



Doing Things!

Economic Development

February 23, 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

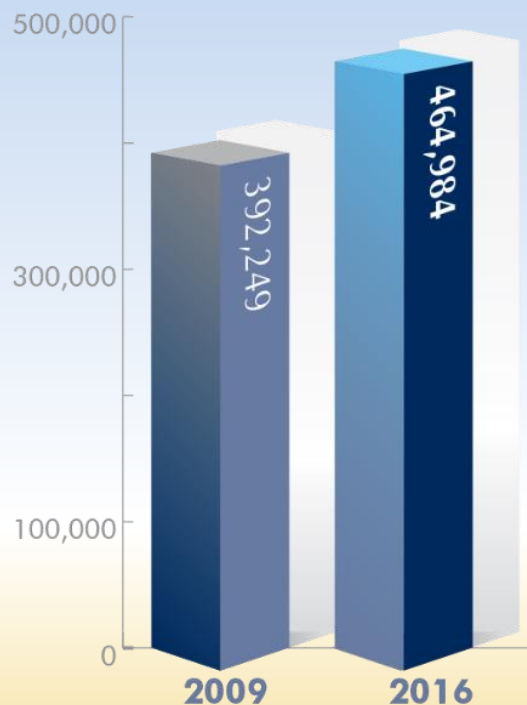




What We Do

- 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

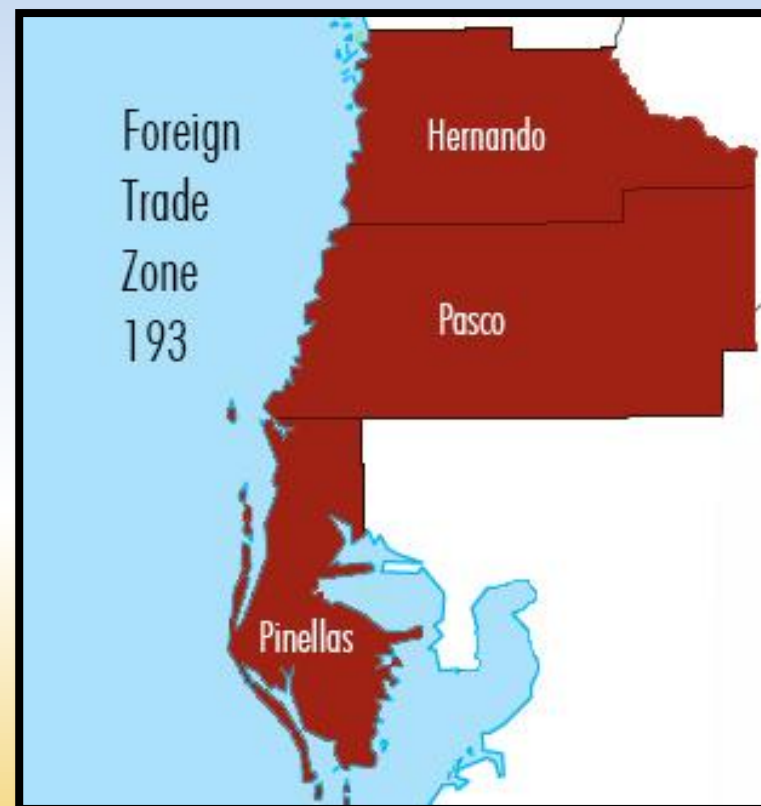
- Costa Rica (April 2016)
 - \$12.1M in projected sales for Tampa Bay companies
- Dominican Republic (Dec. 2016)
 - \$6.8M in projected sales for Tampa Bay companies



Things Done



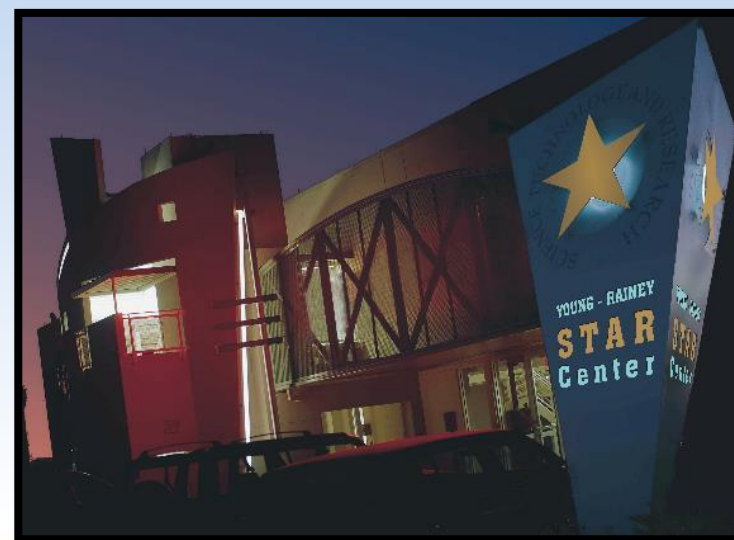
- Foreign Trade Zone 193
 - Partnership with Pasco and Hernando counties
 - Streamlined process for local companies
 - Can reduce or eliminate duties



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



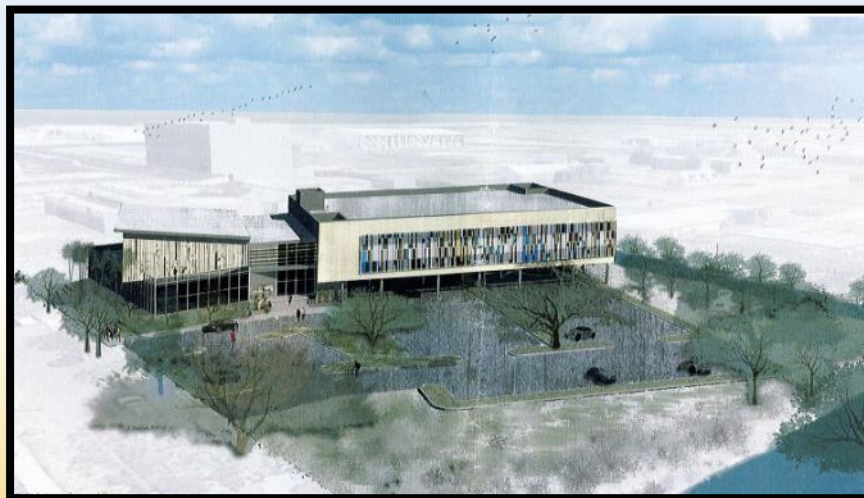


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- Legend:**
- AIRPORT**
 - Runway
 - Taxiway
 - Grass
 - WATER**
 - Water
 - Wetland
 - LAND USE**
 - Industrial
 - Commercial
 - Residential
 - Parks
 - Schools
 - Hospitals
 - Government
 - Military
 - Religious
 - Educational
 - Research
 - Development
 - Conservation
 - ROADS**
 - Highway
 - Arterial
 - Collector
 - Local
 - RAILROADS**
 - Track
 - Station
 - UTILITIES**
 - Power Line
 - Gas Line
 - Water Line
 - Sewer Line
 - ENVIRONMENTAL**
 - Wetland
 - Wetland Buffer
 - Wetland Mitigation
 - Wetland Restoration
 - CULTURAL**
 - Historic District
 - Historic Landmark
 - HISTORIC**
 - Historic District
 - Historic Landmark
 - RECREATION**
 - Park
 - Trail
 - Recreation Area
 - INDUSTRIAL**
 - Industrial
 - Commercial
 - Residential
 - Parks
 - Schools
 - Hospitals
 - Government
 - Military
 - Religious
 - Educational
 - Research
 - Development
 - Conservation
 - COMMERCIAL**
 - Commercial
 - Residential
 - Parks
 - Schools
 - Hospitals
 - Government
 - Military
 - Religious
 - Educational
 - Research
 - Development
 - Conservation
 - RESIDENTIAL**
 - Residential
 - Parks
 - Schools
 - Hospitals
 - Government
 - Military
 - Religious
 - Educational
 - Research
 - Development
 - Conservation
 - PARKS**
 - Park
 - Trail
 - Recreation Area
 - SCHOOLS**
 - School
 - Playground
 - HOSPITALS**
 - Hospital
 - Medical Center
 - GOVERNMENT**
 - Government
 - Public Works
 - MILITARY**
 - Military
 - Base
 - RELIGIOUS**
 - Religious
 - Church
 - EDUCATIONAL**
 - Educational
 - School
 - RESEARCH**
 - Research
 - University
 - DEVELOPMENT**
 - Development
 - Industrial
 - CONSERVATION**
 - Conservation
 - Wetland
- Duke Energy**
Pinellas County, FL
- AIRCO**
Conceptual Site Plan Alternative #3
- HEIDI**
Habitat for Humanity International, Inc.

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!

