



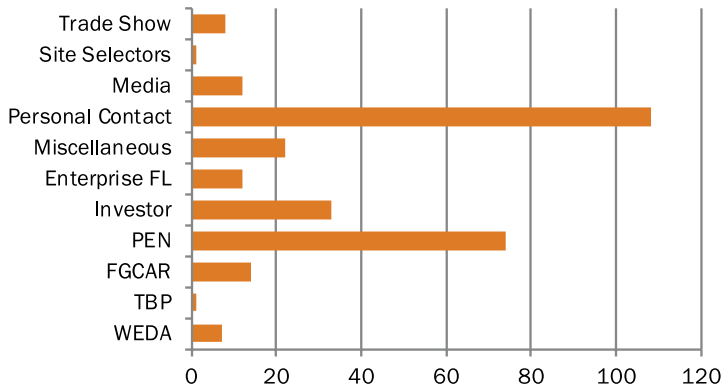
**LOCATION & EXPANSION PROJECTS**

COMPANY	PRODUCT/SERVICE	TOTAL EMP.	SQ. FT.	CAPITAL INVESTMENT	LOCATION	NEW EMP.
GIC Engineering, Inc.	Softgel Encapsulation Machines	11	14,700	\$650,000	Odessa	11
Oscor, Inc.	Medical Device Distribution	30	36,300	TBD	Lutz	30
MDM Hotels	Hotel	20	83,700	\$16,000,000	Lutz	20
Lighthouse Academies	Administrative HQ	8	1,950	\$5,000	Wesley Chapel	8
ComPark 75	Spec Flex-Warehouse	0	57,785	\$5,250,000	Lutz	0
Dixie Belle Paint Company	Chalk Paint	16	4,800	\$27,000	Lutz	6
Rogers Towers, P.A.	Corporate Attorney Satellite Office	5	2,922	\$86,000	Wesley Chapel	6
CLE Partners II, LLC	Spec Office	0	3,404	\$469,752	Lutz	0
TRU Simulation + Training	Manufacturing - Testing - Training	212	29,130	\$29,750,000	Lutz	100
Global Electronics Testing Services, LLC	Counterfeit Elec. Component Testing	13	9,512	\$2,428,000	Odessa	3
Farina Orthodontics	Orthodontists Medical Facility	19	16,000	\$4,030,000	Wesley Chapel	19
Medical Center of Trinity	Hospital/Medical Facility	1408	64,443	\$38,122,000	Trinity	108
North Tampa Behavioral Health	Medical Facility	220	27,500	\$10,000,000	Wesley Chapel	50
METTLER TOLEDO	Manufacturer of Precision Instruments	493	250,150	\$34,680,000	Lutz	493
R.J. Kiely Plumbing, Heating & Cooling	Plumbing, HVAC	200	36,000	\$3,500,000	New Port Richey	20

**TOTALS 2,655 638,296 \$145,111,752 869**

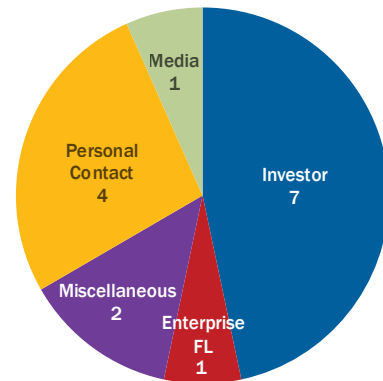
**INQUIRIES BY SOURCE**

292 Total Year-To-Date



**SUCCESSSES BY SOURCE**

15 Total Year-To-Date



**PROJECT ACTIVITY SUMMARY**

Last 2 Fiscal Years  
Year To Date  
Last 90 Days

	INQUIRIES	DROPS	LEADS	PROJECTS	SUCCESSSES
Last 2 Fiscal Years	487	98	83	90	22
Year To Date	292	30	54	43	15
Last 90 Days	51	1	7	7	5

**FINANCIAL SUMMARY**

**INVESTMENTS**

FY-16 Goal: \$ 435,000  
 FY-16 Final: \$ 366,700  
 New Investors: 5  
 Total Investors: 82

**NETFEST SPONSORS**

FY-16 Goal: \$ 15,385  
 FY-16 Final: \$ 17,934  
 FY-15 Final: \$ 13,987

**ECON. FORECAST SPONSORS**

FY-16 Goal: \$ 3,000  
 FY-16 Final: \$ 3,000  
 FY-15 Final: \$ 1,500

**BIZGROW SPONSORS**

FY-16 Goal: \$ 6,500  
 FY-16 Final: \$ 2,300  
 FY-15 Final: \$ 5,600

**GROWING GLOBAL SPONSORS**

FY-16 Goal: \$ 3,250  
 FY-16 Final: \$ 3,000  
 FY-15 Final: \$ 2,000

**BANQUET SPONSORS**

FY-16 Goal: \$ 62,689  
 FY-16 Final: \$ 54,973  
 FY-15 Final: \$ 56,990

**MEET THE LEVEL SPONSORS**

FY-16 Goal: \$ 3,000  
 FY-16 Final: \$ 4,000  
 FY-15 Final: \$ 1,500

**INCUBATOR DONATIONS/REVENUE**

FY-16 Goal: \$ 233,600  
 FY-16 Final: \$ 268,947  
 FY-15 Final: \$ 223,340

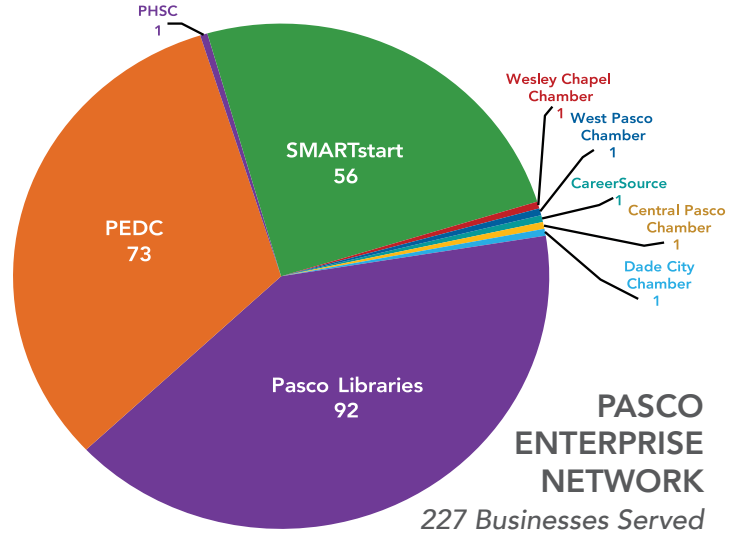
**PROGRESS TO DATE**

	TARGET 15/16	YTD 15/16	% OF GOAL
Square Ft. Occupied	374,700	638,296	170.3%
New Jobs Created	600	869	144.8%
Capital Investment	\$78,454,300	\$145,111,752	185.0%
Annual Payroll	\$25,452,700	\$48,714,623	191.4%
Fundraising	\$884,085	\$862,005	97.5%



**MICROLOAN FUND**

Inquiries & Calls FY16:	36
Applications Submitted FY16:	6
Loans Currently In Progress:	0
Loans Approved FY16:	4
Total Loans Approved:	26
Amount Awarded FY16:	\$ 120,000
Total of Loans Awarded:	\$ 713,800
Average Loan:	\$ 24,614
Amount Raised FY16:	\$ 420,000
Total Amount Raised:	\$ 703,000
Total Jobs Retained	68
Total Jobs Created	94



**MICROLOANS AWARDED FY16**

COMPANY	PRODUCT/SERVICE	TOTAL EMP.	AMOUNT	LOCATION	NEW EMP.
The Learning Strategy, LLC	Lead Generation Services	4	\$20,000	Wesley Chapel	2
PointLeader Predictive Analytics, Inc	Talent Management	6	\$35,000	New Port Richey	2
Gulf Coast Heating & Cooling, Inc.	HVAC Service	8	\$30,000	New Port Richey	4
Einstein Learning Center	Childcare Facility	6	\$35,000	Zephyrhills	6

**COMPANIES ASSISTED THIS MONTH**

COMPANY	PRODUCT/SERVICE	TOTAL EMP.	PROGRAM/ASSISTANCE	LOCATION
ES Performance & Outdoor, LLC	Sports Apparel	2	Business Services	Land O' Lakes
Dixie Belle Paint Company	Chalk Paint	16	Int'l/Exporting	Land O' Lakes



**SMARTstart**  
PASCO BUSINESS INCUBATORS

**163 CLASSES AND EVENTS YTD**

Dade City: 522 Total Participants | New Port Richey: 153 Total Participants

**MEMBERSHIP**

Off-site Members: 7  
On-site Members: 2  
Total Jobs Created FY16\*: 65

\*Including exited members

**SEPTEMBER 2016 CLASSES AND EVENTS**

- Lake Jovita Women's Group Luncheon
- Small Business Roundtable
- Lunch & Learn - Payroll Issues/Confidex Payroll
- CIVICS 101 - Learn How Government Works
- Secrets of Body Language to Improve Success



SMARTstart Dade City Business Incubator  
37837 Meridian Avenue, Suite 309, Dade City, FL



Incoming Board Chairman Jimmy Adcock thanks outgoing Chairman Barbara Wilhite for her leadership in FY16 and presents her with a plaque for her service during Pasco EDC's 30th Annual Banquet. (September 8, 2016)

# of Company Visits: 78 FY16

# of Presentations to Groups: 35 FY16

**SEPTEMBER 2016 EVENTS**

- PHSC Career Fair
- Tampa Bay International Advisory Committee
- Zephyrhills Chamber Banquet
- Florida International Trade Partnership Conference
- German American Business Stammtisch
- Florida Inventor's Hall of Fame Induction Ceremony
- IEDC Annual Conference
- Brookings Institute

**BUSINESS DEVELOPMENT TRADE SHOWS FY16**

- CoreNet (October 2015 - Los Angeles, CA)
- Consultants Forum (December 2015 - Orlando, FL)
- World Forum for FDI (April 2016 - San Diego, CA)
- Gernersheim (April 2016 - Germany)
- Florida Medical Device Symposium (May 2016 - St. Petersburg, FL)
- SelectUSA Investment Summit (June 2016 - Washington D.C.)
- NAIOP Industrial Conference (June 2016 - Jersey City, NJ)
- Florida Simulation Summit (September 2016 - Orlando, FL)
- NAIOP Commercial Real Estate Conference (September 2016 - Scottsdale, AZ)

**PUBLIC RELATIONS**

News Releases: 41  
Stories Placed: 70

**DIGITAL MARKETING**

**SOCIAL MEDIA**

**Twitter Followers FY16:** 3,892 (↑ 10%)  
# of followers end of FY15: 3,554  
Clicks to website FY16 YTD: 45

**Facebook Likes FY16:** 914 (↑ 17%)  
# of followers end of FY15: 778  
Clicks to website FY16 YTD: 281

**LinkedIn Followers FY16:** 354 (↑ 32%)  
# of followers end of FY15: 269  
Clicks to website FY16 YTD: 208

**YouTube**

# of Video Plays FY16: 2,707  
# Minutes Watched FY16: 4,186  
Total Video Plays (Lifetime): 16,491  
Total Minutes Watched (Lifetime): 26,932

**THIS MONTH'S WEBSITE REFERRALS  
TOP 10 REFERRING WEBSITES**

1. facebook.com (43)
2. pascocountyfl.net (28)
3. linkedin.com (28)
4. twitter.com (8)
5. instagram.com (8)
6. zephyrhillschamber.org (6)
7. dinoeliadis.com (5)
8. nyecommercial.com (5)
9. tampabaynewswire.com (5)
10. wesleychapelchamber.com (5)

**WEBSITE ANALYTICS COMPARISON YTD (FY 2015-16 vs. 2014-15)**



### READY SITES FY16

- Established Ready Sites criteria as an agenda item for the PEDC Competitive Task Force and recruited new members to join as advisors to the program.
- Developed a minimum set of requirements and application for properties to be considered for Ready Sites.
- Met with three owners of potential sites. In process via GIS services. Responses to RFP currently being evaluated to award contract.
- Identified four sites to submit for evaluation of which two are candidates for certification. Pending award of contract for GIS Services

### INTERNATIONAL PROGRAM FY16

- First meeting of International Committee. (July 2016)
- Attended World Forum for Foreign Direct Investment. (San Diego, CA)
- Attended SelectUSA Summit. (Washington, DC)
- Tampa Bay selected by Global Cities Initiative to develop regional plan to attract Foreign Direct Investment. (Announced June 2016)
- Presented to Northern Ireland Delegation and Brookings Bi-National Roundtable.
- Assisted 5 companies to complete the SBDC Export Marketing Plan.
- Recruited 4 companies to participate in international trade missions.
- Disseminated trade leads as they are received and international events and business opportunities through e-newsletter distributions monthly and quarterly as scheduled.
- Provided export counseling to 44 Pasco companies.
- Attended 3 International workshops/forums for professional development, such as IEDC, ExIm Bank.
- Participated in 2 local, regional or state-led trade missions, trade shows and/ or conferences.

### INCUBATOR PROGRAM FY16

- Marketing Alliance selected for website redevelopment.
- Reviewing existing marketing plan, ready for FY17 implementation.
- Identified and visited potential locations for second facility.
- Held a total of 163 events/classes/workshops county-wide with 675 participants.
- Met with on-site and off-site members to complete monthly activity plans.
- Met with SCORE, individual mentors and coaches - 49 meetings.
- Moved Dade City incubator into new location. (July 2016)

### PASCO ENTERPRISE NETWORK FY16

- Marketing Alliance selected for website redevelopment.
- Working with SCORE to create a CO.STARTERS follow up curriculum.
- SCORE - Classes/workshops (FY16 Total - 73) | SCORE - Attendees (FY16 Total - 808)
- SCORE Counseling Sessions. (FY16 Total - 512)

### CO.STARTERS FY16

- Purchased CO.STARTERS license.
- Chambers support and agreed to hold at least one CO.STARTERS session each year.
- October training session scheduled with SCORE and Chambers.
- Fliers designed, distributed, and printed | Ads running in TO Connect Magazine | Digital and Social Media being utilized
- 3 classes completed.

### CEO ROUNDTABLE FY16

- Purchased SPARC curriculum for each new CEO member.
- Roundtable #1: 10 members | Roundtable #2: 8 members | Roundtable #3: In recruitment phase, recruitment email sent to targeted list of local CEOs.

### MICROLOAN FUND FY16

- Purchased loan portfolio software.
- Raised \$26,000 in private donations.
- Approved 4 loans.

### ENHANCED MARKETING FY16

- Marketing Alliance has begun work on the website development project for:
  - Pasco EDC
  - SMARTstart
  - Pasco Enterprise Network

