

GOALS



	NEW JOBS CREATED	CAPITAL INVESTMENT
GOAL	1,350	\$200M
YEAR TO DATE	6	\$2.1M
% OF GOAL	1%	1%

PROJECT ACTIVITY (YTD)

73

LEADS

103

PROJECTS

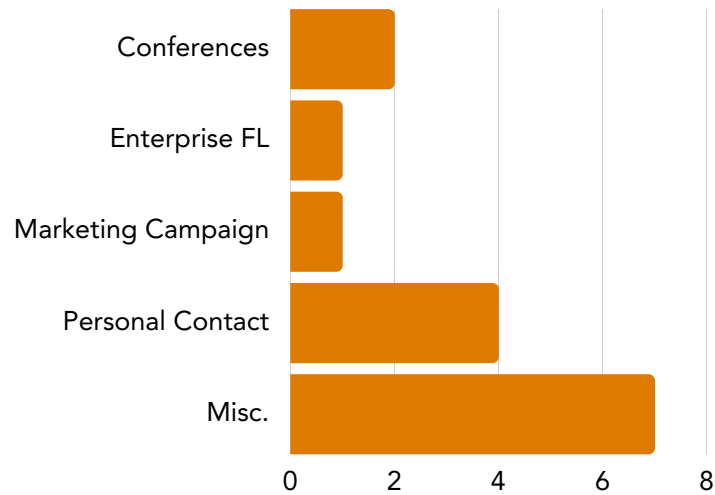
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SUCCESSSES

**OCTOBER - DECEMBER 2022
EVENTS & CONFERENCES**

- Metropolitan Ministries Pasco Leadership Luncheon
- Feeding Pasco's Elderly Leadership Breakfast
- BAMA Evening Networking Session
- FLATE Speed Networking for Educators and Manufacturers
- BAMA General Meeting at Dixie Belle Paints
- Central-North Florida District Export Council Luncheon
- IEDC Technical Panel – Bradford County
- YMCA Prayer Breakfast
- Pasco EDC Holiday Investor Social
- Pasco 50
- Tunnel to Towers "Let Us Do Good" Village Ribbon Cutting

LEADS BY SOURCE



19

COMPANY VISITS



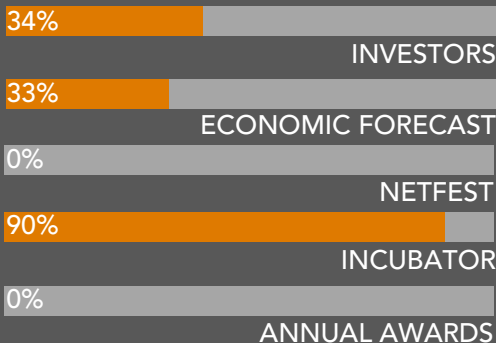
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PRESENTATIONS TO GROUPS

LOCATION & EXPANSION PROJECTS (YTD)

COMPANY	LOCATION	TARGET INDUSTRY	TOTAL EMP.	NEW EMP.	CAPITAL INVESTMENT	SQ. FT.
Project Mark	Land O' Lakes	LSMT	35	6	\$2,100,000	13,200
TOTALS			35	6	\$2,100,000	13,200

FINANCIAL SUPPORT SUMMARY



INVESTORS
4 NEW
91 TOTAL
YTD \$203,750
GOAL \$600,000

ECONOMIC FORECAST LUNCHEON
YTD \$1,000
GOAL \$3,000

NETFEST
YTD \$0
GOAL \$34,650

INCUBATOR
YTD \$398,190
GOAL \$403,600

ANNUAL AWARDS
YTD \$0
GOAL \$78,650

READY SITES

- 15 direct inquiries from national enhanced marketing campaign.
- Two active projects in Life Sciences and Advanced Manufacturing.
- Five responses to Enterprise Florida projects & two direct responses to RFPs.

EXECUTIVE SUCCESS PROGRAM

- Kicked off second cohort with seven companies participating: Moffitt Cancer Center, JMI Resource, Simon Property Group, Santander Consumer USA, Baymar Solutions, Amerikey Locksmith, and RP&G Printing.
- Next meeting date will feature a bus tour of industrial sites in Pasco County.

INTERNATIONAL PROGRAM

- Attended 44th Annual Southeast U.S. / Japan Association Joint Meeting in Orlando.
- Accepting company applications for Global Tampa Bay export trade mission to Mexico City, Mexico, May 15-19.
- Met with Belize American Chamber of Commerce to explore building additional economic and educational connections between Pasco County and the Cayo District of Belize.

ENHANCED MARKETING

- Launched four year-long digital marketing campaigns for the Ready Sites program utilizing storytelling, geotargeting and retargeting, email marketing, and site placement in nationwide database.
- Launched 10 Years of SMARTstart promotional campaign.
- Continuing to market #WorkforceWednesday by sharing relevant updates, data, and information every Wednesday.

WORKFORCE CONNECT

- 33 organizations were represented at the Pasco 50 held in December 2022 at Keiser University with the topic of Mental Health in the Workplace.
- Connected six local employers to workforce resources to help them locate and grow talent pipelines.
- Presented workforce trends at the Zephyrhills Economic Summit and discussed Pasco careers with students at the Great American Teach-in.
- The workforceCONNECT website acquired 412 new visitors.

SMARTSTART PROGRAM

- SMARTstart kicked off the yearlong "10 Years of Impact" celebration at the 3rd Meet The Members event at the Grove in Wesley Chapel.
- All past participants in SMARTstart's programs for the prior ten years received access to an impact survey to gather success stories and garner knowledge on what additional areas of support would be most beneficial moving forward.
- SMARTstart and Saint Leo University teamed up to do a 2nd Annual Food Business Pitch Competition.



SMARTSTART A PASCO EDC PROGRAM



\$30,724
AVERAGE
LOAN



142
JOBS
RETAINED



254
TOTAL JOBS
CREATED



29
OFF-SITE
MEMBERS



14
ON-SITE
MEMBERS



19
CLASSES AND
EVENTS YTD



86
TOTAL
ATTENDEES YTD



357
JOBS CREATED OVER
PROGRAM LIFETIME

MICROLOAN FUND

SINCE INCEPTION

YEAR TO DATE

TOTALS SINCE INCEPTION	AMOUNT	TOTALS YTD	AMOUNT
Loans Approved	69	Loans Approved	1
Amount Awarded	\$2,131,400	Amount Awarded	\$15,000
Donations Received	\$1,374,000	Donations Received	-

Q1 LOANS

COMPANY	PRODUCT/SERVICE	TOTAL EMP	AMOUNT	LOCATION	NEW EMP
Potato Ballin, LLC	Restaurant	2	\$15,000	Land O' Lakes	0