



## GOALS



	NEW JOBS CREATED	CAPITAL INVESTMENT
GOAL	1,350	\$200M
YEAR TO DATE	3421	\$188.3M
% OF GOAL	100%	94%

## PROJECT ACTIVITY (YTD)

90

LEADS

125

PROJECTS

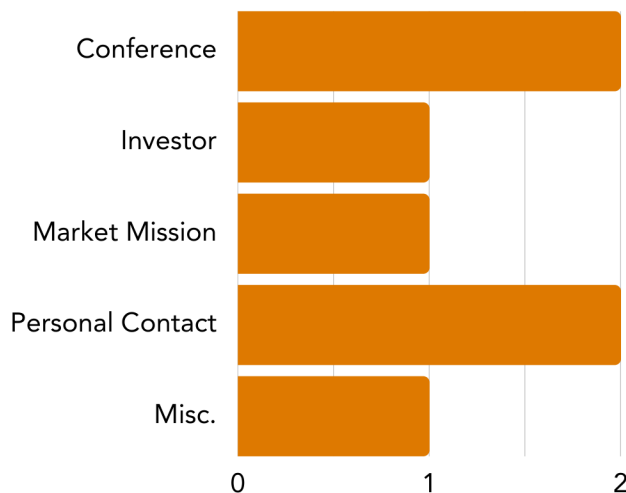
13

SUCCESSSES

## JULY- SEPTEMBER 2023 EVENTS & CONFERENCES

- Crew Networking Luncheon
- Pasco Industrial Update
- Ribbon Cutting: Maggie's Snow Shoppe
- CTAE Event at Kirkland Ranch Academy of Innovation
- Pasco EDC Annual Awards
- PHSC Town Hall
- Dayspring Angeline Campus Groundbreaking
- 3rd Annual Premier Community Healthcare Community Impact Breakfast
- United Way of Pasco Campaign Celebration

## LEADS BY SOURCE



23

COMPANY  
VISITS



4

PRESENTATIONS  
TO GROUPS

## LOCATION & EXPANSION PROJECTS YTD

COMPANY	TARGET INDUSTRY	NEW JOBS	CAPITAL INVESTMENT	SQ. FT.
Crestmark Pharmacy	LSMT	35	\$2,100,000	13,200
Universal Background Screening	B&PS	32	\$950,000	13,362
Fusion 5	High Tech	30	\$250,000	5,000
Global ETS, LLC	High Tech	22	\$150,000	13,500
Global ETS, LLC	High Tech	59	\$1,500,000	7,500
Global ETS, LLC	High Tech	30	\$3,000,000	13,500
Morganna's Alchemy	Adv. Man.	9	\$30,000	13,500
Complete I.T.	High Tech	0	\$8,000	3,500
Jean Niel, Inc.	Adv. Man.	0	\$200,000	-
Target	L&D	3200	\$180,000,000	1,392,000
Project Switch	High Tech	12	-	5,000
Point Distillery	Adv. Man.	20	\$150,000	-
<b>TOTALS</b>		<b>3,421</b>	<b>\$188,343,000</b>	<b>1,460,762</b>

## FINANCIAL SUPPORT SUMMARY

90% INVESTORS

51% EXECUTIVE SUCCESS PROGRAM

33% ECONOMIC FORECAST LUNCH

112% INCUBATOR

132% NETFEST

110% ANNUAL AWARDS

### INVESTORS

8 NEW  
82 TOTAL

YTD \$537,750  
GOAL \$600,000

### NETFEST

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

### INCUBATOR

YTD \$453,013  
GOAL \$403,600

### ECON FORECAST

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

### ANNUAL AWARDS

YTD \$74,000  
GOAL \$67,488

### EXECUTIVE SUCCESS PROGRAM

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

## READY SITES

- Zephyrhills Airport Industrial Park in final round of site selection for manufacturing company to locate on site.
- Active projects considering Ready Sites in the target industries of life sciences (medical device) and advanced manufacturing.
- Five responses to RFP's from FloridaCommerce, Duke Energy, and Ready Sites Enhanced Marketing.

## ENHANCED MARKETING

- Won four IEDC awards, two highlighting Penny for Pasco supported programs: Workforce Wednesday Social Media Campaign was awarded Silver in the Digital Media category and 10 Years of SMARTstart Campaign was awarded Silver in the Multimedia category.
- Created marketing campaign highlighting new features on the workforceCONNECT website.
- Promoted new SMARTstart testimonial videos highlighting Santander Scholarship recipients.

## WORKFORCE CONNECT

- Launched the reimagined WorkforceCONNECT website in September with several new tools.
- Participated in Zephyrhills Biz Walks, visiting a total of seven Zephyrhills companies.
- Presented to Pasco County Schools CTAE teachers about the WorkforceCONNECT program and the importance of employer participation in CTAE programs.

## EXECUTIVE SUCCESS PROGRAM

- Kicked off a new cohort in September with four initial members in the opening session.
- Continuing to recruit members to add to this year's cohort.

## INTERNATIONAL PROGRAM

- Joined Global Tampa Bay for an export trade mission to Santo Domingo, Dominican Republic which resulted in over \$15m in anticipated sales.
- Will be joining the Florida delegation at the annual Southeast U.S. / Japan Association meeting in Tokyo, Japan in October.
- Counseled 52 companies on how to expand into international markets.

## SMARTSTART PROGRAM

- Opened reimagined West Pasco Entrepreneur Center, co-located in the AmSkills Innovation Center in Holiday.
- SMARTstart hired a seasoned business and non-profit professional to the team to serve the West Pasco Entrepreneur Center as a Program Coordinator.
- Three start-ups secured capital to establish brick and mortar locations through the Microloan Fund.



**SMARTSTART**  
A PASCO EDC PROGRAM®



**\$31,428**  
AVERAGE  
LOAN



**156**  
JOBS  
RETAINED



**264**  
TOTAL JOBS  
CREATED

### SINCE INCEPTION

### YEAR TO DATE

TOTALS SINCE INCEPTION	AMOUNT	TOTALS YTD	AMOUNT
Loans Approved	75	Loans Approved	7
Amount Awarded	\$2,351,400	Amount Awarded	\$235,000
Donations Received	\$1,374,000	Donations Received	\$30,000

### LOANS YTD

COMPANY	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
A & M Wellness, LLC DBA Cheval Wellness	Medical Clinic	3	\$50,000	New Port Richey	1
3L Funding, LLC DBA Short Stops, LLC	Transportation	2	\$15,000	Wesley Chapel	1
Jon's Gourmet Products, LLC	Restaurant	4	\$25,000	Lutz	2
Mexican Cravings Food Truck, LLC	Restaurant	10	\$30,000	Odessa	6

**MICROLOAN FUND**



**33**  
OFF-SITE  
MEMBERS



**17**  
ON-SITE  
MEMBERS



**86**  
CLASSES AND  
EVENTS YTD



**620**  
TOTAL  
ATTENDEES YTD



**426**  
JOBS CREATED OVER  
PROGRAM LIFETIME