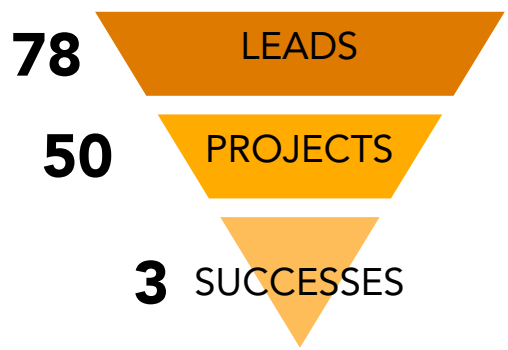


**GOALS**



	NEW JOBS CREATED	CAPITAL INVESTMENT
<b>GOAL</b>	1,350	\$200M
<b>YEAR TO DATE</b>	68	\$3.3M
<b>% OF GOAL</b>	5%	2%

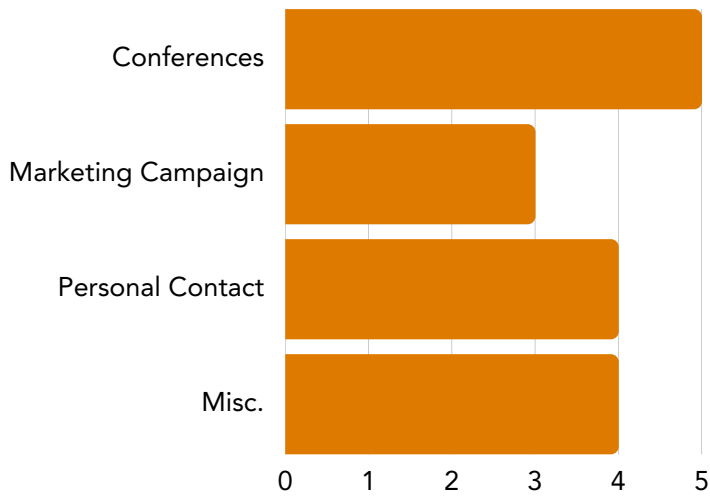
**PROJECT ACTIVITY (YTD)**



**JANUARY- MARCH 2023  
EVENTS & CONFERENCES**

- Economic Forecast Luncheon
- Tampa Bay Partnership State of the Region
- GROW Pasco
- International Trade and Tourism Day – Hosted Delegation from Belize
- Microloan Luncheon
- Florida Tax Watch – State of the Taxpayer
- Moffitt Day in Tallahassee
- NetFest
- Broadband and BBQ with Spectrum
- Hope Services Ribbon Cutting
- GrowFL Awards Dinner
- Make It Tampa Bay

**LEADS BY SOURCE**




**10**  
COMPANY VISITS



**12**  
PRESENTATIONS TO GROUPS

**LOCATION & EXPANSION PROJECTS YTD**

COMPANY	TARGET INDUSTRY	TOTAL EMP.	NEW EMP.	CAPITAL INVESTMENT	SQ. FT.
Project Mark	LSMT	35	6	\$2,100,000	13,200
Project Universal	B&PS	80	32	\$950,000	517,220
Project Fusion	High Tech	30	30	\$250,000	11,000
<b>TOTALS</b>		<b>145</b>	<b>68</b>	<b>\$3,300,000</b>	<b>541,420</b>

**FINANCIAL SUPPORT SUMMARY**



**INVESTORS**  
5 NEW  
85 TOTAL  
YTD \$278,250  
GOAL \$600,000

**ECON FORECAST**  
YTD \$1,000  
GOAL \$3,000

**NETFEST**  
YTD \$45,750  
GOAL \$34,650

**ANNUAL AWARDS**  
YTD \$13,000  
GOAL \$78,650

**EXECUTIVE SUCCESS PROGRAM**  
YTD \$23,453  
GOAL \$49,000

## READY SITES

- Four responses to Enterprise Florida RFPs and three direct responses to company inquiries.
- Two site visits by advanced manufacturers.
- Two sites have been short-listed by a food product manufacturer with site visits scheduled for next quarter.

## EXECUTIVE SUCCESS PROGRAM

- Seven businesses continue to participate in this year's cohort with upcoming meeting dates to include a bus tour of industrial sites and attending a Pasco EDC board meeting.
- Graduation is scheduled for June 22 at Flamestone Grill in Trinity.

## WORKFORCE CONNECT

- 2023 Workforce Report was released within the Existing Industry Report.
- The first annual Biz Blast was held at Baymar Solutions with over 20 resource providers and 50+ attendees.
- The workforceCONNECT website acquired 337 new visitors.

## ENHANCED MARKETING

- Built targeted list and created marketing initiatives for viewfinder campaign.
- Released in-depth existing industry and workforce report.
- Created SMARTstart social media challenge to be launched next quarter.

## INTERNATIONAL PROGRAM

- Welcomed the visiting delegation from the Cayo District of Belize and attended the adoption of the resolution establishing Pasco International Trade & Tourism Day.
- Accepting company applications for Global Tampa Bay export trade mission to Dominican Republic, September 11-15.
- Actively planning and recruiting for trade missions to the UK and Mexico.
- Attended Pasco International Trade & Tourism Day Reception that gathered support for student exchange programs in Pasco County.
- Currently working 24 Foreign Direct Investment projects originating from Germany (11), UK (7), and one each from Argentina, Morocco, Israel, Netherlands, Norway, and Switzerland.

## SMARTSTART PROGRAM

- Hosted 3rd Annual Grow Pasco with over 110 businesses hearing from 25 guest speakers on 12 different topics.
- Made an impressive showing at Synapse, Florida's premiere tech showcase, with six of our recent incubator companies fresh off their official product launches in exhibit.
- Successfully held a first-ever Microloan Luncheon showcasing live entrepreneur testimonials and encouraging community engagement from our local financial institutions. The event generated positive interest from The Bank of Tampa and Fifth Third Bank to get involved with the program.



**SMARTSTART**  
A PASCO EDC PROGRAM®



**\$31,428**  
AVERAGE  
LOAN



**147**  
JOBS  
RETAINED



**254**  
TOTAL JOBS  
CREATED

### SINCE INCEPTION

### YEAR TO DATE

TOTALS SINCE INCEPTION	AMOUNT	TOTALS YTD	AMOUNT
Loans Approved	71	Loans Approved	3
Amount Awarded	\$2,131,400	Amount Awarded	\$115,000
Donations Received	\$1,374,000	Donations Received	\$15,000

### LOANS YTD

COMPANY	PRODUCT/SERVICE	TOTAL EMP	AMOUNT	LOCATION	NEW EMP
Potato Ballin, LLC	Restaurant	2	\$15,000	Land O' Lakes	0
MEP Creations, LLC DBA VendingUS	Vending Machines	3	\$50,000	Land O' Lakes	0
Elite 360 Studio, LLC	Martial Arts Instruction	2	\$50,000	Trinity	0



**27**  
OFF-SITE  
MEMBERS



**12**  
ON-SITE  
MEMBERS



**41**  
CLASSES AND  
EVENTS YTD



**232**  
TOTAL  
ATTENDEES YTD



**357**  
JOBS CREATED OVER  
PROGRAM LIFETIME

**MICROLOAN FUND**