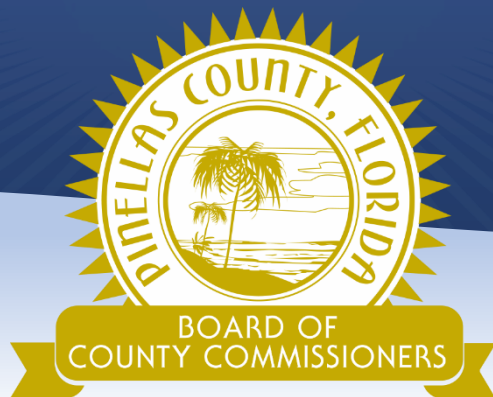


Doing Things!

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



Who We Are



With Partners We Do More



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

What We Do

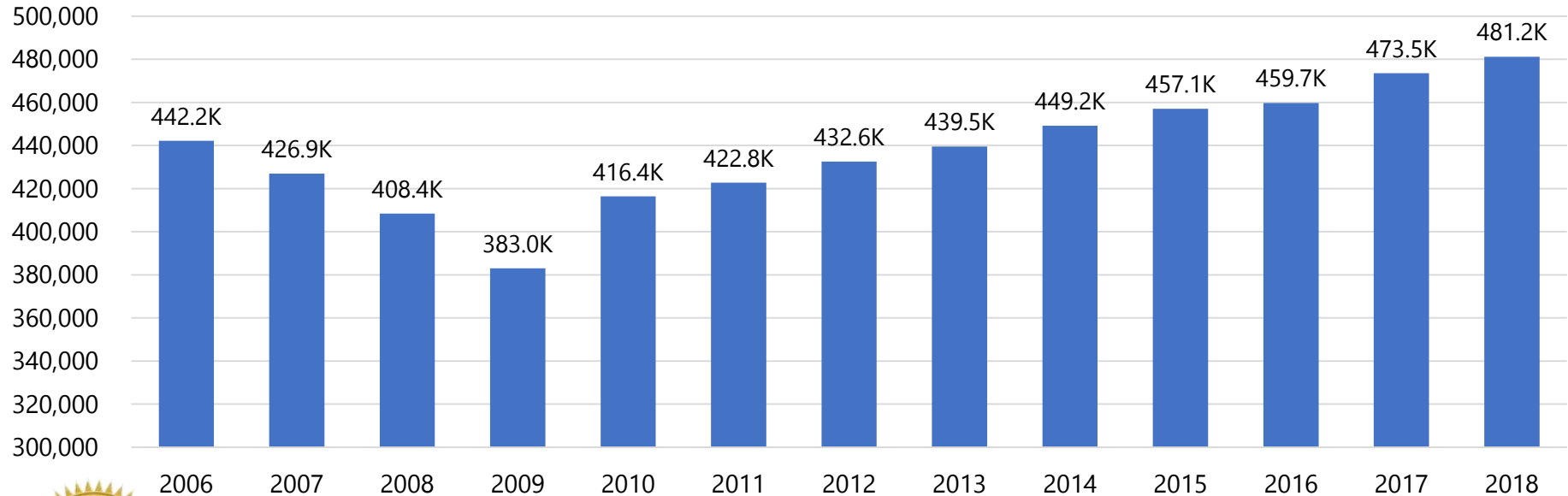


- **Retain and help existing businesses to expand**
- **Facilitate new business start-ups**
- **Attract new high-wage primary employers**
- **Facilitate access to capital**
- **Improve business climate**
- **Foster partnerships to support business**
- **Facilitate availability of trained workforce**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





Employment in Pinellas County

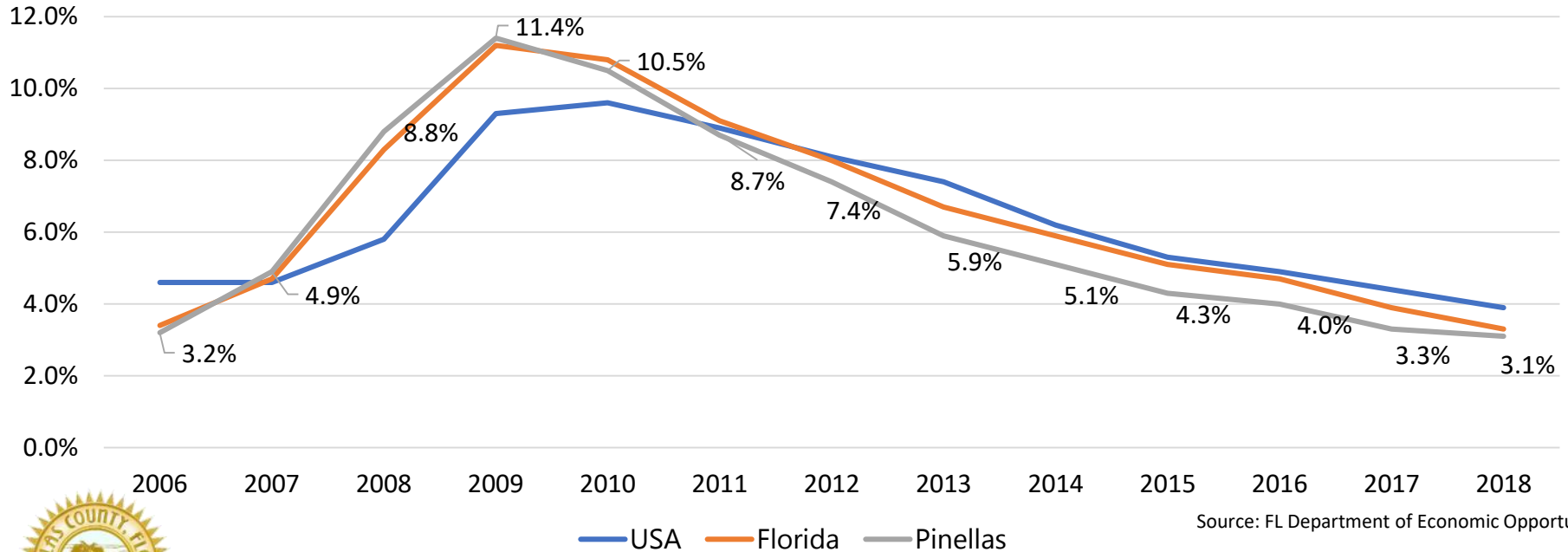


Source: FL Department of Economic Opportunity

Things Done



Unemployment Rate

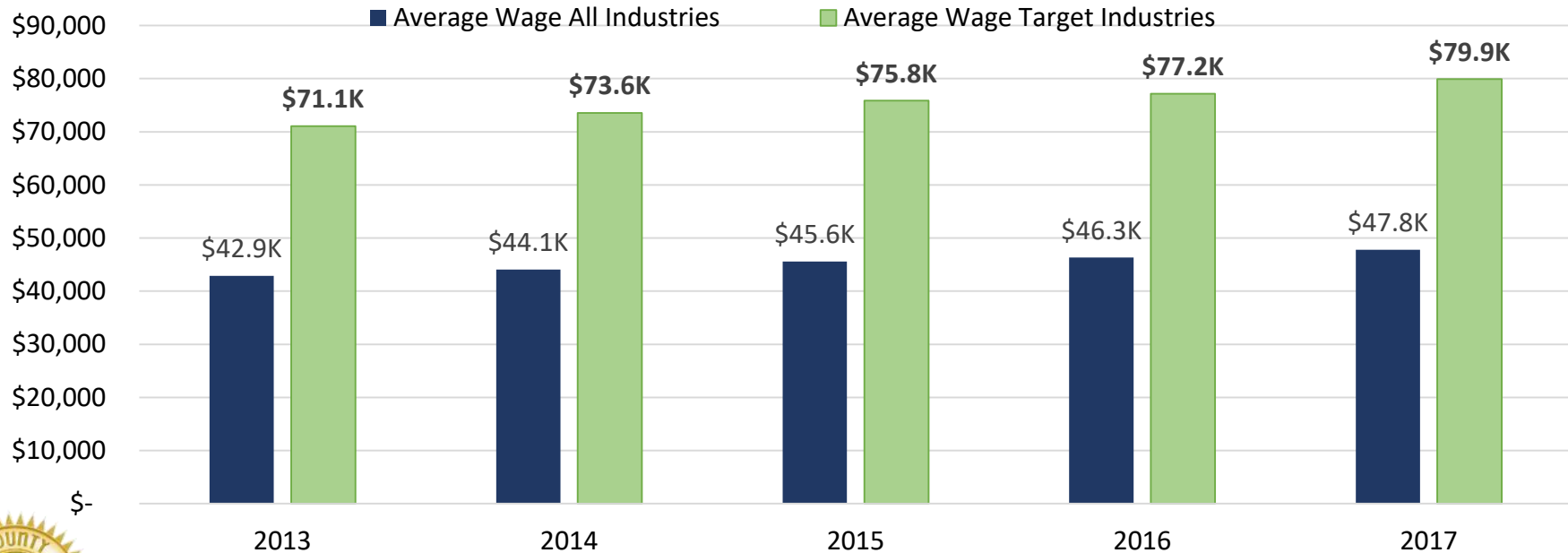


Source: FL Department of Economic Opportunity





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





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**



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



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**

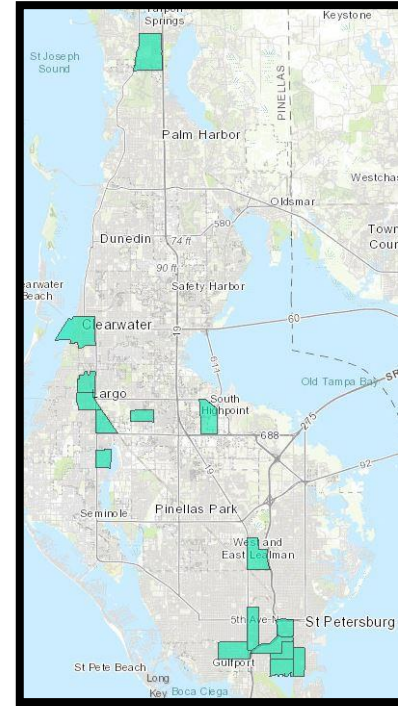


Things Done



Opportunity Zones

- 16 Pinellas Census tracts designated
- Projects will offer substantial federal income tax benefits to investors and developers
- PCED.org/OZ (draft website)





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



Things Done



STAR Center

- Request for Negotiations
- Marketing process
- Final decisions
- Next steps

PINELLAS COUNTY
ECONOMIC DEVELOPMENT
WWW.PCED.ORG

Pinellas County Economic Development
The EpiCenter, 13805 58th Street North, Suite 1.200
Clearwater, Florida 33760
Contact Us: 727-464-7332

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 662,000 (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 2 178-0394-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 PCEDA 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.

Pinellas County
Request for Negotiation
RFN 178-0394-RN (RG)

Oct. 11, 2018 at 3:00 pm -
Deadline for Statements of Interest

Oct. 3, 2018 at 3:00 pm -
Deadline for Inspection of the Property: Any potential responder that desires to inspect the property should email: **Kim Ciricello at KCiricello@PinellasCounty.org** in the Real Estate Management Department to arrange for access for inspections.

Oct. 3, 2018 at 3:00 pm -
Deadline for Written Questions

Submit Questions to:
Rosa E. Garcia, CPPO
at **rgarcia@pinellascounty.org**

WRITTEN REQUESTS FOR INTERPRETATIONS / CLARIFICATIONS:

No oral interpretations will be made to any firms as to the meaning of this RFN.

All questions pertaining to the terms and conditions or scope of work of this proposal must be sent in writing (as per above) to the Purchasing Department and received no



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!

