

**EXHIBIT D**  
**PERFORMANCE REPORT**

EDC: Tampa Hillsborough Economic Development Corporation

PROGRAM: Economic Development Services

REPORT PERIOD April 2018 THROUGH June 2018

PERCENTAGE OF AGREEMENT COMPLETED 75 %

I. ACCOMPLISHMENTS:

- Missions
  - EFI Team Florida New York Consultant Broker Mission
- Direct Outreach
  - Conducted Business Visits with company leadership in targeted industry firms
  - Collected business intelligence and identified projects
  - Conducted business visits to local companies including foreign-owned
  - Conducted one-on-one international consultations with local businesses to increase export capacity
  - Met with foreign direct investment prospects from various countries.
- Community Outreach
  - CoreNet Tampa Chapter Meeting
  - EDC Real Estate Forum
  - Global Tampa Bay Meeting
  - PoweredUp Tampa Bay Tech Festival 2018
  - M-Pact (Manufacturing Alliance) event at Brandon Campus
  - BioFlorida Chapter Event at LifeLink
  - Emerging Leaders of Tampa Bay Vision Series.
- Conferences
  - IAMC Spring Forum
  - FEDC Annual Meeting
  - SOFIC Conference.

- Website
  - 34,211 unique users visited web site in first three quarters of FY2018 – 86% of goal for year
  - Continuously updated web site content
  - Continued building and publishing new content sections for MakeitTampaBay.com talent attraction web site.
  
- E-Marketing
  - Produced and e-mailed 3 monthly community newsletters to 3,000+ stakeholders in Tampa Bay
  - Promoted, via email campaign, registrations for TBEA (now Global Tampa Bay) relaunch luncheon event.
  
- Media Relations
  - Developed and maintained editorial content calendars
  - Pitched stories and distributed releases to local and national media outlets
    - 217 local, national and international media placements through Q3 - 115% of goal
  - Secured coverage in local print, online, and broadcast media (Tampa Bay Times, Tampa Bay Business Journal, Florida Trend, Business Observer)
  - Secured coverage in national / international media (New York Times, Politico Mexico, MentePost, Deutsche Welle, Cancer Discovery, Site Selection Magazine).
  
- Social Media
  - Produced and promoted news, content and the Hot Job of the Day on social media channels for Make it Tampa Bay
  - Published new videos, profiles and updates on Tampa/Hillsborough County young professionals and entrepreneurs for Make it Tampa Bay and Tampa Hillsborough EDC social media channels
  - Grew total social media following (Facebook, LinkedIn, Instagram, twitter) to 9,512 followers (115% of FY2018 goal).
  
- Marketing Toolbox
  - Updated Rankings one-sheet
  - Updated Cost of Living and Economic Indicators.
  
- Events
  - Real Estate Forum, May 3
  - Meet the Projects, June 5
  - Global Tampa Bay Launch/Luncheon, May 18
  - Copa Air Service Update Luncheon, June 28.

II. PROBLEMS: No problems to report.

III. STATUS REPORT ON PROVISION OF SERVICES: (include report period and year-to-date)

<u>UNITS OF SERVICE PROVIDED</u>	<u>ANNUAL PROGRAM GOAL</u>	<u>REPORT PERIOD</u>	<u>YEAR TO DATE</u>	<u>% OF GOAL COMPLETED</u>
Economic Development Services - Base Work Program	<u>4</u>	<u>Q3</u>	<u>3</u>	<u>75%</u>

IV. OTHER COMMENTS:

SUPPORTING ATTACHMENTS: See Exhibit A, Scope of Services, for detailed deliverables, benchmarks and performance measures to be part of each Performance Report. For specific activities, include applicable accomplishments such as number of missions, conferences, publications, meetings, and other measurable steps. The Performance Reports should outline the work plan efforts and quantify the results for the reporting period. Additional Financial Reporting and documentation is detailed in Exhibit B.

Q3 FY'18 Performance Metrics, October 1, 2017 - June 30, 2018 City/County Performance Metrics										
OBJECTIVE/STRATEGY	Activity /Deliverables	Completion Date	Indicator				Total	% of Goal YTD	Status	Comments
			Q1 Actual	Q2 Actual	Q3 Actual	Q4 Actual				
Job Creation	2,500 Announced Jobs	9/30/2018	458	95	1,167	1720	69%	In Process	See Attachment A	
Capital Investment	\$100 million	9/30/2018	\$25,490,000	\$270,000	\$40,941,000	\$ 66,701,000.00	67%	In Process	See Attachment A	
Average Wage	75% above County avg *	9/30/2018	100%	100%	100%	100%	100%	In Process	See Attachment B	
Lead Sources	% Non-EFI (Goal < 50%)	9/30/2018	45%	65%	63%	60%	100%	In Process	See Attachment C	
New Projects	Goal: 80 opened in FY '18	9/30/2018	20	50	30	100	125%	In Process	See Attachment C	
Private Investment	\$2,500,000	9/30/2018	\$675,665	\$662,205	\$388,089	\$1,685,958	67.00%	In Process	All sources except Govt	

\*based on those receiving incentives

**A**

# COMPLETED PROJECTS THROUGH June 30th

COMPANY	NEW JOBS	CAPITAL INVESTMENT	AVERAGE WAGE	INCENTIVES	TARGET INDUSTRY	INTERNATIONAL
Wilson HCG	28	\$489,105	\$57,163	QIT	Financial Services	
MetLife	430	\$25,000,000	\$74,561	QTI	Financial Services	
Zavazok Group	25	\$150,000	n/a	Research and Real Estate Assistance	Distribution & Logistics	Yes
World Triathlon Corporation	70	\$120,000	\$57,163	QTI	Corporate HQ	
Greenway Health	104	\$1,800,000	\$57,163	QTI	Corporate HQ	
Project Shelf	20	\$30,000,000	n/a	Permitting Assistance / Workforce Programs	Manufacturing	
Obsidian Solutions Group	50	\$75,000	\$75,000	Workforce Programs / Training Grants / Real Estate / Connection to Community	IT / Defense and Security	

# COMPLETED PROJECTS THROUGH June 30th

COMPANY	NEW JOBS	CAPITAL INVESTMENT	AVERAGE WAGE	INCENTIVES	TARGET INDUSTRY	INTERNATIONAL
Frank Recruitment Group	100	\$1,500,000	\$61,000	Permitting Assistance / Workforce Programs	Financial Services	Yes
Liftup	20	\$350,000	n/a	Property Search / Market Data / Workforce Programs	Distribution / Logistics	Yes
The Mosaic Company	150	\$150,000	n/a	Research and Real Estate Assistance	Community Connections / Market Research	
Resistacap	100	\$500,000	n/a	Workforce Programs / Training Grants / Sales Tax Exemptions Info	Manufacturing	
Symmetry Office	20	\$450,000	n/a	Property Search / Workforce Programs / Training Grants	Manufacturing	

# COMPLETED PROJECTS THROUGH June 30th

COMPANY	NEW JOBS	CAPITAL INVESTMENT	AVERAGE WAGE	INCENTIVES	TARGET INDUSTRY	INTERNATIONAL
Tampa Bay Brewing Company	12	\$700,000	n/a	Permitting Assistance / Workforce Programs	Manufacturing	
Charter Communications Inc.	496	\$4,541,000	\$57,163	QTI	IT	
Validity	75	\$525,000	\$64,000	Workforce Programs	IT	
Newgentek	20	\$500,000	n/a	Workforce Services/ OJT / PWE / Training Grants / Real Estate	IT	
<b>Total</b>	<b>1,720</b>	<b>\$66,700,000</b>				



**B**

**Tampa Hillsborough Economic Development Corporation**  
**Average Wage per Job**  
**Q3 FY 18**

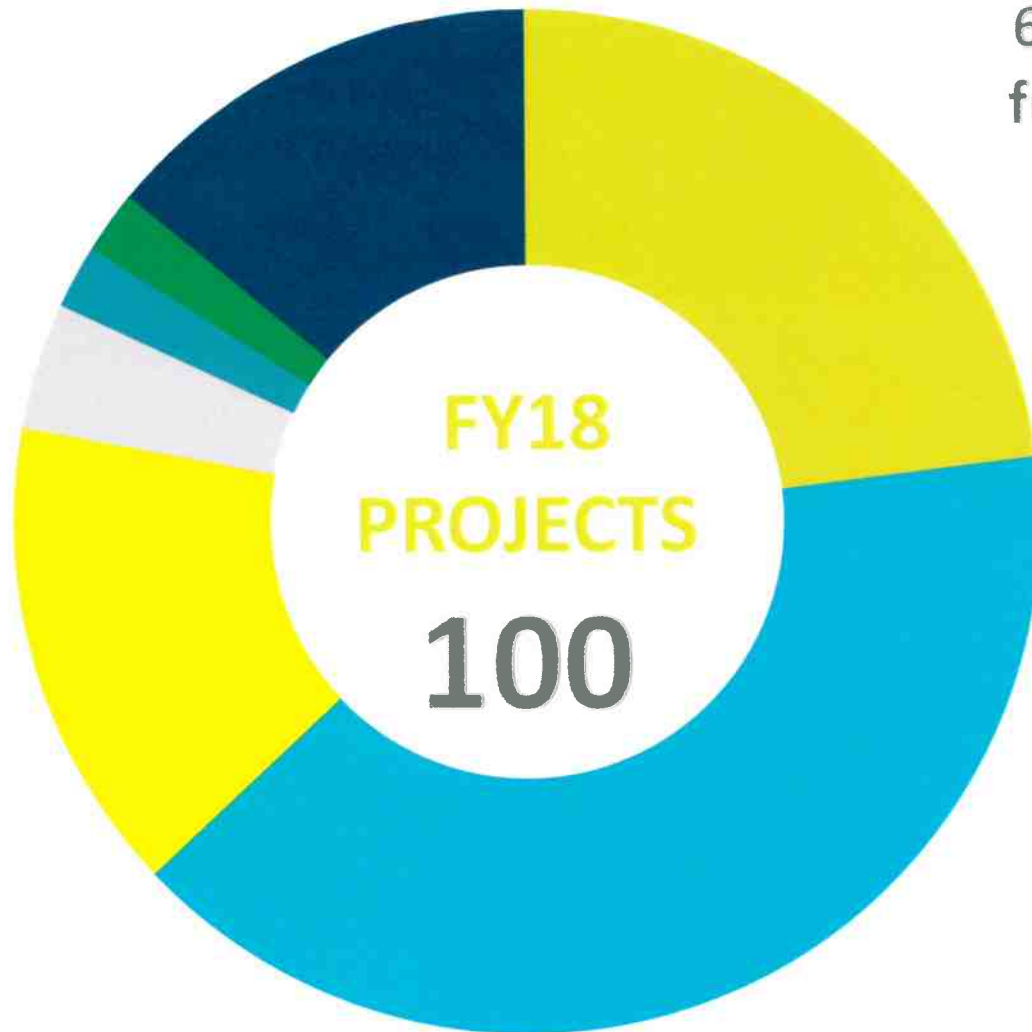
EDC No.	Company Name	New Jobs	Benchmark Wage	Expected Overall Wage
17-023	WilsonHCG	28	\$57,163	\$1,600,564
17-351	MetLife	430	\$74,561	\$32,061,230
17-236	World Triathlon Corporation	70	\$57,163	\$4,001,410
17-280	Zavazok Group	25	n/a	n/a
16-381	Greenway Health	104	\$57,163	\$5,944,952
17-203	Project Shelf	20	n/a	n/a
17-346	Obsidian Solutions Group	50	\$75,000	\$3,750,000
18-055	Frank Recruitment Group	100	\$61,000	\$6,100,000
17-361	LiftUp	20	n/a	n/a
18-118	The Mosaic Company	150	n/a	n/a
18-034	Resistacap	100	n/a	n/a
16-331	Symmetry Office	20	n/a	n/a
18-097	Tampa Bay Brewing Company	12	n/a	n/a
17-349	Charter Communications Company	496	\$57,163	\$28,352,848
18-050	Validity	75	\$64,000	\$4,800,000
17-383	Newgentek	20	n/a	n/a
		<b>1720</b>		<b>\$37,663,204</b>

Average Wage of Incentive Deals	=	\$63,054.12
Hillsborough County Average Wage	=	\$50,768.00
Percent of HC Average Wage	=	124%
Percent of Jobs Above HC Average Wage	=	100%

*NOTE: Only those projects that have received QTI incentives and where we have accurate wage information have been listed. Obsidian and Validity are not included in the calculation as they did not receive QTI.*

C

# FY18 PROJECTS BY SOURCE



60% of leads have come from sources other than Enterprise Florida.

- Direct | 23
- EFI | 40
- Consultant | 15
- Broker | 4
- Investor | 2
- Web | 2
- Other | 14

*New Projects from October 1, 2017 – June 30, 2018*