

Doing Things!

To Serve the Public

Economic Development



Our Vision:
To Be the Standard for
Public Service in America.

Doing Things! Presentation

**Presented by Mike Meidel
February 14, 2019**



Our Vision: To Be the Standard for Public Service in America



Who We Are



20 FTE, 0.9% of County Administrator workforce

- **Business Development**
- **Florida Small Business Development Center**
- **Support**



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Who We Are



With Partners We Do More

Pinellas County Schools

Tampa Bay Partnership

USBAMA

Clearwater SPARK

US Commercial Service

Port Tampa Bay
Prospera

CareerSource Pinellas
Global Tampa Bay

Tampa Bay Innovation Center

Municipal Economic Development Partners

PTC SBA Space Florida
Forward Pinellas SBA Export Finance

Chambers of Commerce

Tampa Bay Black Business Investment Corp

Tampa Bay Regional Planning Council

St. Petersburg Greenhouse

Florida High Tech Corridor

St. Petersburg Economic Development Corp

Enterprise Florida

AMSkills

BioFlorida

PSTA

PIEFMMC

St. Petersburg College

FDOT

USFSBDC Florida Dept Economic Opportunity

USF St. Petersburg



What We Do



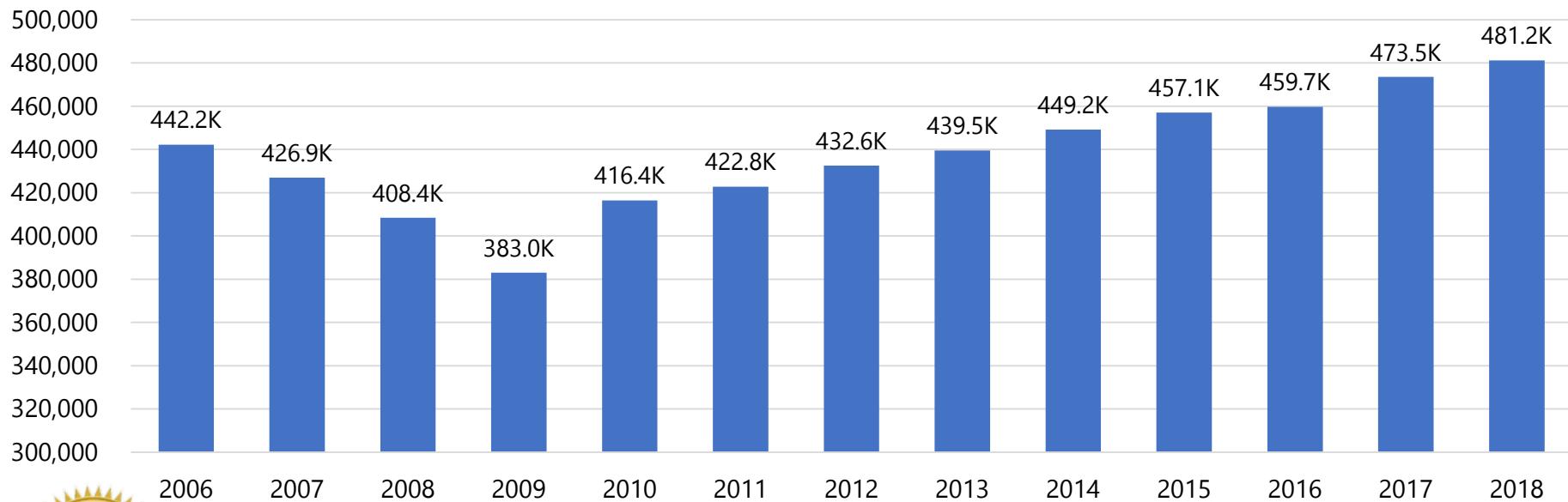
- **Retain and help existing businesses to expand**
- **Facilitate new business start-ups**
- **Attract new high-wage primary employers**
- **Facilitate access to capital**
- **Improve business climate**
- **Foster partnerships to support business**
- **Facilitate availability of trained workforce**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



Things Done



Employment in Pinellas County



Source: FL Department of Economic Opportunity

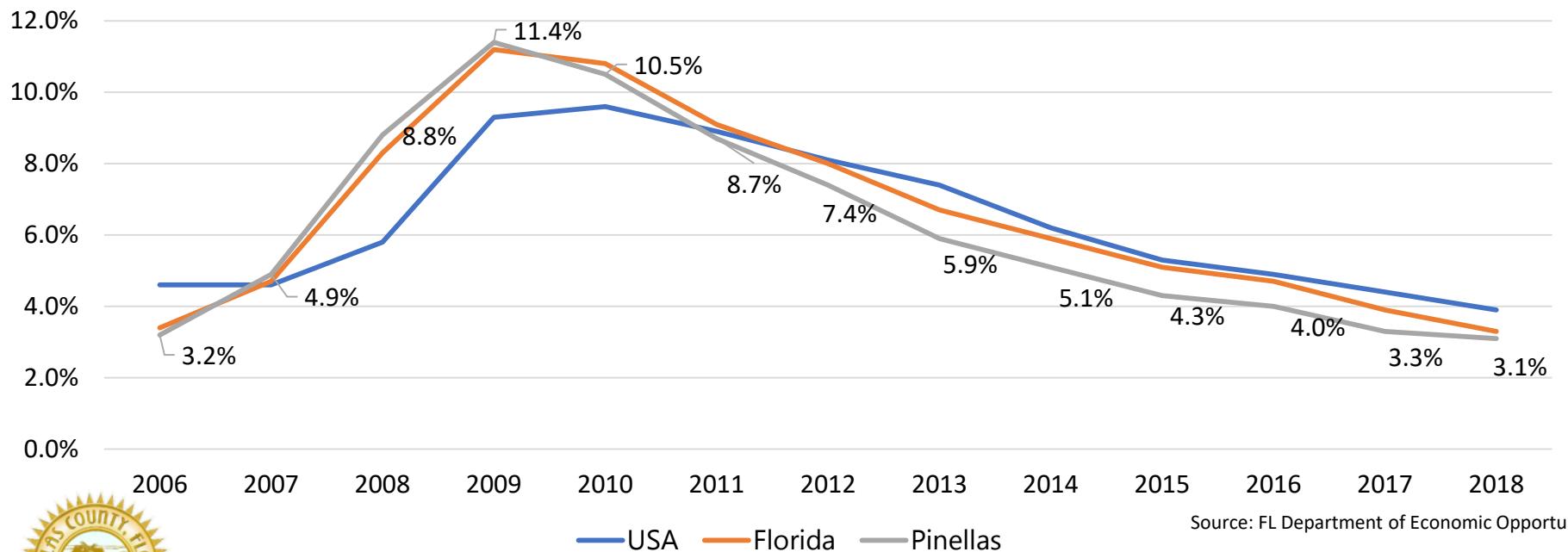


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Things Done



Unemployment Rate

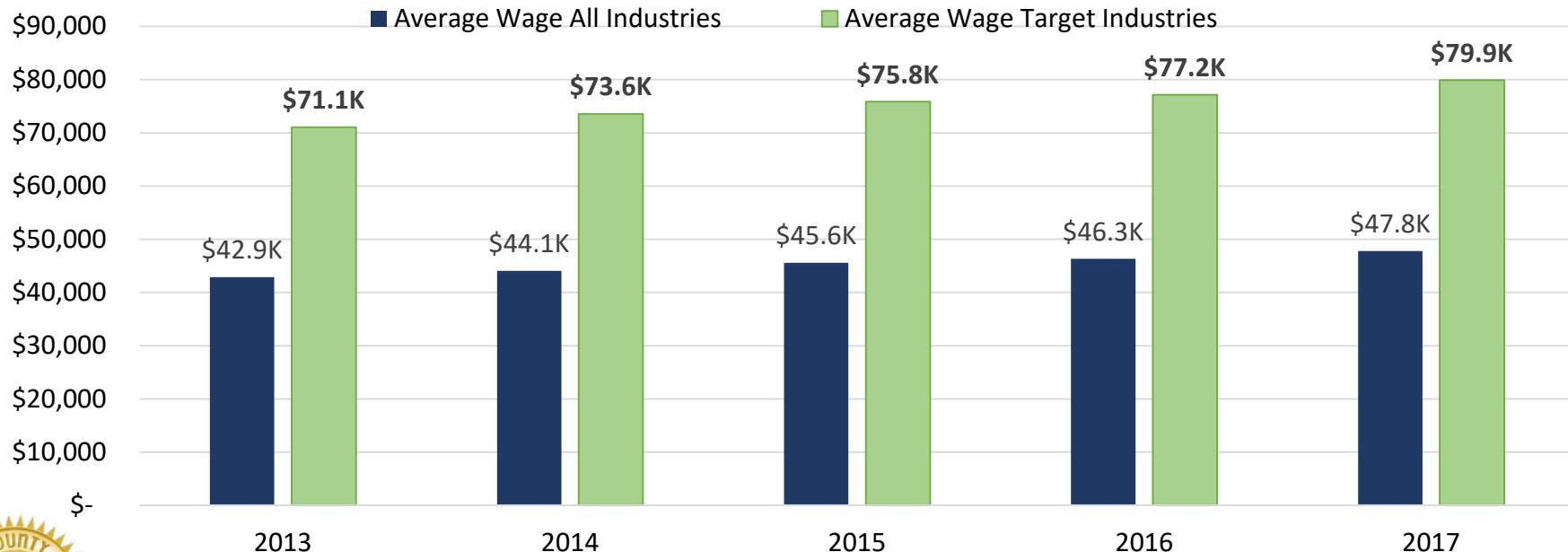


Source: FL Department of Economic Opportunity

Things Done



Target Industry Wages Are 67% Higher Than Average



Source: FL Department of Economic Opportunity



Things Done



14 corporate relocations & expansions

- 839 new jobs projected
- 2,117 current jobs retained
- \$127,745,695 in capital investment projected
- \$265,826 in training grants
- \$275 in direct and indirect wages for every \$1 of County incentives



Things Done



Announcements

- **Jabil expansion, \$67.3 Million, 300 new jobs projected**
- **S.S. White relocates to Seminole from New Jersey, 125 new jobs projected**



Things Done



Global Tampa Bay

- **Mission to Mexico**
 - **\$35.3 Million in Projected Sales**
 - **\$20 Million in potential Foreign Direct Investment**
- **Foreign Direct Investment Trips**
 - **UK/Ireland – 9 prospects**
 - **Toronto/Montreal – 10 prospects**



**Big Storm Brewery Interview with BayNews9
Preparing for Trade Mission to Chile**



Things Done



Entrepreneurial & Small Business Start-ups and Growth

- **813 jobs projected and retained**
- **\$32 million in increased sales**
- **\$7 million in government contracts (17 individual contracts)**
- **9 new businesses started in Pinellas County**



Things Done



Small Business Enterprise (SBE) Program

- Outreach meetings/community engagement
- Consultant report
- B2Gnow software

SBE Local Conversation Update

- March 1 at 9 a.m. at the St. Petersburg College EpiCenter
- www.PCED.org/update



Things Done



Red Tide Assistance for Impacted Businesses

- **\$185,000 in Florida Emergency Bridge Loans for local businesses**
- **Small Business Administration (SBA) Business Recovery Center Opened at the St. Petersburg College EpiCenter**



Things Done



- **Pinellas Reverse Trade Show**
- **Pinellas Finance Fair**
- **Minority Enterprise Development Week**
- **Tampa Bay Government Contracting Conference**
- **City Contracting Outreach Partnership**
- **Prospera Workshops**

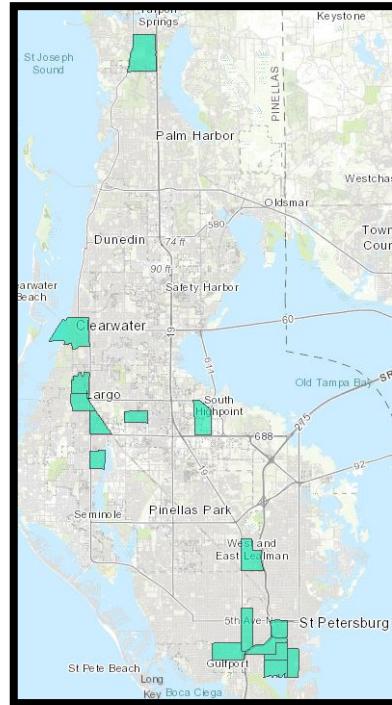


Things Done



Opportunity Zones

- **16 Pinellas Census tracts designated**
- **Projects will offer substantial federal income tax benefits to investors and developers**
- **PCED.org/OZ (draft website)**



Things Done



Industrial Revenue Bonds (IRB)

- \$15.9 Million IRB for Clearwater Marine Aquarium will help to expand the facilities at Clearwater Marine Aquarium as it completes its multi-year expansion by 2020**



Things Done



Site Selectors' Dashboard - PCED.org/dashboard

Economy

	Unemployment Rate	Gross Regional Product	GRP/Capita	Exports Value	State Income Tax
Value Trend	3.1% ↓	\$48.0B ↑	\$49,581 ↑	\$38.1B ↓	0%

Workforce

	Labor Force Size	% Population with BA or higher	% Population w/ graduate degree	Average Hourly Wage
Value Trend	496,392 ↑	31.3% ↑	11.2% ↑	\$21.23 ↑

Population

	Population	Annual Net Migration	Foreign-Born Population	Households	Median Household Income	Median Age
Value Trend	970,532 ↑	15,235 ↑	13.3% ↑	433,534 ↓	\$49,730 ↑	48.9 ↑



Things Done



Tampa Bay Innovation Center

- **Move to the 501 Building**
- **Community Open House – November 13, 2018**
- **EDA Grant Application**

"We are grateful to the Innovation Center staff for their guidance and connections."

Saravana Pat Bhava, PikMyKid Founder and CEO

NEWS / BUSINESS

Local startup gets \$1 million to keep curing school car-line headaches

2 10

PikMyKid Client Director Sydney Young looks on as PikMyKid founder Pat Bhava and Wiregrass Elementary School Principal Steve Williams examine the parking lot under construction during a June 16, 2016, tour of the school. In the fall, Wiregrass became the first of Pasco County elementary or middle schools to use PikMyKid software, which allows schools to organize student dismissal and alert parents when children have boarded a school bus. Andres Leiva | Times



Things Done



STAR Center

- Request for Negotiations
- Marketing process
- Final decisions
- Next steps

STAR CENTER, 96-ACRE INDUSTRIAL PARK

Pinellas County Young-Rainey STAR Center Request for Negotiation (RFN) - Due October 11, 2018 at 3:00 P.M.

Pinellas County is seeking buyers for the STAR Center, a 96-acre manufacturing and technology campus on Bryan Dairy Road. The Request for Negotiation (RFN) process will solicit bids for the 662,000 (approx) square-foot complex.

You must thoroughly review the documents in the url links below to prepare a response to this RFN.

Oct 11, 2018 at 3:00 pm: Deadline for Statements of Interest

Oct 1, 2018 at 3:00 pm: Deadline for Inspection of the Property. Any potential respondent desiring to inspect the property should email Kim Circello at KCircello@PinellasCounty.org.

Oct 1, 2018 at 3:00 pm: Deadline for Written Questions

Submit Questions to: Rosa.E.Garcia.CPO@PinellasCounty.org

WRITTEN REQUESTS FOR INTERPRETATIONS / CLARIFICATIONS:

No oral interpretations will be made to any firm in response to the meaning of this RFN.

All questions pertaining to the terms and conditions or scope of the RFN process must be sent in writing to the person above) to the Purchasing Department and received no later than 3:00 pm on October 11, 2018.



Doing Things



- **Planning for Penny IV Economic Development and Housing funds**
- **Small Business Development Center Level of Service Enhancement**
- **Small Business Enterprise Program**
- **New Business Incubator Facility / EDA Grant**
- **Shared Secure Compartmentalized Information Facility (SCIF)**
- **Team Tampa Bay and Team Florida**
- **Industry-specific trade show co-op for municipal partners**
- **\$100M Industrial Revenue Bond for the Nova Southeastern University Patel College of Osteopathic Medicine**



Thank you!



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