



ANNUAL REPORT

FY 2017-2018

**TURNING
THE CORNER
MOVING TOWARD THE FUTURE**



PASCO EDC
NORTH TAMPA BAY, FLORIDA

INCOMING CHAIR

I am honored to serve as Pasco Economic Development Council (EDC) Board Chairman for 2018-2019 and to contribute to the 2017-2018 annual report. Each year, the Pasco Economic Development Council's annual report highlights the outstanding achievements that took place the previous fiscal year. The progressive discussions with our partners both in the public sector with Pasco County Government, the private sector with our incubator supporters and our partners everywhere in between, have yielded us strong momentum to accomplish our goal of being the most competitive county in Florida. In doing so, this past year our Pasco EDC Board managed to focus on the many facets of the strategic plan to help start, move and grow companies to the county. The Pasco EDC team's focus on the deliverables in the Strategic Plan have already provided us tremendous results as we close out year two.



DANIELLE RUIZ, *Duke Energy*

Our mission to stimulate balanced and diversified growth was apparent throughout each and every facet of our activities this year. One of the most notable achievements was the impact of our Task Forces. Our focus on continuing to build an environment where businesses can find skilled workforce and a location to establish their presence in Pasco County, is paramount. Our dedicated task force members and Pasco EDC team led the 'Ready Sites Task Force' and the 'Talent Pipeline Task Force'. The engagement of many EDC investors, sharing expertise in their respective fields helped

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continue to lay the foundation for the future growth in Pasco County. The 'Ready Sites Task Force' vetted sites throughout the county and were evaluated further through a partner site selection consulting firm. The goal was to understand the attributes of the sites, making Pasco ready and more competitive in the site selection process. The 'Talent Pipeline Task Force' identified a need for a focused effort in matching job candidates with high demand positions, supporting existing and future employers in Pasco County. In the 2018-2019, the EDC will grow its team to include a dedicated professional focused on this effort.

Pasco EDC continues to be recognized as a leader and we will continue to focus our efforts as we move into the last year of the 3-year Strategic Plan. I am excited to be a part of what is ahead and encourage your continued engagement, focused leadership and partnership in supporting our goals to support business investment in Pasco County. I look forward to working with each and every one of you to continue to exceed expectations in the coming year.

FROM OUR PRESIDENT / CEO

It has been a fantastic year!

Thanks to our investors, partners and the team here at the Pasco EDC, Pasco County continues to become known as the Most Competitive Business Climate in Florida.

We have several new investors this year, and we are at an all-time high for private investment in the Pasco EDC.

Over the past year, we have marketed Pasco County as a place to do business in several domestic and international markets including England, Ireland, Mexico, Japan and Canada.

We have also continued to expand our services to our local companies and opened a third Pasco EDC location called the West Pasco Entrepreneur Center (WPEC). The WPEC is not only home to our SMARTstart Business Incubator for companies and start-ups in West Pasco, it also provides public access to members of our Pasco Enterprise Network like SCORE and the Pasco County Libraries.

This year also marked a milestone for our Microloan program as we have loaned over \$1 million to local Pasco companies that otherwise would have no place to turn. To date we have over \$1.3 million of microloans at work in our community.

We continue to be good stewards of our public dollars.... our current rate of return on investment of public dollars to the Gross County Product is over 100:1

To better position Pasco County for the future, we recognized the need to improve two of our most important assets.... talent and product. Our Talent Pipeline Task Force identified the complete spectrum of workforce development programs and entry points for individuals and companies. This year-long process focused on creating solutions to better align training with employer needs. The outcome included the launch of a new and innovative program, funded by the Penny for Pasco, called the "Pasco Pipeline". You can look forward to hearing more about the program this next fiscal year.



BILL CRONIN, Pasco EDC

In order to meet the increased demand for buildings and sites in Pasco County, we placed emphasis on product development and site evaluations, and we now have over 1,266 acres of evaluated sites for industrial recruitment. Working together with our partners at the Pasco County Office of Economic Growth, we also have speculative Class-A office and flexible industrial space being built (and much of that spaced in already leased!)

As we turn the corner and move toward the future, we will continue to embrace and promote innovative projects like the Connected City project at the nation's first Crystal Lagoon amenity and the Pasco Sheriff's Office- Florida's Forensics Institute for Research, Security and Tactics (FIRST).

I am excited about our future and I look forward to our mutual successes in the coming year.

A stylized, handwritten signature in black ink, appearing to be 'BC' followed by a long, sweeping horizontal line.



READY SITES BY THE NUMBERS

13 Sites
Assessed



Acres
Evaluated

1,266

LAYING THE GROUNDWORK

PASCO READY SITES TASK FORCE

One of the fastest growing trends in the site location business is the demand for project-ready industrial properties. Companies need access to ready to build sites in order to make a location decision and the ability to efficiently begin construction and complete a project.

In 2018, the Ready Sites Task Force completed their responsibilities under Task Force Chair Danielle Ruiz of Duke Electric. The members met monthly over the course of the year and assessed more than 1,250 acres of "Candidate Sites" that met the minimum requirements of the Ready Sites Program. Participants agree to let us promote the program and sites to real estate developers, site selectors and light industrial companies. The Task Force finished their assignment with recommendations to the Pasco EDC that evolved from engagement with land owners, developers and real estate professionals creating a process for future land owners to participate in the program.



PARTNERSHIPS AT WORK



TPA GROUP

Office Building 1
75,000 SF
3 Floors

Typical Floor Plate: 25,000 SF
Surface Parking 375 Cars
Parking Ratio: 6 / 1,000 SF

Office Building 2
75,000 SF
3 Floors

Typical Floor Plate: 25,000 SF
Surface Parking 375 Cars
Parking Ratio: 6 / 1,000 SF



HARROD'S PROPERTY ASTORIA

Building 1
5,000-42,000 SF
24' Clear Heights
Tilt-Wall Construction

Building 2
5,000-67,000 SF
24' Clear Heights
Tilt-Wall Construction



TALENT PIPELINE TASK FORCE

The Talent Pipeline Task Force kicked off in April 2017 under the leadership of both Lex Smith and Skip Miller of SunTrust, with the goal of bridging the gap between Pasco-based employers and job seekers. Through the collection and analysis of industry data and workforce programs and services currently available, the Task Force's final recommendation resulted in the creation of a new program at the EDC. Over the course of a year and a half, the Task Force completed the following:

- Identified all of the local workforce providers and catalogued the degrees, certifications, and services they offer to job seekers and local businesses
- Developed a list of existing businesses on which to focus our workforce efforts, including businesses within the Pasco EDC's six targeted industries and the county's four largest industries by employment



WORKFORCE SURVEY & FOCUS GROUP

The Pasco EDC partnered with CareerSource Pasco Hernando to conduct a countywide, confidential workforce survey of primary industries located in Pasco County to better understand the makeup of our existing workforce base and employer demands. This survey was extremely successful in setting a unified foundation for the future of Pasco's workforce and also lent to the creation of the Pasco Pipeline program.

- Surveyed 67 businesses within our targeted industries regarding topics such as the strength and weaknesses of the local workforce and challenges with retaining and recruiting employees
- Hosted a workforce focus group with 23 human resource professionals employed in ten targeted industries to share the results of the workforce survey and gain insight into five major findings from the survey

WORKFORCE SURVEY & FOCUS GROUP

BY THE NUMBERS

 **67**
Businesses Surveyed

23 
Human Resource Professional Participants

PASCO PIPELINE PROGRAM



The Pasco EDC created a new program called the Pasco Pipeline Program, aimed at spearheading the development of Pasco's talent pipeline. The program will be managed by a full-time employee who will be responsible for creating and maintaining the talent pipeline website as well as the collaboration between economic development, workforce development and education. The request for funding of this program was approved

by the Pasco Board of County Commissioners in September 2018 in a 5-0 vote and officially launched in the Fall of 2018.

PENNY OVERVIEW & SPECULATIVE BUILDING INITIATIVE

One way of making Pasco County more competitive, is to provide financial assistance to private developers or land owners to construct a building, but leave it unfinished. Speed to market is often the determining factor for a company to invest in a particular location and shell buildings decrease the amount of time it will take for a business to move in and begin full operations from their new site.

Pasco EDC and the Office of Economic Growth successfully partnered with land owners and developers to build speculative space in Pasco County.





BUILDING BUSINESS OPPORTUNITIES

BUSINESS DEVELOPMENT EFFORTS

REGIONAL BUSINESS DEVELOPMENT MISSION TO CHICAGO

Above: Pasco EDC along with Pinellas, Hillsborough, Hernando, and Polk counties promoted the Tampa Bay region as a place to do business to Chicago site selector consultants and Chicago based companies.

NATIONAL ASSOCIATION OF INDUSTRIAL & OFFICE PARKS

Right: Pasco EDC promoted Pasco County at NAIOP's national real estate conference and the eastern US industrial conference where real estate developers, brokers and professionals meet to learn industry trends, network and learn about opportunities throughout the US, Canada and Mexico.



BUSINESS RECRUITMENT & EXPANSION

One of the Pasco EDC's mission is to grow the tax base and facilitate the creation of new full-time jobs in Pasco County. We accomplish this mission by providing businesses with

nearly every service required to undertake a relocation or expansion. Our dedicated staff continues to meet the needs of businesses interested in Pasco County.

SERVICES PROVIDED:

- Site Location Assistance
- Permitting Assistance
- Exporting Assistance
- Community Data
- Workforce Assistance
- Ready Sites Program
- SmartLandings
- Community Resource Liaison
- Referral Process to Appropriate Community Partner

TOUCHPOINT MEDICAL



In May 2018, TouchPoint Medical, Inc. announced their plans to build their global headquarters in central Pasco County. TouchPoint Medical, a manufacturer of hospital medical products, constructed a 125,000 square foot corporate office and advanced manufacturing facility in the South Branch Ranch development at Suncoast Pkwy and State Road 54

bringing 228 executive, professional and manufacturing jobs to Pasco. TouchPoint Medical president Brian McNeil stated "TouchPoint Medical is a growth platform for our company and we needed a location that would enable us to attract and retain a talented and motivated workforce with ample expansion capability."

BUSINESS RECRUITMENT & EXPANSION BY THE NUMBERS

 **576** Jobs
Created or Retained

\$95,578,850
Capital Investment 

412,179
Square Feet 

WELBILT, INC.



When Welbilt, Inc., formerly Manitowoc Food Service began looking at sites to expand their corporate offices, it had a space problem at their Trinity location. That location was primarily an innovation center focusing on research, design and testing of commercial kitchen equipment. Pasco EDC was contacted by the company's executives to discuss their options in Pasco County and it was clear that creative solutions had to be considered to keep Welbilt's high paying jobs in the community.

The Pasco EDC, Pasco County and the company's consultant looked at many options to accommodate the company's growth in personnel and through programs tested with other projects, an incentive package was negotiated that assisted the company to build a 45,000 square foot office expansion incorporating a 90,000 square foot parking garage on their existing campus. A huge win for all parties involved since 110 new jobs could have easily located in another community with existing corporate office space.

COMPANY NAME	PRODUCT OR SERVICE	EMPLOYEES		SQUARE FOOTAGE	CAPITAL INVESTMENT	LOCATION
		NEW	TOTAL			
Welbilt, Inc.	Manufacturing, R&D	0	243	151,950	\$ 13,250,000	Trinity
Hudson Bowling Supply, Inc.	Warehouse/Distribution	0	9	13,000	\$ 1,000,000	Odessa
The Point Distillery	Distillery	10	10	29,737	\$ 2,000,000	New Port Richey
TouchPoint Medical, Inc.	Hospital Equipment	228	228	125,000	\$ 23,815,000	Odessa
Project Daisy	Healthcare	61	61	98,442	\$ 36,398,850	Wesley Chapel
Project Electro	Electrical Contractor	222	222	22,050	\$ 4,115,000	Land O' Lakes
Pall Aeropower Corporation	Air & Fluid Filtration Manufacturer	55	592	8,000	\$ 15,000,000	New Port Richey



EXPANDING OUR GLOBAL PERSPECTIVE

GLOBAL TAMPA BAY

Previously known as the Tampa Bay Export Alliance, Global Tampa Bay was officially launched in May 2018 to highlight a new brand for the regional partnership between the Pasco Economic Development Council, Pinellas County Economic Development and the Tampa Hillsborough Economic Development Corporation. JP Morgan Chase invested \$250,000 into Global Tampa Bay as a result of the region's already successful trade efforts and the inclusion of a foreign direct investment strategy.



Global Tampa Bay led a record-setting trade mission to Mexico City in April 2018 (above), yielding \$35 million in projected economic activity for the Tampa Bay region. Gold Key companies were joined by Pasco County Commissioner Kathryn Starkey, Mayor Bob Buckhorn and Pinellas County Commissioner Ken Welch to further strengthen business ties between Mexico City and Tampa Bay.

SMARTLANDINGS



Recognizing the need for foreign companies to quickly establish a presence in the United States, the Pasco EDC launched SMARTLandings. With low cost office space, assistance with market

development and regulatory navigation for companies new to the U.S. business culture, SMARTLandings provides international ventures the tools and resources necessary to enter the market successfully.

CONSUL GENERAL VISIT



Consul General Ken Okaniwa of Japan visited Pasco County in January 2018 to further strengthen business ties between Pasco and Japan. His visit to Pasco started with a tour of Connected City from

Metro Development Group and Commissioner Mike Moore, lunch with Commissioner Kathryn Starkey and an industry visit to Japanese owned ClarkDietrich Building Systems in Dade City with Commissioner Ron Oakley.

SOUTHEAST U.S. JAPAN ASSOCIATION — GREENVILLE, SC

The Japan/U.S. Southeast Association and the Southeast U.S.-Japan Association held their 40th Annual Joint Meeting in Greenville, South Carolina on October 22 to 24, 2017, with the theme of "Success through Tradition, Innovation and Partnerships." The Chairmen presiding over the meeting were SEUS Chairman, Ms. Minor M. Shaw, and the Japan Chairman, Mr. Teruo Asada of the Marubeni Corporation (parent company of ClarkDietrich Building Systems of Dade City). 73 Japanese and 393 American delegates participated this year for a total of 466 delegates including Pasco EDC President/CEO Bill Cronin. Pasco EDC will be strengthening its business relationships with Japanese companies in the coming year.

WORLD FORUM FOR FDI — LIVERPOOL, ENGLAND



The World Forum for Foreign Direct Investment is the world's oldest and foremost global event dedicated to cross-border investment. Held annually in a different country each year, the World Forum brings together corporate and government leaders to discuss the future of the global economy, and what leaders from across the world must do to sustain economic growth, create jobs and improve the quality of life for their citizens. The World Forum serves

as a key connector, bringing together corporate decision-makers from globally expanding firms with leaders of investment promotion agencies, service providers and intermediaries. The 2018 World Forum for Foreign Direct Investment was held June 11-13, 2018 in Liverpool, UK and included delegates from over 67 countries. Pasco EDC and Pasco County are regular sponsors of the event and Pasco County is becoming known as a competitive player in the global arena.



PASCO EDC INTERNATIONAL COMMITTEE

The International Committee has served as counsel to the EDC's international initiatives since 2016 and brought more awareness to our efforts to increase Pasco's presence in the international arena. This year the International Committee wrapped up with visits to:

- Florida Hospital Center Ice (above) to learn more about the economic impact of international sports in Pasco County.
- TRU Simulation + Training, a division of Textron, a Fortune 500 company with a global presence.
- The Center for Advanced Medical Learning & Simulation (CAMLs) to gain an understanding of the strength of the medical field in the region.

INTERNATIONAL TRADE & INVESTMENT BY THE NUMBERS

60 Interactions
with International
Representatives 

 **2** Export
Marketing Plans

2 Target Sector
Trade Grants 
Trade Participation
Grant from the EDC **1**

2 Trade Mission
Participants 

 **161**
Export
Counseling Sessions

14 International
Site Consultant Visits

 **3** EB-5
Center Visits





DEVELOPING OUR LOCAL BUSINESS

WHAT IS SMARTSTART?

SMARTstart is a comprehensive menu of programs and resources available to Pasco County based companies. SMARTstart focuses on the entrepreneur, so no matter what industry they are in, there is a program or activity available that can help their business succeed.

MICROLOAN PROGRAM

The SMARTstart Pasco Microloan helps passionate small business owners with solid ideas, good management skills, and a valid business plan get the funding they need when traditional financing is not an option. Loans are available up to \$50,000.

PASCO ENTERPRISE NETWORK

The Pasco Enterprise Network (PEN) offers a one-stop resource for finding guidance and assistance. PEN is a collaborative effort of business development agencies providing consulting, counseling, education, and technical assistance in a variety of areas and subjects.

BUSINESS ROUNDTABLES

The Pasco EDC's Entrepreneur Roundtables bring industry business owners together on a monthly basis for an exchange of information, challenges, and insights. Eight (8) to twelve (12) members from non-competing, growth-oriented companies meet monthly in a confidential setting to share the challenges and rewards of leadership.

CO.STARTERS

CO.STARTERS is a business development system with repeatable steps for success that can be used throughout the life of a company. Seasoned and aspiring entrepreneurs acquire the insights, relationships, and tools needed to turn ideas into action and turn a passion into a sustainable and thriving endeavor.

SMARTSTART BUSINESS INCUBATORS

There are two Pasco EDC SMARTstart Centers; one located in downtown Dade City and the second along the US 19 corridor in West Pasco. The Business incubators are a place where entrepreneurs can learn about and access all of the SMARTstart programs and administrative amenities.

 **161** Jobs Created
Over Business Incubator Lifetime

MICROLOAN SUCCESS



The Pasco EDC's Microloan Program has proven highly successful in the first six years it has been offered. There have been 46 microloans approved since the start of the program and in December 2017 the program reached over \$1,000,000 (\$1,335M to date) in awarded funds to businesses in Pasco County.

Right: Bill Cronin with Microloan recipient Wendy O'Neill

SMARTSTART PASCO ENTREPRENEUR CENTER



The SMARTstart Program established the West Pasco Entrepreneur Center in New Port Richey including multiple offices, dedicated desk space, co-working space and all the amenities of a professional office space. The Center currently has eight members and is at 90 percent capacity per office space.

SMARTSTART EDUCATIONAL SERIES



Pasco EDC established and initiated the first of many SMARTstart Educational Series. These free events provide business owners with knowledge around all things business from industry experts and seasoned entrepreneurs. The series includes two presentations a month at both Entrepreneur Centers and will be a significant driver for recruitment for the SMARTstart Program.



SMARTSTART PROGRAMS

BY THE NUMBERS

Microloans

\$362,000
Amount Awarded



9 Loans Closed



120 Jobs Created or Retained



CO.STARTERS

5 Sessions
25 Participants



Incubators

19 Members



79 Classes & Events



54 Jobs Created



Roundtables

12 Roundtables



49 Participants



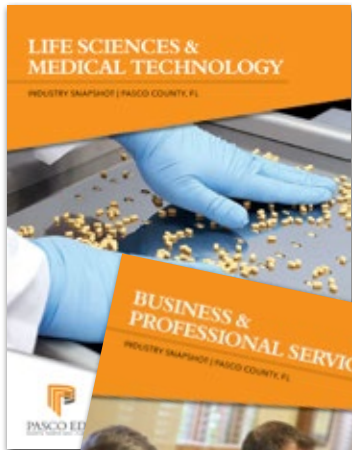
PENNY FOR PASCO A SUCCESS STORY

Recognizing the role the SMARTstart small business programs play in providing the resources entrepreneurs need to grow local companies and provide jobs for Pasco County residents, the Pasco County Board of County Commissioners approved Pasco EDC's proposal to continue and augment the programs with Penny for Pasco funds in 2018. The funds immediate impact includes adding capital to the Microloan Fund and helping enhance/increase the overall program offerings Pasco EDC can provide to entrepreneurs throughout the County.

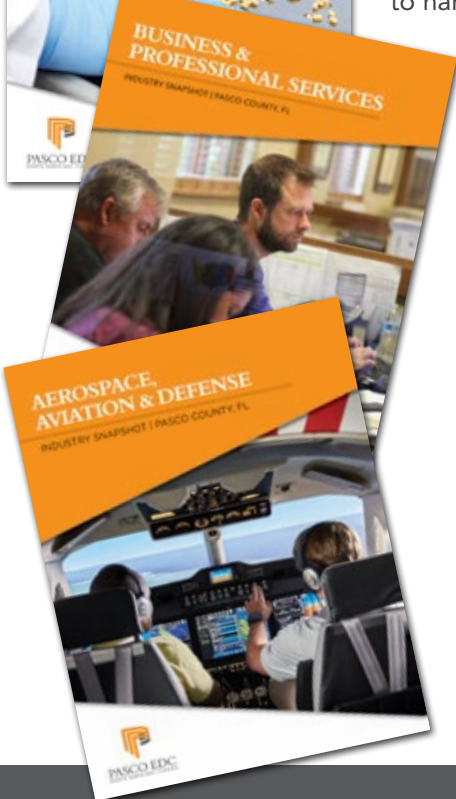




TELLING THE PASCO STORY



The Pasco EDC has been busy marketing Pasco County internally and externally through traditional and enhanced marketing. Throughout the year, we have found opportunities to promote each of our programs domestically and internationally through various communication avenues such as tradeshows, social media, presentations, publications and old-fashioned mailers just to name a few.



INDUSTRY PROFILES

Targeted Industry profiles (left) were created to showcase why Pasco County is a preferred location for specific industries by highlighting existing companies, workforce, education and business climate.

FOREIGN LANGUAGE MARKETING COLLATERAL

Translated marketing pieces were created to provide a general overview of Pasco County in various languages—including Mandarin (right), Japanese, and German—for pre-identified countries we plan to travel to in the upcoming year.



REACHING OUT TO BUSINESS TRAVELERS



Delta Sky magazine worked in partnership with Enterprise Florida to showcase the state in a special editorial feature, entitled Profile//Florida which ran in the May 2018 issue. As a key stakeholder in the growth and economy of Florida, Pasco EDC was invited to participate in creating this global story for Delta's 6 million monthly readers. The issue was a success and reached over 15 million travelers on board Delta Air Lines' 15,000 daily flights, as well as online readers at www.deltaskymag.com.

7,100 SOCIAL MEDIA FOLLOWERS



SMARTstart LinkedIn — 57

PEN Facebook — 154

Pasco EDC LinkedIn — 495

SMARTstart Facebook — 499

SMARTstart Twitter — 583

Pasco EDC Facebook — 1,243

Pasco EDC Twitter — 4,069

MARKETING BY THE NUMBERS

Business Development
Missions/Tradeshows/
Conferences

17

24 Presentations
to Groups



76
SMARTstart
Community
Outreach
Activities

ANNUAL AWARDS HIGHLIGHTING BUSINESS SUCCESS



local companies excelling in: company/employee innovative leadership in current business issues.

The Pasco EDC held its 32nd Annual Awards & Trade Show on September 6 at Saddlebrook Golf & Tennis Resort. Over 500 business and community leaders attended the awards celebration followed by networking and dinner. This year's trade show featured over 55 local businesses.

The evening's event, emceed by Sarah Rosario of CBS Tampa 10 News, culminated in the annual awards. The awards tell the Pasco story by highlighting outstanding growth, corporate citizenship, entrepreneurship, and

- **BUSINESS OF THE YEAR (START UP CATEGORY)**
Merrell Bros., Inc
- **BUSINESS OF THE YEAR (SMALL CATEGORY)**
D.C. Johnson & Associates, Inc.
- **BUSINESS OF THE YEAR (MEDIUM CATEGORY)**
San Antonio Lumber Company

- **BUSINESS OF THE YEAR (LARGE CATEGORY)**
METTLER TOLEDO
- **SPECIAL CONTRIBUTION**
Morton Plant North Bay Hospital
- **LEADERSHIP**
Jay B. Starkey

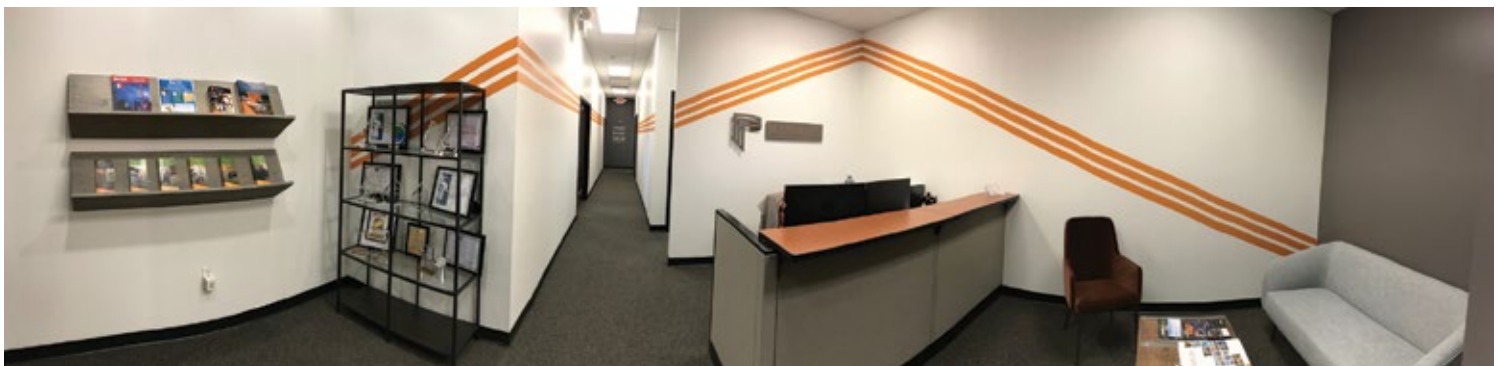
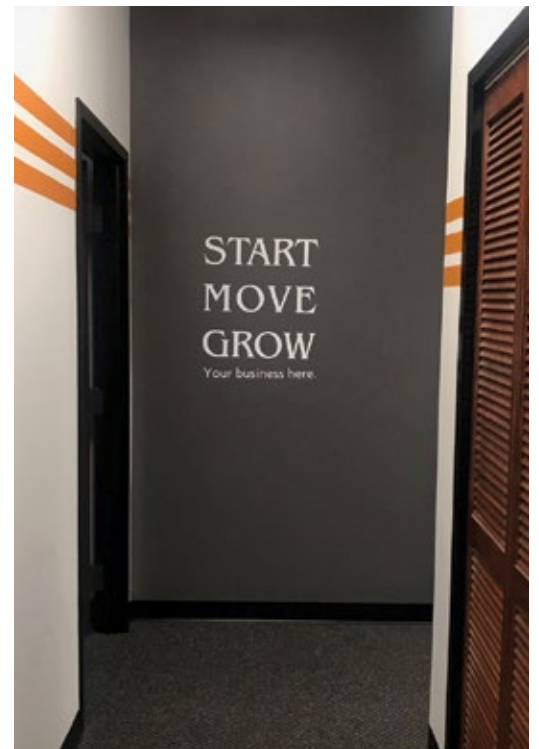


PASCO EDC REFASHIONED

With the new logo, brand, and colors approved last year, it was time to upgrade and modernize the main office in Lutz to reflect these changes.

During 2018, staff worked with Ms. Alana Crumbley to remodel the office to match the new color scheme and reinforce the Pasco EDC brand.

New furniture in the front lobby was purchased to give a more modern and sleek look. Custom wall murals in the conference room (above) highlight Pasco County and the Tampa Bay region to our guests. Finally, personalized pictures throughout the office represent some resident Pasco County companies.





PARTNERS ARE THE KEY TO OUR 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.

HIGHLIGHTS OF THIS YEAR'S FUNDRAISING EFFORTS INCLUDE:

- Private investor contributions **increased by 9 percent** totaling \$404,900 from 83 investors which represents the greatest private investment in our 32-year history.
- Annual Award sponsorships **brought in \$82,000** from 48 sponsors.
- NetFest sponsorships reached \$24,000 from 24 sponsors; a **19% increase over the prior year**.
- Economic Forecast Luncheon **sponsorships reached \$6,000** from CareerSource Pasco Hernando, Cutler Associates, and Florida Hospital.
- The two Meet the Project events sponsorships reached **\$4,000 from Suncoast Credit Union and TECO/Emera**.
- **CenterState Bank donated a total of \$5,000** to continue to seed the Microloan Program.
- The City of Dade City maintained its funding of **\$50,000 to the SMARTstart Dade City Entrepreneur Center**.
- Pasco County maintained its base funding of \$389,670 and contributed **an additional \$35,000** towards the Global Tampa Bay membership.
- The Pasco County Board of County Commissioners granted \$2,983,000 from the Penny for Pasco Jobs and Economic Opportunities Trust Fund in 2016; the third installment payment in the **amount of \$778,000 was received**.





**NOV
2017**

STRENGTHENING PARTNERSHIPS

THANK YOU TO OUR EVENT SPONSORS



Economic Forecast

2018 LUNCHEON



- CareerSource Pasco Hernando
- Cutler Associates, Inc.
- Florida Hospital

**FEB
2018**

MEET THE PROJECT

NOVEMBER 2, 2017

- Suncoast Credit Union

SEPTEMBER 27, 2018

- TECO / Emera



**SEP
2018**

NetFest 2018

PASCO ECONOMIC DEVELOPMENT COUNCIL



- Bank of America/Merrill Lynch
- Bohn Group LLC/Artix Entertainment
- CareerSource Pasco-Hernando
- Clearview Land Design, P.L.
- Clearwater Gas System
- Coastal Design Consultants, Inc.
- Commercial Asset Partners Realty
- Dewberry
- ECS Florida, LLC

- King Engineering Associates, Inc.
- Leggett & Platt Adjustable Beds
- Metro Development Group
- Mettler Toledo
- Optimum Plumbing LLC
- Pasco-Hernando State College
- Port Tampa Bay
- RIPA & Associates, Inc.
- Salty Iguana Southeast, LLC

- San Antonio Citizens Federal Credit Union
- Stantec
- Starkey Ranch
- Suncoast Credit Union
- Tampa Bay Regional Planning Council
- Tampa Bay Times

**APR
2018**

PASCO EDC 32ND ANNUAL AWARDS & TRADE SHOW



- ALLPRO Printing & Direct Mail Marketing
- Avalon Park West
- Bank of America Merrill Lynch
- BBL Hospitality - Spring Hill Suites
- Bexley by Newland Communities
- CareerSource Pasco-Hernando
- Clearview Business Solutions, LLC
- Clearwater Gas System
- Coastal Design Consultants, Inc.
- Creative Contractors
- Design & Construction Innovations, LLC
- Dewberry Engineers Inc.
- Duke Energy
- Florida High Tech Corridor Council/USF/GrowFL
- Florida Hospital
- Freedom Boat Club of Tampa Bay

- Galen College of Nursing
- Harrod Properties, Inc.
- II-VI Optical Systems
- King Engineering Associates, Inc.
- Leggett & Platt Adjustable Bed Group
- Lennar Homes
- Mettler Toledo
- Millian-Aire Enterprises Corp.
- Morton Plant North Bay Hospital
- North Tampa Behavioral Health
- Novus Medical DeTox
- Pasco Sheriff's Office
- Pasco-Hernando State College
- Port Tampa Bay
- Premier Community HealthCare
- Regional Medical Center Bayonet Point/Medical Center of Trinity
- RIPA & Associates

- Rizzetta & Company, Inc.
- Saint Leo University
- Simpson Environmental Services, Inc.
- Spectrum Enterprise
- Stearns Weaver Miller Weissler Alhadeff & Sitterson, P.A.
- Suncoast Credit Union
- Tampa Bay Regional Planning Council
- Tampa Bay Times
- Tampa Hillsborough EDC
- TECO/Emera
- TPA Group
- Walbridge
- Williams Automotive Group
- Wiregrass Ranch, Inc.
- Withlacoochee River Electric Cooperative

**SEP
2018**



A SPECIAL
THANK YOU TO
OUR LARGEST
INVESTOR

PASCO COUNTY
BOARD OF COUNTY
COMMISSIONERS

OUR PARTNERS IN JOB CREATION

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
Stone, Parker & Company, CPA, PA

COMMUNICATIONS

Charter Communications/Spectrum

COMMUNITY / NON-PROFIT ORGANIZATIONS

CareerSource Pasco Hernando
Central Pasco Chamber of Commerce
Greater Dade City Chamber of Commerce
North Tampa Bay Chamber
United Way of Pasco County
West Pasco Chamber of Commerce

ENGINEERING / ARCHITECTS

Coastal Design Consultants, Inc.
Dewberry
Heidt Design, LLC
King Engineering Associates, Inc.
Maser Consulting, P.A.
Stantec
Universal Engineering Sciences, Inc.

DEVELOPERS / DEVELOPMENTS / CONTRACTORS

Adam Smith Enterprises, Inc.
Batson-Cook Company
Bell Fruit, LLC
Chesterfield Park Associates, LP
Creative Contractors Inc.
Cutler Associates, Inc.
Cypress Creek Town Center
Diaz Fritz Group, Inc.
Lennar Homes
Metro Development Group, LLC
Newland Communities
Panasonic CityNOW
RIPA & Associates, LLC
Ryan Companies US, Inc.
Starkey Land Company, LLC
The Hogan Group
Walbridge

EDUCATIONAL INSTITUTIONS

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

FINANCIAL INSTITUTIONS

Bank of America

BB&T

Centennial Bank

First National Bank of Pasco

MidFlorida Credit Union

Patriot Bank

Suncoast Credit Union

SunTrust Bank, Nature Coast

Synovus Bank

Wells Fargo

HEALTH INDUSTRY

Florida Hospital Zephyrhills

Florida Hospital at Connerton Long Term Acute Care

Florida Hospital Wesley Chapel

Medical Center of Trinity

Morton Plant North Bay Hospital

Regional Medical Center Bayonet Point

MANUFACTURING

ABCO Graphics & Printing, Inc.

Big Storm Brewing Co.

ClarkDietrich Building Systems, Inc.

Dixie Belle Paint Company, LLC

JN Electric of Tampa Bay, Inc.

J.T.D. Enterprises, Inc.

Web Direct Brands, Inc.

REAL ESTATE

Alliance Exchange Corporation

Berkshire Hathaway Florida Properties Group

CBRE

Commercial Asset Partners Realty

Cushman & Wakefield of Florida

Eshenbaugh Land Company

Klein & Heuchan, Inc.

Nye Commercial Advisors

Sun America Realty & Investment Co.

The Weatherford Company, LLC

SERVICE INDUSTRY

Gator Cleaning Solutions Inc.

Hilton Garden Inn Tampa Suncoast Parkway

Holiday Inn Express Wesley Chapel

ISPC

Network People, Inc.

Primoris Distribution Services

Spherion Staffing

VIMRO, LLC

Williams Automotive Group

UTILITIES

Clearwater Gas System

GE Shady Hills Power Company, LLC

Duke Energy

TECO / Emera

Withlacoochee River Electric Cooperative, Inc.

SHAPING THE FUTURE

2017-2018 LEGISLATIVE AGENDA SUCCESSES

PASCO EDC AND COUNTY ATTORNEY CREATED LOCAL SOLUTION:

- Amend Section 177.031 (18), Florida Statutes, in light of the inherent differences between residential and non-residential projects, modify the definition of subdivision in Florida Statutes section 177.031(18)

PASCO EDC SUPPORTED THE FOLLOWING ITEMS:

- Reduction of the Sales Tax on Commercial Rents - RATE REDUCED TO 5.8%
- Reduce Worker's Compensation rate increase and support HB 7009 - PASSED HOUSE, WAS NOT HEARD IN SENATE
- Support Florida Economic Development Council's opposition to HB3 and SB 1714 - BILL DIED IN SENATE (DUE TO OUR EFFORTS)

APPROVED LEGISLATIVE AGENDA ITEMS

- I-75 at Overpass Road / New Interchange — \$15,000,000
- U.S. 301/U.S. 98/Clinton Avenue Intersection Realignment PD&E. — \$1,000,000
- Approval of funding for the creation Florida's Forensic Institute for Research, Security and Tactics (FIRST) -A partnership between the University of South Florida, Pasco Hernando State College, Pasco County Board of County Commissioners and the Pasco Sheriff's Office in Pasco County — \$4,300,000.





PASCO EDC

NORTH TAMPA BAY, FLORIDA

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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

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