Investor Relations Committee Agenda
January 26, 2021
8:00 a.m.
Via Zoom

I. Welcome

II. EDC Update

III. Investor Revenue Report *(FY21 YTD as of December 31)*

IV. Prospect ID & Development

- Discussion: What Industries Have Been/Are Doing Well?
  What Companies Do We Know in These Sectors?
- Review Current Top Prospects List
- Ramping Up Activity
- Growing the IRC

V. Any Other Business/Adjourn

INVESTOR RELATIONS & DEVELOPMENT REPORT

As of December 31, 2020

FY2020 INVESTOR REVENUE	(YTD 12/31/20)
Total Investor Revenue Goal:	$ 1,850,000
Total Investor Revenue Actual/Paid:	$ 444,500
To Goal:	**$ 1,405,500**

NEW INVESTORS & UPGRADES	(YTD 12/31/20)
Total New Investors & Upgrades Goal:	$ 203,000
Total New Investors & Upgrades Actual/Paid:	$ 20,000
Total New/Upgrades Committed & Invoiced*:	$ 5,000
To Goal:	**$ 183,000**

NEW INVESTORS (YTD 12/31/20)

- Circle of Champions (0)
- Chairman's Council (0)
- President's Council (2): CDW Corp.; Lewis, Longman & Walker, P.A. (LLW)
- Gazelle (0)

*New Investors Committed & Invoiced (1): Charter Communications ($5,000 + In-Kind)

SPONSORSHIP & EVENT REVENUE	(YTD 12/31/20)
Total Sponsorship Goal:	$ 129,500
Total Sponsorship Actual/Paid:	$ 68,944
To Goal:	**$ 60,556**

GRANT REVENUE	(YTD 12/31/20)
Total Grant Revenue Goal:	$ 100,000
Total Grant Revenue Actual/Paid*:	$ 30,000
To Goal:	**$ 70,000**

*Community Foundation of Tampa Bay

RENEWING INVESTORS	(YTD 12/31/20)
Total Renewal Goal:	$ 1,647,000
Total Renewal Actual/Paid:	$ 424,500
To Goal:	**$ 1,222,500**

ATTRITION	(YTD 12/31/20)
Total Attrition *($ amount YTD)* =	$ 30,000
Lost *($ amount YTD)* =	$ 5,000
Downgraded *($ amount YTD)* =	$ 25,000

Actual Lost (1): Stonehill Innovation

Actual Downgrade (1): The University of Tampa

AT RISK (YTD 12/31/20)

Estimated current number of at-risk Investors: 3

Total $ Amount at risk: $30,000

UPGRADES (YTD 12/31/20)

- Circle of Champions (0)
- Chairman's Council (0)
- President's Council (0)

ACCOUNTS RECEIVABLE	(YTD 12/31/20)
Current:	$ 503,583
1-30 Days:	$ 20,000
31-60 Days:	$ 40,000
61-90 Days:	$ 15,000
91 Days+:	$ 0
Total A/R:	**$ 578,583**

Updated: 01/12/2021

Current Prospects Review

Van Trust

SCP & Co.

Schiller International University

City National Bank

CliftonLarsonAllen

Caspers Company

Plenary Group

Goldman Sachs

Brown & Brown

Vector Solutions

Gilbane

Centene

Kimmins Contracting Corp.

Bank OZK

Franklin Street

Raymond James

A-LIGN

Moss Construction

Turner Construction

Soho Capital