



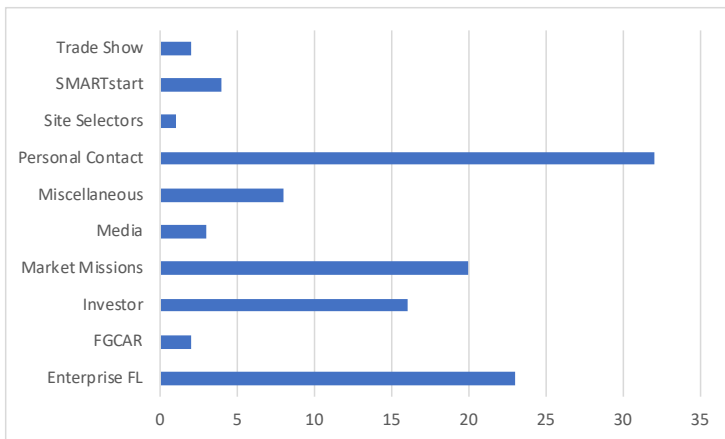
LOCATION & EXPANSION PROJECTS

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

TOTALS 1365 412,719 \$95,578,850 576

INQUIRIES BY SOURCE

111 Total Year-To-Date



FINANCIAL SUMMARY

INVESTMENTS

FY-18 Goal: \$ 407,165
 FY-18 Final: \$ 404,900
 New Investors: 10
 Total Investors: 80

AWARD SPONSORS

FY-18 Goal: \$ 84,700
 FY-18 Final: \$ 77,000

INCUBATOR DONATIONS/REVENUE

FY-18 Goal: \$ 320,500
 FY-18 Final: \$ 283,025

ECON. FORECAST SPONSORS

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

MEET THE PROJECT SPONSOR

FY-18 Goal: \$ 5,000
 FY-18 Final: \$ 1,000

NETFEST SPONSORS

FY-18 Goal: \$ 21,450
 FY-18 Final: \$ 21,000

PROGRESS TO DATE

	TARGET 17/18	YTD 17/18	% OF GOAL
New Jobs Created	1000	576	57.60%
Capital Investment	\$90,000,000	\$95,578,850	106.20%

PROJECT ACTIVITY SUMMARY

	INQUIRIES	DROPS	LEADS	PROJECTS	SUCCESSSES
Last 2 FY	459	53	104	86	29
Year To Date	108	30	51	38	7
Last 90 Days	22	12	7	16	3

MICROLOANS AWARDED

COMPANY	PRODUCT/SERVICE	TOTAL EMP.	AMOUNT	LOCATION	NEW EMP.
Seabreeze Pest Control	Pest/Lawn care Service	8	\$50,000	Hudson	5
Creativity Unpinned	Retail Artisan Operation	4	\$38,000	Wesley Chapel	1
A.L. Saland Insurance Solutions, Inc	Insurance Service	3	\$35,000	Land O' Lakes	2
Smith's Excavation and Grading, LLC	Service	6	\$44,000	Hudson	6
Pool Shark Commercial Services	Service	15	\$50,000	Trinity	10
Elements of Stylez, LLC	Salon	8	\$40,000	Wesley Chapel	7
Mind Over Matter Nutrition, LLC	Food Service	3	\$35,000	Lutz	3
The Spa Boutique	Service	3	\$35,000	Trinity	0
Superior Precast, LLC	Concrete Manufacturer	100	\$35,000	Dade City	100



SMARTSTART

PASCO BUSINESS INCUBATORS

79 CLASSES AND EVENTS YTD

558 Total Participants

MEMBERSHIP

Off-site Members: 9
On-site Members: 6
Total Jobs Created FY18*: 54

*Including exited members



Central and West Pasco CO.STARTERS Graduation

MICROLOAN FUND

Applications Submitted FY18:	14
Loans Currently In Progress:	2
Loans Approved FY18:	9
Total Loans Approved:	46
Amount Awarded FY18:	\$ 362,000
Total of Loans Awarded:	\$ 1,335,200
Average Loan:	\$ 29,026
FY18 Capitalization:	\$ 5,000
Total Capitalization:	\$ 729,000
Total Jobs Retained	98
Total Jobs Created	222

PUBLIC RELATIONS

Distributed Press Releases: 22
Regional Stories: 52
Regional Mentions: 99
International Stories: 4
Total Social Media Followers: 7,100

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

of Company Visits: 89 YTD
of Presentations to Groups: 24 YTD
of Events Attended: 64 YTD

Ready Sites

- Initiated and completed certification application to McCallum Sweeney Consulting (MSC) for four sites: one site invited to certification by MSC, however, owner declined offer, and one site did not qualify.
- Gathered and evaluated data relating to prospective properties including a mega site.
- Conducted site visits with MSC with Site B and Site C for review for certification. Sites D and E completed the evaluation process.
- Reviewed MSC Certification Application comments for Sites B, C, D and E and submitted a responses to any outstanding needs.
- Submitted two properties to Qualified Property Checklist.
- Completed Evaluation Application and submitted a mega site to MSC for evaluation phase.

- Disseminated trade leads, international events, and business opportunities via Made In Pasco eNewsletter.
- Conducted export counseling to 161 companies.
- Attended four workshops/forums for professional development.
- Participated in one local, regional, or State-led Trade Missions/ Shows/ Conferences: Mexico Mission in April 2018.
- Hosted annual International Trade Conference with Enterprise Florida and World Trade Center Tampa Bay.

International – Foreign Direct Investment

- Contracted with international lead generation service and called on 14 international site selection consultants.
- Maintained relationships with three EB-5 program syndicators: Florida EB-5 Regional Center, Atlantic American Funds, North American Real Estate, LLC.
- Advertised in and applied for North American Communities of the Future Award from FDI Magazine.
- Participated in FDI missions/trade shows: SEUS Japan Association Annual Conference, GTB UK/Ireland Mission, GTB Canada Mission, World Forum for FDI – Liverpool, SelectUSA – Washington, D.C.
- Participated in 15 regional, state, national or international events/inbound missions.
- Partnered with local Bi-National Chambers of Commerce, Foreign Economic Development Organizations, USCS and EFI foreign offices with 60 interactions.
- Translated three promotional materials for advertising use. (Two Japanese and one German)

Enhanced Marketing

- Producing a two-minute quality of life video - live, work, play, 30-second videos to target industries and eight company interview success stories.
- Completed three Target Industry Market Reports and engaged in a direct mail campaign.
- Published two insertions in industry specific publications, three insertions in Site Selection Magazine, three insertions in NAIOP Development Magazine, two insertions in Area Development Magazine, and two insertions in Expansion Solutions Magazine.

CO.STARTERS

- Held six CO.STARTER Sessions with 34 attendees.
- Recruited Pasco business owners with various business expertise such as legal, accounting and insurance to be guest speakers.
- Implemented a marketing plan.

Pasco Enterprise Network

- Held 77 classes/workshops.
- Provided 569 individual counseling sessions.

CEO Roundtable

- Continued servicing of two existing CEO Roundtables.
- Scheduled one CEO Forum to be held October 23, 2018.

International – Trade

- Participated in International Trade Mission to Mexico.
- Two Enterprise Florida Target Trade Sector Grants approved.
- Two Small Business Development Center Export Marketing Plans completed.
- Approved one Pasco EDC Trade Event Participation Grant.

