



Doing Things!

Economic Development

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March 13, 2018



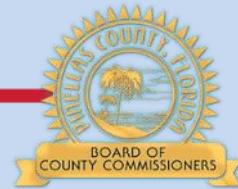


Who We Are

17.0 FTE, 0.8% of County Administrator workforce

- Business Development
- Small Business Development Center
- Support





Who We Are

With Partners We Do More

- Enterprise Florida, Space Florida, Florida Dept. of Economic Opportunity
- U.S. Commercial Service, SBA Export Finance
- Municipal Economic Development Partners
- Chambers of Commerce, St. Petersburg Economic Development Corp.
- CareerSource Pinellas, AMSkills
- Tampa Bay Black Business Investment Corporation (TBBIC), Prospera
- Industry Organizations (FMMC, BioFlorida, BAMA, FDCA..)
- St. Petersburg College, PTEC, USFSP, Pinellas County Schools
- Tampa Bay Export Alliance/Global Tampa Bay, Tampa Bay Partnership
- Tampa Bay Innovation Center, Clearwater SPARK, St. Petersburg Greenhouse
- USF SBDC, FSBDC, U.S. SBA, Florida High Tech Corridor
- Utilities, Airports, Ports, Railroads, PSTA, FDOT
- Forward Pinellas, Tampa Bay Regional Planning Council



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



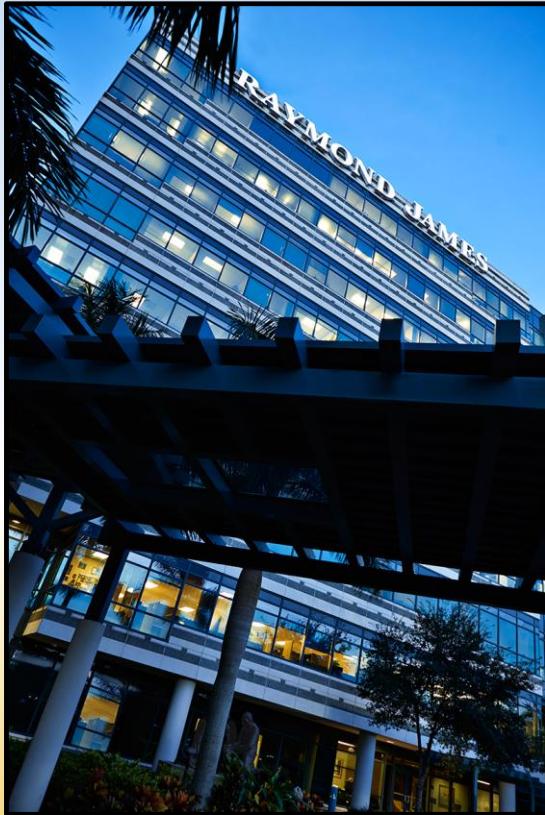
■ Job Creation and Retention

Pinellas Employment



Source: FL Department of Economic Opportunity

Things Done



- 19 corporate relocations & expansions
 - 2,048 new jobs projected
 - 1,812 current jobs retained
 - \$335,673,216 in capital investment projected
 - \$646,695 in training grants
 - \$161 in direct and indirect wages for every \$1 of County incentives

Things Done



- Vology and Penny Hoarder Announcements
- Amazon Regional HQ2 Proposal
- 5 Inbound Site Consultant Events
- 5 Outbound Site Consultant Events





Things Done



- Global Tampa Bay
- 3 International trade missions
- 2 Foreign Direct Investment (FDI) Missions
- FTZ Alternative Sites Framework approved





Things Done



Entrepreneurial & Small Business Start-ups and Growth

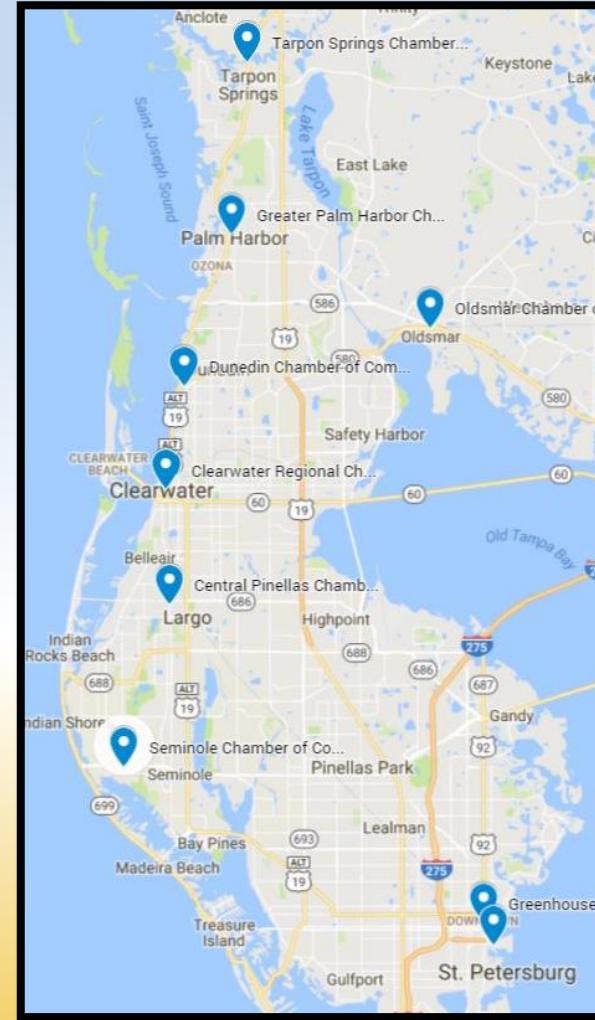
- 782 jobs projected and retained
- \$34 million in increased sales
- \$3.7 million in government contracts
- 12 new businesses started in Pinellas County



Things Done



- 9 PCED Staff Circuit Ride Locations





Things Done



- Hurricane Irma
 - State of Florida Bridge Loans managed by PCED staff
 - SBA Business Recovery Center located at PCED

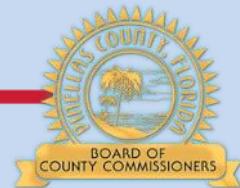


Things Done

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



Things Done



- 2017 Pinellas Economic Leadership Symposium



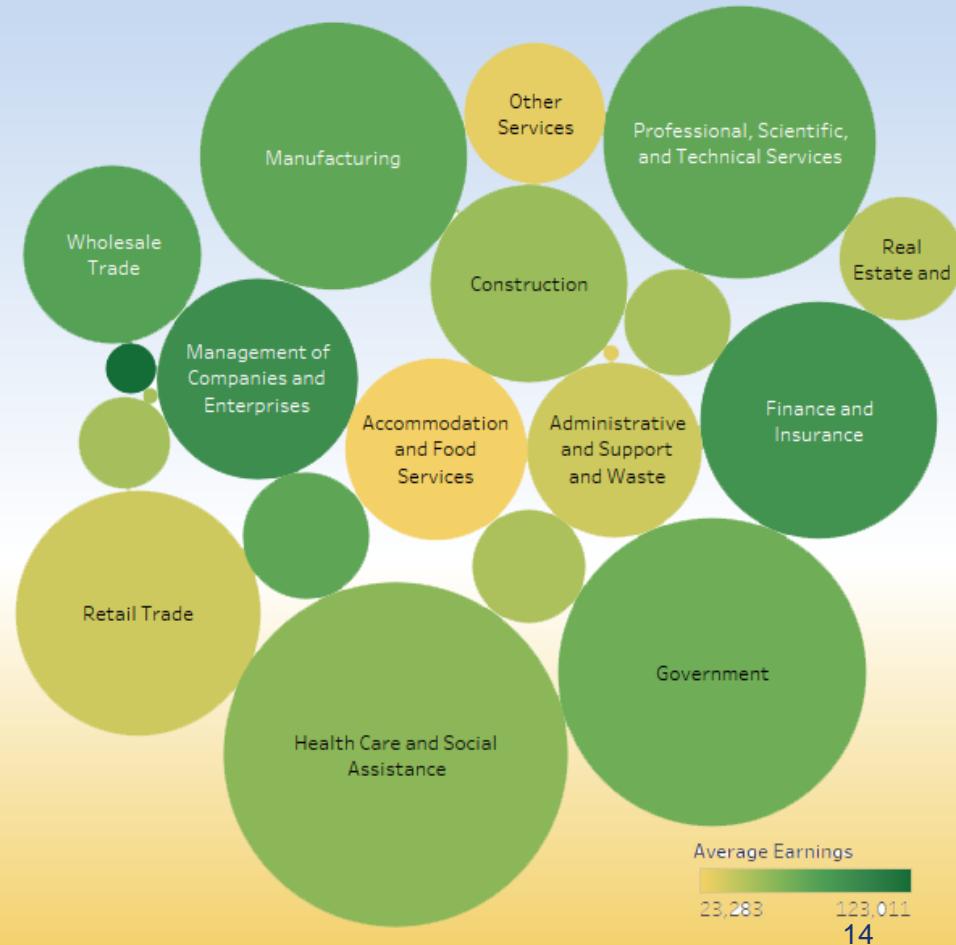


Things Done



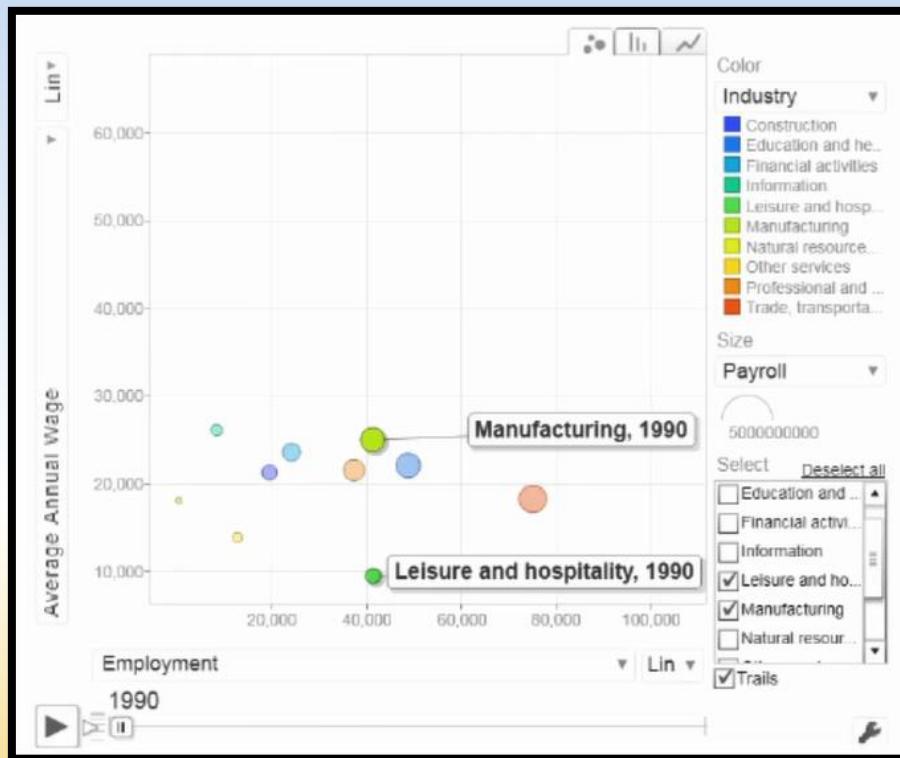
■ Research

- Expanded and improved research products and analysis
- Focus on promoting reports using social media



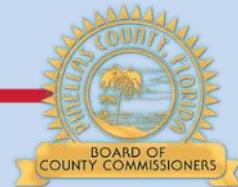


Employment & Wages 1990-2016



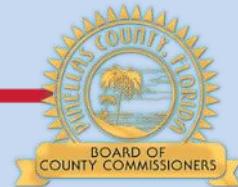
<http://www.PCED.org/1990-2016>

Doing Things



- Planning for Penny IV Economic Development and Housing funds
- Small Business Development Center Level of Service Enhancement
- New Business Incubator Facility

Doing Things



- Shared Secure Compartmentalized Information Facility (SCIF)
- Community & Economic Indicators Dashboard
- Team Tampa Bay and Team Florida
- Expansion of Pinellas Small Business Enterprise (SBE) Program



Thank you!

