



Doing Things!

Economic Development

February 14, 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

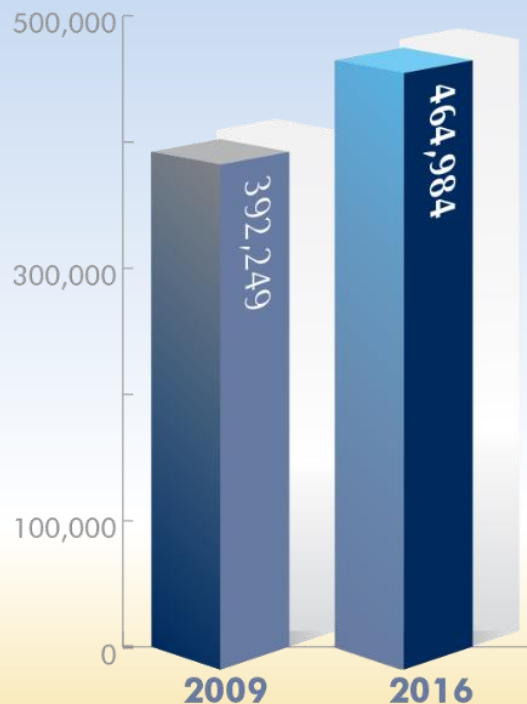




What We Do

- 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

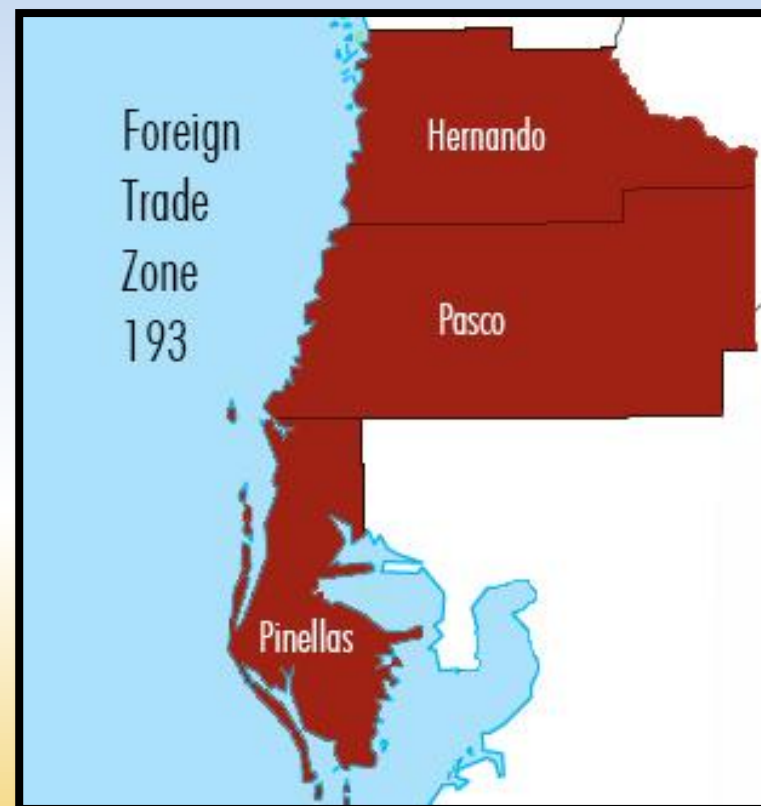
- Costa Rica (April 2016)
 - \$12.1M in projected sales for Tampa Bay companies
- Dominican Republic (Dec. 2016)
 - \$6.8M in projected sales for Tampa Bay companies



Things Done



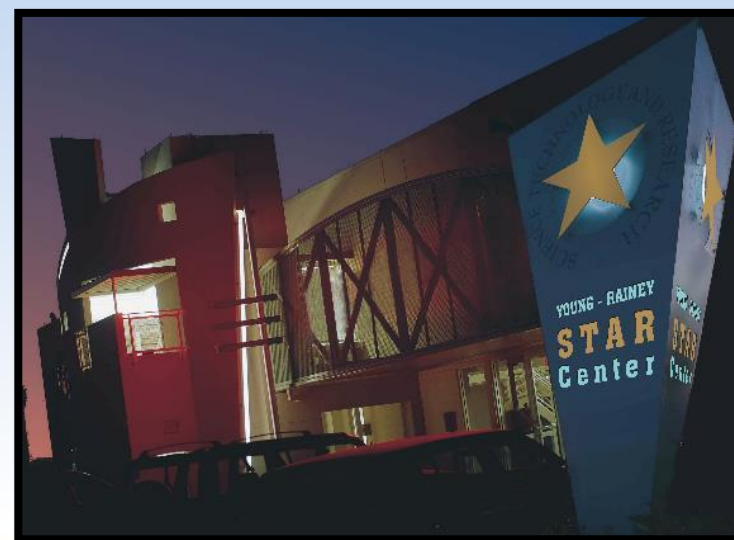
- Foreign Trade Zone 193
 - Partnership with Pasco and Hernando counties
 - Streamlined process for local companies
 - Can reduce or eliminate duties



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



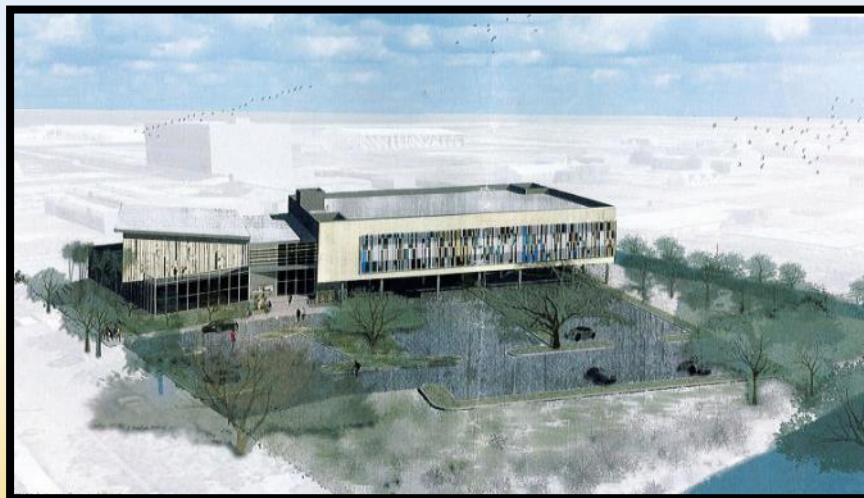
- AIRCO/Duke Energy joint marketing project
- 126th Avenue North added to MPO Priorities



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



Thank you!

