



GOALS



	NEW JOBS CREATED	CAPITAL INVESTMENT
GOAL	1,350	\$200M
YEAR TO DATE	3380	\$189.9M
% OF GOAL	100%	94%

PROJECT ACTIVITY (YTD)

87

LEADS

104

PROJECTS

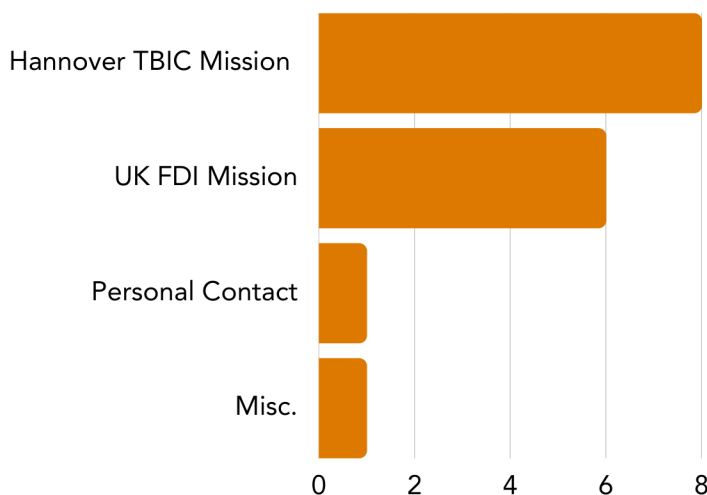
10

SUCCESSSES

JANUARY- MARCH 2023 EVENTS & CONFERENCES

- BizBlast at Baymar Solutions
- Team Florida Signature Event
- Habitat for Humanity CEO Home Build Dedication
- Florida's Sports Coast Annual Tourism Banquet
- 54 Crossings Ribbon Cutting
- Pasco 50
- Meet The Project featuring Gary Plastic
- ULI Meeting at The Hub in Bexley
- Propellor Club Leadership Night
- Sunrise of Pasco Hope Breakfast
- Pasco County Schools Business and Community Partnership Collaboration
- Bay Area Manufacturers Association Meeting at GETS
- Tampa Bay Regional Partnership Future of the Region Awards
- Meet The Members
- SBDC Awards
- Mirada Grand Opening

LEADS BY SOURCE



23

COMPANY
VISITS



4

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
Universal Background Screening	B&PS	80	32	\$950,000	517,220
Fusion 5	High Tech	30	30	\$250,000	11,000
Project Universal	B&PS	80	32	\$950,000	13,362
Project Riva	Adv. Man.	4	1	\$5,000	200
Project Gallo	High Tech	5	-	\$8,000	3,500
Project Gadget I	High Tech	164	22	\$150,000	5,000
Project Gadget II	High Tech	186	59	\$1,500,000	7,500
TOTALS		584	182	\$4,963,000	570,982

FINANCIAL SUPPORT SUMMARY

74% INVESTORS

51% EXECUTIVE SUCCESS PROGRAM

33% ECONOMIC FORECAST LUNCH

110% INCUBATOR

132% NETFEST

90% ANNUAL AWARDS

INVESTORS

7 NEW
82 TOTAL

YTD \$443,000
GOAL \$600,000

NETFEST

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

INCUBATOR

YTD \$442,000
GOAL \$403,600

ECON FORECAST

YTD \$1,000
GOAL \$3,000

ANNUAL AWARDS

YTD \$71,000
GOAL \$78,650

EXECUTIVE SUCCESS PROGRAM

YTD \$24,953
GOAL \$49,000

READY SITES

- Two new foreign direct investment projects in the target industries of Advanced Manufacturing and Aviation.
- Three site visits to Eagle Industrial Park, Zephyrhills Airport Industrial Park and North Tampa Bay Industrial Park.
- Two sites going through additional site studies utilizing grants from Duke Energy.

WORKFORCE CONNECT

- The first annual Biz Blast event was held at Baymar Solutions with over 30 employers and workforce organizations in participation.
- Pasco 50 was held at PHSC with the topic of competency-based hiring with 25 human resource professionals.
- Traveled to Bentonville, AR to learn about resources and strategies for recruiting top talent. This information was brought back to the Talent Attraction Task Force.

INTERNATIONAL PROGRAM

- Participated in Global Tampa Bay Foreign Direct Investment mission to London, UK, and met with companies interested in the Tampa Bay region from target industries.
- Planning next Global Tampa Bay export trade mission to Santo Domingo, Dominican Republic, September 11-14.
- Attended SelectUSA foreign direct investment conference in Washington, D.C.
- Counseled 11 Pasco companies on export resources.
- Currently working 25 Foreign Direct Investment projects originating from Germany (11), UK (12), and one each from Czech Republic, and Switzerland.

ENHANCED MARKETING

- Launched marketing campaign retargeting business development leads with retro viewfinders that feature sites and tourism assets.
- Won FEDC "Innovation in Marketing" award for creative funding partnership with Santander for the SMARTstart Video Testimonial Series.

EXECUTIVE SUCCESS PROGRAM

- Graduated Moffitt Cancer Center, JMI Resource, Simon Property Group, Santander Consumer USA, Baymar Solutions, Amerikey Locksmith, and RP&G Printing from this year's cohort on June 22 at Flamestone Grill in Trinity.
- Utilizing the tools learned from the program, RP&G expanded into a new location in ComPark 75, doubling the size of their operations.
- Recruitment underway for the next cohort that will kick off in September.

SMARTSTART PROGRAM

- The East Pasco Incubator Kitchen was awarded with two recognition awards: one from the National Association of Counties and the other from the Tampa Bay Regional Planning Council's Future of The Region awards.
- Graduated 12 businesses from our most successful CO.STARTERS cohort yet at the Entrepreneur Center at the GROVE in Wesley Chapel.
- Hosted three roundtables, four educational classes, and a CO.STARTERS cohort in West Pasco leading up to the upcoming opening of SMARTstart @ AmSkills in Holiday.



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



38
OFF-SITE
MEMBERS



14
ON-SITE
MEMBERS



57
CLASSES AND
EVENTS YTD



424
TOTAL
ATTENDEES YTD



366
JOBS CREATED OVER
PROGRAM LIFETIME

MICROLOAN FUND