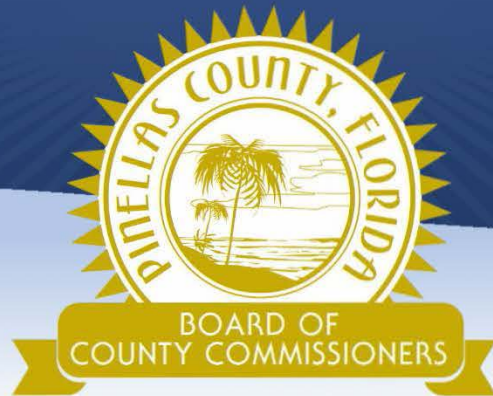


# Doing Things!

To Serve the Public

Economic Development

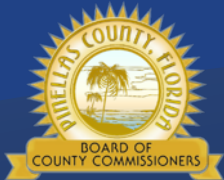


**Our Vision:**  
To Be the Standard for  
Public Service in America.

# 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

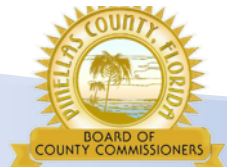




# Who We Are



## With Partners We Do More

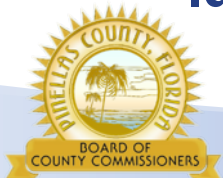


**Our Vision:** To Be the Standard for Public Service in America

# What We Do

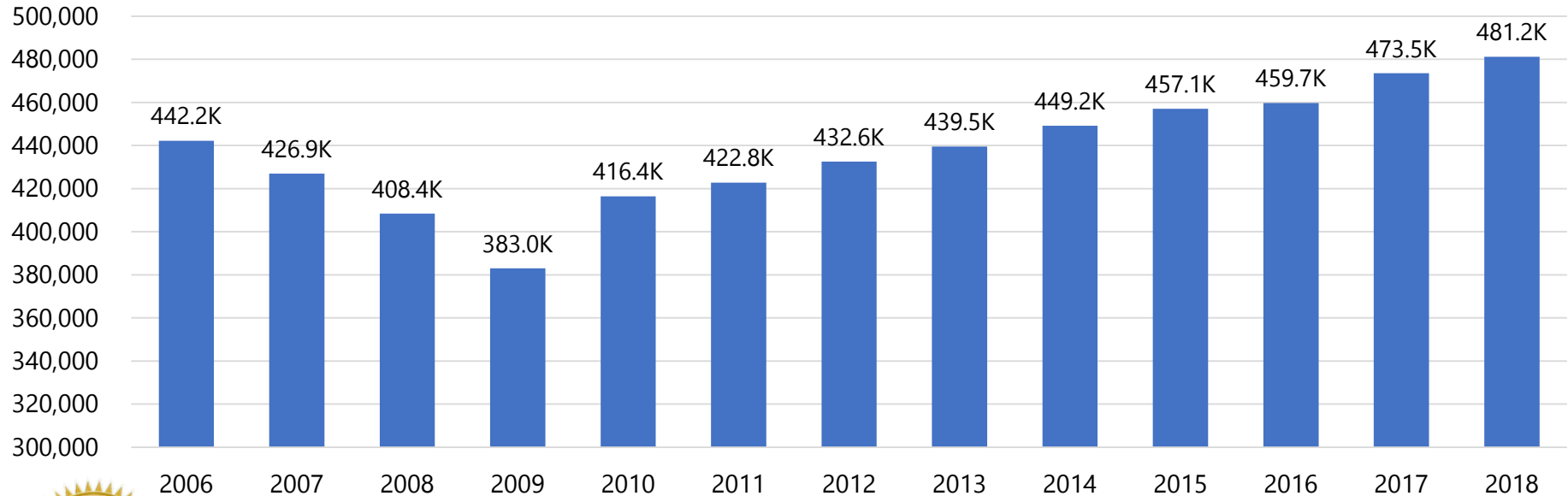


- **Retain and help existing businesses to expand**
- **Facilitate new business start-ups**
- **Attract new high-wage primary employers**
- **Facilitate access to capital**
- **Improve business climate**
- **Foster partnerships to support business**
- **Facilitate availability of trained workforce**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





## Employment in Pinellas County

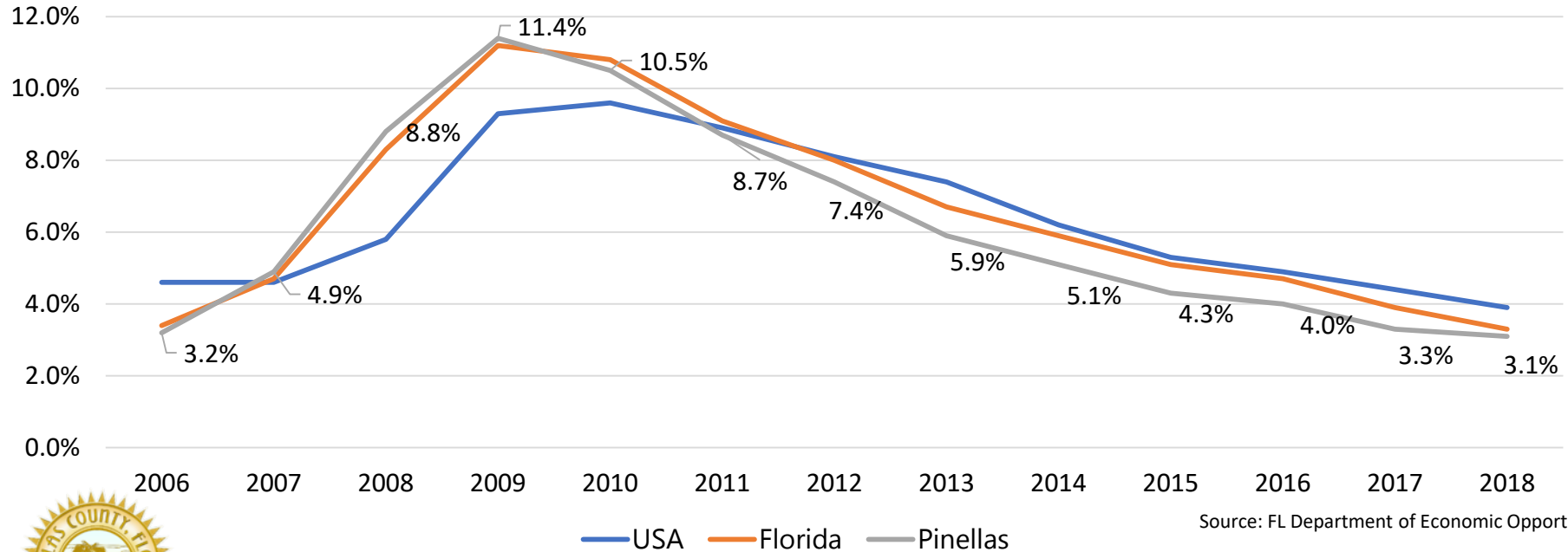


Source: FL Department of Economic Opportunity

# Things Done



## Unemployment Rate

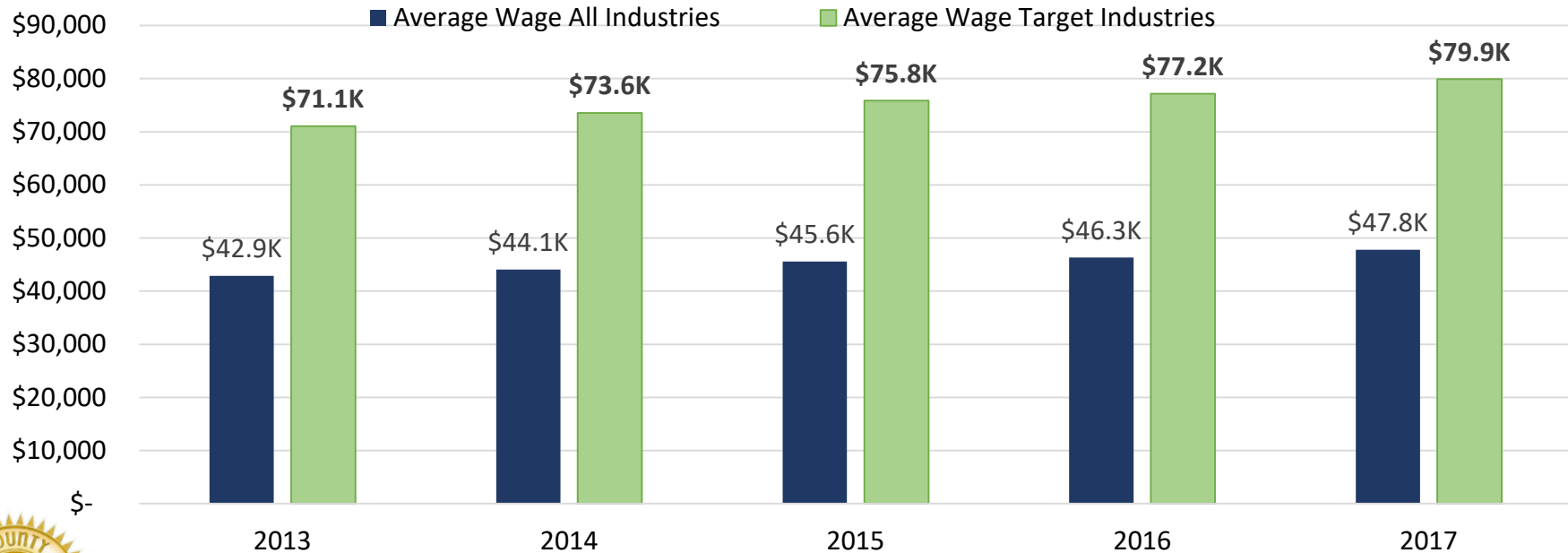


Source: FL Department of Economic Opportunity





## 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**



**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**

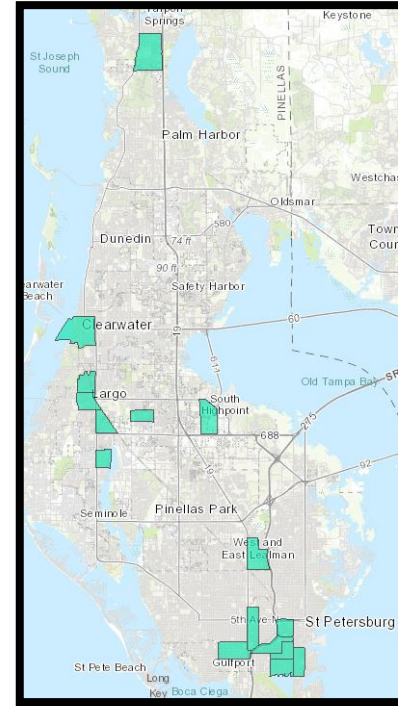


# Things Done



## 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)





## 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](https://PCED.org/dashboard)

### Economy

	Unemployment Rate	Gross Regional Product	GRP/Capita	Exports Value	State Income Tax
Value   Trend	<b>3.1%</b> ↓	<b>\$48.0B</b> ↑	<b>\$49,581</b> ↑	<b>\$38.1B</b> ↓	<b>0%</b>

### Workforce

	Labor Force Size	% Population with BA or higher	% Population w/ graduate degree	Average Hourly Wage
Value   Trend	<b>496,392</b> ↑	<b>31.3%</b> ↑	<b>11.2%</b> ↑	<b>\$21.23</b> ↑

### Population

	Population	Annual Net Migration	Foreign-Born Population	Households	Median Household Income	Median Age
Value   Trend	<b>970,532</b> ↑	<b>15,235</b> ↑	<b>13.3%</b> ↑	<b>433,534</b> ↓	<b>\$49,730</b> ↑	<b>48.9</b> ↑



# 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

The screenshot shows the Pinellas County Economic Development website. The header includes the Pinellas County logo and contact information. The main content area is titled "STAR CENTER, 96-ACRE INDUSTRIAL PARK". It features a "Request for Negotiation (RFN) - Due October 11, 2018 at 3:00 P.M." announcement. The page lists the deadline for statements of interest, the deadline for sealed proposals, and the list of documents to be reviewed. It also includes a map of the property and a list of questions to be submitted.

**PINELLAS COUNTY**  
ECONOMIC DEVELOPMENT  
WWW.PCED.ORG

Pinellas County Economic Development  
The EpiCenter, 13805 58th Street North, Suite 3, 209  
Clearwater, Florida 33760  
Call: 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 campus.

**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
- Requested 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.Cicello@PCEDA.org](mailto:Kim.Cicello@PCEDA.org) at [Kim.Cicello@PCEDA.org](mailto:Kim.Cicello@PCEDA.org) in the Real Estate Management Department to arrange for access for inspections.

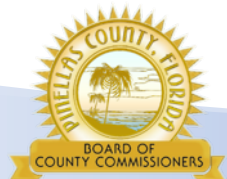
**Oct. 3, 2018 at 3:00 pm:**  
Deadline for Written Questions

Submit Questions to:  
**Rosa E. Garcia, CPPO**  
at [rgarcia@pinellascounty.org](mailto: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!



Pinellas County Economic Development Holiday Food Drive for RCS Pinellas



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