



PASCO EDC  
NORTH TAMPA BAY, FLORIDA

# RESHORING

TASK FORCE 2020-2021

FINDINGS & RECOMMENDATIONS



## TASK FORCE MEMBERS

- **Rachel Ebner, Stevens Construction – Chair**
  - Cason Bufe, Rooker
  - Jim Cummings, JE Dunn
- Delvis Diaz, Diaz Fritz Group, Inc.
  - Powers Dorsett, Bell Fruit LLC
  - David Engel, Pasco County
- Albie Kaminisky, Charter Communications
  - Skip Miller, Truist
- J. Bradley Smith, Wells Fargo
- Derek Usman, Usman Law Firm
  - Tom Ryan, Pasco EDC
  - Mike Bishop, Pasco EDC
  - Jennie Sammur, Pasco EDC
  - Lauren Miceli, Pasco EDC

# TASK FORCE OBJECTIVE

The Reshoring Task Force was established to:



- Plan and create a targeted marketing effort to bring good, well-paying manufacturing jobs back to the United States, specifically Pasco County, Florida, by marketing our cost savings, competitive programs, and our strategic location.

## Desired Outcomes:

- Researching topics that led to off-shoring, gaining an in depth understanding of how companies reshore, and analyze data on Pasco County and the companies in order to effectively lead to reshoring.
- To identify specific industries, companies, or manufactured products or components, as well as other relevant information that can help shape a marketing campaign and Foreign Direct Investment (FDI) business recruitment initiatives.



## SCOPE OF WORK

Eight hybrid Task Force meetings were held from December, 2020, until September, 2021. Several subcommittee meetings were also held throughout the duration of the task force.

## RESEARCH & PRESENTATIONS

- o Understanding Offshoring presentation by David Engel
- o Workforce presentation by Jon Knudsen, Turner Arbour, and Tom Ryan
- o Presentation on finding a focus area by Dave Perez, JE Dunn
- o Research on current Economic Development Organization strategies and trends by Danielle Ruiz, Jorge Martinez, and Jennie Sammur
- o Presentation of findings from potential consultants by Rachel Ebner, Jim Cummings, and Lauren Miceli
- o Consultant proposal presentation from VisionFirst Advisors
- o Consultant proposal presentation from Site Selectors Guild

# HOW TO APPROACH RESHORING

## GOAL

Determine the feasibility of reshoring an entire company or industry to Pasco County.

## FINDINGS

Through the research of sub committees and presentations to the Task Force, it was determined that reshoring efforts should focus more on identifying specific components or products that could be reshored and manufactured in the U.S.

Utilizing an audit of existing Pasco County companies could provide beneficial information and help identify if there is a specific type of product currently only being manufactured overseas.

Through an audit those findings would be able to identify that common denominator and provide the Pasco EDC a more specific idea of what type of companies or industries to market to and target to help bring those part manufacturers to Pasco County and provide the resource locally.

Many companies need specific parts which are currently only being manufactured overseas. Delivery of those parts are being delayed due to international supply chain issues as well as shipping delays. Some companies have reported issues with their items then being tied up in customs. Utilizing an audit of existing Pasco County companies performed by a third party consultant could provide beneficial information on types of products currently being manufactured overseas and potentially strained by supply chain issues.



## RECOMMENDATION

The Reshoring Task Force recommends the Pasco EDC find funding to hire a consultant to perform a detailed audit of Pasco County companies in the Life Sciences and Medical Device Industry.

The Task Force interviewed and received proposals from two potential companies which could perform the audit. Total cost estimates put the audit around \$50,000.

The audit will provide detailed information on what the local industry is missing, thus determining where the Pasco EDC can focus future FDI business recruitment and marketing efforts on.

The Task Force believes performing this audit and determining the need will help fill a void that is missing in Pasco County, and potentially Florida, and the South East United States.

