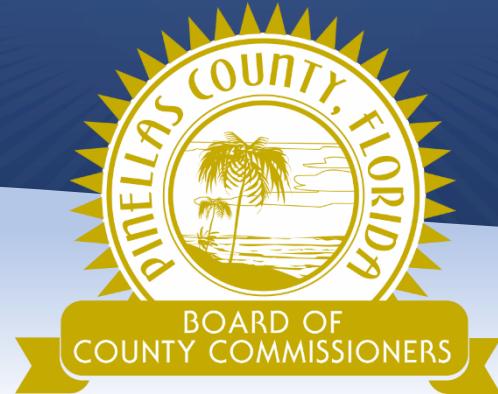


# Doing Things! To Serve the Public

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**



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

# 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 Black Business Investment Corp

Tampa Bay Regional Planning Council

St Petersburg Greenhouse

Tampa Bay Innovation Center

Municipal Economic Development Partners

PTC

SBA

Forward Pinellas SBA Export Finance

Chambers of Commerce

USFSBDC

Florida Dept Economic Opportunity

USF St Petersburg

St Petersburg

Economic Development Corp

Enterprise Florida

BioFlorida

St Petersburg College

Florida High Tech Corridor

PSTA

PIE FMMC

AMSkills

FDOT



# What We Do



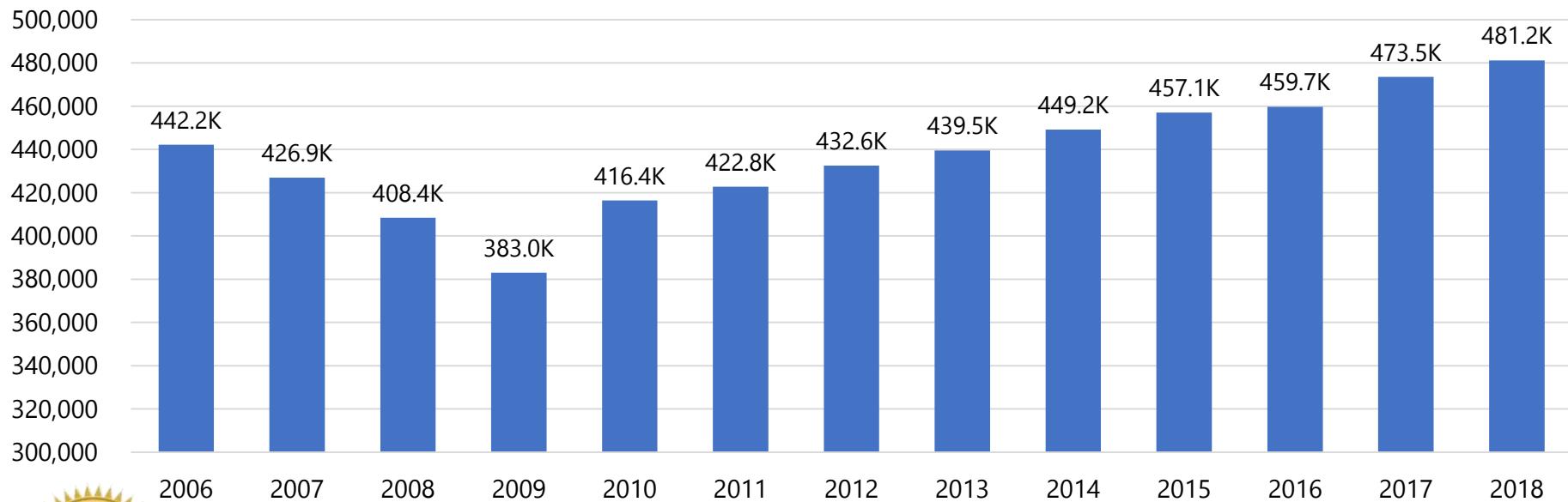
- **Retain and help existing businesses to expand**
- **Facilitate new business start-ups**
- **Attract new high-wage primary employers**
- **Facilitate access to capital**
- **Improve business climate**
- **Foster partnerships to support business**
- **Facilitate availability of trained workforce**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



# Things Done



## Employment in Pinellas County



Source: FL Department of Economic Opportunity

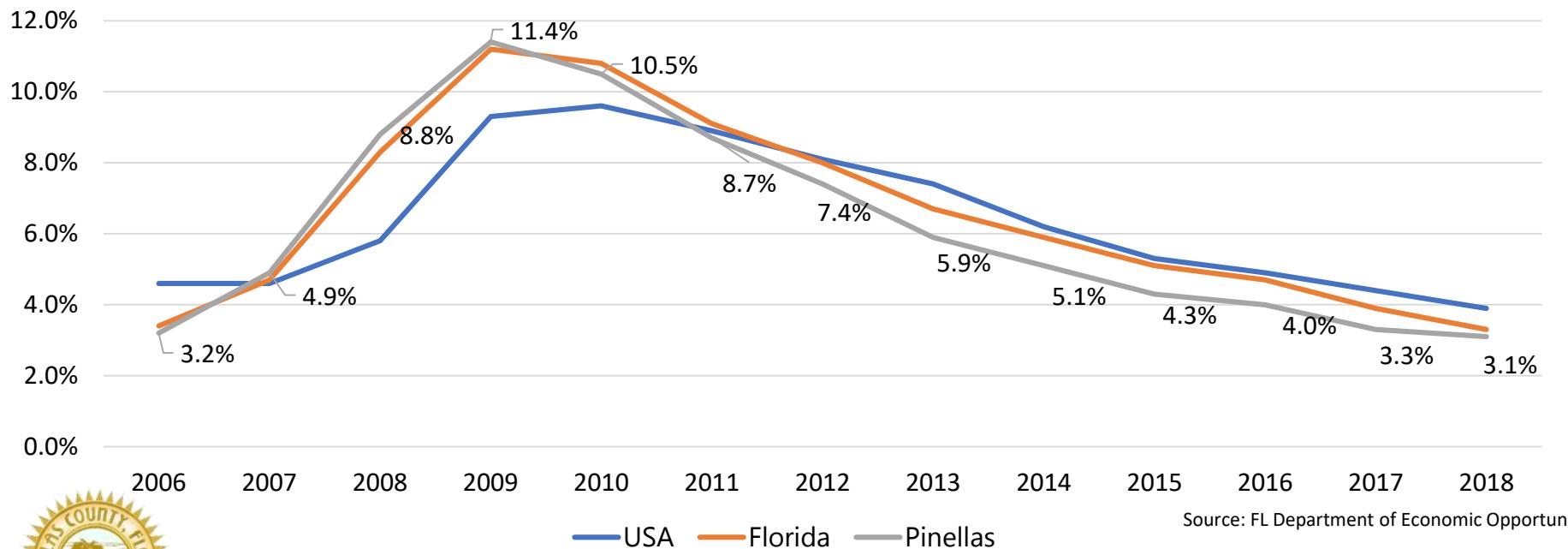


**Our Vision:** To Be the Standard for Public Service in America

# Things Done



## Unemployment Rate



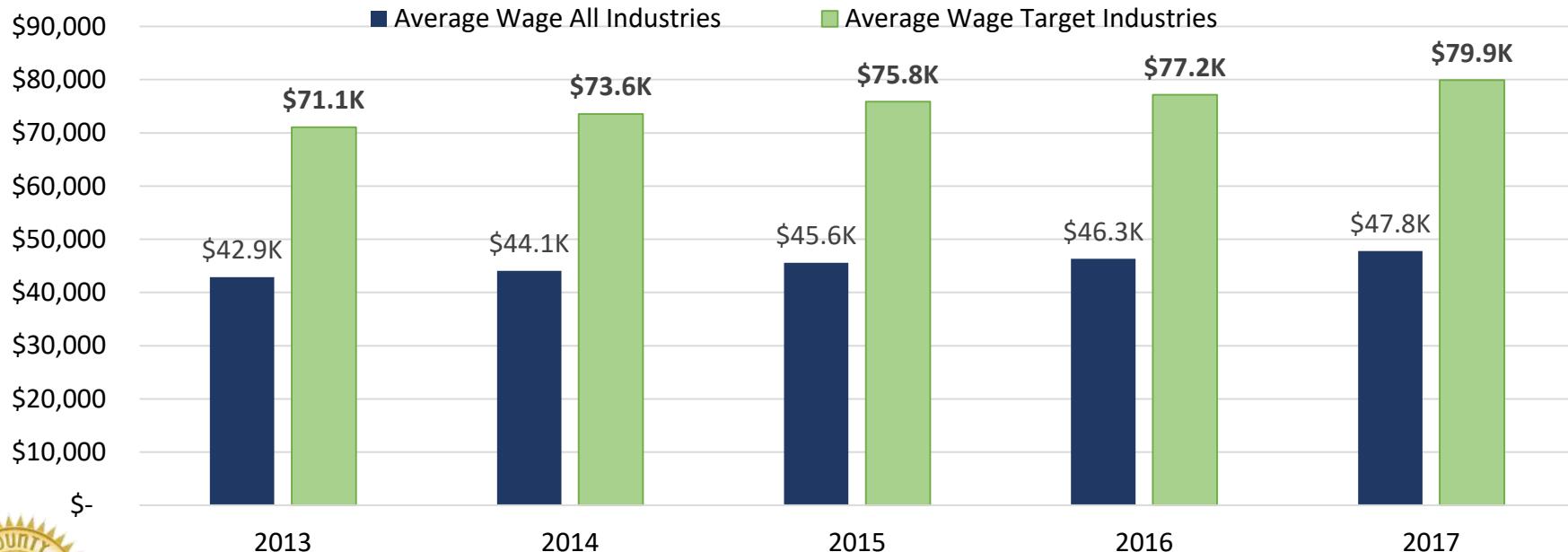
Source: FL Department of Economic Opportunity



# 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](http://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**

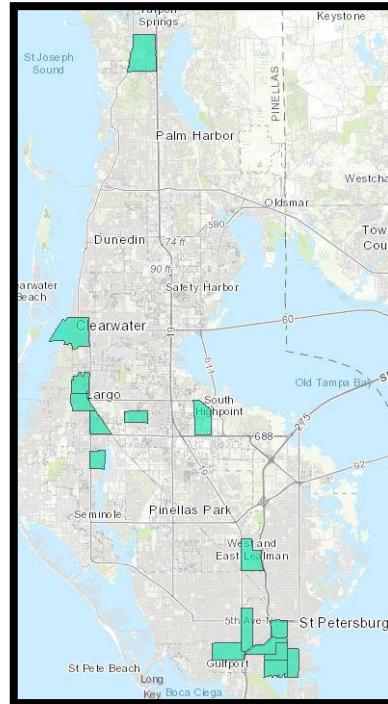


# Things Done



## Opportunity Zones

- **16 Pinellas Census tracts designated**
- **Projects will offer substantial federal income tax benefits to investors and developers**
- **[PCED.org/OZ](http://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

**PINELLAS COUNTY ECONOMIC DEVELOPMENT**  
Pinellas County Economic Development  
The RailCenter, 13805 58th Street North, Suite 1-200  
Clearwater, Florida 33760  
Contact Us: 727-464-7332

**SITE SELECTORS** **MEDIA** **SUCCESS STORIES** **SITE MAP**

**REAL ESTATE** **ENTREPRENEURS** **TARGET INDUSTRIES** **ABOUT PINELLAS** **RESOURCES** **DATA CENTER** **BIZ DIRECTORY**

**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 682,000 (approx) square-foot complex.

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

• Request for Negotiation 178-0394-RN (RG) Full Text  
• Required Sealed Proposal Cover 178-0394-RN (RG)  
• 2018 Star Center Addendum No 1 178-0394-RN (RG)  
• 2018 Star Center Addendum No 2 178-0394-RN (RG)  
• Important Notice URL for Documents  
• FTP Site to documents: <https://files.pinellascounty.org/starcenter/>

The Pinellas County Industrial Development Authority, doing business as the Economic Development Authority (PCEDA) is soliciting sealed statements of interest regarding the sale of the Young-Rainey Science Technology and Research (STAR) Center, a PCDA owned property, hereinafter referred to as the Property. The purpose of which is to enter into negotiations to complete the sale and purchase or lease/purchase or other approach to sale of such property in order to advance one or more Pinellas County development goals. PCEDA will consider all qualified responses to this RFN, and evaluate each response based on the evaluation criteria established in the RFN document.



# 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!

