

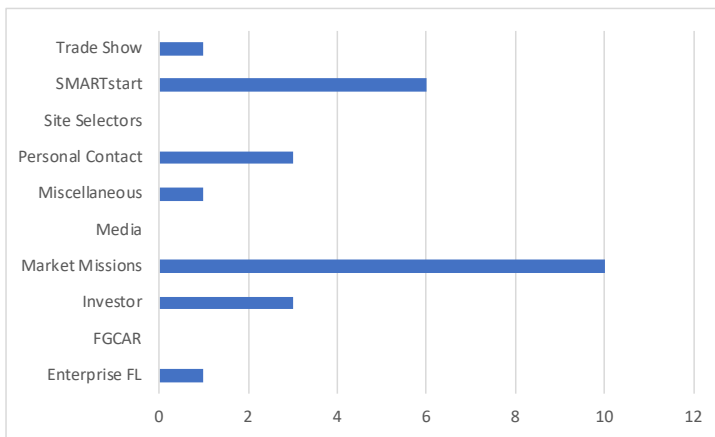


LOCATION & EXPANSION PROJECTS

COMPANY	PRODUCT/SERVICE	TOTAL EMP.	SQ. FT.	CAPITAL INVESTMENT	LOCATION	NEW EMP.
Phillips & Jordan	Regional HQ	40	48,000	\$15,000,000	San Antonio	10
Project Mile	Distribution	6	42,000	\$750,000	Odessa	6
Dixie Belle Paint Company	Manufacturing	64	37,000	\$2,100,000	Port Richey	30
TOTALS		110	127,000	\$17,850,000		46

INQUIRIES BY SOURCE

25 Total Year-To-Date



FINANCIAL SUMMARY

INVESTMENTS

FY-19 Goal:	\$ 481,465
FY-19 YTD:	\$ 188,250
New Investors:	2
Total Investors:	83

NETFEST SPONSORS

FY-19 Goal:	\$ 26,400
FY-19 YTD:	\$ 5,500
FY-18 Final:	\$ 21,000

ECON. FORECAST SPONSORS

FY-19 Goal:	\$ 3,000
FY-19 YTD:	\$ 6,000
FY-18 Final:	\$ 6,000

ANNUAL AWARDS SPONSORS

FY-19 Goal:	\$ 90,200
FY-19 YTD:	\$
FY-18 Final:	\$ 77,000

MEET THE PROJ. SPONSORS

FY-19 Goal:	\$ 3,000
FY-19 YTD:	\$
FY-18 Final:	\$ 1,000

INCUBATOR DONATIONS/REVENUE

FY-19 Goal:	\$ 263,640
FY-19 YTD:	\$ 3,115
FY-18 Final:	\$ 161,724

PROGRESS TO DATE

	TARGET 18/19	YTD 18/19	% OF GOAL
New Jobs Created	750	46	6.13%
Capital Investment	\$75,000,000	\$17,850,000	15.83%

PROJECT ACTIVITY SUMMARY

	INQUIRIES	DROPS	LEADS	PROJECTS	SUCCESSSES
Last 2 FY	275	60	99	78	21
Year To Date	22	3	7	10	2
Last 90 Days	22	3	7	10	2

OCTOBER - DECEMBER 2018 EVENTS

- Berkshire Hathaway Monthly Meeting
- North Tampa Bay Chamber Lunch
- Pasco EDC CEO Forum
- Urban Economic Development Class at USF
- Dade City Chamber - Discover Dade City
- Smart Cities Connect Workshop
- Tampa EDC Annual Meeting
- Tampa Bay Transportation Meeting
- StimULI Breakfast
- NAIOP Market Update
- Feeding Pasco's Elderly Breakfast
- Avalon Park Groundbreaking
- Taking Advantage of Opportunity Zones
- Zephyrhills Economic Summit
- FGCAR Pasco Pitch Session
- TBBJ Business of Transportation
- MPO CAC Meeting

- Resilient Tampa Bay
- TB Org. of Women for International Trade
- Jones Lang lasSalle Meet & Greet
- Pasco EDC Holiday Appreciation Social
- Tampa Bay Partnership State of the Region Luncheon
- Stearns Weaver Holiday Party
- NAIOP Holiday Party
- Tampa Bay Partnership Workforce Update
- Tampa Bay Partnership Talent Pipeline Management Luncheon
- Pasco Education Foundation Golf Tournament
- 2018 Brazil-Florida Business Awards Luncheon
- Wrights Natural Food Store Grand Opening
- Marchman Technical College Advisory Meeting
- BCDI Training
- Score Annual Awards Luncheon
- Enterprise Florida Board Meeting
- SEDC Capital Connection & Board Retreat
- BayCare System CEO Roundtable



PUBLIC RELATIONS

Distributed Press Releases: 5
Total Social Media Followers: 7,141

Twitter appears to be gaining the most followers, while Facebook remains the top referrer to the website.

of Company Visits: 5 FY19
of Presentations to Groups: 6 FY19

MICROLOANS AWARDED FY19

COMPANY	PRODUCT/SERVICE	TOTAL EMP.	AMOUNT	LOCATION	NEW EMP.
Washington Woods Accounting & Tax	Accounting Service	3	\$50,000	Lutz	1
Innovative Studios	Dance Studio	2	\$50,000	Trinity	0



SMARTSTART
PASCO BUSINESS INCUBATORS

22 CLASSES AND EVENTS YTD

93 Total Participants

MEMBERSHIP

Off-site Members: 6
On-site Members: 8
Total Jobs Created FY19*: 49

**Including exited members*



Wells Fargo Microloan Donation

MICROLOAN FUND

Applications Submitted FY19:	5
Loans Currently In Progress:	2
Loans Approved FY19:	2
Total Loans Approved:	47
Amount Awarded FY19:	\$ 100,000
Total of Loans Awarded:	\$ 1,385,200
Average Loan:	\$ 29,472
Amount Raised FY19:	\$ 20,000
Total Amount Raised:	\$ 749,000
Total Jobs Retained	95
Total Jobs Created	215

READY SITES

- 100+ Acres Site Going Through Evaluation (in addition to the 1266 acres already evaluated)
- Additional Sites Going Through Assessment

INTERNATIONAL PROGRAM

- Global Tampa Bay Chile Trade Mission – 2 Pasco companies participated
- SEUS Japan Association Conference
- Pasco-Japan FDI Mission

PASCO PIPELINE

- Initiated data collection of workforce trends from primary industries
- Established Advisory Committee for Paso Pipeline
- Cataloged workforce providers and programs

INCUBATOR PROGRAM

- Implementing increased marketing efforts including educational events, digital, premier signage and print
- Held 22 events with 93 attendees

PASCO ENTERPRISE NETWORK

- SCORE completed 10 classes
- SCORE held 75 new client sessions; 23 follow-up sessions

CO.STARTERS

- Scheduled one Co-Starter Session per month

CEO ROUNDTABLE

- CEO Forum held in October (30+ attendees)
- Marketing open enrollment for the program with plans to kickoff in Q2

MICROLOAN FUND

- 2 loans closed

ENHANCED MARKETING

- Current Ready Site flyers and program continue to be promoted in various capacities
- The industry videos remains ongoing in FY18/19

