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☐ Citizens to be Heard

☐ Agenda Item

Agenda date: 3/13/18

Agenda item number (NOT case number): _____

Speaking:

For ☐ Against ☐ Undecided ☐

Waive speaking:

In Support ☐ Against ☐

(The Chairman will read this information into the record.)

Topic: Small Business

Name: GRADY TERRELL

Address: 2067 1st Ave N

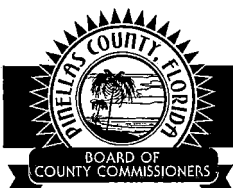
City: ST. PETE Zip: 33713

Email: GRADYTERRELL@

TENRELLINDUSTRIES.COM

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Public Participation & Decorum Rules* for details.

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Agenda date: 3/13/2018

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Speaking:

For ☒

Against ☐

Undecided ☐

Waive speaking:

In Support ☐

Against ☐

(The Chairman will read this information into the record.)

Topic: Economic Development

Name: Richard Love

Address: 3838 1st Ave S.

City: St Pete Zip: 33711

Email: Stpetebulletin@gmail.com

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Waive speaking:

In Support ☒ Against ☐

(The Chairman will read this information into the record.)

Topic: Economic Development

Name: Barbara Song-Love

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Pinellas County Economic Development 2017 ANNUAL REPORT



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Pinellas County Economic Development

Pinellas County Economic Development was created in 1997 and launched in 1998 with the mission,
 "Working together for more and better jobs in Pinellas."

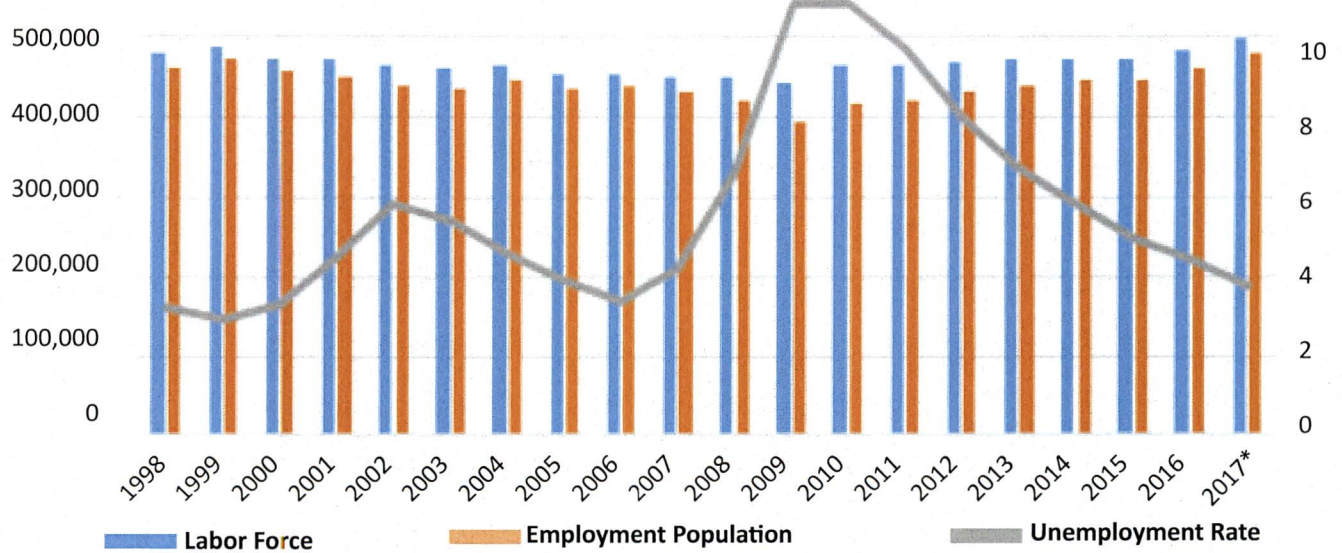
Pinellas Economy in 2017 showed strength and growth

(Numbers below based on September 2017 figures)

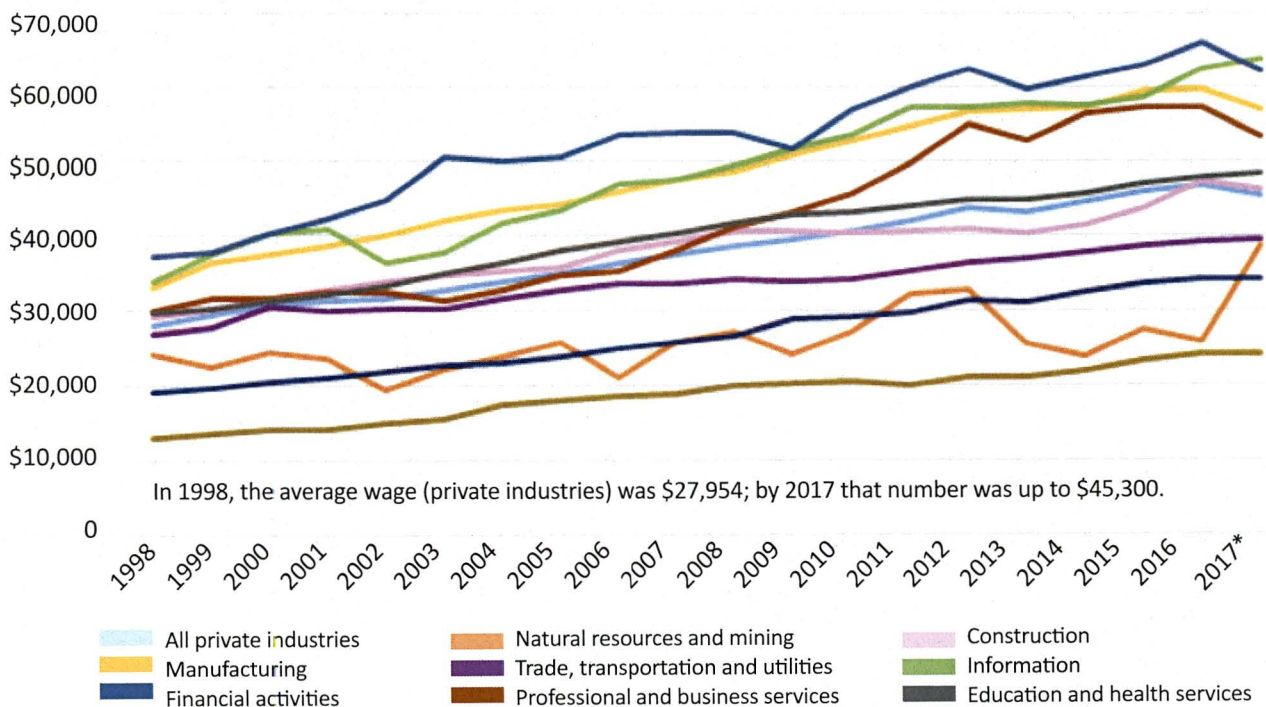
- Unemployment dropped to 3.1%. This is the lowest rate since April 2006!
- 485,927 citizens are employed in the County
- More than 100,000 jobs added in our community since December 2009

	1998	2017
Total population	904,564	968,279
Labor Force	477,516	496,005
Employed Population	462,070	477,393
Unemployed Population	15,446	18,612
Unemployment Rate	3.2%	3.7%
Workforce Participation Rate*	52.8%	51.2%

Employment

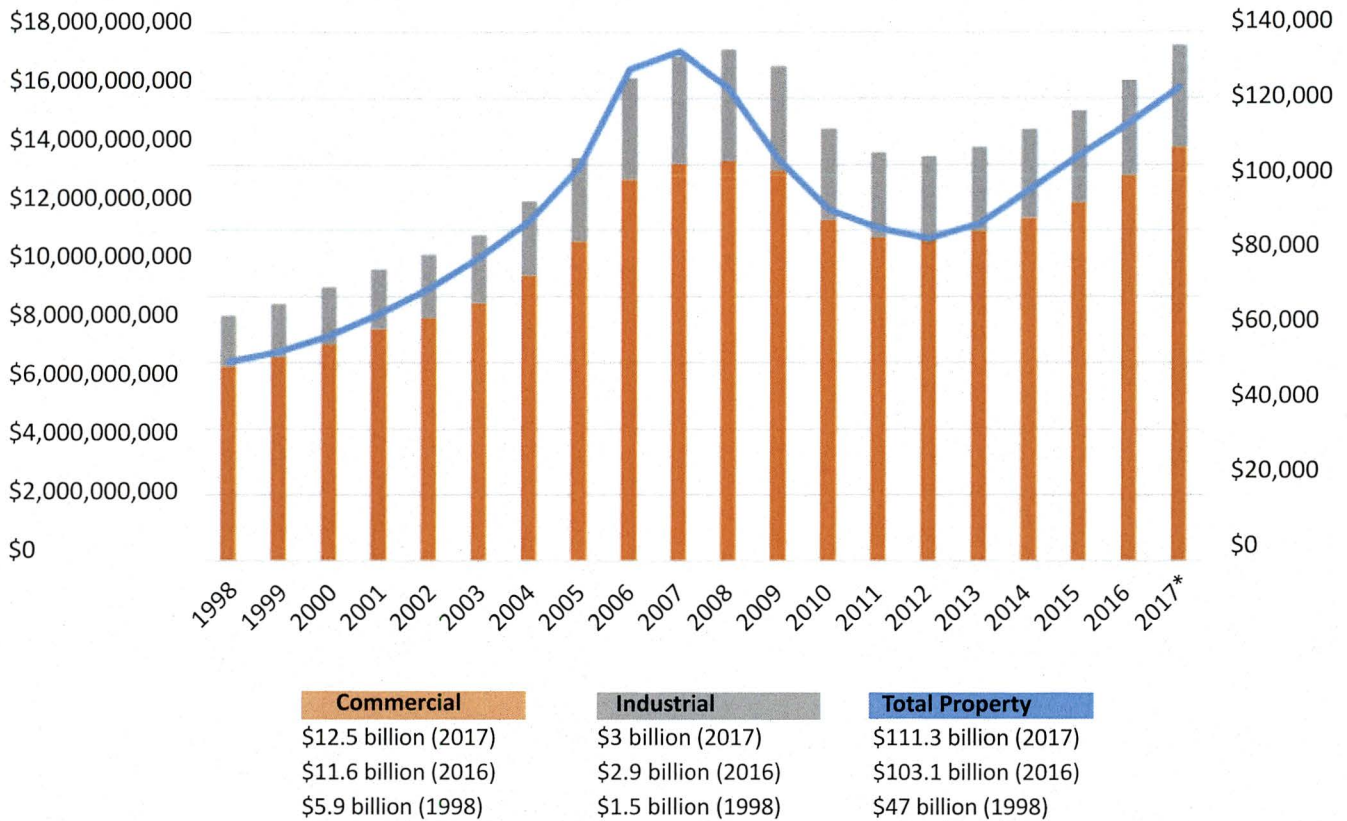


Average Annual Wages



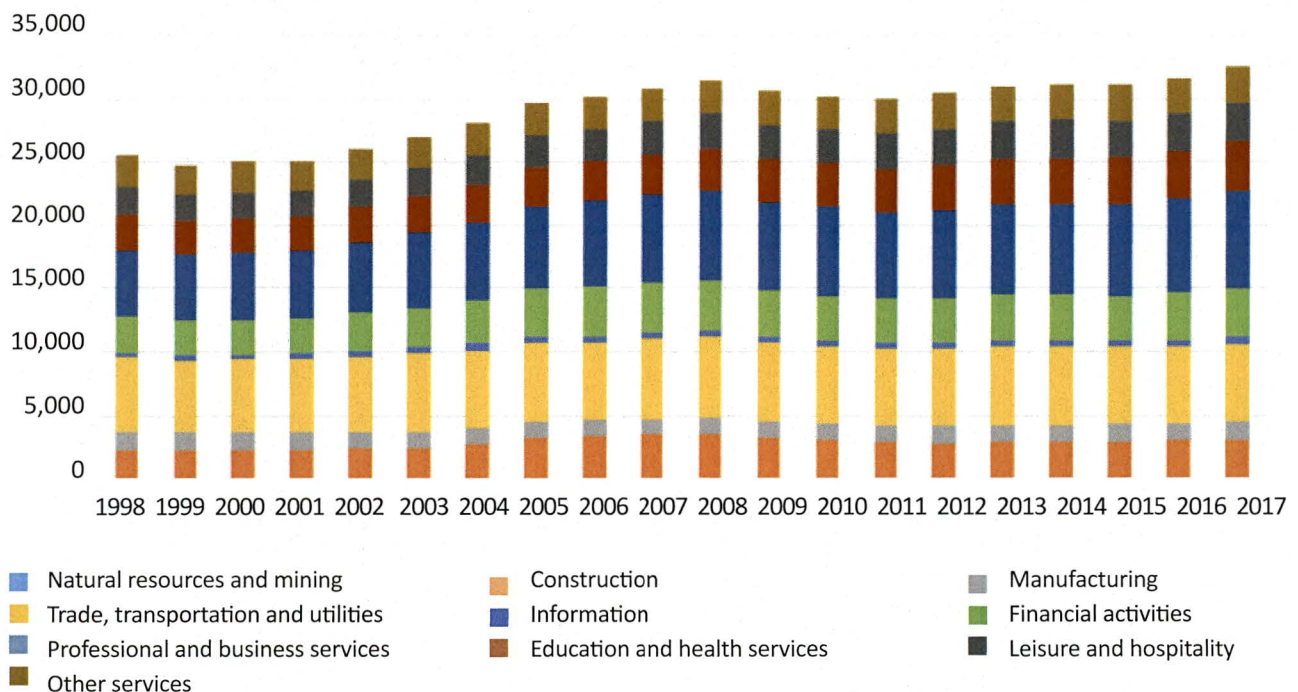
Celebrating 20 Years of Service

Property Values, 1998-2017



Number of Businesses

In 1998, there were 25,547 businesses. By 2017, that number increased to 32,490



2017 Corporate Expansions & Relocations

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



Relocations & Expansions

Company Name	Industry Sector	Investment	New Jobs	Additional SF
1-800 Accountant	Business Services	TBD	200	50,000
360 Advanced	Data Analytics	TBD	20	1,000
Baytech Label	Manufacturing	\$500,000	TBD	3,000
BNSF Logistics	Logistics	\$50,000	10	2,500
Englander Enterprises	Manufacturing	\$425,000	12	
Freight Center	Corporate Headquarters	TBD	60	
Honeyfund	Information Technology	TBD	12	
Inside Out	Business Services	TBD	150	
Johns Hopkins All Children's Hospital	Healthcare	TBD		30,528
Madico Inc.	Corporate Headquarters	\$30,000,000	20	300,000
MXTR Automation	Business Services	TBD	20	
Nova Southeastern University	Osteopathic Medicine	\$200,000,000	90	235,000
PandaDoc	Information Technology	TBD	100	6,000
The Penny Hoarder	Business Services	\$1,625,000	165	22,000
Power Design	Corporate Headquarters	\$6,000,000	60	46,500
Raymond James	Corporate Headquarters	\$10,000,000	650	325,000
SC2	Information Technology	TBD	20	

Announcements, Amazon & Missions



Announcements

Volology | 200 New jobs projected, 310 retained

Volology, one of the nation's largest managed IT service providers, plans a significant corporate expansion in Pinellas County and expects to add an additional 200 positions over the next 2-4 years as it continues its steady growth. Currently the company employs 310 in Pinellas County.

The Penny Hoarder | 165 New jobs projected

The Penny Hoarder (pictured on front cover), one of Inc. magazine's top ranked private companies of 2017, announced a major expansion to their St. Petersburg headquarters. The company recently built out 23,000 square feet downtown and expects to hire 165 new employees by 2020.

Tampa Bay's Regional Proposal for Amazon HQ2

Pinellas County Economic Development, St. Petersburg Area Economic Development Corporation and Tampa/Hillsborough Economic Development Corporation collaborated to create the region's proposal for Amazon's HQ2 operations in Tampa Bay. A series of videos featuring the community leaders of the two proposed sites, as well as our beloved Rowdies, were created to help introduce our community to Amazon. Although Tampa Bay was not selected as the location for HQ2, the creation the proposal allowed the partners to work together to promote the strength of this region for global headquarters operations.



Site Selection Missions

Pinellas County Economic Development worked with partners throughout the year to promote the advantages of locating a business in Florida, Tampa Bay and Pinellas County. Site selection consultants are invited to tour the area, and PCED staff travels nationally and globally to meet with prospects.

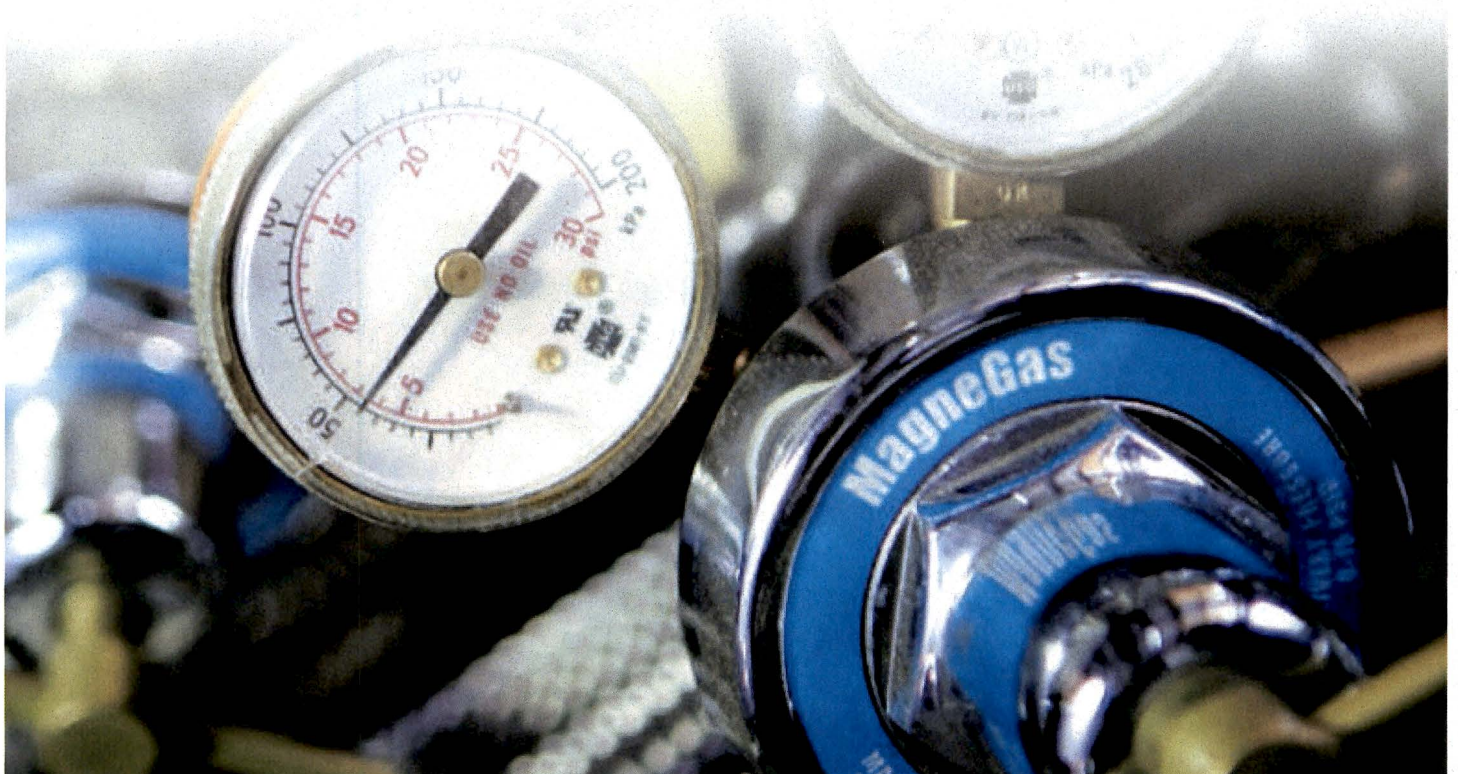
- 5 inbound site consultant events
- 3 hosted in Tampa Bay
- 5 outbound site consultant events

2017 State Training Grants

In addition to Power Design, which received a \$507,150 Quick Response Training Grant to train 210 employees, 14 other companies received training grants. Altogether, 15 companies in Pinellas County utilized \$646,695 to improve the skills of 355 employees.

Incumbent Worker Training Grants

Company	Employees Trained	Matching Award
MagneGas	40	\$29,700
The Bare Board Group	17	\$6,593
Law Office of Michael A. Ziegler	6	\$4,806
Mikros Systems	4	\$10,000
Broadline Components	4	\$4,125
Proactive Components	5	\$5,250
Intellitech International	4	\$7,594
Allcases, Reekstin & Associates	11	\$5,625
Exaxol Chemical Corp.	5	\$12,209
MRO Aerospace	6	\$15,000
Techni-Car	27	\$5,400
JAFtech Manufacturing	5	\$14,493
3T-Innovations	7	\$14,625
A&K Electronics	4	\$4,125
TOTAL	145	\$139,545



Global Tampa Bay, Trade Missions & FTZ



Tampa Bay Export Alliance - Global Tampa Bay

- Global Tampa Bay is a cooperative partnership of Pinellas County Economic Development, the Pasco County Economic Development Council and the Tampa/Hillsborough Economic Development Corporation.
- The Tampa Bay Export Alliance will rebrand to become Global Tampa Bay. The change will allow the organization to better represent the mission of expanding exports, as well as foreign direct investment.

Trade Missions

- Pinellas County companies participated in three international trade missions which yielded \$15.5 million in projected and realized sales.
- Pinellas County Economic Development traveled to two Foreign Direct Investment missions.

Foreign Trade Zone 193

- The Foreign Trade Zone (FTZ) Alternative Sites Framework was approved. This flexible system allows companies in Pinellas, Pasco and Hernando counties to utilize the advantages of FTZ193.

Partnership

Pinellas County's mission of expanding companies and creating jobs would not be possible without our partners.



Hurricane Irma Response & Recovery



State of Florida Bridge Loans managed by PCED Staff

- 16 Pinellas companies received \$601,400 in State of Florida Bridge Loans.
- Rituals Salon of Pinellas County was a Bridge Loan recipient. The business was affected by loss of power after Hurricane Irma, and the loan helped them recover and continue operations into their busy season.
- Sacino & Sons of Pinellas County was able to continue operations and retain employees after the storm with the assistance of the Bridge Loan program.

The SBA Business Recovery Center at PCED - Helping Pinellas Businesses Recover from the Storm

After Hurricane Irma passed, PCED hosted a Regional SBA Business Recovery Center at our offices at the EpiCenter through February of 2018. This allowed the business community to have one location to apply for both Bridge Loans and SBA assistance. During operations, the Center processed:

- Over 4,000 applications
- \$3.6 million in loans for physical damages received by 78 businesses
- \$2.7 million in loans for economic injury received by 56 businesses

	Home Loan Applications	Business Loan Applications	EIDL Applications	Total Applications
FEMA Referrals	53,447	15,376	352	69,175
Applications Received	3,448	423	254	4,125
Applications Approved	999	78	56	1,133
Dollars Approved	\$22,990,900	\$3,599,400	\$2,684,000	\$29,274,300

Source: US Small Business Administration

The Florida Small Business Development Center at PCED

Entrepreneurial & Small Business Start-ups & Growth

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



In 2017, LJ Tucker, Owner & CEO of Tucker Enterprise Services, a tree service and property management company, invested \$820,000 in a new 2,848 square-foot headquarters location in Oldsmar. Mr. Tucker was also this year's recipient of the Pinellas County Business of the Year award at the 2017 Tampa Bay Minority Enterprise Development Week. Tucker has utilized more than 100 hours of services from the Florida SBDC at PCED, to learn how to contract with government agencies.

Working with Local Businesses in the Community



Tampa Bay MED Week Conference

Annually minority-owned business owners and advocates gather for the Tampa Bay Minority Enterprise Development Week Conference to celebrate the impact local minority-owned businesses have on the Tampa Bay Community. Dr. Cynthia Johnson of Pinellas County Economic Development interviewed Troy Taylor, CEO of Coca-Cola Beverages Florida, about the importance of supplier diversity.



2017 Pinellas County Finance Fair

Local businesses joined more than 25 lenders for the 2017 Pinellas County Finance Fair. Prospective business borrowers explored options to finance and grow their businesses and spoke one-on-one with Tampa Bay area lenders in a trade show format.

Working with Local Businesses in the Community

Thank You For Doing Business in Pinellas County

The Pinellas County Board of County Commissioners honors companies for choosing Pinellas County as the ideal business climate to grow their companies.



AAR Aerostructures & Interiors



Corporate Fitness Works



Widescope Consulting & Contracting Services

2017 Pinellas Reverse Trade Show



More than 100 local business owners gathered to meet with buyers from Pinellas County Government and other local agencies. This annual event helps companies make purchasers aware of their products and services and gain insight into the purchasing process.

2017 Pinellas Economic Leadership Symposium



The 2017 Pinellas Economic Leadership Symposium, hosted by Pinellas County Economic Development, the Pinellas County Planning Department, and Forward Pinellas, continued the dialogue begun at the 2014 Symposium and by Pinellas By Design. The Symposium examined practical strategies for refining land use, transportation and economic development strategies to better position Pinellas County and the region for sustained economic opportunity.

Attendees discussed the latest economic, market, and redevelopment trends, and considered solutions to the unique challenges that communities face in redeveloping. The Symposium also examined redevelopment concepts and tools that encourage quality development and employment projects, and the leadership and collaboration needed to achieve a better, more sustainable economic future.

Special thanks to the St. Petersburg College Institute for Strategic Policy Solutions.

Highlights of the Symposium Included

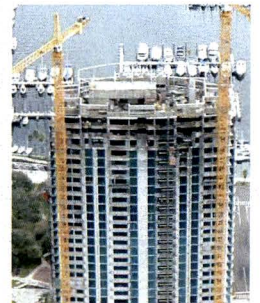
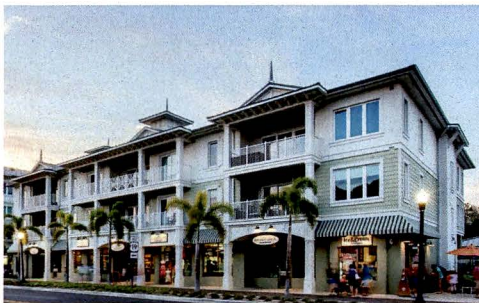
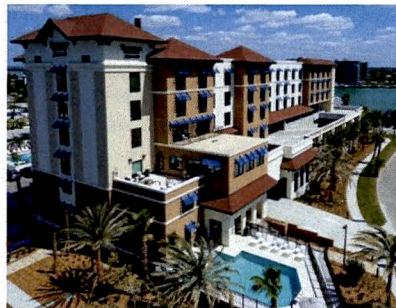
- The Pinellas County Competitiveness Study: Site Selection Group presented a custom analysis of Pinellas' competitiveness in retaining and attracting growing businesses. This report will help us improve our community's performance in the site selection process, focus our efforts to attract the most compatible projects and provide us pragmatic solutions to encourage new business investment in the Pinellas County.
- Reaching for the Future: Creative Finance for Smaller Communities: Tom Murphy, a Senior Resident Fellow at the Urban Land Institute and a former mayor of Pittsburgh, offers his insights on what drives investment and innovation to ensure a long term commitment to revitalization.
- Retrofitting Suburbia: June Williamson, co-author of Retrofitting Suburbia, and a member of the faculty at the City University of New York explained how existing suburban developments can be redesigned into more sustainable places, absorb growth and evolve in relation to changing demographic, technological and economic conditions.

Real Estate and Redevelopment

Development Updates for Pinellas County

See all the ways Pinellas County is growing. Visit PCED.org/DevUpdates for reports by city and project type or take a tour on Google Maps at PCED.org/DevMap.

- **More than 2.3 million** square feet of office and industry space including the John Hopkin's All Children Research & Education facility.
- **Almost 10,000** residential units completed or under construction with thousands more planned.
- **More than 2,000** new hotel units completed including the new Wynndam Grand resort on Clearwater Beach and Hyatt Place in downtown St. Pete, with hundreds more under construction.
- **New options** in retail, entertainment and education, including Seminole City Center, Imagine Museum and the College of Business at USF St. Petersburg.



Redevelopment in Pinellas County

This year, the county and its partner agencies continued to plan, prepare and sell sites to facilitate redevelopment in Pinellas.

- **The STAR Center:** Negotiating the sale of the 96-acre site to private ownership, and allowing it to continue as a hub of innovation and industry in Pinellas.
- **Airco** The 128-acre site near PIE is planned for mixed-use and aviation industry expansion.
- **Dansville** Residential redevelopment continues with several parcels purchased by Habitat for Humanity, furthering the county's goals of affordable housing.
- **The former Highway Patrol Site on US 19** in Pinellas Park was purchased by Crown Honda to help expand their businesses in Pinellas County.
- **The 501 Building** The county-owned building is in the heart of St. Petersburg.
- **Indian Rocks Beach parcels** between 23rd and 24th Avenues North were sold for mixed-use development.

Grants & Industrial Revenue Bonds



Goodwill Industries Suncoast Job Connection Center

Industrial Revenue Bonds (IRB) provide tax-exempt long-term financing for eligible industrial, manufacturing and non-profit projects at interest rates lower than conventional financing.

In December 2017, Goodwill Industries-Suncoast opened their new Job Connection Center and Retail Super Store in St. Petersburg with the assistance of IRB funding.

Florida's Job Growth Grant Fund

Florida's Job Growth Grant Fund is an opportunity for Pinellas to submit public infrastructure projects to support economic development goals in Targeted Industries. This year Pinellas County Economic Development requested funding for two projects.

- 20th Avenue SE road reconstruction
- 501 Building renovations

U.S. Economic Development Administration Grants

The U.S. Economic Development Administration promotes innovation and competitiveness through its strategic investment. Pinellas County requested funding for:

- Tampa Bay Innovation Center Incubator

Research

Pinellas: Hot Economy & Cool Trends

- Pinellas County's population is projected to grow by 7.9% from 2016 to 2021. The County's dynamic population churn due to net migration means that a third of the residents will be new arrivals. That's more than 300,000 new-to Pinellas residents.
- And why not, Tampa Bay is the most affordable large urban area in the Southeast.
- Poverty rates are trending down while incomes continue to rise.
- Pinellas County's workforce keeps on growing and is now almost 500k strong, even with historically low unemployment.
- Professional services and management are two of the hottest growing sectors in Pinellas. Employers report there's a deep talent pool.
- Over half of employers surveyed in 2017 plan to expand operations and hire more workers in the next year, and 80% of employers expect to give their workers a raise in 2018.



This year the team at Pinellas County Economic Development completed a number of projects. Here are just a few of the highlights.

- Comprehensive Regional Workforce Assessment
- Quarterly Cost of Living Index
- 2018 Economic Profile
- Quarterly Economic Indicators
- 2017 Pinellas Industry Cluster Analysis
- Pinellas Municipal Demographic & Business Data
- Pinellas Population Projection Report
- EOC Pinellas Business Viewer
- Pinellas Employment by Occupation & Wage
- FSBDC Small Business Industry Analysis

Digging for Data? PCED Data Center

Throughout the year Pinellas County Economic Development and our partners analyze data, conduct research and compile statistics about our community and economy.

All of this is kept in our Data Center at www.PCED.org/DataCenter

Pinellas County Economic Development



Our Mission

- 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

With Partners We Do More – Thank You!

Our team at Pinellas County Economic Development can only fulfill our mission with the help of our community and business leaders and partners. With the leadership and guidance of the Pinellas County Board of County Commissioners and the Pinellas County Economic Development Council, we listen to the needs of local companies and then set our strategic direction to plan and execute the programs and services to help local businesses succeed. We could not execute this plan without the collaboration of our municipal partners at the cities; Pinellas County's strong and thriving Chambers of Commerce; economic development partners at the Florida Small Business Development Center, Tampa Bay Partnership and Enterprise Florida; and our local and state industry organizations.

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Agenda date:

3/13/15

Agenda item number (NOT case number):

1

Speaking:

For ☒

Against ☐

Undecided ☐

Waive speaking:

In Support ☒

Against ☐

(The Chairman will read this information into the record.)

Topic:

SBTE

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Maria Scruggs

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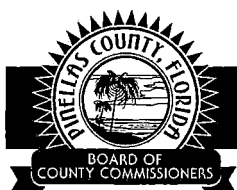
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Agenda date: March 13, 2018

Agenda item number (NOT case number): 142

Speaking:

For ☒

Against ☐

Undecided ☐

Waive speaking:

In Support ☐

Against ☐

(The Chairman will read this information into the record.)

Topic:

SBE Policy

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Gypsy C. Gallardo

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2900 Desoto Way South

City:

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Zip:

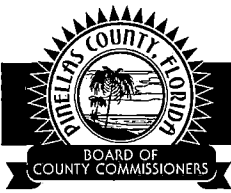
33712

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Agenda item number (NOT case number): E. D.

Speaking:

For ☒ Against ☐ Undecided ☐

Waive speaking:

In Support ☒ Against ☐

(The Chairman will read this information into the record.)

Topic: SCIF

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