

**Meeting will begin
at 9:30 A.M.**



Mid-Year Report Meeting

April 27, 2021



WELCOME AND INTRODUCTIONS



FIFTH THIRD BANK



Jim Weiss
**Fifth Third Bank/
Tampa Bay EDC Chairman**

GUEST SPEAKER



Rajeev Thakur
Head of Growth & Client Strategy

Q & A



Rajeev Thakur
Head of Growth & Client Strategy

ANNOUNCEMENT



Bob Bourque
President

CALL TO ORDER



FIFTH THIRD BANK



Jim Weiss
**Fifth Third Bank/
Tampa Bay EDC Chairman**

CONSENT AGENDA

- **Meeting Minutes – March 23, 2021**
- **Departmental Reports**

FINANCE & ADMINISTRATION

**STRATEGIC PROPERTY
PARTNERS**



**James Nozar
SPP/Vice-Chair and
Finance & Audit Committee Chair**

COMMITTEE REPORTS

- **Business Development/International – *Patty Hamilton, Marcum LLP***
- **Marketing – *Robin DeLaVergne, Tampa General Hospital***
- **Investor Relations – *Julio Esquivel, Shumaker, Loop & Kendrick, LLP***

BUSINESS DEVELOPMENT/INTERNATIONAL

MARCUM
ACCOUNTANTS ▲ ADVISORS



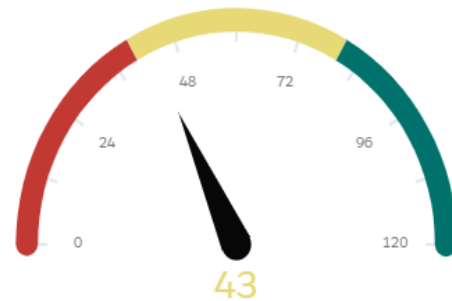
Patty Hamilton

BUSINESS DEVELOPMENT

FY '21 Year To Date In Review

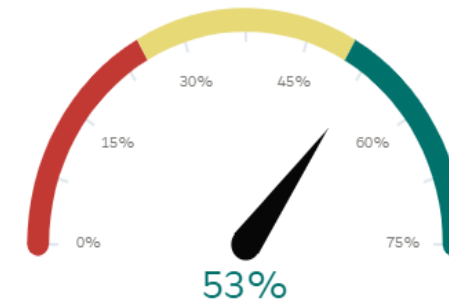
- 43 New prospects
- 36 of the 43 prospects are recruitment leads
- Industries with the most leads are Manufacturing (18) and Information Technology (8)

New Projects



Annual Goal: 80 New Projects Opened

Lead Sources - % of Leads Non-EFI



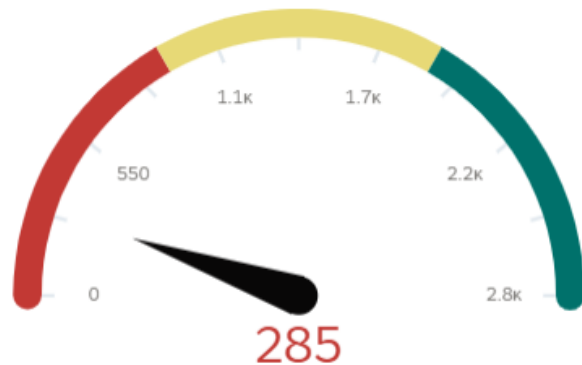
Annual Goal: % of Leads Non-EFI >50

BUSINESS DEVELOPMENT

Project Announcements Year To Date

- **4 Projects Closed, 285 Jobs, \$170,680,000 in Capital Investment**

FY Announced Jobs



Annual Goal - 2,750

FY Capital Investment



Annual Goal - \$250M

BUSINESS DEVELOPMENT

Project Announcements Year To Date

- 4 Projects Closed, 285 Jobs, \$170,680,000 in Capital Investment

OPSWAT.


BLULEADZ

 **SUZUKI**
MARINE


CELADON

BUSINESS DEVELOPMENT

1 Additional Major Announcement in February:

- **Pfizer selected Tampa to open a global capability hub.**
- **Company has not confirmed final number of jobs with the EDC.**



Pfizer to Join Tampa's Thriving Life Sciences Ecosystem with New Global Capability Hub

Pfizer, one of the world's premier biopharmaceutical companies, has announced plans to open a global capability hub in Tampa to bring together its multi-disciplinary, professional services, such as Finance, Human Resources, Digital, and Sourcing, into a consolidated and simplified structure.

BUSINESS DEVELOPMENT

Strategic Growth Area Recruitment

- **Launched LinkedIn marketing campaign targeting over 250 Cybersecurity companies across the country to promote Tampa as a destination for relocation or expansion.**



INTERNATIONAL

Upcoming International Events:

- **34th Annual NASBITE International Conference, virtual (May 18-20)**
- **SelectUSA Trade Show & Conference, virtual (June 6-9)**
- **Trade Mission with the United Kingdom, virtual (September 14-15)**



INTERNATIONAL

Global Tampa Bay:

- Global Tampa Bay released a new video on “International Business in Tampa Bay.”
- Clips of this video will be used in LinkedIn advertisements targeted at international markets in our key industries



MARKETING



Robin DeLaVergne

MEDIA RELATIONS



Pfizer Expanding Operations in Fast-Growing Tampa and Restarting Manufacturing in Michigan



TAMPA BAY BUSINESS JOURNAL

Pfizer confirms massive new operations hub in Tampa



Tampa Bay Times

Cybersecurity firm OPSWAT moving headquarters to Tampa

The San Francisco company is one of several cybersecurity companies to locate to the region.



San Francisco cybersecurity company OPSWAT is moving its headquarters to Tampa. Pictured is CEO Benny Czamy and the company's California office. (Courtesy of OPSWAT) (Courtesy of OPSWAT)

AREA DEVELOPMENT

OPSWAT Relocates Corporate Headquarters to Tampa, Florida

Boating Industry
Suzuki chooses Tampa for U.S. HQ

Tampa Bay Times



Suzuki Marine, a division of Suzuki Motor of America, makes outboard motors like the ones powering this boat. Suzuki wants to be located in the "heart of the marine business."

Courtesy of Suzuki Marine

Suzuki Marine to dock in Tampa

WEB SITE UPDATES

- The marketing team has launched new pages for our strategic growth areas: [health tech](#), [cybersecurity](#) and [fintech](#).
- Pages for cancer solutions and supply chain management technology are very close to launching.



FLORIDA ECONOMIC DEVELOPMENT WEEK RESULTS

FLORIDA ECONOMIC DEVELOPMENT WEEK

RESULTS: FEBRUARY 7-13, 2021
#FLEconDevWeek21

FEDW 2021 social media posts
TOTAL IMPRESSIONS 106,591



192 NEW FOLLOWERS

PROMOTED HOT JOBS FOR: OPSWAT, Beneficial Blends, BMS, Suzuki, UMA, Florida Funders and Bromley Companies

175 likes

8 FEDW 2021 TESTIMONIALS

OPSWAT

“Relocating our headquarters to Tampa is an incredible milestone that not only signals rapid growth but also our commitment to providing the best-in-class infrastructure protection to our global customers.”
Betsy Carter, CEO and Founder, OPSWAT

SUNDAY: OPSWAT

MONDAY: Beneficial Blends, Buchanan Ingersoll & Rooney PC

TUESDAY: Bristol Myers Squibb

WEDNESDAY: Helios Education Foundation

THURSDAY: The Florida Aquarium

FRIDAY: DTCC - The Depository Trust & Clearing Corporation

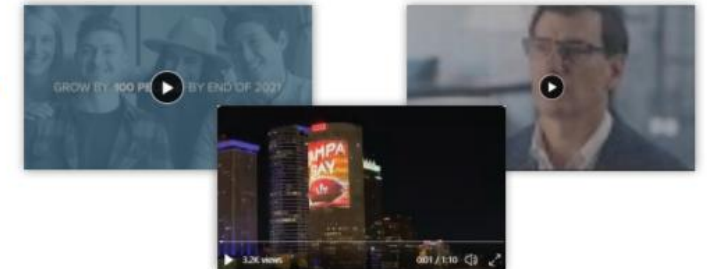
SATURDAY: Big Fish App Development Studio

6 FEDW 2021 videos
TOTAL VIDEO VIEWS 8,597

SUPER BOWL: Live from NFL Experience, Buccaneers Pirate Ship at Convention Center

BD: Citi, Drift, Fisher Investments

TESTIMONIALS: Teaser



2,247 page views to TAMPABAYEDC.COM

PROMOTED NEW CYBERSECURITY AND FINTECH LANDING PAGES



NATIONAL ECONOMIC DEVELOPMENT WEEK

TAMPA BAY
EDC
ECONOMIC
DEVELOPMENT
COUNCIL

2021
Celebrating
Economic
Development
Week
May 9-15

#EconDevWeek
#EDW2021

LINKEDIN CAMPAIGN

- The marketing team and business development team have worked together on a lead generation campaign on LinkedIn targeting cybersecurity companies.
- The campaign has generated 3 solid leads.
- The teams will launch similar campaigns aimed at fintech and health tech companies in May.

Tampa Bay Economic Development Council
10,295 followers
Promoted

Cybersecurity is defining Tampa's rise as a top 20 tech market. Companies like ReliaQuest, Citi, and PwC are finding the talent they need to fill thousands of cybersecurity roles. Contact us to learn why Tampa is the place to build your company's future.

Grow your company in Tampa
tampabayedc.com

[Learn more](#)

Tampa Bay Economic Development Council
10,295 followers
Promoted

Cybersecurity companies are thriving in Tampa thanks to top talent, lower costs and a supportive business climate. Contact us to learn why Tampa is the place to build your company's future.

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[Learn more](#)

Tampa Bay Economic Development Council
10,295 followers
Promoted

Tampa is one of the top destinations Americans are moving to now. Plenty of high skilled talent, low cost of living, no personal income tax, and beautiful weather year-round make life here hard to beat. What are you waiting for?

Grow your company in Tampa
tampabayedc.com

[Learn more](#)

Tampa Bay Economic Development Council

Learn more about growing your company in Tampa

We'll send this information to Tampa Bay Economic Development Council, subject to the company's privacy policy.

Email address *

You cannot leave any field blank. Please enter some value.

Is your company actively evaluating new markets to relocate or expand your operations to? *

Yes

What specific information about Tampa can we provide you? *

First name
Hussein
Last name
Shamseddine
Job title
Digital Marketing Manager

[Submit](#)

ADVERTISEMENTS

- Upcoming ad in Site Selection's May issue will have an editorial spotlight on Florida.
- The EDC will have an ad highlighting Tampa as a city on the move, booming with exciting transformative development projects.

Water Street Tampa

Midtown Tampa

RELOCATE TO A CITY ON THE MOVE

ONWARD TO TAMPA.

Heights Union

SkyCenter One

Tampa is booming with some of the most exciting mixed-use projects in the country. Imagine your offices located minutes from the city's bustling downtown, award-winning Tampa International Airport, Port Tampa Bay, and major interstate highways. Find your dream home in some of the most beautiful residential areas you'll find anywhere. Add your company's name to the list of global corporations that are thriving here, including Pfizer, Suzuki Marine, Fisher Investments, Drift, OPSWAT, and many others.

Looking for a new location to build an exciting future for your company? Our team can connect you to all the resources you need.

Visit TampaBayEDC.com or contact Steve Morey, SVP of Economic Development, at 813.518.2630 or smorey@tampabayedc.com.

UPCOMING EVENTS

- The EDC hosted another successful Meet the Projects virtual event last week.
- Save the date: Annual Meeting is November 3, 2021 at the JW Marriott.



The JW Marriott Water Street

INVESTOR RELATIONS

SHUMAKER[®]
Shumaker, Loop & Kendrick, LLP



Julio C. Esquivel

INVESTOR RELATIONS

**Upgraded/New Investors
Chairman's Council**



INVESTOR RELATIONS

Upgraded/New Investors President's Council



INVESTOR EVENTS



ED ECONOMIC DEVELOPMENT **Talks!** **Sponsor**
SouthState | CenterState



MEET THE PROJECTS
EVENT SPONSOR **AMGEN**

TAMPA BAY ECONOMIC PROSPERITY FOUNDATION UPDATE



Colleen Chappell, APR
**ChappellRoberts/Tampa Bay Economic
Prosperity Foundation Vice Chair**

PRESIDENT'S REPORT



**Craig J. Richard, CEcD, FM
President & CEO**

OPERATIONAL UPDATES

- **We are back to pre-pandemic staffing levels**
 - **3 New Team Members since November**
- **Continue working in a virtual office environment through May 2021**
 - **Adjusted WFH policy**
- **ED Talks June 15th (Virtual)**
- **Annual Meeting November 3rd (In Person)**

INVESTOR ANNOUNCEMENTS

Congrats EDC Investors for making the Tampa Bay Times' Best Places to Work:

- **BayCare**
- **Bristol Myers Squibb**
- **Fifth Third Bank**
- **GTE Financial**
- **Smith & Associates Real Estate**
- **The Bank of Tampa**
- **Warren Averett**

INVESTOR ANNOUNCEMENTS

- **Former Hillsborough County Commissioners Lesley Miller, Jr. and Sandra Murman join Shumaker Advisors**
- **Moffitt plans to expand its AI department and put the region on the biotech map**
- **University of Tampa opens new Ferman Center for the Arts**

INVESTOR ANNOUNCEMENTS

- **USF receives \$44 million grant for Alzheimer's study**
- **Tampa International Airport is celebrating its 50th anniversary**
- **BayCare lands on Fortune's 100 best companies to work for list**

THANK YOU!