_\_\_, 2016.

\_\_\_\_\_  
LAUREN POE  
MAYOR

Attest:

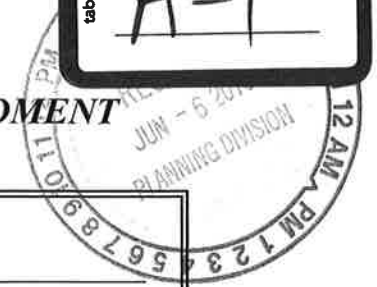
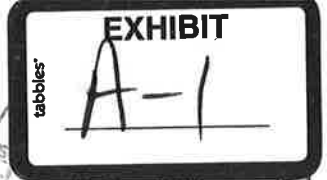
Approved as to form and legality:

\_\_\_\_\_  
KURT M. LANNON  
CLERK OF THE COMMISSION

\_\_\_\_\_  
NICOLLE M. SHALLEY  
CITY ATTORNEY

This ordinance passed on first reading this \_\_\_\_ day of \_\_\_\_\_, 2016.

This ordinance passed on second reading this \_\_\_\_ day of \_\_\_\_\_, 2016.



**APPLICATION—CITY PLAN BOARD—TEXT AMENDMENT**  
**Planning & Development Services**

<b>OFFICE USE ONLY</b>	
Petition No. <u>PB-16-76 TCH</u>	Fee: \$ <u>N/A</u>
1 <sup>st</sup> Step Mtg Date: _____	EZ Fee: \$ _____
Tax Map No. _____	Receipt No. _____
Account No. 001-660-6680-3401 [ ]	
Account No. 001-660-6680-1124 (Enterprise Zone) [ ]	
Account No. 001-660-6680-1125 (Enterprise Zone Credit) [ ]	

Name of Applicant/Agent (Please print or type)	
Applicant/Agent Name:	<u>City Plan Board</u>
Applicant/Agent Address:	
City:	
State:	Zip:
Applicant/Agent Phone: <u>(352) 334-5022</u>	Applicant/Agent Fax:

*Note: It is recommended that anyone intending to file a petition for a text amendment to Chapter 30 of the City of Gainesville Code of Ordinances (Land Development Code) or to the Comprehensive Plan, meet with the Department of Community Development prior to filing the petition, in order to discuss the proposed amendment and petition process. The request will be evaluated as applicable to the particular zoning district or land use category on a citywide basis.*

**TEXT AMENDMENT**

Check applicable request below

Land Development Code <input checked="" type="checkbox"/>	Comprehensive Plan Text <input type="checkbox"/>	Other <input type="checkbox"/>
Section/Appendix No.: <u>Sec. 30-64. mixed use</u> <u>low intensity district</u> <u>(mu-1)</u>	Element & Goal, Objective or Policy No.:	Specify:

**Proposed text language and/or explanation of reason for request (use additional sheets, if necessary):**

Add "Hard armor systems manufacturing and assembly"  
to the list of uses permitted by right in the  
mu-1 zoning district.

**Certified Cashiers Receipt:**



R160124B/2/16  
Planning & Development  
Services Dept.



**PHALANX**  
**DEFENSE SYSTEMS**

4352 N.E. 40TH TERRACE, GAINESVILLE, FL 32609 • (352)727-4884

## **REQUEST FOR PROPOSAL**

**FOR REUSE/DEVELOPMENT  
OF FORMER U.S. ARMY  
RESERVE PROPERTY**

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**RFP NO. CMGT160023-DH**

**DUE APRIL 6, 2016**

**COPY**

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## Section A

### Public Benefits/Access

Addressing issues raised by residents of the area, the City of Gainesville Public Works Department, and as discussed in the City of Gainesville's "Visioning Sessions C.R. Layton U.S. Army Reserve Center" dated October 23, 2012 Phalanx proposes adding the following to the property:

Transforming the south end of the property into a veteran's memorial park to both honor those who have served and provide hub for community events and leisure. The park should at a minimum include facilities for a "Tot Lot" (playground), fitness and walking paths, and pet paths (See Conceptual Site Plan). Also, adding a storm-water retention area in the park to aid in flood reduction.

In addition to these changes Phalanx will work with city arborists to protect the magnificent trees on the building portion of the property to include remediation of any trees that are diseased, rotten or dead. Phalanx will bring the Reserve Center portion of the property back to an inviting and appealing destination that the City and surrounding neighbors can be proud of while retaining the natural beauty of the property. It is Phalanx's belief that these additional suggestions are in keeping with a proven track record of community involvement.

This centralized location will afford current and future employees the opportunity to walk to work or to use public transportation, further helping to reduce traffic and lower the carbon footprint. In addition to the environmental benefits Phalanx will be able to create a positive direct, indirect, and induced impact on the community. Numerous studies have shown that between 45-48% of every dollar earned by a local business is recirculated throughout the community in which it is located (See Appendix F). The new location will allow Phalanx and its employees to increase their economic contribution to the community by supporting other local businesses such as East End Eatery, Sky Frog Lawn and Tree services, and Bagel Bakery, just to name a few. This move would also help to secure Gainesville's position in an industry which created a \$79.8 billion impact in 2014 despite a decline in federal spending (See Appendix G).



# Conceptual Site Plan



**Budget**

Hamann Builders, Inc.  
 406 NW 28<sup>th</sup> Terrace  
 Gainesville FL 32607  
 License # CBC 1256764  
 (352) 281-6618

Client:

Date: 3/18/2016

Phalanx Defense Systems  
 4352 NE 40<sup>th</sup> Terr  
 Gainesville Florida 32609  
 352-727-4884  
 Contact: James Coats

**Job Schedule for Reserve Building Phase 1**

*(Estimated date of completion: 100 days from starting date)*

\*\* Can be done at same time as other work not related to remediation

**Interior**

Demo and removal of asbestosis piping- *Estimated time 1 week*  
 Demo and removal of lead paint- *Estimated time 2 week*  
 Replacing interior non-load bearing walls with metal stud walls- *Estimated 7 days\*\**  
 Replacing doors and windows- *Estimated 14 days \*\**  
 Bathroom tile and remodel and plumbing check \*\*  
 Kitchen remodel and plumbing check \*\*  
 HVAC clean and repair \*\*  
 New Mini split HVAC \*\*  
 Railing around top perimeter and stairways \*\*  
 Electrical check \*\*  
 Updating light fixtures – *Estimated 14 days\*\**  
 Cox Communications wires network cables \*\*  
 Interior paint

**Exterior**

Landscaping- *Estimated time frame 3 days \*\**  
 Pressure washing sidewalks and building front-*Estimated 2 days \*\**  
 Fencing reconfigured.-*Estimated 7 days \*\**  
 Patch Roof - *Estimated 2 days \*\**  
 Various Tree work - *Estimated 2 days \*\**  
 Exterior Lighting Inspection and updating - *Estimated 2 days\*\**

**Estimated cost of Phase One- \$500,000.00.**

Estimate doesn't include unforeseen construction issues with electrical and plumbing and may increase the budget and duration.

## Job Schedule for Reserve Building Phase 2

*(Estimated start date: 12 months to 48 months from taking possession of the property)*

Based on its present condition it's recommended to have the roof replaced within 12 to 48 months.  
Estimated time to complete is 14 days.

Demo and disposal of existing roof 4 days  
New roof install 5 days  
Insulated spray coating 5 days

### **Estimated cost of Phase Two- \$520,000.00.**

The estimate may increase due to increase of materials cost and labor at the time of phase 2 start.

## Job Schedule for Reserve Building Phase 3

*(Estimated start date: 24 months to 48 months from taking possession of the property)*

Client has expressed working with SVM | SKINNER VIGNOLA McLEAN, INC. on improving the function of space. This phase's estimate will be determined by the client's architecture firm and will be quoted accordingly.

Business tax receipt



CITY OF GAINESVILLE

Customer Copy

**BUSINESS TAX RECEIPT**

BILLING AND COLLECTIONS OFFICE  
TREASURY DIVISION OF THE FINANCE DEPARTMENT

TAX YEAR BEGINS OCTOBER 1, 2015  
AND ENDS SEPTEMBER 30, 2016

Please display in your  
place of business

[btmail@cityofgainesville.org](mailto:btmail@cityofgainesville.org)

**BUSINESS TAX NO.**

**40415**

*BUSINESS NAME AND MAILING ADDRESS*



PHALANX DEFENSE SYSTEMS LLC

4352 NE 40TH TER  
GAINESVILLE, FL 32609

**BUSINESS LOCATION**

4352 NE 40TH TER

**BUSINESS PHONE**

352-727-4884

**BUSINESS E-MAIL**

[j.coats@phalanxsystems.com](mailto:j.coats@phalanxsystems.com)

Thank you for paying your business taxes for the period October 1, 2015 – September 30, 2016.

CATEGORY	DESCRIPTION	TAX FEE
1001	FICTITIOUS NAME REQUIREMENT	\$0.00
6245	MANUFACTURING NOT LISTED SEPARATELY	\$105.00
8958	ENTERPRISE ZONE	\$0.00
9910	PENALTY 10%	\$10.50
9931	PENALTY WAIVED	(\$10.50)
<b>TOTAL ASSIGNED:</b>		\$105.00
<b>TOTAL PAID:</b>		\$105.00
<b>AMOUNT DUE:</b>		\$0.00

APPROVED MB/FINANCE DIRECTOR



709FF7B0708C4B5C8D563801E90F4CAB

ALL CITY, STATE AND FEDERAL REQUIREMENTS MUST BE MET IN ORDER TO LEGALLY OPERATE A BUSINESS, PROFESSION OR OCCUPATION WITHIN THE CORPORATE LIMITS OF GAINESVILLE, FLORIDA. PAYMENT OF BUSINESS TAXES AND A RECEIPT FOR PAYMENT DOES NOT IMPLY THAT A BUSINESS HAS COMPLIED WITH ANY OR ALL OTHER RELEVANT STATUTORY AND REGULATORY PROVISIONS

THE CITY OF GAINESVILLE DOES NOT REFUND BUSINESS TAXES PAID IN ERROR UNLESS THE ERROR IS A CLERICAL MISTAKE MADE BY THE CITY.

If you have any questions about the Business Tax requirements or process, please email

[btmail@cityofgainesville.org](mailto:btmail@cityofgainesville.org)

If you cannot email to the address above, please call (352) 334-5024

IT IS THE BUSINESS OWNER'S RESPONSIBILITY TO REPORT ANY CHANGES IN BUSINESS INFORMATION

DURING THE YEAR TO

[btmail@cityofgainesville.org](mailto:btmail@cityofgainesville.org)

OR TO WEB SITE

<http://eservices.cityofgainesville.org>

Zoning Compliance Approval

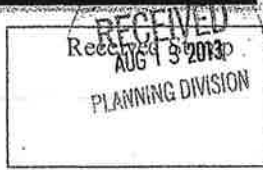


Planning and Development Services Department  
 Planning Division  
 P.O. Box 490, Station 12  
 Gainesville, FL 32627-0490  
 P: (352) 334-5023  
 F: (352) 334-3259

**Zoning Compliance Approval Form**

**For Office Use Only**

ZCP #: ZC-13-00278 Date: 8/13/2013  
 ZCP Approved     ZCP Approved with Conditions     ZCP Denied



A Zoning Compliance Approval Form must be completed for the following: Zoning approval for non-residential uses, Building Inspections Department approval (Change of Use or Occupancy Permit, if needed), and Business License Tax. **Please be aware that Day Care Centers, Assisted Living Facilities, Group Homes and Businesses** moving into new location may require additional permits and/or approvals, please contact the Building Inspections Department at (352) 334-5050.

Please read and initial the following statements:

- I understand that I must Comply with the Current Florida Building Code through the Building Inspections Department (352) 334-5050, the Current Florida Fire Prevention Code through the Gainesville Fire Rescue Risk Reduction Bureau (352) 334-5065, and obtain any necessary permits for Construction and Remodeling.
- I understand that I must obtain a Local Business Tax Receipt (Business License) through the Finance Department (352) 334-5024.
- I understand that falsifying any information may result in my Zoning Compliance Approval being revoked.

After completing this page, forward the document to the Planning Department (drop off, mail, fax, or e-mail) for processing. After the Zoning Compliance Approval Form is processed, it will be returned to the Applicant as requested at the bottom of this page of the application.

**Part 1 - To be completed by Applicant**

New Application     Renewing Application for Business License

Name of Business: Phalanx Defense Systems LLC  
 Address of Business: 4352 NE 40th Terr  
 City: Gainesville State: FL Zip Code: 32609  
 Business Phone #: (352) 727-4884 Fax: ( )  
 Proposed Use of Premises: Body armor design? Research + Manufacturing  
 Applicants Name: James Coats  
 Mailing Address: 4352 NE 40th Terr  
 City: Gainesville State: FL Zip Code: 32609  
 Business Phone #: (352) 727 4884 E-Mail Address: j.coats@phalanxsystems.com  
 Signature of Applicant: [Signature] Date: 8/13/13  
 Return to Applicant by:  Pick up at Thomas Center     Regular Mail     Fax     E-mail

This form is available in the Online Forms page on our website: <http://planning.cityofgainesville.org>



Planning and Development Services Department  
Planning Division  
P.O. Box 490, Station 12  
Gainesville, FL 32627-0490  
P: (352) 334-5023  
F: (352) 334-3259

**Zoning Compliance Approval Form**

**Part 2 - To be completed by staff**

**Planning Division Analysis**

Initial Review Date: 8 / 13 / 2013 Tax Parcel Number: 08161 - 000 - 000  
Map Number: 3357 Zoning District: AF SIC Code: MG87

**Murphy Wellfield Protections Permit**

Located in Wellfield Zone:  Yes  No Primary  Secondary Tertiary   
Permit Required: EXEMPTION WELLFIELD SPECIAL USE PERMIT WELLFIELD PERMIT  
Conditions or Comments: No HAZMAT

**Special Overlay Plans or Districts: [ ] Yes [ ] No**

- Central Corridors       NW 39<sup>th</sup> Avenue       Corporate Park
- Traditional City       University Heights       SW 13<sup>th</sup> Street
- Five Points       Gateway Street       Special Environmental Overlay
- Idylwild-Serenola       College Park       Significant Ecological Communities

Parking Standard for Zoning District  
Parking Standard, Vehicle: 1 per 500SF Bicycles: 5% of Vehicle Standard

Comments: \_\_\_\_\_  
SIGNATURE/PLANNING DIVISION Michael J. Ziegler DATE: 8 / 13 / 2013

This form is available in the Online Forms page on our website: <http://planning.cityofgainesville.org>

## Section B

### Developer Identification

Phalanx Defense Systems, LLC

4352 NE 40<sup>th</sup> Terrace

Gainesville, FL 32609

Phone: 352-727-4884

E-mail: j.coats@phalanxsystems.com

Legal form of organization: Partnership

Authorized Individuals: James Coats and John Perkins

### About Phalanx

In February of 2012, John Perkins and James Coats partnered together to form Phalanx Defense Systems, LLC. Shortly after forming the company initial funding was secured and by August 2012 Phalanx Defense Systems found its home in Gainesville. Phalanx opened its doors in October of 2012 and released their first products to the market in March of 2013.

Phalanx is increasing its economic footprint not only through new product offerings and innovation but also through strategic acquisitions. To date Phalanx has acquired:

- DKX Advanced Manufacturing, a lightweight safety technology company
- DutySmith, an innovative line of duty gear for the law enforcement community
- Rapid Deployment Systems, a more comfortable, form-fitting armor for our first responders

Although lightweight safety technologies is its core business, Phalanx also designs and manufactures a series of consumer safety products which are presently being carried by Gander Mountain, one of the largest box stores in the industry. Phalanx has also won contracts to supply safety equipment to the USDA, Department of Homeland Security, US Navy, US Marshals and various EMS fire and police agencies throughout the United States.

Phalanx has been in business in Gainesville since the summer of 2012. Our technology has saved several lives of military and law enforcement with our safety technology and created more than 20 jobs in Gainesville. In addition, we have acquired several businesses and brought them to Gainesville to aid in job creation. Phalanx continues to grow and has doubled its sales each year since opening our doors in 2012. We service military contracts, government contracts as well as manufacture and distribute consumer safety products to large retail outlets such as Gander Mountain, Dunham Sports, Amazon.com and Walmart.com.

## Executive Bios

**James Coats** is the Chief Executive Officer and head of Applied Sciences at Phalanx Defense Systems. James formed his first company, Coats Magic Productions, around a number of different illusions he designed for the magic industry while attending the University of Florida. Within 12 months of starting Coats Magic Productions, James received an offer to merge his company and talents with one of the largest manufacturing development companies in the industry. This started James on a trend that has led him to develop technologies in the magic, toy and defense industries over the past two decades.

In 2007, James was offered a position in the newly formed Advanced Development department of BAE Systems-Safariland division. Shortly after starting, James noticed a stark disconnect between the development engineers in his division and the end-user of the equipment they produced. To bridge that gap, James began training with experienced professionals at various levels within the special operations community and civilian law enforcement. James received his B.A. from the US Military Intelligence School, graduating with honors.

James currently sits on both the Advanced Manufacturing Council for Alachua County and the American Society for Testing and Materials (ASTM) board, an organization which aids in developing body armor and safety equipment standards for the National Institute of Justice.

**John Perkins** is the Chief Technology Officer at Phalanx and brings more than 35 years of engineering, research, development and design experience to the table. Originally educated as an Oceanographic Engineer with a Bachelor's of Science from Florida Institute of Technology, John's early career included consulting with oil companies, foreign countries, and owning the Southeast Region EPA lab, Treasure Coast Engineering, Inc.

John relocated to the Gainesville area 25 years ago when he opened an aviation-focused company in Williston, where he developed and patented a solution for opening large aviation hangar-doors. John's next venture was BasicBlack based on a family passion for protecting our first responders.

John's primary focus with BasicBlack over the last twelve years has been developing safety solutions and technologies for EMS fire Rescue, corrections, and law enforcement agencies. John was recruited in 2004 by the Office of Law Enforcement Technology Commercialization (OLETC) as one of their emerging technologists and had the privilege of attending National Law Enforcement and Corrections Technology Center (NLETC) training with Mohawk Consulting. For almost a decade John attended the annual mock prison riots where his cutting-edge safety solutions and technologies were proven to greatly reduce injuries and save lives.

## Additional benefits

Phalanx Defense Systems appreciates and embraces the important history of the Reserve Center building. With the main focus of our business being to support those who have served



Phalanx intends on utilizing the building in a capacity close to that of its original function, namely in supplying protective equipment to the men and women of our armed forces, EMS, and law enforcement communities around the United States. Phalanx will restore existing historical aspects of the Reserve Center and place them throughout the Reserve Center to preserve and honor the more than 50 years of history. In addition, Phalanx has started working with the Matheson History Museum to find historical photos/memorabilia of the Reserve Center to create a historical educational display inside the proposed new Phalanx location.

### Job Creation

Moving operations to the Reserve Center location will allow Phalanx to expand its capabilities, therefore facilitating the creation of additional jobs within Gainesville. With our current growth and the new facility Phalanx is projected to expand and create 39 new jobs within two years of moving its business into the Reserve Center building. The projected job growth ranges in job diversity between levels in the organization and technical skills. Below in Table 1, we have shown our job forecast for the next two years totaling over \$1.3M in wages for the City of Gainesville.

The average wage of an employee at Phalanx is \$41k per year. Phalanx is proud to provide on-the-job-training and apprenticeships for various positions, which would allow a person to advance with the company and/or industry. In addition, Phalanx is extremely proud and honored to provide jobs to our veterans as well as military reservists, which consist of more than 25% of our work family. Phalanx has created training programs that utilize the education and training military personal receive and aiding them in transitioning into a high-tech manufacturing career.

**Table 1**

Job Title	# of Trainees	Annual Wage
Category Manager	3	70,000
CAD Operator	1	47,000
Gerber Operator	1	47,000
Operations Manager	1	50,000
Sewing Tech	15	30,000
Holster Tech	12	30,000
Paralegal	1	35,000
Comptroller	1	40,000
Customer Service Tech	2	30,000
Hard Armor Tech	3	25,000
	<b>40</b>	<b>\$ 1,374,000.00</b>

## Presence within the Community

The Reserve Center has been unoccupied for seven years and has become an unkempt eyesore for the surrounding neighborhood. Phalanx is a local family owned business and is known throughout the community as being a forward thinking bright and engaging community-driven company. Throughout its history Phalanx has shown a serious commitment to education and the surrounding community. Recent articles in the Gainesville Sun and other media outlets show Phalanx's support of charitable causes and the Alachua County School Systems' robotic and engineering programs. (See Appendix B)

In 2015 Phalanx was honored by the City of Gainesville with the proclamation of March 19<sup>th</sup> as Phalanx Defense Systems Day for saving the life of a U.S. Marshal. This brings national attention to the company which in turn reflects positively on Gainesville's thriving economy (See Appendix D).

## Compatibility & Integration with Reserve Park and Neighborhood

Phalanx's business is designed around protecting those who protect our community. Because of this we understand the importance of integrating into the local neighborhood, minimizing negative impacts while bringing as much to the community as possible. We are excited to be a contributing factor to the proposed park which will enhance the surrounding neighborhood and honor the citizen soldiers who have served both our community and country.

Phalanx is proud to work directly with the Friends of the Reserve Park on this very important project. Phalanx would like to explore with the City of Gainesville and the Park Planning Committee the possibility of accessing the proposed park through portions of the property sold to Phalanx to expand the park beyond the 3.4 acres.

The positioning of the reserve center building is ideal for maintaining operations while contributing very little in regards to increased traffic on NE 8th Avenue. Sitting less than half a mile from Waldo Road the building will allow for regular shipments and deliveries through the NE 11th Street entrance. This maintains Phalanx's access to important infrastructure and the neighborhood's need to continue with their daily lives.

In its current location Phalanx regularly gives tours to law enforcement, students, and interested community members. These tours help to show our neighbors the importance of local manufacturers and introduces concepts we use every day to save lives. Unfortunately Phalanx's current location is relatively removed from the community. Once integrated into a more centralized location Phalanx will continue its history of responsible stewardship by inspiring a creative, entrepreneurial, and patriotic spirit into the community.

During events at the proposed veteran's park Phalanx is committed to providing an element of play to the community. Throughout our building and the external property Phalanx is constantly adding decorations and models of recognizable characters and vehicles from pop

culture. This develops a welcoming environment for both Phalanx Defense Systems and the city of Gainesville.

Gainesville and Phalanx share an emphasis on education. Our company employs current students and graduates of both the University of Florida and Santa Fe College. Phalanx's internship program helps engineering students to understand the advanced materials manufacturing process and has even led to the hiring of current employees. Additional educational outreach programs have included grade school tours and participating in the Harn Museum's Art in Engineering night.

Finally we believe in serving as a safe location for the variety of law enforcement agencies and their officers within the local community. Whether it be for a cup of coffee, a bathroom break, or just a quick break Phalanx extends an offer to all law enforcement to return whenever needed. Being in the body armor and duty gear industry Phalanx understands the complexities associated with wearing gear for the duration of an officer's shift. By offering a location of like-minded individuals Phalanx hopes to reduce stress levels for officers so they perform their jobs better and are able to return home at the end of the day.

### Fiscal Impact to City

By selling the Reserve building and related property (land not associated with the proposed city park project) to Phalanx, the building and property would become a "tax paying" property. Phalanx would request that for the first 5 years the property taxes be waived or reduced to offset the tremendous cost of renovations and related environmental remediation. Selling the Reserve Center building and related property to Phalanx the City of Gainesville will NO LONGER have the cost or liability associated to maintaining the grounds or the Reserve building. According to the City of Gainesville presentation titled, "Visioning Sessions C.R. Layton U.S. Army Reserve Center" dated October 23, 2012 the following costs would no longer be burden on the City of Gainesville:

One-Time Cost	\$28,000 for grounds, structural and HVAC repair
Unoccupied cost per year	\$20,000 maintenance, cleaning and inspection
Long Range Capital Cost (5 years)	\$534,000 for full roof replacement
Monthly Utility Cost and tree maintenance	\$25,000 per year

Phalanx is asking for no funding or cost sharing from the City of Gainesville. The building and related property will need to be zoned to fit its purposes of F2 light manufacturing (assembly) and office space.

Phalanx has drafted the services of several local firms that specialize in historic rehabilitation and infill development. This team includes:

Howard McLean and Jim Vignola - Skinner Vignola McLean Architects

Gerry Dedenbach and Robert Walpole - Causseaux Hewett & Walpole

John Fleming - Trimark Properties

Dan Hamann - Hamann Builders

## Project Viability

### Experience with similar projects

In 2012, Phalanx, as a brand new company, moved into the former Federal Aviation Administration Building (a Gainesville Regional Airport controlled building) located at 4352 NE 40th Terrace, Gainesville FL 32609. The building, which is 9,700 sq. ft., was unoccupied with the exception of a single office used to house radio equipment for the FAA. Most of the building, which hadn't been occupied for 4 to 5 years, had fallen into a serious state of disrepair and there was talk of demolishing the space. Within 2 months of moving into the space Phalanx rehabilitated the building and turned it into a high-tech manufacturing and engineering office, which recently won the Honeywell Manufacturing award and the EMS World Award.

### Business plan/Feasibility of proposal

There is a significant remediation cost for the removal of lead paint and asbestos associated with making the Reserve Center habitable for any business. This is in addition to the roof replacement, extensive tree work, possible fire alarm system, repair of antiquated and broken heating and air conditioning systems, and general upgrades to both the interior and exterior areas of the building that have fallen into disrepair. On top of that, there is significant cost to bring the building up to code, including ADA compliance. These initial costs are estimated to be more than \$1million.

*With this significant capital investment Phalanx Defense Systems (Phalanx) proposes to purchase the property from the City of Gainesville for the amount of \$2.*

By having a larger space such as the Reserve Center, Phalanx would be able to increase its business and expand both domestically and internationally. This directly translates into the creation of clean, quiet, high-tech manufacturing jobs within the City of Gainesville. Phalanx has been successful in creating and filling positions with students and recent graduates of the local universities and educational programs, and retaining them on a local level, which positively affects the local economy.

**Financial capacity**

Phalanx is privately funded and has a stream of income from continued business and is able to take on the financial responsibility of the Reserve project.

Sales, Fiscal Year 2015      \$1,330,030.98

Sales, First Quarter 2016      \$387,513.19

*Letter of Recommendation – Friends of the Reserve Park*

Friends of Reserve Park  
3103 NW 4<sup>th</sup> Terrace  
Gainesville, FL 32609



City of Gainesville – Purchasing Division  
200 E University Avenue  
Gainesville, FL 32601

Dear Madam or Sir:

3/30/2016

I'm writing on behalf of the Friends of Reserve Park (FoRP), a community organization whose mission is to aid in the development of a city park on the grounds of the former CR Layton Army Reserve Center in Gainesville. It is my pleasure to offer FoRP's endorsement of the proposal submitted by Phalanx Defense Systems for redevelopment of the reserve building and adjacent grounds. Phalanx's proposal will ensure the building is used to its fullest potential while also maximizing its integration with the surrounding neighborhood and the newly-created Reserve Park to the south.

Phalanx has demonstrated a consistent desire to support the growth of a vibrant city park on the reserve property. Since first learning of the building and the opportunity it presents, James Coats and John Perkins of Phalanx have attended several FoRP meetings to meet and learn from our membership. Additionally, John and James have hosted FoRP's board on several occasions to teach us about their business and to ask for our input on their proposal. One of the results of these meetings has been Phalanx's decision to grant an easement to the City of Gainesville to facilitate easy access to Reserve Park from NE 8<sup>th</sup> Avenue. With this easement in place the City can assure easy ingress and egress and extend certain features of the park such as a jogging and exercise trail.

In addition, Phalanx has demonstrated a commitment to the memory of the reservists who served at CR Layton and the history of the reserve's impact on the neighborhood. As part of their renovation efforts, Phalanx has proposed to include photos and memorabilia that tell the story of the reserve center and give visitors a sense of time and place. Phalanx has always been eager to welcome guests to their current headquarters near the Gainesville Airport; the addition of these historical markers and photos to the renovated reserve building will enhance that experience and ensure that the building plays a vital role as a place that is often open to the public. Finally, Phalanx has expressed a desire to help support FoRP's efforts to honor the reservists who have served at CR Layton. In particular, they have expressed interest in our annual Veteran's Day picnic and our other efforts to foster community engagement with the reserve center and its history.

Throughout this process, James and John have been thoroughly transparent about their plans for the space and have encouraged an open and supportive dialogue concerning its future. They have expressed a sincere desire to understand the community's wishes and to support them. For all of the foregoing reasons, we encourage the City to select Phalanx's proposal for the property.

Sincerely,  
Michael Selvester  
*Secretary, Friends of Reserve Park*

*Letter of Recommendation –Gainesville Regional Airport*

March 22, 2016

Mr. Anthony Lyons  
Manager, City of Gainesville  
P.O. Box 490  
Station 6  
Gainesville, Florida 32627

Dear Mr. Lyons,  
Mr. James Coats, Chief Executive Officer of our tenant Phalanx Defense Systems, LLC, has requested that we provide a letter of reference for your consideration.

The facility leased by Phalanx was formerly occupied by the Federal Aviation Administration, who, with the exception of approximately 1,000 square feet, vacated the building in 2009. Occupied by the FAA for approximately 25 years, the building was in need of significant refurbishment to be marketable - an investment the Authority considered not in the Airport's best interest at the time.

Phalanx agreed to lease 8,320 square feet of the facility and in addition to a market-based annual rent, invest in the building by committing their resources to the necessary upgrades. They replaced the HVAC system, repaired the roof, replaced the flooring, painted the full interior of the building, purchased and installed new lighting fixtures and made a myriad of other smaller improvements resulting in an attractive, updated asset for the Authority.

Phalanx has occupied the facility since August of 2012. Throughout their tenancy they have met all the ~~terms and conditions of their lease agreement, including caring for the grounds, garbage pickup, and~~ security systems. All payments have been made in full and on time.

They have been a very good tenant, pleasant and easy to work with. We have enjoyed watching their business grow and though we understand their need for additional space, we will be sorry to see them go. Please do not hesitate to contact me if you need additional information.

Yours truly,

A handwritten signature in black ink that reads "Lynn Noffsinger". The signature is written in a cursive style with a large, stylized 'L' and 'N'.

Lynn Noffsinger  
Grants and Contracts Administrator  
Gainesville-Alachua County Regional Airport Authority

*Letter of Recommendation –East End Eatery*

1202 NE 8th Avenue · Gainesville

March 28, 2016

To whom it may concern:

We at East End Eatery feel that it is important that any decision regarding the Armory property take into consideration the impact on the surrounding community including the local businesses. As a very close neighbor to the Armory, we feel that Phalanx Defense Systems would be a perfect fit for the space. By the very nature of Phalanx's products and culture, the legacy and spirit of the building will be honored as it will serve as a home base for those helping to protect our country by protecting our first responders, military and those with whom we trust with the care and education of our children.

As a proud member of the local community on the east side of Gainesville, it must be said that we need businesses like Phalanx which will enrich our community pride. As a neighboring small business, we see a potential increase in revenue which will allow us to expand our daily hours to include a dinner service. This could double the number of staff we need, adding steady and stable jobs to this side of town. In addition to the products Phalanx produces, they also bring a youthful and invigorating corporate culture that we feel our area will embrace- think joy and fun!

In closing, Gainesville has a great opportunity to continue to be forward thinking without destroying a part of our past. Respect the building, love the park, add jobs.

Respectfully,  
Sandra M Carlisi  
Owner East End Eatery and Elegant Events Catering



*Letter of Recommendation – Santa Fe College*

March, 29, 2016

*Inspiring*  
Education

Re: Support for Phalanx Defense Systems

*sfcollgefoundation.org*

Dear Mayor and Commissioners:

It is my pleasure to support a great local company.

I understand that the City of Gainesville is entertaining the idea of Phalanx taking over the old armory space. What a wonderful idea to have a home grown company that has a great reputation, partner with the City and community.

Phalanx Defense Systems is a community oriented, veteran owned manufacturer of defense products that help to save the lives of our first responders.

This company and its President, James Coats, has a reputation of civic mindedness and support for education.

Early in 2016, Phalanx made a substantial gift to the Alachua County School Board on behalf of the Lofton Academy of a Mechanic Armored Navigational Terrain Interface Stealth System (MANTISS) and a bomb disposal robot. Hopefully this will inspire many students to pursue engineering as a field of study.

In February, Coats and his business partner John Perkins donated a little more than \$1 million of new police and medical training equipment to Santa Fe College, including a variety of safety, support and utility belts, equipment pouches, medical pouches and related safety and medical gear.

Thank you for allowing this testimony regarding Phalanx Defense Systems involvement in the local community and why they should be seriously considered for this partnership with the City of Gainesville.

Best Regards,

*Chuck Clemons*

**Chuck Clemons**  
Vice-President for Advancement



## Appendix A – Gainesville Sun Article

*Doug Finger/The Gainesville Sun*

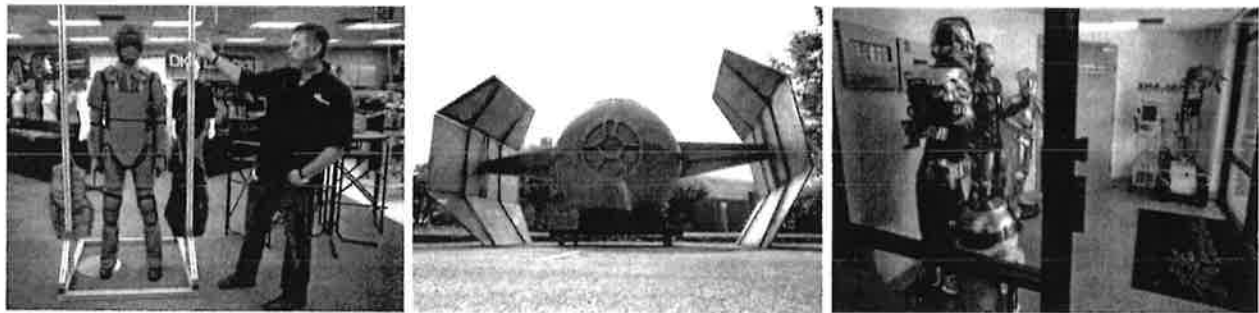
*By Anthony Clark*

*Business editor*

*Published: Thursday, September 24, 2015 at 8:56 p.m.*

*A life-sized replica TIE fighter — Darth Vader's ride — sits in the parking lot at Phalanx Defense Systems, next to a Batmobile-inspired armored vehicle.*

***Everything but the jet pack included in this high-tech law enforcement gear***



James Coats, CEO of Phalanx Defense Systems, talks about the company's Rhino Survivability Suit at their manufacturing facility in Gainesville Thursday, September 24, 2015. Phalanx makes body armor, shields, holsters, utility belts for law enforcement and other firearms accessories. Coats says he gets his inspiration from sci-fi movies.

The front foyer includes a life-sized Iron Man, R2D2, C3PO and a Cylon from Battlestar Galactica. Costumes and statues of Vader, Batman, Spiderman, Boba Fett, Captain America and Predator occupy the offices, conference room and production area. CEO James Coats said the figures help employee morale and make for a fun work environment, but also inspire the serious work they do. Phalanx makes body armor, shields, holsters, utility belts for law enforcement and other firearms accessories with 23 employees working in the former Federal Aviation Administration station at Gainesville Regional Airport.

The company's latest offering is the Rhino Survivability Suit, Phalanx's own version of Iron Man. The Rhino is a head-to-toe suit made of Cordura ballistic-resistant military grade fabric with pockets for body armor — 14 in all — that cover 75 percent of the body's vital areas,

connected by spandex to allow freedom of movement. An air conditioner that weighs less than 2 pounds with 12 hours of battery life connects to the back to blow 71-degree air down the spine. A ballistic helmet is equipped with subsonic-hearing headphones that amplify sound coming from all directions and shuts down during gunfire to protect the user's hearing. Goggles can be see-through or work with a tiny camera that can see in the dark

## Appendix B - Gainesville Sun Article

By Erin Jester

Staff writer

Published: Wednesday, January 6, 2016 at 5:55 p.m.

*A local defense company gave students of the Professional Academies Magnet at Loften High two very special "toys" for Christmas.*

### Students can't wait to tinker with hulking machines



Phalanx Defense Systems owner James Coats was so impressed by Loften students during a recent field trip to his facility that he decided to donate two machines to the school. He visited Loften with business partner John Perkins on Wednesday and unveiled the gifts to the students. First, the big one: a mechanic armored navigational terrain interface stealth system, called MANTISS for short but nicknamed the 'Batmobile' by students. The vehicle is about the size of a car, but with heavy-duty black aluminum body designed to handle forbidding off-road conditions, 2-foot-tall specialized tires that 'heal' if struck by a bullet and gull wing doors. Coats said the \$160,000 vehicle was a prototype he developed and built himself but didn't sell.

"It's gonna do more good here than its going to do in my facility collecting dust," he said Wednesday, watching the students climbing in and out of the vehicle and taking pictures with it. He also donated a \$60,000 former bomb disposal robot. "It was pretty archaic for what it needed to do," Perkins told students who crowded around to check it out. Still, he explained, working with the robot will give the students real-world insight into the field of robotics. The bomb disposal robot will be part of Loften's Academy of Engineering and Robotics, which opens in the fall. Principal Bill McElroy said based on students' reactions to the robot Wednesday, he expects several of them will apply to the new magnet program

## Appendix C – Santa Fe College Donation



### CONTACT INFORMATION

John Carmean, Director of Communications & Creative Services

352-381-3695, 352-514-5625 (cell), john.carmean@sfccollege.edu

Amanda Hernandez, Communications Coordinator

352-381-3692, 352-474-7466 (cell), amanda.hernandez@sfccollege.edu

Feb. 26, 2016

### **Santa Fe College Benefits from Local Entrepreneurship**

*-Phalanx Systems donates \$1M in equipment-*

GAINESVILLE, Fla.—When James Coats was 11 years old, he was unaware of the impact Santa Fe College would have on him, or that he would eventually be in the position to donate more than \$1 million in equipment to Santa Fe College’s Institute of Public Safety (IPS).

Coats is CEO of Phalanx Defense Systems, LLC, based in Gainesville with offices located in the airport industrial park near SF’s Kirkpatrick Center. Coats’ company designs and manufactures innovative personal protective and armored gear for law enforcement, the military and the public. In early February, Coats and his business partner John Perkins donated a little more than \$1 million of new police and medical training equipment to Santa Fe College, including a variety of safety, support and utility belts, equipment pouches, medical pouches and related safety and medical gear.

“Since I was 11 years old, Santa Fe College has in some form or fashion positively influenced my life,” Coats said. “We had the opportunity to give back to our community and we chose Santa Fe College knowing that our donation would be appreciated and find its way into the community and truly make a difference.” “We are truly appreciative of this donations and are happy to see the college’s impact on our community come full circle,” said SF President Jackson

N. Sasser. Santa Fe College does not yet have a plan for how the equipment will be used, but the donation will benefit students in one way or another. For example, it could help students at no cost understand the different training aids and safety gear associated with EMS and law enforcement careers. Knowing more about the various forms of safety equipment could ultimately help save lives.

“We have the option of using the equipment in current IPS courses, or liquidating the equipment and using the funds raised to benefit students by putting it back into our programs,” said Tom Ackerman, director of SF’s IPS programs. Coats knows firsthand of the top-notch education SF provides its students and is happy to see that his donation will be put to good use as many SF students dedicate their college studies and careers to saving lives and helping others.

“Many of my family members have attended Santa Fe College and the education they received coupled with the one-on-one guidance and scholastic nurturing gave them a competitive edge in the job market when they graduated,” Coats said.

## Appendix D – Chamber of Commerce Press Release



March 19, 2015

Contact: Alyssa Brown, Communications Director  
352.275.1356 or [alyssa@gainesvillechamber.com](mailto:alyssa@gainesvillechamber.com)

FOR IMMEDIATE RELEASE

### Local Heroes & Innovators Recognized by City and Chamber

*Today Proclaimed Phalanx Defense Systems Day by City*

GAINESVILLE, FL – The Gainesville Area Chamber of Commerce is pleased to honor Phalanx Defense Systems, LLC and its hard armor division, DKX Armor for the creation of innovative armor technology directly responsible for saving the life of an Illinois-based law federal enforcement officer and former US Army Combat veteran. City Mayor Ed Braddy proclaimed March 19, "Phalanx Defense Systems Day."

"We are pleased and honored to have played a role in protecting Officer Hakim, who has shown great dedication to protecting his country both as a law enforcement member and a veteran," said Phalanx CEO James Coats. "As much as we are honored by this recognition, we are equally humbled by the fact that our armor has allowed a man to return home to his family."

In the last six months, Phalanx entered into contracts with agencies such as US Customs and Border Patrol, the United States Navy, and our own Alachua County Sheriff's Office.

"Without the invaluable work of our nation's first responders, the work the rest of us do would not be possible," said Gainesville Area Chamber Chairman John Carlson. "Phalanx is contributing to our economy as a member of our valuable manufacturing industry, and has saved a life in the process. We are proud that Phalanx calls Gainesville home."

Officer David Hakim, Team Leader for the DuPage Sheriff's Special Operations Team in Dupage County, Illinois, was on duty when struck with a 12-gauge shotgun slug fired from the floor below. Though Officer Hakim was seriously injured, the DKX Armor plate he was wearing caused the round to change direction after impact, ultimately mitigating the severity of the injuries he sustained.

"...Without this piece of gear the round would certainly have struck me higher and with much more force resulting in certain paralysis or even death," Hakim said. "I am grateful to be walking and am on the road to recovery."

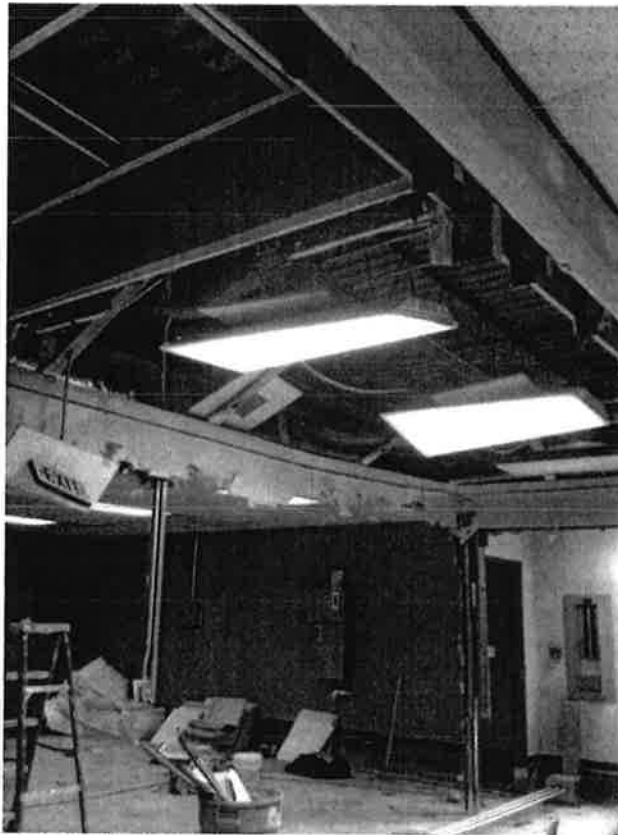
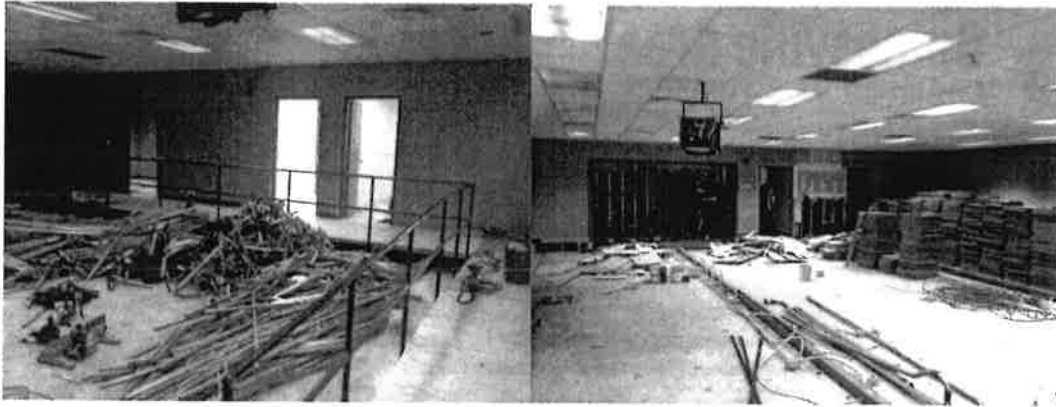
Phalanx Defense Systems was founded by partners James Coats, John Perkins and Justin Mowitz in 2012, and has since grown to a team of over 20 people. Phalanx designs and builds lightweight, buoyant, high-performance ballistic systems and hard armor plates used daily in the line of duty by first responders.

#### *About the Gainesville Area Chamber of Commerce*

*Formed in 1924, the Gainesville Area Chamber of Commerce is the voice of business in the Gainesville area. Representing over 1,300 members that employ more than 70,000 employees, the Chamber is leading the effort in making the Gainesville region a global hub for talent, innovation, and opportunity. The Chamber is 5-star accredited by the United States Chamber of Commerce, putting it in the top 1% of all Chambers nationwide. Learn more at [www.GainesvilleChamber.com](http://www.GainesvilleChamber.com) or call us at 352.334.7100.*

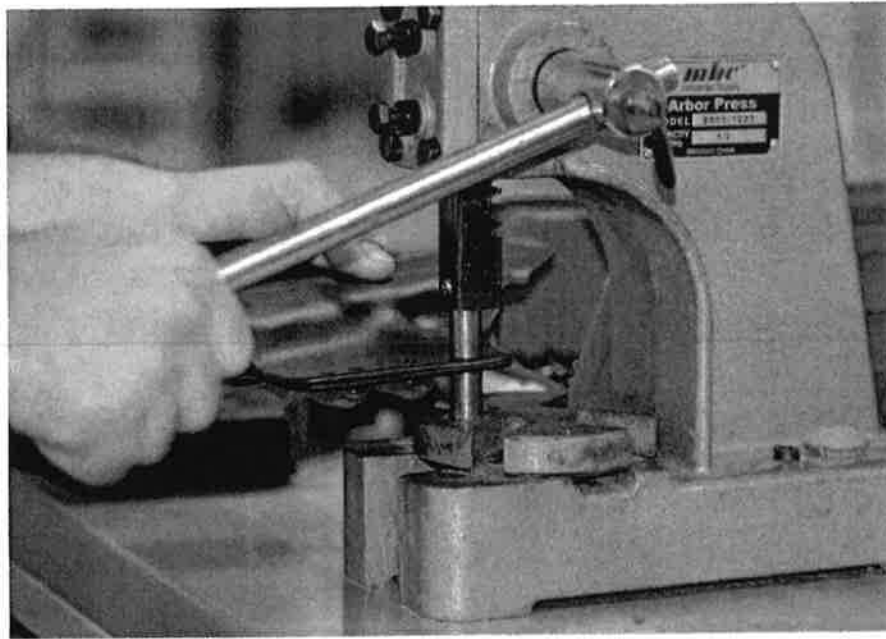
# Appendix E – Phalanx Renovation

## Before





After





Appendix F

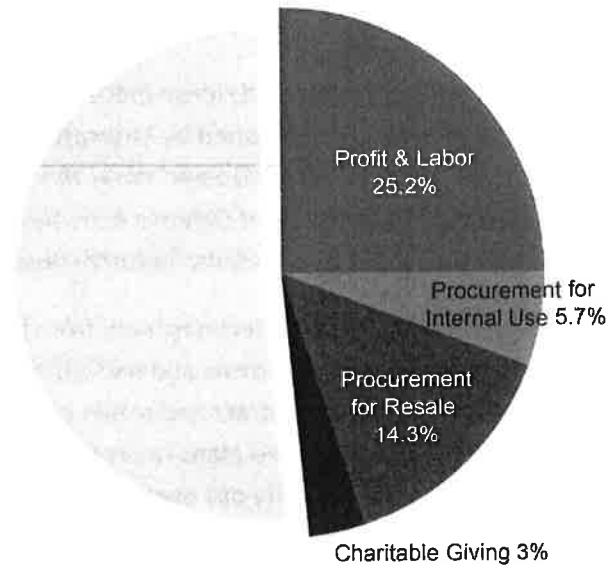
# Local Economic Return of Indies v. Chains

Chain Retailers



**Local Recirculation of Revenue: 13.6%**

Independents



**Local Recirculation of Revenue: 48%**

\*Compiled results from nine studies by Civic Economics, 2012: [www.civiceconomics.com](http://www.civiceconomics.com)  
Graph by American Independent Business Alliance: AMIBA.net

## Appendix G

### Florida Defense Industry had \$79.8 Billion Impact in 2014 Despite Federal Government's Decline in Funding

Enterprise Florida

Friday, October 2, 2015

**TALLAHASSEE, Fla.** — Florida's defense industry had a \$79.8 billion economic impact in Florida in 2014, according to a report commissioned by Enterprise Florida and CareerSource Florida. This is a \$6.4 billion, or 8.7 percent, increase from 2011 and ranks the defense industry as the fourth largest industry in Florida. The *'Economic Impact of Defense Activities in Florida'* study revealed continued strong, positive economic growth in Florida's defense industry despite continuing declines in federal defense spending.

Governor Scott said, "Despite declining help from the federal government, Florida's defense industry employed nearly 775,000 Floridians and had a \$79.8 billion impact on our state. This success includes Enterprise Florida's work to attract and retain companies like Boeing and Lockheed Martin, both of which have recently announced plans to create hundreds of new jobs for Florida families. Florida's defense industry helps diversify our economy and ensure jobs are available for the Floridians who need them, which is yet another reason we will work with the Legislature to fully fund Enterprise Florida in the upcoming Legislative Session."

Florida is home to 20 major military installations and three Unified Combatant Commands, as well as over 60,000 active military personnel. The \$79.8 billion total impact of defense activities across Florida in 2014 accounted for 9.5 percent of Florida's total economic output, and employed nearly 775,000 jobs for Floridians. These numbers indicate that defense, behind agriculture, healthcare and tourism, ranks as the fourth largest industry existing in Florida's economy. The study examined the economic impacts associated with military service members, Department of Defense civilians and contractors, base operations and procurement, veterans and retirees.

Bill Johnson, President & CEO of Enterprise Florida said, "Florida's defense industry now ranks as the fourth largest industry in our state, with a \$79.8 billion impact last year alone. This is great news, and I look forward to working with the Governor and Legislature to diversify our economy and keep Florida the most military-friendly state in the country."

Exhibit E

**PROPOSAL RESPONSE FORM – SIGNATURE PAGE**

(submit this form with your proposal)

TO: City of Gainesville, Florida  
200 East University Avenue  
Gainesville, Florida 32601

**PROJECT:**

RFP #: CMGT160023-DH

RFP DUE DATE: April 6, 2016

Proposer's Legal Name: James G Coats IIIProposer's Alias/DBA: Phalanx Defense Systems, LLC

Proposer's  
Address 4352 NE 40th Terrace  
Gainesville, FL 32609

PROPOSER'S REPRESENTATIVE (to be contacted for additional information on this proposal)

Name: James Coats Telephone Number 352-727-4884Date: 04/01/2016 Fax Number 352-672-6922Email address j.coats@phalanxsystems.com**ADDENDA**

The Proposer hereby acknowledges receipt of Addenda No.'s 1, 2, \_\_\_\_\_,  
to these Specifications.

**TAXES**

The Proposer agrees that any applicable Federal, State and Local sales and use taxes, which are to be paid by City of Gainesville, are included in the stated bid prices. Since often the City of Gainesville is exempt from taxes for equipment, materials and services, it is the responsibility of the Contractor to determine whether sales taxes are applicable. The Contractor is liable for any applicable taxes which are not included in the stated bid prices.

**LOCAL PREFERENCE (check one)**Local Preference requested:  YES  NO

A copy of your Business tax receipt and Zoning Compliance Permit should be submitted with your bid if a local preference is requested.

**QUALIFIED LOCAL SMALL BUSINESS STATUS (check one)**

Is your business qualified as a Local Small Business in accordance with the City of Gainesville Small Business Procurement Program? (Refer to Definitions)  YES  NO

Exhibit E

**SERVICE-DISABLED VETERANS' BUSINESS (check one)**

Is your business certified as a service-disabled veterans' business?     YES     NO

**LIVING WAGE COMPLIANCE**

See Living Wage Decision Tree (Exhibit C hereto)

**Check One:**

- Living Wage Ordinance does not apply (check all that apply)
  - Not a covered service
  - Contract does not exceed \$100,000
  - Not a for-profit individual, business entity, corporation, partnership, limited liability company, joint venture, or similar business, who or which employees 50 or more persons, but not including employees of any subsidiaries, affiliates or parent businesses.
  - Located within the City of Gainesville enterprise zone.
- Living Wage Ordinance applies and the completed Certification of Compliance with Living Wage is included with this bid.


NOTE: If Contractor has stated Living Wage Ordinance does not apply and it is later determined Living Wage Ordinance does apply, Contractor will be required to comply with the provision of the City of Gainesville's living wage requirements, as applicable, without any adjustment to the bid price.

**SIGNATURE ACKNOWLEDGES THAT: (check one)**

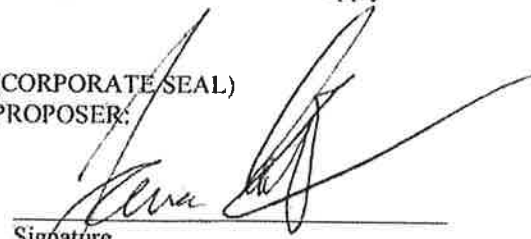
- Proposal is in full compliance with the Specifications.
- Proposal is in full compliance with specifications except as specifically stated and attached hereto.

Signature also acknowledges that Proposer has read the current City of Gainesville Debarment/Suspension/Termination Procedures and agrees that the provisions thereof shall apply to this RFP.

ATTEST:

  
 Signature  
 By: Tim Shaeffer  
 Title: Operations Coordinator

(CORPORATE SEAL)  
PROPOSER:

  
 Signature  
 By: James G Coats III  
 Title: CEO

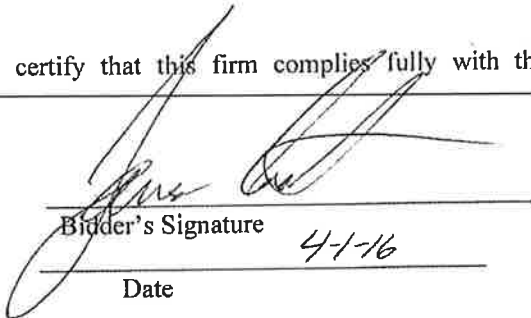
**DRUG-FREE WORKPLACE FORM**

The undersigned vendor in accordance with Florida Statute 287.087 hereby certifies that

Phalanx Defense Systems LLC does:  
(Name of Business)

1. Publish a statement notifying employees that the unlawful manufacture, distribution, dispensing, possession, or use of a controlled substance is prohibited in the workplace and specifying the actions that will be taken against employees for violations of such prohibition.
2. Inform employees about the dangers of drug abuse in the workplace, the business's policy of maintaining a drug-free workplace, any available drug counseling, rehabilitation, and employee assistance programs, and the penalties that may be imposed upon employees for the drug abuse violations.
3. Give each employee engaged in providing the commodities or contractual services that are under bid a copy of the statement specified in subsection (1).
4. In the statement specified in subsection (1), notify the employees that, as a condition of working on the commodities or contractual services that are under bid, the employee will abide by the terms of the statement and will notify the employer of any conviction of, or plea of guilty or nolo contendere to, any violation of Chapter 893 or of any controlled substance law of the United States or any state, for a violation occurring in the workplace no later than five (5) days after such conviction.
5. Impose a sanction on, or require the satisfactory participation in a drug abuse assistance or rehabilitation program if such is available in the employee's community, by any employee who is so convicted.
6. Make a good faith effort to continue to maintain a drug-free workplace through implementation of this section.

As the person authorized to sign the statement, I certify that this firm complies fully with the above requirements.

  
Bidder's Signature

Date

4-1-16

Mimms, Dean L.

**From:** James Coats <j.coats@phalanxsystems.com>  
**Sent:** Monday, June 27, 2016 12:23 PM  
**To:** Mimms, Dean L.  
**Subject:** Phalanx

Dean,

When we assemble the finished products we use human power.....example, a manual rivet press that holds the pieces together with a metal rivet. During our assembly and packaging process we are not heat shrinking or using heat or flame sources of any sort. We will basically secure the items to its backing with a zip tie, or place in a packing bag, tape it, box it and send it out the same day.

--

Friendly Regards,

*James Coats*  
CEO/Applied Sciences



Phalanx Defense Systems, L.L.C.  
4352 NE 40th Terrace  
Gainesville FL, 32609

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**Email:** [j.coats@phalanxsystems.com](mailto:j.coats@phalanxsystems.com)  
**Web:** [www.phalanxsystems.com](http://www.phalanxsystems.com)

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Disclaimer regarding Uniform Electronic Transactions Act ("UETA") (Florida Statutes Section 668.50): If this communication concerns negotiation of a contract or agreement, UETA does not apply to this communication; contract formation in this matter shall occur only with manually-affixed original signatures."



Excerpt from website (\*), 6/27/16

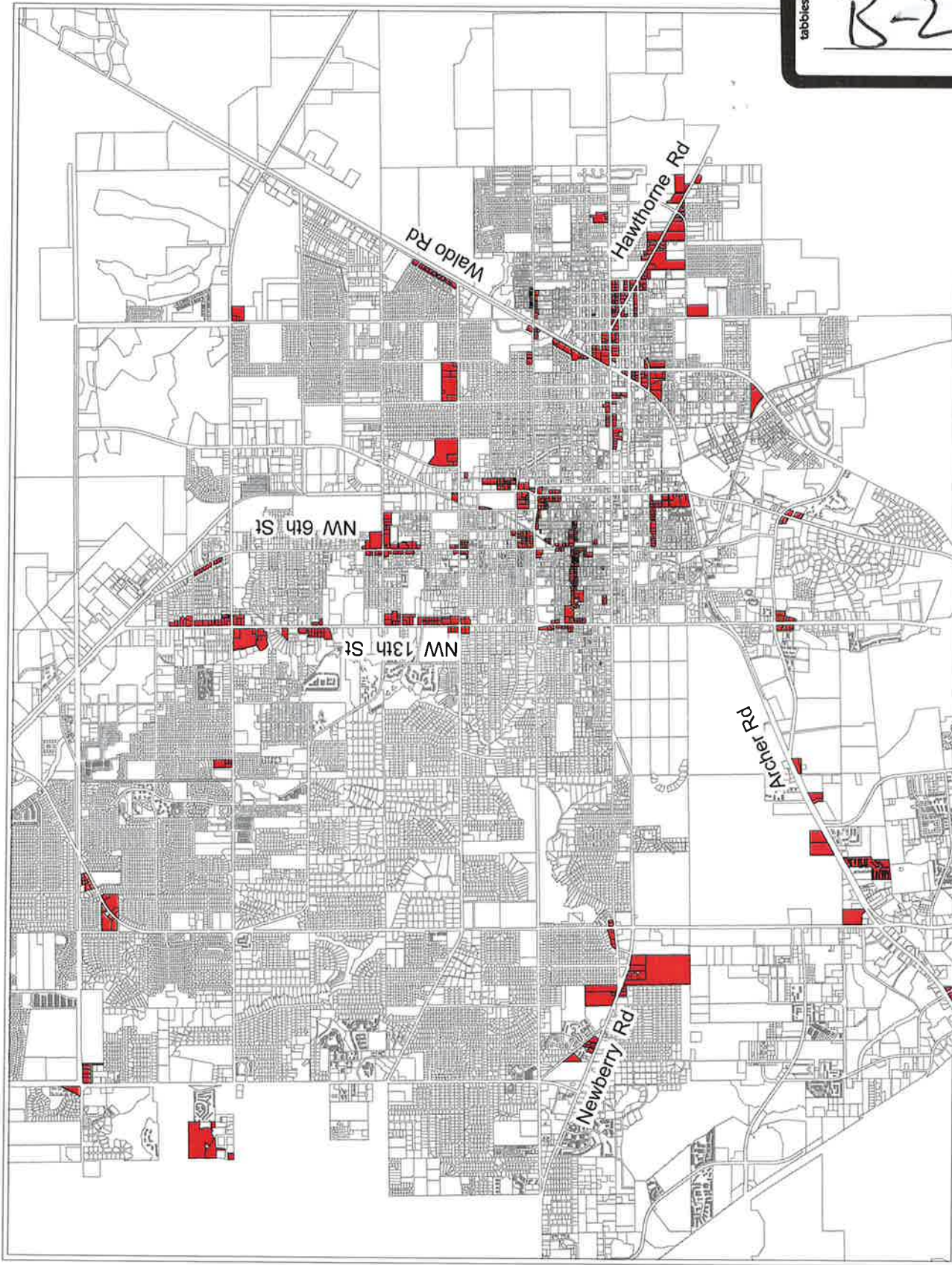
### **About Us**

Phalanx Defense Systems, LLC pushes the limits of engineering and design in the creation of truly innovative armor safety products for the Law Enforcement, Fire & Rescue and Public sectors.

Establishing new standards of performance and excellence within the personal protective and armor industry is done with its team of ballistics engineers, current and former military, and advanced design engineers. Phalanx Defense Systems brings products to market that are unique, creative and most importantly exceed customers' expectations. They address advanced threats and conditions using innovative design and material science, always focusing on gear that protects our protectors BETTER than anything else on the market.

(\*<http://www.phalanxsystems.com/about-phalanx-defense-systems.php>)

EXISTING MU-1 ZONING



MU-1 zoned parcels



No Scale