



## GOALS



	NEW JOBS CREATED	CAPITAL INVESTMENT
<b>GOAL</b>	1,400	\$250M
<b>YEAR TO DATE</b>	600	\$233M
<b>% OF GOAL</b>	43%	93%

## PROJECT ACTIVITY (YTD)

**87**

LEADS

**133**

PROJECTS

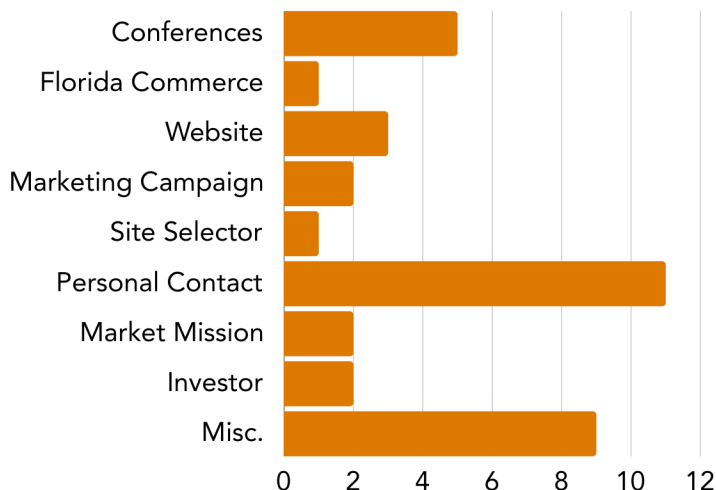
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SUCCESSSES

## OCTOBER - DECEMBER 2023 EVENTS & CONFERENCES

- AmSkills Grand Opening
- Pasco Town Center Groundbreaking
- Invest Tampa event with Duke
- Meet the Members
- Food Vendor Fair
- Holiday Investor Social
- Pasco 50
- ZEDC Summit Discussion
- Leadership Pasco EDC Presentation
- USF Basic Economic Course
- Leadership Pasco Business and Industry Day
- BIO Japan
- SEUS Japan
- NAIOP
- ECONOMIX 2023
- MEDICA 2023
- IITSEC Show Orlando

## LEADS BY SOURCE



**37**

COMPANY  
VISITS



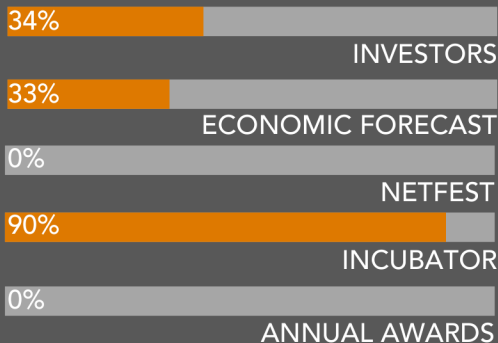
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PRESENTATIONS  
TO GROUPS

## LOCATION & EXPANSION PROJECTS (YTD)

COMPANY	LOCATION	TARGET INDUSTRY	TOTAL EMP.	NEW EMP.	CAPITAL INVESTMENT	SQ. FT.
Bauducco Foods	Zephyrhills	Adv. Manufacturing	600	600	\$2,300,000	403,000
<b>TOTALS</b>			600	600	\$2,300,000	403,000

## FINANCIAL SUPPORT SUMMARY



### INVESTORS



7 NEW  
82 TOTAL

YTD \$225,250  
GOAL \$557,700

### ECONOMIC FORECAST LUNCHEON

YTD \$6,000  
GOAL \$5,000

### NETFEST

YTD \$3,000  
GOAL \$50,325

### EXECUTIVE SUCCESS PROGRAM

YTD \$19,000  
GOAL \$49,000

### INCUBATOR

YTD \$312,972  
GOAL \$402,610

### ANNUAL AWARDS

YTD \$3,000  
GOAL \$93,000

## READY SITES

- Bauducco to bring 600 jobs and \$233M facility to Zephyrhills Airport Industrial Park.
- Four Ready Sites Visits: Enterprise South Super Park: Defense Manufacturing, Softwind & Hays Industrial Parks: Medical Product Manufacturer, North Tampa Bay Industrial Park: Building Products Manufacturer
- Exhibited at NAIOP's National Commercial Real Estate Conference.

## INTERNATIONAL PROGRAM

- Co-exhibited with Moffitt Cancer Center at BioJapan in Yokohama, Japan and attended Southeast U.S./Japan Meeting in Tokyo, Japan
- Joined Global Tampa Bay in attending MEDICA2023 in Dusseldorf, Germany and attended Southern EU Mission focused on life science recruitment
- Planning Export Trade Mission to Vancouver, BC, Canada, September 9-12, 2024.

## WORKFORCE CONNECT

- Hosted Pasco 50 at Hilton Garden Inn Tampa Suncoast Parkway on December 7th. Brad deBeubian from Shumaker spoke on the topic of "Employment Law".
- Presented at ZEDC Economic Summit on workforce trends and Institutional Reentry Resources Seminar at Zephyrhills Correctional Institution on target careers and workforce resources for over 30 inmates
- WorkforceCONNECT and the BRE team spoke with 33 businesses about workforce development and BRE and to offer services.

## EXECUTIVE SUCCESS PROGRAM

- Met at the new SMARTstart incubator and attended the Meet the Members event.
- Attended Pasco 50 and had the opportunity to network with other attendees representing several target industry businesses in Pasco County.

## ENHANCED MARKETING

- Updated and refreshed SMARTstart program brochures and posters.
- Social Media: Participated in #NationalManufacturingMonth in October through our ongoing workforceCONNECT #WorkforceWednesday campaign.
- Digital Campaign: "New York Takeover Email" promoting Ready Sites resulted in over 350 clicks and 79,000 impressions.

## SMARTSTART PROGRAM

- Hosted our 4th Food Vendor Fair celebrating our newest business launches at our East Pasco Incubator Kitchen.
- Redesigned and implemented automation of our information brochure stands, located throughout the county.
- Special Congratulations to 2 of our members: Maggie's Snow Shoppe with a new Mobile Food Trailer, and Jons Gourmet taking commercial space at the Saint Leo University Wellness Center.



**SMARTSTART**  
A PASCO EDC PROGRAM®



**17**  
OFF-SITE  
MEMBERS



**33**  
ON-SITE  
MEMBERS



**49**  
CLASSES AND  
EVENTS YTD



**202**  
TOTAL  
ATTENDEES YTD



**467**  
JOBS CREATED OVER  
PROGRAM LIFETIME

**MICROLOAN FUND**



**\$31,428**  
AVERAGE  
LOAN



**157**  
JOBS  
RETAINED



**265**  
TOTAL JOBS  
CREATED

### SINCE INCEPTION

### YEAR TO DATE

TOTALS SINCE INCEPTION	AMOUNT	TOTALS YTD	AMOUNT
Loans Approved	76	Loans Approved	1
Amount Awarded	\$2,351,400	Amount Awarded	\$40,000
Donations Received	\$1,464,000	Donations Received	\$5,000

### Q1 LOANS

COMPANY	PRODUCT/ SERVICE	TOTAL EMP	AMOUNT	LOCATION	NEW EMP
Raven Makerspace	Sound Recording Studio	2	\$40,000	New Port Richey	1