



Doing Things!

Economic Development

February 23, 2017





Who We Are

17 FTE, < 1% of County Administrator workforce

- Business Development: Retention, Expansion, Recruitment and International Trade Development
- Small Business Development Center: Business Assistance and Entrepreneurial Development
- Support: Administration, Marketing, Special Projects, Redevelopment and Research

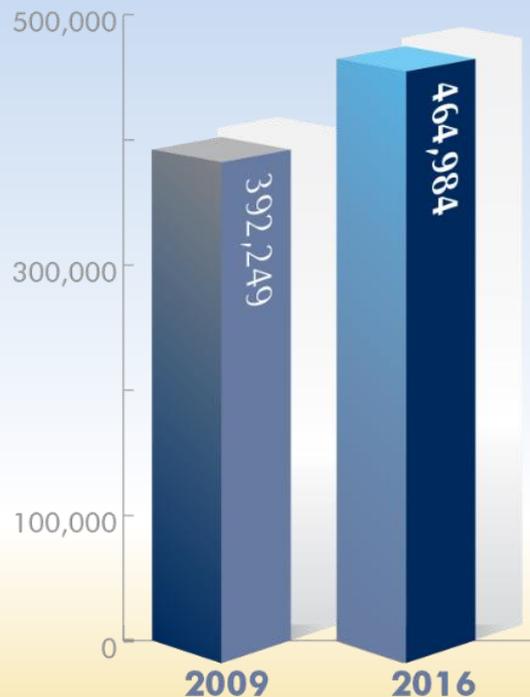




What We Do

- Retain and help existing businesses to expand
- Facilitate new business start-ups
- Attract new high-wage primary employers
- Improve business climate
- Foster partnerships to support business
- Facilitate availability of trained workforce
- Identify and promote Pinellas County sites

Things Done



**Pinellas County Job Growth
2009 - 2016**

- Job Creation and Retention
 - Unemployment dropped below 4% (May 2016)
 - 464,984 citizens employed in the County (Sept 2016)
 - That's over 70,000 jobs that have returned to our community since December 2009

Things Done



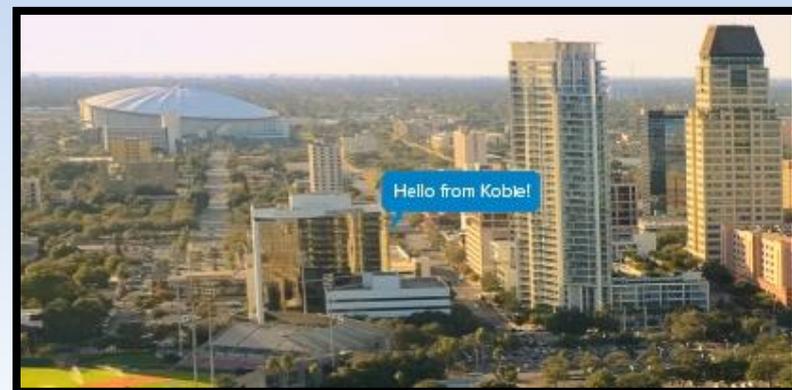
- 18 corporate relocations and expansions
 - 1,100 new jobs projected
 - 150 current jobs retained
 - \$116M in capital investment projected
 - \$238,000 in training grants
 - \$202 in direct and indirect wages for every \$1 of County incentives



Things Done



- Jobs announcements
 - **Kobie Marketing Corporate HQ**
 - 225 new jobs projected
 - 200 jobs retained
 - **Inside Sales Solutions**
 - 50 new jobs projected
 - **Intellitech**
 - 15 jobs projected
 - \$2M capital investment
 - Relocation from Maryland



Things Done



- Development updates and corporate expansions
 - **Johns Hopkins All Children's Research & Education Bldg.**
 - 225,000 sqft in St. Petersburg
 - **GE Instrument Transformers**
 - 190,000 sqft in Clearwater
 - **BayCare Health Systems**
 - 2nd HQ Bldg in Clearwater
 - **Monin Gourmet Flavoring**
 - 100,000 sqft in Largo



Things Done



- Small Business Development Center at PCED
- Growth and start up clients reported:
 - 746 jobs projected and retained
 - \$151.9M in sales
 - \$1.2M in government contracts
 - 12 new businesses started in Pinellas County



Things Done



- PCED's Small Business Development Center's new office at USFSP Kate Tiedemann College of Business



Things Done



- Tampa Bay Export Alliance → Global Tampa Bay
 - Pasco County joins the Alliance
 - Tampa Bay International Town Hall
 - 300 attendees



Things Done



■ Export Trade Missions

- Costa Rica (April 2016)
 - \$12.1M in projected sales for Tampa Bay companies
- Dominican Republic (Dec. 2016)
 - \$6.8M in projected sales for Tampa Bay companies



Things Done



- Foreign Trade Zone 193
 - Partnership with Pasco and Hernando counties
 - Streamlined process for local companies
 - Can reduce or eliminate duties



Things Done



- STAR Center sale
 - \$10.1M purchase price
 - Estimated \$1M in Reserves
 - Three future payments of \$750,000
- Timing
 - Due diligence ends February 17
 - Closing shortly thereafter



Things Done



- AIRCO/Duke Energy joint marketing project
- 126th Avenue North added to MPO Priorities



Doing Things



- New Tampa Bay Innovation Center Downtown Business Incubator – EDA Grant Application





Doing Things



- Penny for Pinellas for Economic Development Education Campaign
- 2017 Pinellas County Economic Innovation and Leadership Symposium (April 20-21)
- Pinellas County Business Video

Doing Things



- Labor market assessment
- Begin implementation of competitive assessment recommendations
- Host two international site location consultant conferences in Tampa Bay



Consultants Forum²⁴
Vinoy Renaissance Hotel
St. Petersburg, Florida
December 4-6, 2017

TS2 CONSULTANTS FORUM 24
TRENDS + STRATEGY = SOLUTIONS

About

The Consultants Forum is returning to Florida, bringing its highly regarded December program to St. Petersburg, December 4th-6th.

Our December event brings together many of the leading voices in site consulting for an intense program of presentations, panels and roundtable discussions focused on the most current trends, strategies & solutions influencing corporate site selection.

Over two productive days attendees will participate in a fast paced program of insightful and thought provoking thirty minute presentations given by eighteen leading site consultants whose key takeaways are designed to advance your professional development and add value to your program's business recruitment and retention strategy.

Like all Consultants Forum events, this will be an "all business" agenda geared for serious economic development professionals who want to be more creative and effective in their practice.



Thank you!

