




PASCO EDC  
NORTH TAMPA BAY, FLORIDA®



# ANNUAL REPORT 2022-23





Welcome to the 2023 Annual Report,

This year the Pasco EDC team and our partners helped to facilitate the creation of over 3,000 new jobs in Pasco County. In all, there were 13 projects that landed or expanded here in Pasco County committing to an investment of over \$188 million!

Most of the wins were in Advanced Manufacturing industry followed closely by the rapidly growing Life Sciences cluster of industries. The largest project in the county, Speros FL, Moffitt Cancer Center's new 775-acre campus, broke ground this year and companies around the globe are engaging with Pasco EDC to be a part of it.

Pasco EDC participated in or led missions to the United Kingdom, Germany, the Dominican Republic and Panama over the past year and our companies reported over \$40 million of expected export sales. We continue to promote Pasco County as a smart landing for new foreign direct investment in the U.S.

I am proud of the peer recognition that Pasco EDC received this year. In all, Pasco EDC won nine awards for programs and marketing from industry associations including four from the International Economic Development Council (IEDC), our industry's accreditation organization. See page 11 for more information.

As President/CEO, I truly enjoy seeing our team's development and growth. This year, one of our best and brightest was recognized by the Florida Economic Development Council (FEDC). Mr. Turner Arbour, Senior Economic Development Manager, was awarded the Toni Jennings Workforce Development Professional of the Year. This award was first given in 2007 to honor and recognize the former Lieutenant Governor's exceptional leadership in revamping Florida's workforce system to respond to critical workforce needs and to advance economic development. This award is often a recognition of lifetime of work in workforce development, so it is very significant that Turner received the award just five years into his tenure.

Our partnerships internationally, nationally, regionally, and locally remain strong and are the key to our success. Earlier this year, we reinforced our partnership with AmSkills, the County's premier apprenticeship program and workforce training partner, by co-locating our newest SMARTstart Incubator facility with AmSkills in their brand-new 14,000 square foot training center in Holiday, Florida location.

Our board and engagement remain stronger than ever, and I am very thankful for our representation of the business community and their leadership.

It's been a great year in Pasco County!



**FROM OUR CEO, BILL CRONIN**



# INCOMING CHAIR, MICHELE LEO HINTSON



As the incoming Chair for the Pasco EDC, I am filled with excitement and anticipation to contribute to our mission in the 2023-2024 fiscal year. Building on the foundational work of my predecessors and the tenacity of our community through unprecedented times, this new year is brimming with potential.

The year ahead marks not only a new chapter, but also a renewed commitment to collaboration. The past years have taught us the value of unity, the strength of our collective resolve, and the boundless possibilities born from working hand in hand. It is with this spirit of cooperation that we will approach the challenges and opportunities that lie ahead.

The Annual Report of the Pasco EDC has always been a testament to our endeavors and milestones. This year, we aim to elevate our narrative by spotlighting the synergies between public initiatives, led diligently by the Pasco County Government, and the relentless drive of the private sector, including our Board members, Investors, incubator supporters, and all community partners. Together, we uphold the strategic imperatives of fostering a diversified and robust, yet thoughtful, growth trajectory and establishing Pasco County as the epitome of a competitive business location.

As we embrace the conclusion of the 2024 Strategic Plan, we not only celebrate the achievements of the past — like the creation of thousands of jobs and hundreds of millions of dollars in capital investments — but also set our sights on the horizons of innovation and sustainability. The introduction of task forces dedicated to Resiliency and Collaboration, along with a committee focused on Workforce Development, reflects our adaptability and foresight. The upcoming fiscal year promises a landscape of new challenges and triumphs. I am eager to support the Pasco EDC team, our Board, and the local business community as we navigate these times. Your continued support, engagement, and partnership are crucial to our success, and for that, I extend my deepest gratitude.

Let us move forward with a shared vision, a unified purpose, and a relentless pursuit of prosperity for Pasco County.

**Michele Leo Hintson**  
Partner, Litigation and Disputes Regional Service Line Leader  
Shumaker, Loop, and Kendrick





# BUSINESS RECRUITMENT

The Pasco EDC utilizes a proactive approach in our business development efforts. The Business Development program encompasses recruitment of new businesses, retention and expansion of current Pasco County businesses, workforce development through WorkforceCONNECT, an entrepreneur ecosystem through SMARTstart, and international business initiatives with current Pasco County companies as well as recruitment efforts through Foreign Direct Investment.

The Business Development Program sets a strong foundation to actively recruit companies in our six identified target industries, presenting Pasco County as the most competitive community to locate their businesses.

## TARGET INDUSTRIES:

- Advanced Manufacturing
- Aerospace, Aviation & Defense
- Business & Professional Services
- High Technology
- Life Sciences & Medical Technology
- Logistics & Distribution

Target has leased a 1,392,000 square foot facility and will make a \$180 million capital investment in a logistics and distribution center in San Antonio, FL.

## READY SITES

Pasco EDC's Ready Sites Program partners with property owners to assess, evaluate and certify large tracts of industrial land to market and attract target industry projects. There are currently six (6) sites, totaling nearly 2,300 acres, being marketed to site selectors, developers and end users through nationwide enhanced marketing efforts. Each evaluated site has a property flyer, video, and interactive map.



Ready Sites labeled on map

## PENNY FOR PASCO SUPPORTED SPECULATIVE SPACE

Pasco's tremendous growth in new residents and business expansions is driving demand for new office and industrial facilities as the county continues to attract companies to its North Tampa Bay community.

There are currently six Penny for Pasco or Pasco County supported speculative buildings with 322,000 square feet currently available to lease and another 5,398,000 square feet planned. These spaces can be used for anything from Class A Office to Class A Industrial Flex facilities.





90  
LEADS



3,421

JOB  
CREATED



\$188.3M

CAPITAL  
INVESTMENT



1.4M

SQUARE  
FOOTAGE

13  
SUCSESSES

“

When I was looking for a new location for our assembly line, I saw the number of technical schools and training programs Pasco County had to offer, as well as the area's potential for future expansion. I knew right away that this was the right choice for our business.

”

-Gandhi Perla, Founder & CEO, Fusion5

125  
ACTIVE  
PROJECTS

COMPANY NAME	TARGET INDUSTRY	NEW JOBS	SQUARE FOOT	CAPITAL INVESTMENT	LOCATION
Crestmark Pharmacy Services LLC*	LSMT	6	13,200	\$2,100,000	Land O' Lakes, FL
Universal Background Screening*	BPS	32	13,362	\$950,000	Land O' Lakes, FL
Fusion5 Store	HT	30	5,000	\$250,000	Odessa, FL
Global ETS, LLC Phase I*	HT	22	5,000	\$150,000	Odessa, FL
Global ETS, LLC Phase II*	HT	59	7,500	\$1,500,000	Odessa, FL
Global ETS, LLC Phase III*	HT	30	13,500	\$3,000,000	Odessa, FL
Morganna's Alchemy, LLC*	AM	9	2,500	\$30,000	New Port Richey, FL
Complete I.T.*	HT	0	3,500	\$8,000	Wesley Chapel, FL
Jean Niel, Inc.*	AM	0	-	\$200,000	Odessa, FL
Target	LD	3,200	1,392,000	\$180,000,000	San Antonio, FL
ConGlobal*	LD	12	5,000	-	Odessa, FL
Point Distillery LLC*	AM	20	-	\$150,000	New Port Richey, FL
Pussetto, LLC (DBA: Reva Spaces)	AM	20	-	\$5,000	Wesley Chapel, FL

\*Existing Industry Expansion Project





# BUSINESS RETENTION & EXPANSION

The Business Retention & Expansion (BR&E) program is how we build and maintain relationships with Pasco-based companies. Throughout the year, we visited with 86 primary businesses to assess current trends and identify additional needs as well as offer assistance to help them grow.

Our team worked with eight of our existing businesses to assist them in expanding this year resulting in over 190 new jobs.



**86**

COMPANIES VISITED



**\$5M**

CAPITAL INVESTMENT



**190**

JOBS CREATED

“

We are delighted with the support from Pasco County and eagerly look forward to our continuing development and expansion.

”

-Spencer Wolf, CEO, The Point Distillery

## Pasco Establishment Award, Infant Labs

Left to right: Bill Cronin, President/CEO, Pasco EDC, Tommy Cunningham, Cofounder/COO, Infant Labs, Michael Ross, Managing Principal, Ardurra Group



## Special Recognition Award, AmSkills

Left to right: Bill Cronin, President/CEO, Pasco EDC, Tom Mudano, President, AmSkills, Leroy Yonce, AmSkills Chairperson, Coca Cola, Michael Ross, Managing Principal, Ardurra Group



## Economic Excellence Award (Small Business Category)

Florida Avenue Brewing

Left to right: Anthony Derby, CEO, Florida Avenue Brewing, Bill Cronin, President/CEO, Pasco EDC, Amanda Derby, Events Director, Florida Avenue Brewing, Michael Ross, Managing Principal, Ardurra Group



## Economic Excellence Award (Large Business Category)

### Global ETS (GETS)

Left to right: Christina Weldon, Chief Financial Officer, Global ETS, Jason Houston, Director of Operations, Global ETS, Bill Cronin, President/CEO, Pasco EDC, Michael Ross, Managing Principal, Ardurra Group



ANNUAL AWARDS WINNERS



WorkforceCONNECT aims to reduce long term employee recruitment and retention costs by bringing together employers, training providers and assistance programs to help local firms create seamless pipelines of talent to meet their current and future workforce needs.

 **AVERAGE ANNUAL INCOME**  
**\$47,721**

 **UNEMPLOYMENT RATE**  
**3.6%\*\***

 **LABOR FORCE**  
**272,852\*\***

\*Quarterly Census of Employment and Wages – U.S. Bureau of Labor Statistics, 2022 Q1-Q4 avg  
\*\*U.S. Bureau of Labor Statistics, Aug 2023

## PASCO 50

Pasco 50 is a WorkforceCONNECT semiannual event for human resource professionals throughout Pasco County to discuss workforce trends in the community.

### MENTAL HEALTH IN THE WORKPLACE

The Fall event was held at the Keiser University New Port Richey campus in December 2022. Speaker Richard Ehrhardt, LMHC (Licensed Mental Health Counselor) from Growth & Recovery Counseling, discussed "Mental Health in the Workplace," including an exploration of mental health benefits as a tool for labor recruitment and retention.

### COMPETENCY-BASED HIRING

The Spring event took place in May 2023 at the Pasco Hernando State College West Campus and was co-hosted with Pasco Hernando State College. The focus was on "Competency-based Hiring," with emphasis on micro-credentialing and digital badging. The expert panel consisted of Dr. Alysén Heil and Dr. Christopher Brantley with Pasco Hernando State College, Division of Workforce Development, Randall Drisgula with Global ETS (GETS), Suzanne Ricci with Computer Coach IT Training, Buck Rollings with Omega Field Enterprises, and Jim Shedden with AmSkills.



## NEW WEBSITE FEATURES LAUNCHED

The workforceCONNECT program released new website features this year to help bridge the gap between employers and career seekers. There are now more tools and resources available to the Pasco County business community on a user-friendly website.

One of the new tools is called ConnectOPP, this easy-to-use tool serves as a conduit between employers and jobseekers, where employers can post available engagement opportunities such as internships, apprenticeships, and facility tours. These opportunities play a pivotal role in helping individuals discover their career interests, acquainting them with available job prospects, and guiding them towards acquiring the necessary skills to achieve their desired career paths.

## BIZBLAST

Pasco EDC hosted its inaugural BizBlast event on Thursday, April 6, 2023, at Baymar Solutions off Gunn Highway in Odessa. There were 21 resource partner stations for Pasco business professionals to visit and learn more about available resources and opportunities such as:

- Available funding
- Establishing long-term talent pipelines
- Developing quality talent connections
- Learning about upskilling opportunities
- Creating new business connections





# INTERNATIONAL BUSINESS

The Pasco EDC joined our regional partners in Pinellas and Hillsborough Counties, collectively known as Global Tampa Bay, for an export trade mission focused on promoting Tampa Bay-made products and services in foreign markets that resulted in over \$15,000,000 in expected sales over the next two years.

We also organized or attended four missions focused on attracting foreign-owned businesses to Pasco County. These missions focused on areas of the world with high concentrations of target industries that would be most likely to benefit from a new location in Pasco County.



**PASCO EDC INTERNATIONAL  
BUSINESS MISSIONS**

**4**



**INTERNATIONAL MEETINGS**

**37**



**ACTIVE FDI PROJECTS**

**61**



**EXPORT SALES**

**\$40,124,500\***

\*Companies who received export counseling or participated in a trade mission

“

We are very grateful to Global Tampa Bay for organizing an outstanding Export Trade Mission to Santo Domingo, Dominican Republic. The mission provided our company with great opportunities to showcase our products to a receptive international audience. From engaging with local retailers and distributors to forging potential partnerships, the connections made were invaluable. This experience has expanded our global presence and also enriched our understanding of international markets. We look forward to fostering the relationships established during this mission and are excited about the potential growth it will bring to Morganna's Alchemy.

**-Maya Hyppolite, CEO, Morganna's Alchemy**

”



# TRADE MISSIONS

## UNITED KINGDOM

Pasco EDC traveled to London, England to strengthen ties with U.K. partners and attract foreign investment to the Tampa Bay region. We celebrated the new Virgin Atlantic route connecting Tampa International Airport with a direct route to the London Heathrow Airport that is expected to have a \$154 million economic impact to the Tampa Bay region.

## DOMINICAN REPUBLIC

Pasco EDC traveled to the Dominican Republic, Florida's fourth leading destination for merchandising exports, with local businesses that each averaged nine meetings with potential clients. A Pasco County business who joined us was Morganna's Alchemy, who is featured in the image to the right.



## INTERNATIONAL EVENT

## LOCATION

## PURPOSE

International Trade & Tourism Day	Pasco County, FL	Highlight the international business community in Pasco County
SelectUSA Pre-Conference Region Tour	Tampa Bay, FL	Investment attraction for Pasco County
Enterprise Florida Foreign Offices Visit	Miami, FL	Promote Pasco County to Enterprise Florida's foreign offices
SEUS Orlando	Orlando, FL	Support economic ties between Japan and the Southeast U.S.
Paris Airshow	Paris, France	Recruit foreign Aerospace and Aviation investment
UK FDI Mission	London, UK	Support economic ties and investment attraction for Pasco County
Hanover Messe Trade Show	Hanover, Germany	Support economic ties and investment attraction for Pasco County
SelectUSA Conference	Washington D.C	Investment attraction for Pasco County

# INTERNATIONAL BUSINESS AND TOURISM DAY

On February 21, 2023 the Pasco Board of County Commissioners recognized "Pasco County International Business and Tourism Day". The day will celebrate the relationships between Pasco County, international partners, and international companies and exporters who have chosen to invest in Pasco County through job creation and capital investment.





**SMARTstart**  
EST. 2012



SMARTstart, founded in 2012, is a comprehensive menu of programs and resources available to Pasco County-based companies. SMARTstart focuses on the entrepreneurs. Whether they are in need of workspace, funding, guidance, collaboration or education, SMARTstart is there for them. This year the program celebrated ten years of assisting small business, with almost **600** classes and workshops and over **3,500** event attendees since the program's inception.



**TOTAL EVENTS**

**86**



**TOTAL EVENT PARTICIPANTS**

**620**



**COUNSELING SESSIONS**

**427**



**INCUBATOR MEMBERS**

**77**

## BRAND-NEW WEST PASCO ENTREPRENEUR CENTER NOW OPEN

The West Pasco Entrepreneur Center is co-located at the new AmSkills Workforce Training Center in Holiday, Florida just 15-minutes down the road from downtown New Port Richey. The center features dedicated desks, a quiet pod for virtual meetings, a collaboration couch area for classes and workshops, ideation stations to spark creativity and new business ideas, and a co-working area. The makerspace promotes creativity in a professional environment to help entrepreneur's dreams become reality.

## BUSINESS INCUBATORS

Our entrepreneur centers located in Dade City, Holiday, and Wesley Chapel offer a wide variety of support for growing entrepreneurs:

- Workspace
- Incubator Kitchen
- Conference /Meeting Rooms
- Classes and Workshops
- Member Coaching
- Digital Media Studios

## SMARTstart ENTREPRENEUR OF THE YEAR

Fraud Doctor LLC



Left to right: Bill Cronin, President/CEO, Pasco EDC, Paul Dunlop, Fraud Doctor, Alexis Bell, Fraud Doctor, Michael Ross, Managing Principal, Ardurra Group





## CLASSES AND WORKSHOPS



PARTICIPANTS

620



TOTAL CLASSES  
AND WORKSHOPS

127

## CO.STARTERS 9-WEEK BUSINESS MODEL TRAINING



PARTICIPANTS

37



SESSIONS

5

## MICROLOAN PROGRAM



RECIPIENTS

7



AMOUNT  
DISTRIBUTED

\$235,000

## ENTREPRENEUR ROUNDTABLES



PARTICIPANTS

89



ROUNDTABLES

4

## INCUBATOR PROGRAM



MEMBERS

77



INDIVIDUAL  
COACHING SESSIONS

427

77 DREAMS BECOMING REALITY



Consumer USA Foundation

## SANTANDER SCHOLARSHIP

Santander Consumer USA Foundation, Inc. granted Pasco EDC \$125,000.

Through this donation, SMARTstart created a scholarship fund with emphasis on woman and minority-owned businesses to support their needs for education, workspace, and funding.



“The Santander scholarship has helped me bring together a lot of the fundamentals in business. I started in the CO.STARTERS program and learned a lot from the teaching and coaching.”  
-Ricardo Foster, Owner, Infinity Aero Club

## VIDEO TESTIMONIAL SERIES

We worked with five program participants that received the Santander scholarship to participate in a SMARTstart program. These entrepreneurs shared how the scholarship allowed them to participate in valuable programs that assisted in launching and growing their businesses. The videos were then promoted on SMARTstart social media channels.



“I recieved the Santander scholarship as a female-owned company, so the first 6 months of our rent was paid from the scholarship. We recently received the Santander microgrant which gave us the opportunity to further build out our website.”  
-Alexis Bell, Owner, Fraud Doctor



IMPRESSIONS  
256,609



ENGAGEMENTS  
4,691



CLICKS  
2,908



# MARKETING PASCO

The Pasco EDC continues to promote opportunities for growth in Pasco County. We not only focus on the promotion of our programs, but also promote the county as a place to live, work, and play. Depending on the target audience, subject matter, or program, marketing initiatives are always tailored to meet specific needs. However, all underlying messaging and efforts are to showcase Pasco County in a way that would entice people to **START, MOVE, OR GROW** a business while enjoying an excellent quality of life. Pasco County has all the right makings for success.



**BUSINESS DEV.  
PRESENTATIONS**

**15**



**UNIQUE  
ENGAGEMENTS**

**102**



**SMARTstart  
EVENTS, CLASSES  
& WORKSHOPS**








**86**



Turner Arbour recognized as Workforce Development Professional of the Year at the 2023 Florida Economic Development Council annual conference in May 2023.

## PASCO EDC WINS NINE AWARDS

Pasco EDC was recognized by five economic development organizations. The awards recognize multiple marketing initiatives and strategic partnerships including a social media campaign which reached over 100,000 people and showed a 300 percent engagement increase in its first year. Thousands of entries from around the state, nation, and world are judged by industry professionals. The awards were for the following:

CATEGORY	PROJECT
 Gold, Innovation in Economic Development Week	<b>EconDevWeek Social Media</b>
 Silver, Digital Media	<b>#WorkforceWednesday Social Media</b>
Population over 500,000  Silver, Multimedia/Video Promotion	<b>10 Years of SMARTstart</b>
Bronze, Magazine & Newsletter	<b>Program Newsletters</b>
 Toni Jennings Workforce Development Professional Award	<b>Turner Arbour, Senior Economic Development Manager</b>
Innovative Partnership Award	<b>SMARTstart Santander Testimonial Video Campaign</b>
 Partnership Award	<b>East Pasco Incubator Kitchen (EPIK) Partnership with UF/IFAS, Pasco County BOCC, and SMARTstart</b>
 Partnership Award	<b>East Pasco Incubator Kitchen (EPIK) Partnership with UF/IFAS, Pasco County BOCC, and SMARTstart</b>
 Promoting Diversity in the Workplace	<b>"CONNECT With Your Future" Testimonial Video Campaign</b>



# MEDIA COVERAGE



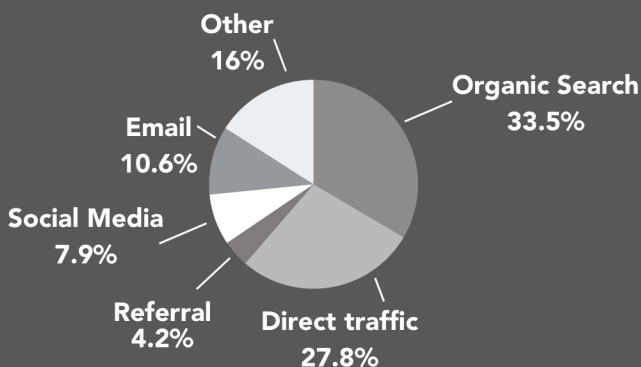
OVER **\$1.5** MILLION  
EARNED MEDIA VALUE



OVER **575** STORIES  
MEDIA EXPOSURE

# WEBSITE ANALYTICS

## WEBSITE TRAFFIC SOURCE



USERS

**59,822**



SESSIONS

**60,893**



PAGE VIEWS

**100,531**

# SOCIAL MEDIA



FOLLOWERS

**11,519**



IMPRESSIONS

**865,577**



ENGAGEMENTS

**100,532**

AWARD-WINNING CAMPAIGNS



## ECONOMIC DEVELOPMENT WEEK

5 day social media campaign for #EconDevWeek2023 reaching over 15,700 people with over 1,670 engagements.

## WORKFORCE WEDNESDAY

Weekly social media campaign promoting the workforceCONNECT program. Campaign engagements increased by 334% in its first year.





## PARTNERS IN SUCCESS

Pasco EDC relies on the generous support of private sector partners as well as the generous contributions from the Pasco Board of County Commissioners and local communities to ensure that we have the resources available to deliver the high-quality services Pasco EDC has become known for.



**PRIVATE INVESTMENT**  
**\$526,750**



**PRIVATE INVESTORS**  
**82**



**TOTAL EVENT SPONSORSHIPS**  
**\$135,250**



**PENNY FOR PASCO FUNDS**  
**\$954,000**

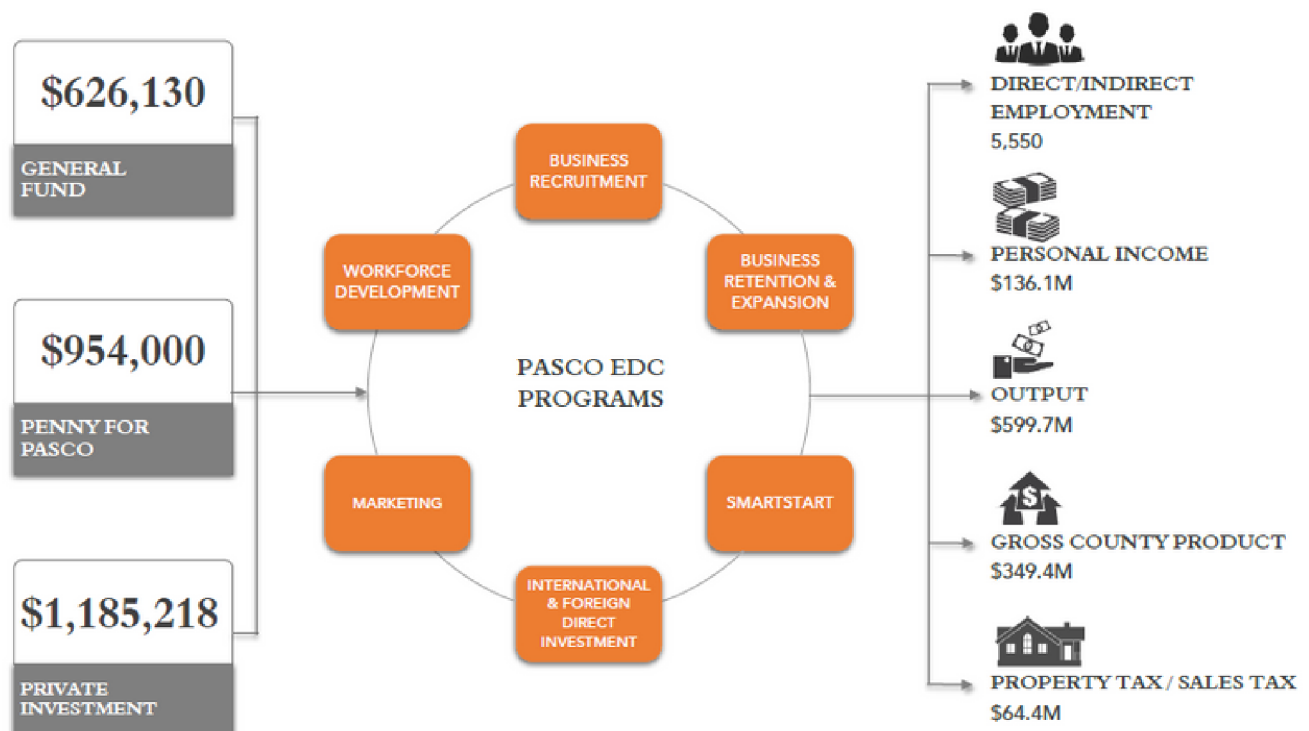
### HIGHLIGHTS OF THIS YEAR'S FUNDRAISING EFFORTS INCLUDE:

- Private investor contributions totaled \$526,750 from 82 investors.
- Economic Forecast Luncheon sponsored by Raymond James for \$1,000.
- Wells Fargo donated \$15,000 to continue to seed the Microloan Program and Santander Consumer Foundation USA donated another \$15,000 to award 15 businesses for a small microgrant.
- Duke Energy provided a \$25,000 grant to fund a business attraction campaign showcasing Pasco County's quality of life, Ready Sites and speculative buildings, and existing industry. This was a multi-phase marketing campaign resulting in 1,746 web pages views. This campaign retargeted approximately 500 individuals previously interacted with Ready Sites marketing campaigns by mailing them a custom viewfinder and then retargeting them digitally throughout the year.
- Pasco County maintained its base funding of \$626,103 which includes a \$35,000 contribution towards Global Tampa Bay.
- Pasco County continues to fund all of the Penny For Pasco programs: Ready Sites, WorkforceCONNECT, SMARTstart Business Incubators, Microloan, Executive Success Program, CO.STARTERS and the Pasco Enterprise Network. The Pasco County Board of County Commissioners had approved cooperative funding agreements totaling \$8,539,030 which started in 2015 and continues these services through 2024.
- Microloan interest earned from the existing 34 loans totaling \$37,854 has been rolled back into the capitalizing of the Microloan program.



## FOR EVERY \$1 OF PUBLIC MONEY INVESTED IN PASCO EDC, \$221 IS RETURNED

THIS ROI REPORT REPRESENTS AN INCREASE TO PASCO COUNTY GROSS DOMESTIC PRODUCT



# ROI 221:1

SOURCE: TAMPA BAY REGIONAL PLANNING COUNCIL

## EXECUTIVE SUCCESS PROGRAM

The Pasco EDC Executive Success Program was created to encourage engagement between executives in Pasco County existing industries and increase their awareness of opportunities and strengths in the community where we work.

The program is a year long curriculum with a monthly commitment by the executives, where they gain access to enhanced business development opportunities and learn more about Pasco County's growth and the Pasco EDC programs that help them facilitate growth in their organizations.

Companies have the flexibility to assign different representatives based on availability and area of expertise, allowing for a broader strengthening of relationships between individuals in the company and the community stakeholders.



### 2023 Graduates

- Amerikey Locksmith
- Baymar Solutions
- JMI Resource
- Moffitt Cancer Center
- Santander Consumer USA
- SIMON
- RP&G Printing

“One of the highlights was getting to know other Pasco business leaders in the program who shared a passion for professional development and community engagement. Over the course of a year, we formed genuine connections that go beyond regular business networking. The information was also crucial as we planned our own business growth and expansion in Pasco County.  
-Kent Ross, Owner, RP&G Printing,  
2023 Executive Success Program Graduate”



# BUSINESS EVENTS

## THANK YOU TO OUR EVENT SPONSORS



## ECONOMIC FORECAST LUNCHEON | JANUARY 2023

Zachary Smith of Saint Leo University provided a local Pasco County economic overview, and Richard Moody of Regions Bank provided insight of the nation's economy from 2022 and an outlook into 2023.

Sponsor: Northpoint Wealth Management of Raymond James



## GROW PASCO | FEBRUARY 2023

Over 150 entrepreneurs and local community members attended the event and had the opportunity to attend fifteen different breakout sessions focusing on topics to help start and grow a business. Dr. Edmondo Robinson, Chief Digital Officer of Moffitt Cancer Center was the keynote speaker discussing "Accelerating Innovation with Digital Technology".

Sponsors:

Complete I.T.

Computer Emergency Room

Economic Impact Catalyst

JL Video

Pasco County Schools Career, Technical & Adult Education

Rosie Paulsen Enterprises

Spectrum Enterprise

Spherion Staffing & Recruiting







## NETFEST | MARCH 2023

The 20th Annual NetFest was held at Tampa Bay Sporting Clays. Sponsors had the opportunity to participate in clay shooting in the afternoon, followed by an evening networking session with dinner, drinks, and a trade show.

54 Realty  
AdventHealth Dade City & AdventHealth Zephyrhills  
Angeline (Metro Development Group)  
APG Technology  
Ardurra Group, Inc.  
Avalon Park Wesley Chapel  
BGE, Inc.  
CCIM West Coast District  
Coastal Design Consultants, Inc.  
Complete I.T. Corp  
DeLotto  
Duke Energy  
Florida Avenue Brewing  
Florida Blue  
Florida Capital Bank  
Florida Design Consultants, Inc.  
Florida's Sports Coast  
Graybar

Great Florida Gulf Coast  
Hancock Whitney Bank  
Interstruct Tampa LLC  
J.E. Dunn Construction  
Marsh McLennan Agency  
Melissa Ems Insurance Agency Inc.  
Northpoint Wealth Management of Raymond James  
QYPSYS, LLC  
S&ME, Inc.  
Shumaker, Loop, and Kendrick  
SpringHill Suites by Marriott Tampa Suncoast Parkway  
Suncoast Credit Union  
TECO/Emera  
Telcom Innovations Group, LLC  
The Bank of Tampa  
U.S. Water Services Corporation  
Walmart Health



## 35<sup>TH</sup> ANNUAL AWARDS | SEPTEMBER 2023

The 35th Annual Awards was hosted at the Pasco Hernando State College Instructional Performing Arts Center (IPAC). Pasco EDC recognized five businesses for their economic impact and innovation in the community. Ray Gadd of Pasco County Schools was honored as the Leadership Award recipient. (Pictured with his family above to the right)

AdventHealth Dade City, Wesley Chapel, Zephyrhills  
Ameriprise Financial  
BayCare  
Coastal Design Consultants, Inc.  
Creative Contractors, Inc.  
Duke Energy  
Experience Florida's Sports Coast  
Florida Blue  
Florida Design Consultants, Inc.  
Greater Tampa Realtors  
Habitat for Humanity of Pinellas & West Pasco Counties  
Hancock Whitney Bank  
HCA Florida Healthcare  
Hill Ward Henderson  
Home Selling Group of Florida  
Homes By West Bay, LLC  
JL Video  
Keiser University - New Port Richey

Metro Development Group  
Port Tampa Bay  
Rizzetta Real Estate  
RP&G Printing  
RSA Consulting  
Ryan Companies US, Inc.  
Saint Leo University  
Speros FL  
SpringHill Suites Marriott Tampa Suncoast Parkway  
Stantec  
Suncoast Credit Union  
Synovus  
TECO/Emera  
TouchPoint Medical  
USF Corporate Training & Professional Education  
Wells Fargo  
Withlacoochee River Electric Cooperative



# PARTNERS IN GROWTH

## THANK YOU TO OUR INVESTORS

### ACCOUNTANTS AND ATTORNEYS

**Barbara L. Wilhite, PA**

Murtha & Murtha, LLC

**Shumaker, Loop and Kendrick, LLP**

Stearns Weaver Miller Weissler Alhadeff

Stone, Parker & Company, CPA, PA

Usman Law Firm

### COMMUNICATIONS

**Charter Communications/Spectrum**

### COMMUNITY/NONPROFIT

**CareerSource Pasco Hernando**

City of New Port Richey

Community Foundation of Tampa Bay, Inc.

Greater Dade City Chamber of Commerce

North Tampa Bay Chamber of Commerce

The Greater Pasco Chamber of Commerce

United Way of Pasco County

### DEVELOPERS/CONTRACTORS/BUILDERS

**Adam Smith Enterprises, Inc.**

**Ajax Building Company, LLC**

**Avalon Park West**

**Bell Fruit, LLC**

Chesterfield Park Associates, LP

Columnar Holdings

Creative Contractors Inc.

Diaz Fritz Group, Inc.

**Homes By West Bay, LLC**

JE Dunn Construction

**Metro Development Group, LLC**

**RIPA & Associates, LLC**

**Rooker**

Starkey Ranch Investment Company

The Hogan Group

**Tiger Concrete & Screed, LLC**

Wharton-Smith, Inc.

### EDUCATIONAL INSTITUTIONS

Academy at the Lakes, Inc.

District School Board of Pasco Co.

**Pasco-Hernando State College**

**Rasmussen University**

**Saint Leo University**

### ENGINEERING/ARCHITECTS

**Ardurra Group, Inc.**

BGE, Inc.

**Coastal Design Consultants, Inc.**

Florida Design Consultants, Inc.

**BOLDFACE** SIGNIFIES INVESTORS OF \$5,000 OR MORE



## FINANCIAL INSTITUTIONS

Bank of America  
Centennial Bank  
DFCU Financial  
First National Bank of Pasco  
Raymond James  
**Regions Bank**  
San Antonio Citizens Federal Credit Union  
**Santander Consumer USA**  
**Suncoast Credit Union**  
Synovus Bank  
**Truist**  
**Wells Fargo**

## HEALTH INDUSTRY

AdventHealth Connerton  
**AdventHealth Wesley Chapel**  
**AdventHealth Zephyrhills**  
Florida Blue  
**HCA Florida Bayonet Point Hospital**  
**HCA Florida Trinity Hospital**  
**Moffitt Cancer Center**  
**Morton Plant North Bay Hospital**

## MANUFACTURING

ClarkDietrich Building Systems, Inc.  
Dixie Belle Paint Company, LLC

## REAL ESTATE

Alliance Exchange Corporation  
**Berkshire Hathaway Florida Properties Group**  
CBRE  
**Commercial Asset Partners Realty**  
Commercial Partners Realty, Inc.  
Cushman & Wakefield of Florida  
Klein & Heuchan, Inc.  
Nye Commercial Advisors  
Pinellas Realtor Org & Central Pasco Chapter  
Realty Trust Group  
The Weatherford Company, LLC

## SERVICE

e-Assesments, Inc.  
Invincia Technologies  
ISPC  
**M.E. Wilson Co.**  
Marsh & McLennan Agency LLC  
Network People, Inc.  
**Phillips & Jordan, Inc.**  
Rizzetta & Company, Inc.  
Spherion Staffing  
The Southern Group

## UTILITIES

**Duke Energy**  
Shady Hills Power Company, LLC  
**TECO / Emera**  
**Withlacoochee River Electric Cooperative, Inc.**

## Special Thanks to the Board of County Commissioners

FOR THEIR CONTINUING SUPPORT OF THE PASCO EDC, THE OFFICIAL ECONOMIC DEVELOPMENT AGENCY FOR PASCO COUNTY

Jack Mariano, Chairman, **District 5**  
Ron Oakley, Vice Chairman **District 1**  
Seth Weightman, **District 2**

Kathryn Starkey, **District 3**  
Gary Bradford, **District 4**  
Michael Carballa, **County Administrator**

## 2022-2023 PASCO EDC SUPPORTED LEGISLATIVE AGENDA SUCCESSES

**State Aid to Public Libraries Grant Program**  
Requested \$17,304,000 - APPROVED  
**Public Library Construction Grants Public Libraries**  
Requested \$9,800,000 - APPROVED  
**HF 1210/SF 2664 - Moffitt Cancer Center**  
**Life Sciences Campus Road**  
Requested \$25,000,000 - \$5,000,000 APPROVED  
**AR 1224-Saint Leo University-Nursing Program**  
Requested \$1,480,000 - \$713,000 APPROVED

**HF448/SF 1222-BayCare- Veterans Intervention Program (VIP)**  
Requested \$485,000- APPROVED  
**HF 2029/SF 2940: Youth Bootcamps for Manufacturing & Public Works**  
Requested \$150,000- APPROVED  
**SF3138- Pasco County Ridge Road Extension Water Main**  
Requested \$25,000,000 - \$5,000,000 APPROVED  
**AR 1224-Saint Leo University-Nursing Program**  
Requested \$5,500,000 - \$4,000,000 APPROVED

# FY 2023-24 POLICY COUNCIL

DR. TIMOTHY BEARD, Pasco-Hernando State College  
MICHAEL CARBALLA, Pasco County  
NICK CARIDEO, BayCare Health System  
DAVID DE LA PARTE, Moffitt Cancer Center  
DR. EDWARD DADEZ, Saint Leo University  
JONATHON FISHER, AdventHealth Wesley Chapel  
KARTIK GOYANI, Metro Development Group  
JOE MARINA, Withlacoochee River Electric Cooperative  
ART PHELPS, Phillips & Jordan, Inc.  
DANIELLE RUIZ, Duke Energy  
ANDY TAYLOR, TECO/Emera

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PAUL MANUEL, Secretary/Treasurer, Coastal Design Consultants  
MICHAEL ROSS, Immediate Past Chair, Ardurra Group, Inc.

## BOARD OF DIRECTORS

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ALAIN FERNANDEZ, Suncoast Credit Union  
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HEIDI TUTTLE-BEISNER, Commercial Asset Partners Realty  
ERIK WANGSNESS, AdventHealth Wesley Chapel  
TOM WILLSON, Phillips & Jordan, Inc.  
BARBARA WILHITE, Barbara L. Wilhite, P.A.  
MICHAEL WOLF, Columnar Holdings

## EX OFFICIO

MICHAEL CARBALLA, Pasco County Administrator  
JACK MARIANO, Commissioner, Pasco County  
JEROME SALATINO, CareerSource Pasco Hernando

## VISION

To be known as Florida's most competitive climate for business growth

## MISSION

To stimulate balanced and diversified business growth

## CORE VALUES

- Integrity
- Innovation
- Accountability
- Leadership
- Collaboration

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SMARTstart Program Director

### TURNER ARBOUR

Senior Economic Development Manager

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SMARTstart Program Coordinator II

### ASHLEE UNDERDOWN

SMARTstart Program Coordinator

### HOLLY FORTNEY

Marketing Coordinator

### SARAH ALWAY

Economic Development Coordinator

### AMBER LAKE

Special Events Coordinator

### BECKY MARTIN

Special Program Assistant

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PASCO EDC  
NORTH TAMPA BAY, FLORIDA