



PASCO EDC  
NORTH TAMPA BAY, FLORIDA®

ANNUAL  
REPORT  
2020-2021

# FROM OUR CEO, BILL CRONIN



Welcome to the 2021 Annual Report.

The year is 2021 and we can actually say that “hindsight is 20-20”, however, I am not sure there is much clarity about 2020 other than the realization that we ALL had to make changes.

Today, we speak often of things like resiliency, zoom meetings, social distancing, pre-COVID, post-COVID, quarantine, vaccine or no-vaccine, mask or no-mask...these are all terms rarely spoken until recently and some terms (like “pivot”) are already worn-out or over-used.

This report serves not only as a “look back” at the year and our successes but will also serve as a reminder to our future selves that our “diamonds were created under pressure”.

Pasco County’s businesses worked hard in 2021 and I am happy to report that we had another record-breaking year. This past fiscal year, Pasco EDC announced nine project wins that created over \$247 million of new capital investment and 1,087 new jobs in Pasco County. Included in these numbers are new jobs at great Pasco companies like Harney Hardware and Ensurem; as well as new opportunities like Moffitt Cancer Center’s new Pasco campus which will be attracting talent to Pasco for decades to come!

Pasco EDC was well-prepared to respond to the pandemic and our businesses needs. Our strategic focus on PRODUCT created over 2,000 acres of READY Sites for Industrial Development and the market has responded. Our strategic focus on WORKFORCE has created tools like WORKFORCEconnect which allows our companies to improve their talent pipeline strategies. Our strategic focus on BUSINESS DEVELOPMENT has never been more

important to our companies. We have more SMARTstart members than any other time in history, thanks to a very generous grant from Santander Consumer USA Foundation to promote minority and women-owned small business.

Speaking of generosity, our private sector support grew again. Thanks to your investment in the Pasco EDC, we were able to leverage our public sector funding and provide the best programming for Pasco’s companies. I am proud to announce that our private sector support broke another record and invested \$525,500 in the Pasco EDC. Our public sector support from our largest stakeholder, Pasco County Board of County Commissioners remains strong, and we just received an extension of our Penny-for-Pasco agreement which runs until 2024. Our Return on investment for public dollars for 2021 was 191:1.

We continue to spread the good news about investing in Pasco and because quality of life is now important in site location decisions, we had the opportunity to “Team Up!” with Florida’s Sport Coast to promote Pasco County as a place to “Live, Work, & Play”. And, once again, our peers have taken notice. We were awarded two awards for communities with over 500,000 population from the International Economic Development Council, an award from the Southern Economic Development Conference.

Today, it’s not quite “business as usual” but we do have a new rhythm.... a new beat to which we dance. We face uncertainty with a certain swagger as we pioneer new ways to do business, to compete, to succeed and...to WIN.

As Chairman of the 2021-2022 Board of Directors for the Pasco Economic Development Council, I am honored to assist in the leadership as we all excitedly look forward to the successes and challenges of the the upcoming year. Defining “the new normal” is still on the forefront of most businesses minds as they determine their changing needs, incorporate remote work models, factor in the massive growth of the e-commerce industry and increasing startup of small companies.

Despite these uncertain times, Pasco County has continued to see unprecedented growth in both residential and commercial development. Surprisingly, this appears to have happened faster than expected since the growth and demand continued for most businesses through the pandemic. There is no doubt that our previous goals and strategy have become a reality as Pasco is being widely recognized as a place to “live, work and play”. This outstanding reputation requires our focus to remain on business retention, recruitment of new industry and development of new product, which may require some adjustment in our future strategic plan.

Each year the Pasco Economic Development Council’s annual report highlights the significant activities and accomplishments of the previous fiscal year. Through the collaboration of our partners, in both the public and private sector, led by Pasco County Board of County Commissioners and the private sector, consisting of board members, investors, incubator SMARTstart members and all other partners, the team continues to achieve success. In 2020-2021, we welcomed 16 new Investors, played a part in the creation of 1087 jobs and almost tripled the Capital Investment goal with over \$247M invested in business development.

The Pasco EDC staff has been recognized and honored from two top Economic Development Organizations with three awards in 2021. The Southern Economic Development Council honored Pasco EDC with an award for the Pasco County: Meet, Live, Work, and Play on Florida’s Sports Coast video as the Best of Class, Large Division award, and the International Economic Development Council awarded them with two awards in the population over 500,000 category with a bronze rank for the 2019-2020 Annual Report, and a silver rank was awarded for the digital Ready Sites property videos. These digital assets are crucial now more than ever as videos are utilized as a virtual business recruitment tool.

Florida has become a national choice for many as almost 1,000 people per day move into the State. No doubt Pasco will make the short list for business as we offer a growing workforce, easy access to the Tampa International airport and Port of Tampa and excellent transportation options and roads. The new and existing companies can recruit employees and management to Pasco easily as they showcase amenity-filled communities, amazing weather, the Gulf of Mexico and its beaches and the abundant recreational opportunities.

As a longtime resident and Pasco business owner, I am proud to experience this growth taking place, firsthand, and look forward to another promising year. I want to welcome our new members and extend my sincere appreciation for your continued support and partnership with the Pasco EDC.

## INCOMING CHAIR, HEIDI TUTTLE-BEISNER

OWNER  
COMMERCIAL ASSET PARTNERS REALTY



“As a longtime resident and Pasco business owner, I am proud to experience this growth taking place, firsthand, and look forward to another promising year.”



# BUSINESS DEVELOPMENT

The Pasco EDC utilizes a proactive approach in our business development efforts. The Business Development program encompasses recruitment of new businesses, retention and expansion of current Pasco County businesses, workforce development through WORKFORCECONNECT, an entrepreneur ecosystem through SMARTSTART, and international business initiatives with current Pasco County companies as well as recruitment efforts through Foreign Direct Investment.

The Business Development Program sets a strong foundation to actively recruit companies in our six identified target industries, presenting Pasco County as the most competitive community to locate their businesses.

### TARGET INDUSTRIES:

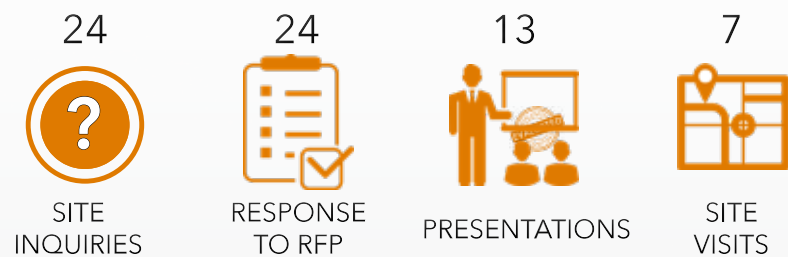
- Advanced Manufacturing
- Aerospace, Aviation & Defense
- Business & Professional Services
- High Technology
- Life Sciences & Medical Technology
- Logistics & Distribution

“Moffitt will bring many benefits besides their financial investment to Pasco County. This campus will be a talent magnet, provide treatment facilities, and create substantial economic impact for our county and the region; none of this would be possible without our Penny for Pasco Program.”

-Commissioner Ron Oakley, District 1  
Pasco County Commission Chairman

### READY SITES

Pasco EDC's Ready Sites Program partners with property owners to assess, evaluate and certify large tracts of industrial land to market and attract target industry projects. There are currently seven (7) sites, totaling 2,183 acres, being marketed to site selectors, developers and end users through nation-wide enhanced marketing efforts. Each evaluated site has a property flyer, video, and interactive map. The Ready Sites Program marketing has gained a lot of traction this past year and is being recognized in the industry. The site videos were recently awarded a Silver Award in the Digital Media category by the International Economic Development Council.



SILVER AWARD WINNER  
The Ready Sites videos provide site consultants and companies with an abundance of information about the properties including, utilities, drive times, road and rail infrastructure, workforce data and more.



PROJECT PIPELINE  
57 LEADS  
63 ACTIVE PROJECTS  
9 SUCCESSES

1,087  
JOBS  
CREATED

\$247.8M  
CAPITAL  
INVESTMENT

472,289  
SQUARE  
FOOTAGE

“We are truly thankful for the funding support from the Pasco County commissioners. Moffitt's world-class expansion campus in Pasco County will allow us to treat more patients, conduct more groundbreaking research and develop innovative partnerships all in support of our mission to contribute to the prevention and cure of cancer. We look forward to growing this partnership with Pasco County for years to come.”

-Patrick Hwu, MD  
President and CEO  
Moffitt Cancer Center



### MOFFITT CANCER CENTER ANNOUNCED 775-ACRE PASCO CAMPUS

Moffitt has announced their plans for an expansion campus in Pasco County. The expanded clinical and research facilities will accommodate growth in the Tampa Bay region of complementary third-party research, product manufacturing, clinical providers, and conferencing facilities. The campus will be a magnet for biotech and life sciences enterprises and innovation and will bring together new partners and collaborators. The entire campus is estimated to support more than 14,500 additional jobs in the area.

The multi-year, multi-phase project will include over 1.4 million square feet of research lab/office, light industrial/manufacturing, general office, and clinical building space within the 775-acre site near the future intersection of Suncoast Parkway and the Ridge Road Extension which is currently under construction.

In the project's first phase, Moffitt will construct a minimum of 128,000 square feet for corporate business park uses for which Pasco County Board of Commissioners have agreed to provide approximately \$25 million in financial assistance to support the construction of infrastructure serving the first phase of development on the site, which is expected to be completed in five years.

COMPANY NAME	TARGET INDUSTRY	NEW EMP.	TOTAL EMP.	SF	CAPITAL INVESTMENT	LOCATION
American Fabric Filter Co.*	AM	5	26	-	\$455,000	Wesley Chapel, FL
Blue Triton*	AM	18	263	-	\$27,000,000	Zephyrhills, FL
Regional Medical Center Bayonet Point	LSMT	198	2,073	128,139	\$134,600,000	Hudson FL
AIME USA	AM	100	100	36,000	\$13,000,000	Dade City, FL
Ensorem	LSMT	200	200	10,000	\$920,000	Port Richey, FL
Moffitt Cancer Center Phase I	LSMT	432	432	128,000	\$60,000,000	Land O Lakes, FL
Harney Hardware	LD	20	20	45,000	\$7,500,000	Lutz, FL
Niftysol	HT	3	3	150	\$10,000	Wesley Chapel, FL
United Parcel Service (UPS)	LD	111	111	125,000	\$4,414,200	Odessa, FL

\*Existing industry expansion project



# BUSINESS RETENTION & EXPANSION

The Business Retention & Expansion (BRE) program is how we build and maintain relationships with Pasco County companies. Throughout the year, we engaged with 79 businesses to assess current trends and identify additional needs as well as offer assistance with any future expansions.

The BRE program has always relied on conventional in-person meetings to build relationships and assess companies. COVID-19 caused a major disruption to normal operations and new ways of operating had to be established in order to continue to service the business community. Once in person meetings were no longer an option, special surveys and virtual meetings began taking place.

**79** COMPANIES SURVEYED

**\$27.4M** CAPITAL INVESTMENT

**48** COMPANIES EXPORTING



“The package presented by Pasco EDC [BRE team] included a lot of useful information. The data and information also focused on continued training of associates which is one of our core values.”

Pascal Testeil  
President, TouchPoint Medical

## BIZWALK

On March 11, 2021 the Pasco EDC BRE and workforce program, together with Biz-walk partners, hosted a business community event at 4450 Pet Ln, Lutz, FL 33559 in Compark 75.

Weeks prior to event date, Pasco EDC announced the event to companies within the business park via mail and advertisement. Company representatives from the area were invited to stop by and meet the Pasco EDC and business community partners to obtain valuable resources being offered as a service to the business community.

Compark 75 is an industrial business park located in Lutz and houses close to 20 Pasco primary and target industries. The space was facilitated by Heidi Tuttle-Beisner with Commercial Asset Partners allowing Pasco EDC and partners to host the 4-hour event for companies from the area to stop in to meet each business community partner.

## PARTNERS

- CareerSource Pasco Hernando
- Pasco County Emergency Management
- Pasco-Hernando State College
- Pasco Sheriff's Office
- Spherion
- WorkforceCONNECT



# WORKFORCECONNECT



WORKFORCECONNECT is a pilot program approved by the Pasco County Board of County Commissioners in 2018 and is funded by the Penny for Pasco. The program aims to reduce long term employee recruitment and retention costs by bringing together employers, training providers and assistance programs to help local firms create seamless pipelines of talent to meet their current and future workforce needs.

254,533



LABOR FORCE

Source: FL DOE

4.7%



UNEMPLOYMENT

Source: U.S. Dept. of Labor, FL DOE

\$44,186



AVERAGE ANNUAL INCOME

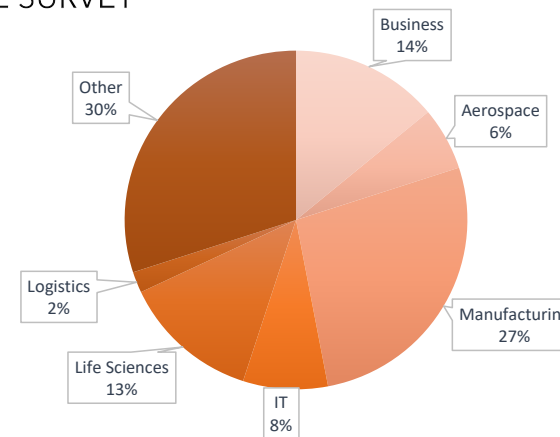
Source: Florida Legislature Office of Economic and Demographic Research, August 2021

## WORKFORCE SURVEY

130

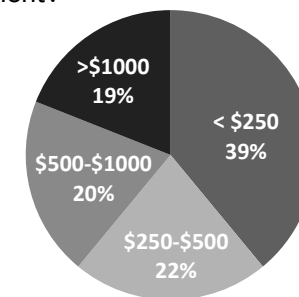


SURVEY RESPONDENTS



## EMPLOYEE TRAINING

How much do you invest annually per employee in training/skills development?



## EDUCATION ATTAINMENT

BACHELOR'S DEGREE OR HIGHER 26% PASCO | 30.4% FL



ASSOCIATE'S DEGREE 12% PASCO | 10.9% FL



HIGH SCHOOL OR LESS 40.2% PASCO | 38.6% FL



FL PASCO

Census Bureau American Community Survey 2020  
\*JobsEQ, 2019-2020 academic year

# WORKFORCE CONNECT

A PASCO EDC PROGRAM

2021 was a year of recovery in Pasco County. Almost every economic metric moved in the right direction and the labor market quickly tightened. Employers are now faced with increased pressures to remain competitive in the labor market as wages rise, and retention rates dip. Certain industries saw these effects more than others. Retail, hospitality, and construction all faced the greatest impacts of the tightening market.

The good news is Pasco County continued to add around 2,000 workers to the pool each month as Tampa Bay continued to be a top destination for domestic migration. Other industries such as business and professional services and high technology have continued to adjust to the shifting preferences of workers who are placing more value on work-from-home opportunities, workplace safety, and schedule flexibility.

What type of training would be needed to improve the skills of your current workers?

- Basic Writing/Math/Reading 16%
- Communication 30%
- Computer/Technology 35%
- Customer Service 35%
- Mechanical/Technical 34%
- OSHA/safety 18%
- Supervisory Development 35%

## TOP 10 EDUCATION PROGRAMS\*

Program	Awards
Liberal Arts and Sciences/Liberal Studies	1,821
Business Administration and Management	1,086
Criminal Justice/Safety Studies	539
Psychology, General	269
Registered Nursing/Registered Nurse	280
Business Administration, Management & Operations	135
Emergency Medical Technology/Technician	100
Social Work	121
Accounting	158
Human Services	101



INTERNATIONAL CONFERENCE	LOCATION (VIRTUAL)	PURPOSE
Select USA Investment Summit	Washington D.C.	Investment attraction for Pasco County
Central Florida Development Council Polk Goes Global VI	Polk County, FL	Local resources for companies to expand to global markets
International Economic Forum of the Americas	Montreal, Canada	To promote exchange of perspectives on pressing economic issues of U.S. and global markets
Enterprise Florida International Virtual Trade Expo	Florida	Showcasing Florida companies to global markets
Port Tampa Bay Hosting: Florida Supply Chain Summit	Tampa Bay	Discussion of supply chain disruption issues and strategizing how to overcome them
Restoring Bilateral Trade Between Canada and Florida	Florida/Canada	Highlighting the benefits of the longterm partnership between Florida and Canada

#### MISSION

United Kingdom (virtual) Two-day event which allowed companies to network, conduct business, participate in sector-specific sessions, and to foster trade between both the Tampa Bay region and the U.K



## INTERNATIONAL BUSINESS

Pasco EDC continued to work with foreign-owned companies looking to relocate or open a location in Pasco County. Prior to the pandemic, this initiative was promoted overseas, utilizing leads along with marketing efforts through consultants, trade shows and events. We would meet with companies that were considering establishing a location in the United States and pitch Pasco County as a place to live, work, and play.

This year due to the pandemic, many countries overseas still had travel restrictions or vaccination requirements in place. Our partners Enterprise Florida, Inc. provided numerous opportunities to get our Pasco companies in front of those overseas executives, and provided numerous learning opportunities about the benefits of exporting.

The Pasco EDC has a Trade Mission planned to Germany and Switzerland in the first quarter of FY2021/2022 and we are excited to get back to in-person missions!



“One of the challenges we have had with our business, even though we are growing nationally, is the international market. So, one of the things we are looking forward to is working with the EDC on some of the programs, incentives, and things that they can offer us while we’re trying to establish a presence in the international market and to fill those opportunities that are available.”

Scott Flatt

Managing Partner, Soule Company



The Pasco EDC hosted a virtual Regional Trade Update showcasing the latest trends in the Tampa Bay Region’s Trade Activity.

Virtual booths hosted by our partners SBDC, Enterprise Florida Inc., and U.S. Commercial Service were available for attendees to learn about the resources they have to help companies expand globally.

Regional executives from Port Tampa Bay, Tampa International Airport, Global Tampa Bay, Florida’s Sports Coast, and JP Morgan shared their success stories of how trade has contributed to their growth.

The Small Businesses Growing Global event was held on October 22, 2020 at the Pasco Hernando State College Porter Campus in Wesley Chapel.

An opening session was held by Manny Mencia, Senior Vice President of Enterprise Florida. This was followed by an export panel discussion with speakers from Enterprise Florida, Florida SBDC, U.S. SBA, and the U.S. Commercial Service. and a trade presentation from the Consulate Panel.

Exporting companies like Dixie Belle Paint Company and Amalie Oil Co., testified our trade promotional resources that have been beneficial in their global expansion plans.

2	10	28	\$120.5K
PASCO EDC FDI MISSIONS	MEETINGS WITH FOREIGN COMPANIES	ACTIVE FDI PROJECTS	EXPORT SALES



# SMARTSTART



SMARTstart is a comprehensive menu of programs and resources available to Pasco County-based companies. SMARTstart focuses on the entrepreneurs. Whether they are in need of workspace, funding, guidance, collaboration or education, SMARTstart is there for them.



## BUSINESS INCUBATORS

Our entrepreneur centers located in Dade City, New Port Richey, and Wesley Chapel offer a wide variety of support for growing entrepreneurs:



- Workspace
- Incubator Kitchen
- Conference /Meeting Rooms
- Classes and Workshops
- Member Coaching
- Digital Media Studios

## SMARTSTART @ THE GROVE NOW OPEN

In March 2021, SMARTSTART opened its third, and largest, Entrepreneur Center and Business Incubator location in Pasco County. The new location is in Wesley Chapel at The Grove.

As program marketing increased, and in-person classes and workshops began resuming, the SMARTSTART team was constantly giving facility tours and program overviews to prospective members.

This new location features on-trend workspace locations and places to collaborate with like-minded individuals. The Pasco EDC recognizes innovation often requires inspiration, and with that in mind was very particular in setting up this facility to bring a new and exciting flair to the SMARTSTART Program.

By the end of the fiscal year, 21 businesses, called SMARTstart at the Grove their home, and incubator membership reached an all-time high.



SMARTSTART MARKET SPACE - KRATE @ THE GROVE

The KRATE can be utilized just like any other classroom or meeting space. Members can host small meetings and events, or even sell pre-packaged food or merchandise in a high-traffic plaza and trendy new KRATE shipping container park.

**SMARTstart membership includes access to ALL of the entrepreneur centers throughout Pasco County each with their own on-site perks.**

## CLASSES AND WORKSHOPS



## CO.STARTERS 9-WEEK BUSINESS MODEL TRAINING



## INCUBATOR PROGRAM



## MICROLOAN PROGRAM



## ENTREPRENEUR ROUNDTABLES



## SANTANDER SCHOLARSHIP

Santander Consumer USA, one of Pasco County's newest companies, has been quick to get involved in the community. Santander Consumer USA Foundation, Inc. granted Pasco EDC \$100,000. Through the donation SMARTstart has created a scholarship fund with emphasis on woman and minority-owned businesses.

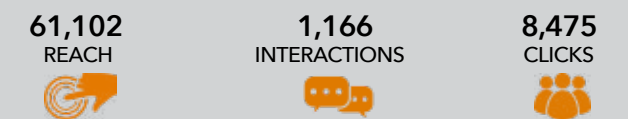


*“This scholarship will give me an opportunity to network with other business owners through out Pasco County and give me workspace that will be conducive for my business. Hopefully I will be able to increase my profits and connection by two to three fold within the first twelve months of this program.”*

-Takiyah Scott  
MKM Custom Designs LLC



**VIDEO TESTIMONIAL SERIES**   
We worked with seven program participants, past and present, to create a program overview video, seven individual testimonials, and a PEN partnership video and then did a social media campaign to increase awareness.



*“The SMARTstart team helped me immensely with the documentation of what was once very overwhelming to me. What license I needed, what insurance I needed, tax receipt, etc...all of these items are what detoured me from doing this earlier in my life.”*

- Mary Katherine Mason  
Lanky Lassie's Shortbread Shoppe



# MARKETING PASCO

The Pasco EDC continues to promote opportunities for growth in Pasco County. We not only focus on our programs, but also promote the county as a place to live, work, and play. Depending on the target audience, subject matter, program, etc. the marketing effort is always tailored to meet those specific needs. However, all underlying messaging and efforts are to showcase Pasco County in a way that would entice people to start a business or relocate while enjoying an excellent quality of life. Pasco County has all of the right makings for success.

14  BUSINESS DEV. PRESENTATIONS	65  UNIQUE ENGAGEMENTS	74  SMARTSTART EVENTS, CLASSES AND WORKSHOPS
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This year Pasco EDC has focused on building a digital library for all programs. Pasco EDC released a joint video with Florida's Sports Coast, a SMARTstart Program overview and testimonial videos, and a BRE Program overview video. These digital assets clearly show our different programs to the public and further promote what the Pasco EDC does to help the community.

## PASCO EDC WINS THREE AWARDS

The Pasco EDC won three awards from the Southern Economic Development Council and the International Economic Development Council. The awards were for the following:

 <b>IEDC SILVER</b> (>500,000 pop.) <b>Pasco Ready Sites Program Property Video Series</b> <i>Digital Media</i>	 <b>IEDC BRONZE</b> (>500,000 pop.) <b>2020 Pasco EDC Annual Report</b> <i>Annual Report</i>	 <b>SEDC BEST OF CLASS</b> (large division) <b>Pasco County: Meet, Live Work, and Play on Florida's Sports Coast</b> <i>Audiovisual</i>
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Bill Cronin shares, "It is always humbling to see your team's hard work be recognized, but to have two top organizations do so this year brings me so much pride. Our team is very passionate about what we do and helping our business community grow. I couldn't be prouder of all of the great work they are doing, and I am glad they are being awarded and receiving that same recognition from our peers nationwide."

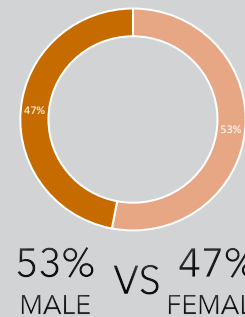
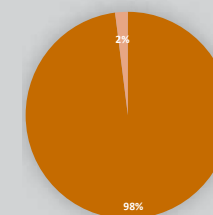
# MEDIA COVERAGE



- OVER \$2.5 MILLION EARNED MEDIA VALUE
- 274 MILLION PEOPLE POTENTIAL REACH
- OVER 96 STORIES MEDIA EXPOSURE

# WEBSITE ANALYTICS

- 26,933 USERS
- 33,437 SESSIONS
- 53,914 PAGE VIEWS



## TOP INTERNATIONAL COUNTRIES BY SESSION

1. India	367
2. Canada	256
3. China	241
4. Germany	234
5. Philippines	122
6. United Kingdom	118
7. Ireland	60
8. Brazil	56



- 3.4K FOLLOWERS  
↑82% YOY
- 635K POST IMPRESSIONS
- 38.5K POST ENGAGEMENTS



- 4.6K FOLLOWERS
- 59.8K POST IMPRESSIONS
- 1K TWEET ENGAGEMENTS



- 1.3K FOLLOWERS  
↑76% YOY
- 49K POST IMPRESSIONS
- 3.7K POST ENGAGEMENTS

# SOCIAL MEDIA



# PARTNERS IN SUCCESS

Pasco EDC relies on the generous support of private sector partners as well as the generous contributions from the Pasco County Board of County Commissioners and local communities to ensure that we have the resources available to deliver the high-quality services Pasco EDC has become known for.

\$525,500



PRIVATE INVESTMENT

\$67,000



\*TOTAL EVENT SPONSORSHIPS

87



PRIVATE INVESTORS

\$1,237,015



PENNY FOR PASCO FUNDS

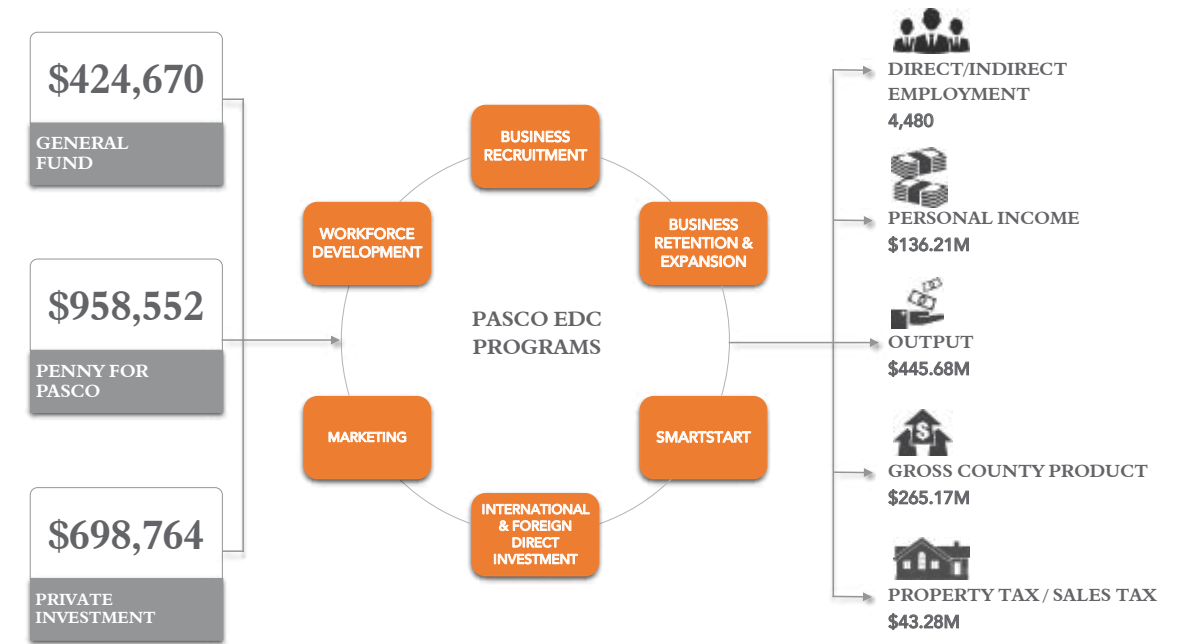
\*SOME EVENTS WERE HYBRID DUE TO COVID-19

## HIGHLIGHTS OF THIS YEAR'S FUNDRAISING EFFORTS INCLUDE:

- Private investor contributions increase by 15% totaling \$525,500 from 87 investors which represents the greatest private investment in our 35-year history.
- Economic Forecast Luncheon sponsorships reach \$5,000 from CareerSource Pasco Hernando.
- Wells Fargo donated \$20,000, Santander Consumer USA donated \$10,000 and SouthState Bank donated \$5,000 to continue to seed the Microloan Program.
- Pasco County increased its base funding to \$424,669 and continues to contribute an additional \$35,000 toward Global Tampa Bay.
- The Pasco County Board of County Commissioners granted an agreement extension from the Penny For Pasco Jobs and Economic Opportunities Trust Fund which included funding of the third incubator location. The full funding from 2016 through 2021 equaled \$5,577,030; the final installment payment in the amount of \$1,237,015 was received for the continuation of all Penny For Pasco programs: Ready Sites, WorkforceCONNECT, SMARTstart Business Incubators, Microloan, Executive Success Program, CO.STARTERS and the Pasco Enterprise Network. The Pasco County Board of County Commissioners approved an additional cooperative funding agreement of \$2,862,000 to continue these services through 2024.
- Santander Consumer USA Foundation approved a grant request in the amount of \$100,000 to be used to support women and minority-owned businesses through SMARTstart programs.

FOR EVERY \$1 OF PUBLIC MONEY INVESTED IN PASCO EDC, \$191 IS RETURNED

THIS ROI REPORT REPRESENTS AN INCREASE TO PASCO COUNTY GROSS DOMESTIC PRODUCT



ROI 191:1

SOURCE: TAMPA BAY REGIONAL PLANNING COUNCIL

# EXECUTIVE SUCCESS PROGRAM

The Pasco EDC Executive Success Program (ESP) was created to encourage engagement between executives in Pasco County existing industries and increase their awareness of opportunities and strengths in the community we work in.

The program is a year long curriculum with a monthly commitment by the executives, where they would gain exposure to the inner workings of county government as well as programs the Pasco EDC offers that would help them facilitate growth in their organizations.

Companies have the flexibility to assign different representatives based on availability and area of expertise, allowing for a broader strengthening of relationships between individuals in the company and the community stakeholders.



## PARTICIPANTS

- Baymar Solutions
- Bravado Pharmaceuticals
- Mettler Toledo
- Moffitt Cancer Center
- Santander Consumer USA
- Signarama
- TRU Simulation + Training



# BUSINESS EVENTS

THANK YOU TO OUR EVENT SPONSORS

## PASCO 50 | APRIL & JUNE 2021

Pasco 50 is a semiannual event where Human Resource professionals are given the opportunity to get together for a panel discussion and presentation. This year's topics covered the importance of internships and apprenticeships.



## NETFEST | SEPT 2021

This Back to the Future of Business themed networking event gave Pasco businesses the opportunity to make connections and get back to business.



## GROW PASCO | MAY 2021

Kevin Harrington, an Original "Shark" on Hit TV Show Shark Tank, and Inventor of the infomercial provided a keynote address on getting motivated, building your brand, and succeeding in business.



Pasco EDC and Florida's Sports Coast hosted the first-ever joint Pasco County tourism and economic development event, Team Up! on May 6th. The intent of the event was to deliver a unified message of economic recovery for Pasco County and allow the two groups to come together and create an opportunity for our residents and business community to form new partnerships and expand their networks. The event featured a figure skating showcase, economic impact presentations by both Florida's Sports Coast and Pasco EDC, the debut of our joint video Pasco County: Meet, Live, Work, and Play on Florida's Sports Coast, six (6) tourism and economic impact awards, and a keynote presentation by Mike Rayburn.

## TEAM UP! | MAY 2021



## ECONOMIC FORECAST LUNCHEON | FEB 2021

Nicholas Lacy, Chief Portfolio Strategist for Asset Management Services (AMS) at Raymond James Financial provided an economic outlook for the year.





# PARTNERS IN GROWTH

THANK YOU TO OUR INVESTORS

*BOLDFACE SIGNIFIES INVESTORS OF \$5,000 OR MORE*

## ACCOUNTANTS & ATTORNEYS

- Barbara L. Wilhite, PA**
- Murtha & Murtha, LLC
- Shumaker, Loop and Kendrick, LLP**
- Stearns Weaver Miller Weissler Alhadeff
- Stone, Parker & Company, CPA, PA
- Usman Law Firm

## COMMUNICATIONS

- Charter Communications/Spectrum**

## COMMUNITY/NON-PROFIT ORGANIZATIONS

- CareerSource Pasco Hernando**
- City of New Port Richey
- Evolution Institution, Inc.
- Greater Dade City Chamber of Commerce
- North Tampa Bay Chamber
- The Greater Pasco Chamber of Commerce
- United Way of Pasco County

## DEVELOPERS/CONTRACTORS/BUILDERS

- Adam Smith Enterprises, Inc.**
- Avalon Park West**
- Bell Fruit, LLC
- Charles Perry Partners, Inc.**
- Chesterfield Park Associates, LP

- Creative Contractors Inc.
- Design, Construction & Innovations, LLC**
- Homes By West Bay, LLC**
- Diaz Fritz Group, Inc.
- JE Dunn Construction
- Kokolakis Contracting
- Lennar Homes**
- Metro Development Group, LLC**
- Newland Communities
- RIPA & Associates, LLC**
- Rooker
- Ryan Companies US, Inc.**
- Starkey Ranch Investment Company
- Stevens Construction**
- The Hogan Group
- The Sinclair Group
- Walbridge**
- Wharton-Smith, Inc.

## EDUCATIONAL INSTITUTIONS

- Academy at the Lakes, Inc.
- District School Board of Pasco Co.
- Pasco-Hernando State College**
- Rasmussen University**
- Saint Leo University**

## ENGINEERING/ARCHITECTS

- Ardurra Group, Inc.**
- BGE, Inc.
- Coastal Design Consultants, Inc.**
- Dewberry

## FINANCIAL INSTITUTIONS

- Bank of America
- Centennial Bank
- City National Bank of Florida
- First Citrus Bank
- First National Bank of Pasco**
- Raymond James
- Regions**
- San Antonio Citizens Federal Credit Union
- Santander Consumer USA**
- Suncoast Credit Union**
- Truist
- Wells Fargo**

## HEALTH INDUSTRY

- AdventHealth Connerton
- AdventHealth Wesley Chapel**
- AdventHealth Zephyrhills**
- HCA Regional Medical Center Bayonet Point**
- Moffitt Cancer Center**
- Morton Plant North Bay Hospital**

## MANUFACTURING

- Clark Dietrich Building Systems, Inc.
- Dixie Belle Paint Company, LLC
- JN Electric of Tampa Bay, Inc.

Web Direct Brands, Inc.

**Welbilt, Inc.**

## REAL ESTATE

- Alliance Exchange Corporation
- Bissett McGrath Properties**
- Berkshire Hathaway Florida Properties Group**
- CBRE
- Commercial Asset Partners Realty**
- Cushman & Wakefield of Florida
- Klein & Heuchan, Inc.
- NorthBridge Commercial Real Estate Group
- Nye Commercial Advisors
- Pinellas Realtor Org & Central Pasco Chamber
- The Weatherford Company, LLC

## SERVICE

- Hilton Garden Inn Tampa Suncoast Parkway
- ISPC
- Network People, Inc.
- Phillips & Jordan, Inc.**
- Rizzetta & Company, Inc.
- Spherion Staffing
- Windstream Services, LLC

## UTILITIES

- Clearwater Gas System**
- GE Shady Hills Power Company, LLC
- Duke Energy**
- TECO / Emera**
- Withlacoochee River Electric Cooperative, Inc.**

## Special Thanks to the Board of County Commissioners

FOR THEIR CONTINUING SUPPORT OF THE PASCO EDC, THE OFFICIAL ECONOMIC DEVELOPMENT AGENCY FOR PASCO COUNTY

- |  |                                 |  |
|--|---------------------------------|--|
| <b>Ron Oakley, District 1</b>            | <b>Mike Moore, District 2</b>   | <b>Kathryn Starkey, District 3</b>     |
| <b>Christina Fitzpatrick, District 4</b> | <b>Jack Mariano, District 5</b> | <b>Dan Biles, County Administrator</b> |

## 2020-2021 LEGISLATIVE AGENDA SUCCESSES

### PASCO EDC SUPPORTED

- |  |   |
|--|---|
| <b>SB 866 / HB 789 -Increase of Moffitt Cancer Center's share of the state cigarette tax</b><br>BIG win for Pasco - APPROVED | <b>HB 2683 -PHSC College Operations Enhancement</b><br>Requested \$1,000,000 recurring (College-wide covering five campuses) - APPROVED |
| <b>HB 2121 - Pasco County Handcart Road Water and Wastewater</b><br>Requested \$6,500,000 - APPROVED                         | <b>PHSC Student Success and Community Engagement Center</b><br>Requested \$10,000,000 - APPROVED  |
| <b>HB 2687 - Pasco County Ackerman Street Drainage Improvements</b><br>Requested \$400,000 - APPROVED                        | <b>HB 2343 - Zephyrhills Municipal Airport Improvements</b><br>Requested \$4,320,000 - APPROVED   |
| <b>HB 2841 - Pasco County Lindrick Area Sewer System and Water Quality Upgrades</b><br>Requested \$3,818,208 - APPROVED      | <b>HB 2467 - Sarah Vande Berg Tennis Center in Zephyrhills</b><br>Requested \$4,665,000 - APPROVED                                      |
|  | <b>HB 2685 - AmSkills Workforce Training Innovation Center</b><br>Requested \$550,000 -APPROVED   |

## POLICY COUNCIL

Jimmy Adcock, TECO/Emera  
Dr. Timothy Beard, Pasco-Hernando State College  
Dan Biles, Pasco County  
Nick Carideo, BayCare Health System  
Dr. Mark Gesner, Saint Leo University  
Dr. Virnitia Hendricks, Santander Consumer USA Inc. Foundation  
Kartik Goyani, Metro Development Group, LLC  
Joe Marina, Withlacoochee River Electric Cooperative  
Merritt Martin, Moffitt Cancer Center  
Art Phelps, Phillips & Jordan, Inc.  
Erik Wangsness, AdventHealth Wesley Chapel

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Dan Biles, Pasco County Administrator  
Commissioner Christina Fitzpatrick, Pasco County District 4  
Jerome Salatino, CareerSource Pasco Hernando

## VISION

To be known as Florida's most competitive climate for business growth

## MISSION

To stimulate balanced and diversified business growth

## CORE VALUES

- Integrity
- Innovation
- Accountability
- Leadership
- Collaboration

## PASCO EDC STAFF

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*President/CEO*

**TOM RYAN**

*Director of Business Development*

**SUZANNE RENCZKOWSKI**

*Director of Operations*

**MIKE BISHOP**

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*Economic Development Manager*

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**HOLLY MCDOWALL**

*Marketing Coordinator*

**BECKY MARTIN**

*Special Program Assistant*

**CYNTHIA CORTEZ**

*SMARTstart Program Assistant*

**ASHLEE UNDERDOWN**

*SMARTstart Program Assistant*

