

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

EDC: Tampa Hillsborough Economic Development Corporation

PROGRAM: Economic Development Services

REPORT PERIOD October 2017 THROUGH December 2017

PERCENTAGE OF AGREEMENT COMPLETED 25 %

I. ACCOMPLISHMENTS:

- Business Development Missions
  - Team Tampa Bay to Chicago
- 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
  - 2017 CoreNet Global Tampa Chapter
  - 2017 LTA Conversations with Influence featuring Tampa Sports Commission
  - Industry Sector Growth Strategies National Conference
  - Public Policy Meeting – Emerging Leaders of Tampa Bay
  - Leadership Brandon Economic Development Day – Brandon Chamber of Commerce
  - Florida Center for Cybersecurity 2017 Annual Conference
  - NAIOP Morning Speaker Series
- Conferences & Events
  - IEDC International Annual Conference
  - IAMC Fall Forum
  - Defense Innovation Tech Tampa
  - BioFlorida
  - CoreNet Global
  - Area Development Consultants Forum

- Website
  - 9,638 unique users visited web site in Q1 - 24% of goal for year
  - Continuously updated web site content
  - Updated TBEA website
  - Created new password-protected Investor portal in Investor Relations section of web site
  - Developed content for custom web site for Amazon HQ2 pitch
  
- E-Marketing
  - Produced and e-mailed 3 monthly community newsletters to 3,000+ stakeholders in Tampa Bay
  - Produced 3 monthly international newsletters
  
- Media Relations
  - Developed and maintained editorial content calendars
  - Pitch stories and distribute releases to local and national media outlets
    - 42 local placements for Q1 - 30% of goal
    - 20 national/international placements for Q1 – 45% of goal
  - Secured coverage in local print, online, and broadcast media (Tampa Bay Times, Tampa Bay Business Journal, Business Observer, Bay News 9)
  - Secured coverage in national/international media (Forbes, Handelsblatt, Area Development Online)
  
- Social Media
  - Stepped up promotion of new social media channels for Make it Tampa Bay on Facebook and Twitter
  - 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
  - Updated and maintained the TBEA social media accounts including LinkedIn and Facebook
  
- Marketing Toolbox
  - Published August and September 2017 Economic Indicators reports
  - Published Q1, Q2 and Q3 Cost of Living Index (COLI) reports
  - Updated and published new industry overviews for Manufacturing and Information Technology
  - Scripted and shot ten videos in support of Tampa Bay’s Amazon HQ2 pitch
  - Updated and/or maintained Investor materials and other collateral
  
- Events
  - Annual Meeting, held on October 17 at Amalie Arena

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>Q1</u>	<u>1</u>	<u>25%</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.

Q1 FY'18 Performance Metrics, October 1, 2017 - December 31, 2017 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				458	18%	In Process	See Attachment A	
Capital Investment	\$100 million	9/30/2018	\$25,490,000				\$ 25,490,000.00	26%	In Process	See Attachment A	
Average Wage	75% above County avg *	9/30/2018	100%				100%	100%	In Process	See Attachment B	
Lead Sources	% Non-EFI (Goal < 50%)	9/30/2018	45%				45%	100%	In Process	See Attachment C	
New Projects	Goal: 80 opened in FY '17	9/30/2018	20				20	25%	In Process	See Attachment C	
Private Investment	\$2,500,000	9/30/2018	\$675,665				\$675,665	27.03%	In Process	All sources except gov't.	

\*based on those receiving incentives

A

# COMPLETED PROJECTS THROUGH DEC. 31

COMPANY	NEW JOBS	CAPITAL INVESTMENT	AVERAGE WAGE	INCENTIVES	TARGET INDUSTRY	INTERNATIONAL
WilsonHCG	28	\$489,105	\$57,163	QTI	Financial Services	
MetLife	420	\$25,000,000	\$74,561	QTI	Financial Services	
<b>Total</b>	<b>448</b>	<b>\$25,489,105</b>				

**B**

**Tampa Hillsborough Economic Development Corporation**  
**Average Wage per Job**  
**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
		<b>458</b>		<b>\$33,661,794</b>

Average Wage of Incentive Deals	=	\$73,497.37
Hillsborough County Average Wage	=	\$50,768.00
Percent of HC Average Wage	=	144%
Percent of Jobs Above HC Average Wage	=	100%

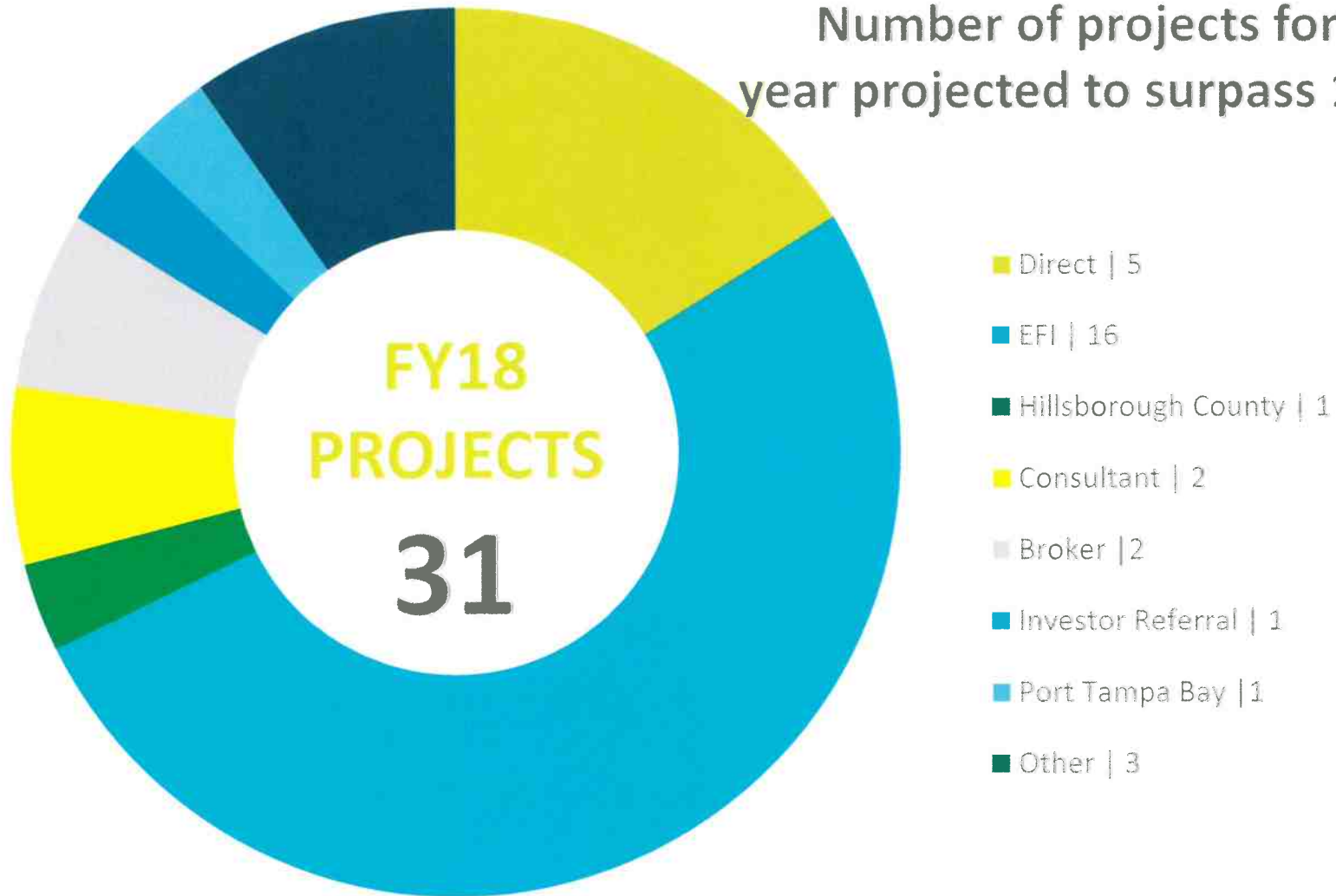
*NOTE: Only those projects that have received County incentives and where we have accurate wage information have been listed.*



C

# FY18 PROJECTS BY SOURCE

Number of projects for the year projected to surpass 100.



*New Projects Entering Pipeline October 1, 2017 – December 31, 2017*