

**GOALS**



	NEW JOBS CREATED	CAPITAL INVESTMENT
<b>GOAL</b>	1,400	\$250M
<b>YEAR TO DATE</b>	815	\$251.3M
<b>% OF GOAL</b>	58%	100%

**PROJECT ACTIVITY (YTD)**

**127**

LEADS

**130**

PROJECTS

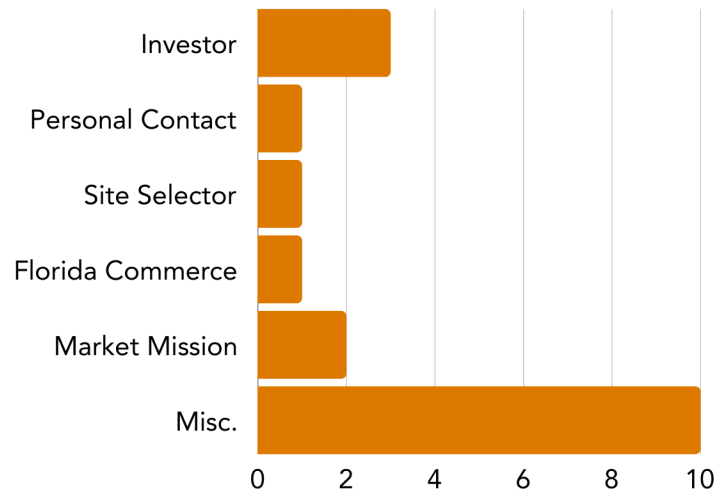
**7**

SUCCESSSES

**APRIL-JUNE 2024**  
**EVENTS & CONFERENCES**

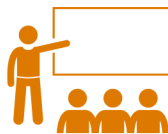
- Tampa Bay Business Market Overview
- PHSC Foundation Heart of Gold Donor Appreciation Luncheon
- Pasco EDC 21st Annual NetFest
- Soaring Eagle Luncheon
- 2nd Annual Women Uplifting Women
- NVGTN Grand Opening
- CO.STARTERS for Causes Graduation
- Rosebud Continuum Veterans Fundraiser
- Graduation leadership Pasco
- Pasco 50
- Meet the Project
- Tampa Bay Waves Pitch
- US Senator Rick Scott & Congressman Gus Bilirakis visit to Speros
- Southern Group Pasco Panel
- Ribbon Cutting for Metropolitan Ministries Derek Mitchell Center
- ULI Trends Conference
- IAMC Spring
- FEDC Annual Conference
- SOF Week
- SIOR Conference
- NPE 2024
- FCAN Talent Strong Summit
- FMMC
- BIO International 2024
- IEDC Future Forum
- SelectUSA Investment Summit

**LEADS BY SOURCE (Q3)**



**18**

COMPANY VISITS



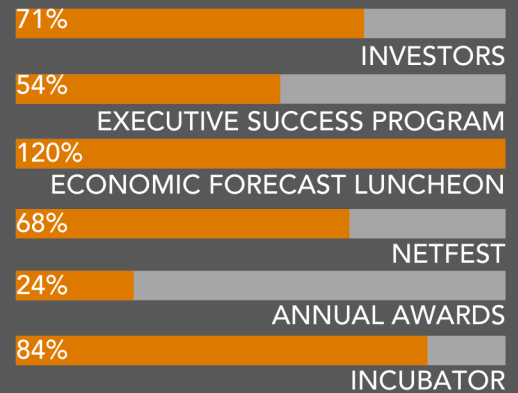
**6**

PRESENTATIONS TO GROUPS

**LOCATION & EXPANSION PROJECTS YTD**

COMPANY	TARGET INDUSTRY	TOTAL EMP.	RETAINED JOBS	CAPITAL INVESTMENT	SQ. FT.
Bauducco Foods	AM	600	-	\$233,000,000	403,000
Florida Design Consultants	B&PS	6	50	\$550,000	9,000
Belmar Pharmacy	LSMT	150	-	\$15,000,000	26,363
CoVar Transportation	L&D	18	-	\$20,000	5,500
Project Lung	LSMT	25	-	\$1,250,000	50,000
Xgenex	HT	1	-	\$30,000	3,655
Professional Hair Labs	AM	15	15	\$1,500,000	10,000
<b>TOTALS</b>		<b>815</b>		<b>\$251,350,000</b>	<b>507,518</b>

**FINANCIAL SUPPORT SUMMARY**



**INVESTORS**

15 NEW  
92 TOTAL

YTD \$397,500  
GOAL \$557,700

**ECON FORECAST**

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

**NETFEST**

YTD \$33,995  
GOAL \$50,325

**ANNUAL AWARDS**

YTD \$22,500  
GOAL \$93,000

**EXECUTIVE SUCCESS PROGRAM**

YTD \$22,000  
GOAL \$49,000

### READY SITES

- New 611 Acre Ready Site: Double Branch super park being evaluated.
- Ready Site chosen as finalist site for active project in pipeline.
- New site visits have seen an increase from advanced manufacturing projects.

### EXECUTIVE SUCCESS PROGRAM

- Joined the Building & Sites Windshield Tour of Pasco County to learn more about business development.
- Celebrated the end of the Pasco EDC's Executive Success Program FY 23/24 with six graduates from AdventHealth, Greater Zephyrhills Chamber of Commerce, SKF Development, St. Johns Properties, and Southlake Signs Tampa.

### INTERNATIONAL PROGRAM

- Exhibited at the SelectUSA Investment Conference in Washington, D.C. with our partners at Global Tampa Bay.
- Hosted regional familiarization tour for international consultant from Transatlantic Business Investment Council based in Berlin, Germany.
- Planning Export Trade Mission to Vancouver, BC, September 9-12. Attended Canada Day Celebration hosted by Team Canada Tampa Bay, met with the Consul General of Canada in Miami, Sylvia Cesaratto, to help coordinate and promote the mission.

### ENHANCED MARKETING

- Marketed Ready Sites program at SIOR Conference.
- Provided marketing support for staff attending BIO International Conference by geographically targeting attendees.
- Completed five SMARTstart testimonial video campaigns on Facebook: Reach-164,100 and Engagements-67,077.

### WORKFORCE CONNECT

- Held Pasco 50 at Kirkland Ranch Academy of Innovation on June 13, 2024 to discuss mitigating business risk and workforce trends.
- 18 annual existing industry visits were conducted to discuss workforce and BRE needs and trends.
- The WorkforceCONNECT team participated in several workforce committees

### SMARTSTART PROGRAM

- Held a 9-week CO.STARTERS for Causes bootcamp to support 9 area non-profit leaders with scaling their organizations.
- Held two workshops for Pasco's business owners specifically on utilizing AI business as well as representing SMARTstart at the AI workshops during SOF Week and Tampa Bay Tech's Powered Up.
- SMARTstart celebrates three businesses moving into their own new brick and mortar locations including Lilly Education Center, ABL Brewery, and Mexican Cravings.



## SMARTSTART

A PASCO EDC PROGRAM®



**\$31,621**  
AVERAGE  
LOAN



**163**  
JOBS  
RETAINED



**269**  
TOTAL JOBS  
CREATED



**31**  
OFF-SITE  
MEMBERS



**24**  
ON-SITE  
MEMBERS



**108**  
CLASSES AND  
EVENTS YTD



**742**  
TOTAL  
ATTENDEES YTD



**477**  
JOBS CREATED OVER  
PROGRAM LIFETIME

## MICROLOAN FUND

### SINCE INCEPTION

### YEAR TO DATE

TOTALS SINCE INCEPTION	AMOUNT	TOTALS YTD	AMOUNT
Loans Approved	78	Loans Approved	3
Amount Awarded	\$2,466,400	Amount Awarded	\$115,000
Donations Received	\$1,522,852	Donations Received	\$8,852

### YTD LOANS

COMPANY	PRODUCT/SERVICE	TOTAL EMP	AMOUNT	LOCATION	NEW EMP
Raven Makerspace	Sound Recording Studio	2	\$40,000	New Port Richey	1
Melissa Terese Upholstery, LLC	Reupholstery and Furniture Repair	6	\$40,000	New Port Richey	2
Da Spot, LLC	Restaurant	4	\$35,000	Wesley Chapel	2