

**Tampa Bay Economic Development Council**

101 E. Kennedy Blvd.  
Suite 1750  
Tampa, FL 33602



**Invoice**

<b>Bill To</b>
Board of County Commissioners 601 E. Kennedy Blvd. County Center, 13th Floor Tampa, FL 33602

<b>Date</b>	<b>Invoice #</b>
09/30/2024	BOCCFY24Q4

<b>Due Date</b>
09/30/2024

Description	Amount
<p>County Contract Funding FY24 Q4 (July - September 2024)</p> <p>Fourth of four installments for economic development services rendered by the Tampa Bay Economic Development Council per contract between Hillsborough County and Tampa Bay Economic Development Council as approved by Board of County Commissioners.</p> <p>Please Remit Payment To: Tampa Bay Economic Development Council 101 E. Kennedy Blvd., Suite 1750 Tampa, FL 33602</p>	<p>\$112,500.00</p>
	<p><b>Total</b> \$112,500.00</p>

**EXHIBIT C  
REQUEST FOR PAYMENT FORM  
HILLSBOROUGH COUNTY ECONOMIC DEVELOPMENT DEPARTMENT  
P.O. BOX 1110, TAMPA, FLORIDA 33601  
(813) 273-3719**

EDC: Tampa Hillsborough Economic Development Corporation  
PROGRAM: Economic Development Services

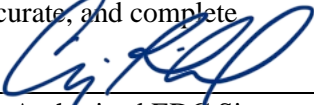
REQUEST NUMBER: 4 MONTH: July – September 2024 AMOUNT: \$ 112,500

**FINANCIAL STATUS REPORT**

BUDGET CATEGORIES	TOTAL ANNUAL APPROVED BUDGET	EXPENDITURES		REMAINING BALANCE \$
		CURRENT REQUEST \$	YTD REQUESTS \$	
Economic Development Services Program @ \$112,500 per quarter	Up to \$450,000 Annually during the Term	\$112,500	\$450,000	\$0
<b>TOTAL</b>	<b>Up to \$450,000*</b>	\$112,500	\$450,000	\$0

\*Up to \$450,000 each annual period during the Term,

I certify that the service covered by this request have been provided to the County in accordance with the terms and conditions of the Agreement and that the documentation provided in the attached Performance Report is true, accurate, and complete.

  
 \_\_\_\_\_ President & CEO 10/21/24  
 Authorized EDC Signature Title Date

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**FOR COUNTY USE ONLY**

ACCT CODE 00004.165011.582990.5520 Supplier #: 1023335  
P. O. # 224204579 APPROVED: \_\_\_\_\_

I verify that Hillsborough County (based upon certification of EDC Official) has received the goods and/or services.

<u>TYPE OF REVIEW</u>	<u>APPROVED</u>	<u>DATE</u>
FISCAL	<u>Jane Metcalf</u>	<u>10/23/24</u>
PROGRAMMATIC	<u>Petrovic, Jaksz</u>	<u>11/06/24</u>
	<u>Ronald Barton, ACA</u>	<u>11/22/24</u>

~~Jaksz Petrovic, Director~~, Economic Development

COMMENTS: Payment shall be made within fifteen (15) business days after approval of such request by the County.

## EXHIBIT D PERFORMANCE REPORT

EDC: Tampa Bay Economic Development Council

PROGRAM: Economic Development Services

REPORT PERIOD – July 2024 THROUGH September 2024

PERCENTAGE OF AGREEMENT COMPLETED: 100%

### I. ACCOMPLISHMENTS:

- Business Development Missions
  - The EDC hosted our International Signature Sales Mission which took place in September 2024 in Vancouver, BC
- Placemaking Strategy
  1. Tampa Medical & Research District: This initiative is designed to establish Tampa as a destination for business and talent by showcasing the TMRD as a quality place for healthcare and life sciences. January 2024 began the second year of the EDC’s collaboration with Tampa General Hospital and USF Health in developing and promoting the TMRD.
    - a. An independent brand and website for the district were announced at a successful kickoff meeting in September as part of TGH’s Innovation Week.
    - b. The results of business development activities for the healthcare and life sciences industry are reported under Business Development.
    - c. Make it Tampa Bay is the platform used to attract talent and these activities are reported under Marketing.
  2. The EDC’s Capital Access Program: The EDC is using technology and financial tools to drive business investment in underserved areas.
    - a. In FY 2024, the EDC collaborated with Suncoast Credit Union to complete an application for \$75 million in New Markets Tax Credit (NMTC) Authority. In September, awards were announced, and Suncoast was not successful in this highly competitive round where only three of 104 awardees were first time winners. Next year’s round will double to \$10 billion, and Suncoast is considering re-applying.
  3. The East Tampa Industrial District: This project showcases EDC’s ability to work with local Economic Development partners and stakeholders on Catalytic Projects in underserved areas. In FY 2024, the EDC completed its year-long study and published the “East Tampa Industrial District: A Placemaking Initiative.”
    - a. The report recommended Commercial Placemaking Incentives to beautify the district and increase employment opportunities for

residents through training and workforce development.

- b. The EDC formed Opportunity Tampa Bay, Inc (OTBI) and responded to the city's proposed disposition of property to develop a Live-Learn Community. OTBI was selected and has teamed up with the CDC of Tampa, HCC, the Integral Group, and USF to develop 117 units of affordable housing and a 65,000sf training facility for manufacturing innovation, business incubation in food and hospitality services, and a fabrication lab to reward entrepreneurs who enjoy hands-on innovation. Negotiations for site control with the city are underway.
- Direct Outreach
  - Provided community information and competitive data for 27 relocation and expansion projects.
  - Hosted eight in person site visits with prospective companies looking to relocate or expand to Hillsborough County in Q3.
- Conferences and Events
  - Foreign Direct Investment Sales Mission, July 2024 – Manchester
  - IAMC Fall Conference, September 2024 – Greenville, SC
  - IEDC Annual Conference, September 2024 – Denver, CO
- Community Outreach
  - Sister City Barranquilla
  - Tampa Downtown Partnership 38th Annual Meeting
  - Tampa Bay Tech InnovateHERS and Allies Council event
  - Tampa Bay Techies First Year Anniversary
  - Workforce Excellence Awards Banquet
  - Non-profit business expo
  - CSHP Veteran Job Fair
  - Dominion Payroll Networking Event
  - AeroMexico's Inaugural Flight
  - Manchester Out of Market Visit
  - Homebrew Hillsborough event
  - BAMA General Meeting and Plant Tour at Bausch + Lomb Pharmaceuticals
  - The Real Estate Power Group
- Speaking Engagements
  - Tampa Bay Wave HealthTech|X VIP Welcome Reception, 7/25/2024, Jennifer Burrington
  - Puerto Rico Chamber Event, 8/8/2024, Brett Simons
  - Tampa Bay Tech Q3 Board Meeting, 8/22/2024, Francesca Gonzalez-Roel
- Website
  - Launched a new website in July with a more contemporary look, easier navigation, and updated reports.

- 67,389 new users visited web site through Q4FY2024 – 84% of goal for year.
    - Posted news releases and coverage about EDC initiatives, Investor news and project announcements.
- Marketing Materials
  - Finalized new target industry overviews, which provides data and growth statistics around our target industries, including workforce, establishments and educational attainment.
- Digital Marketing
  - The EDC’s LinkedIn lead generation campaigns kicked off in mid-July and ran through the end of the fiscal year, Sept. 30, 2024.
  - The marketing team ran two campaigns: One targeting C-level executives in our target industries using LinkedIn’s targeting capabilities, and another more specific campaign targeting lists pulled from GazelleAI, a predictive analysis tool.
  - Both campaigns directed users to the new EDC website to fill out a lead generation form.
  - The campaign generated five new business leads, more than 1,000 clicks to the EDC website and more than 437,000 impressions.
- E-Marketing
  - Produced and e-mailed three monthly newsletters 3,000+ stakeholders in Tampa Bay and beyond.
- Media Relations
  - Developed and maintained editorial content calendars.
  - Pitched stories and distributed releases to local, national and international media outlets.
    - 151 total media placements through Q4FY2024 - 60% of goal
  - Secured coverage in local print and online media (Tampa Bay Business Journal, Tampa Bay Inno, Tampa Bay Times, St. Pete Catalyst, Business Observer, Tampa Bay Business and Wealth).
  - Secured coverage about Tampa Heights and adaptive reuse projects in CREATE magazine as a result of a media visit from a national freelance writer earlier this year.
  - The EDC hosted a virtual media event on August 13 to give national and local media some background information about all the business and economic activity happening in Tampa and Hillsborough County.
  - Mayor Jane Castor and EDC President and CEO Craig Richard kicked off the day. Sessions that followed included speakers from Tampa

International Airport and Port Tampa Bay. There were also sessions covering technology/cybersecurity, real estate development, and the Tampa Medical and Research District.

- The EDC marketing team assisted the community development team with media outreach during the UK life sciences delegation trip, which resulted in coverage from Tampa Bay Inno/Tampa Bay Business Journal, St. Pete Catalyst, and attendance by Florida Trend's executive editor Amy Keller.
  - The EDC team also coordinated an interview with Tampa Bay Business and Wealth for an upcoming story about the Tampa Medical and Research District.
- Advertisements
    - Ran print ads in Tampa Bay Business Journal and Tampa Bay Business and Wealth highlighting the EDC's business retention and expansion services by featuring local company FLYMOTION.
    - Ran digital ads on Tampa Bay Business and Wealth's website promoting Annual Meeting.
    - Ran ads with Tampa Bay Times promoting Annual Meeting as part of their media sponsorship.
    - Prepared and finalized two print ads for the Tampa Bay Business Journal's Book of Lists and Economic Development issue that will run in the next fiscal year.
  - Social Media
    - Daily posting activity on Tampa Bay EDC's social media channels (Facebook, LinkedIn, Twitter, Instagram); weekly posts on Make It Tampa Bay's social media channels (Facebook, LinkedIn, Twitter, Instagram)
    - 32,770 total followers on Tampa Bay EDC social media channels referenced above through Q4FY2024 (94% of FY2024 goal)
    - 1,650,741 social media impressions through Q4FY2024 (110% of FY2024 goal)
    - Published new videos, local business news, media coverage, project announcements, and hot jobs of the day on social media channels.
  - Marketing Toolbox
    - Published the following research reports in Q4FY2024:
      - Q2 2024 Cost of Living Index
      - August 2024 Industry Report
      - August 2024 Workforce Report
      - 2019-2023 Economic Diversity Index by County
      - 2019-2023 Economic Diversity Index by Metro Area

- Q1 2024 Real Estate Market Report
  - Q1 2024 Housing Market Report
- Events
    - Meet the Projects on August 14 at Embarc Collective
    - ED Talks! Fall Edition: Universities and Colleges as Economic Drivers on September 5 at Amgen
  - Talent Attraction and Retention
    - The Make It Tampa Bay advertising campaign launched on April 1 targeting young professionals in New York, Boston, Chicago and D.C.
    - The bulk of the campaign ran through June with some social media and paid search advertising running through October.
    - The campaign ran on a mix of media channels, including video in office buildings, coworking spaces, popular connected TV programming and podcast sponsorships that target key industries with audio messages. It could also be found on digital displays, paid social and paid search that directs career advancers to makeittampabay.com.
    - Some of the results from the bulk of the campaign include:
      - Website traffic: 35k users in the April-June period v. 2.6k users the previous period Jan-March
      - Top paid sources driving website traffic were Forbes, followed by LinkedIn and then MNTN (streaming TV)
      - Top cities were NY, Chicago, Dallas, Boston and Ashburn (part of DC area)
      - Total impressions thru June across all channels: 56.3 million

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	<u>4</u>	<u>Q4</u>	<u>4</u>	<u>100%</u>
Services - Base Work Program				

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.



Q4 FY'24 Performance Metrics, October 1, 2023 - September 30, 2024 City/County Performance Metrics									
OBJECTIVE/STRATEGY	Activity /Deliverables	Completion Date	Indicator					% of Goal YTD	Comments
			Q1 Actual	Q2 Actual	Q3 Actual	Q4 Actual	Total		
Announced Projects	22 Announced Projects		5	3	3	4	15	68%	See Attachment A
Job Creation	Announced Jobs		634**	299	142	110	551	N/A	See Attachment A
Capital Investment	Million		\$750,000	\$54,500,000	\$1,000,000	\$23,880,000	\$80,130,000	N/A	See Attachment A
Average Wage	Average Wage		\$90,148	\$67,404	\$ 106,876	\$ 67,598	\$84,358	N/A	-
New Projects	Goal: Opened in FY '24		32	38	27	66	163	N/A	See Attachment A
Private Investment	\$1,750,000 or greater		\$625,195*	\$995,272	\$337,539	\$708,376	\$2,666,382	152%	All sources except gov't

\*Unrealized gains and interest income were not accounted for in Q1 reporting. This number reflects the correct total amount of Private Investment in Q1.

\*\*Client announced two expansion in the same fiscal year. Only counted jobs and capex in the initial quarter they announced in.

# COMPLETED PROJECTS Q1-4 FY '24 (10/1/23 – 9/30/24)

COMPANY/ Source	NEW JOBS	CAPITAL INVESTMENT	AVERAGE WAGE	SERVICE / INCENTIVES	TARGET INDUSTRY	INTERNAT .	LOCATION
<b>MUFG Bank<sup>3</sup> / Broker</b>	500	-	\$88,399	Provided workforce and labor data to the broker representing the client. The EDC also provided information on State level training grants available to them.	<b>Financial and Professional Services</b>	Yes	Tampa
<b>PainTEQ<sup>1</sup> / Company Direct</b>	35	\$100,000	\$107,943	Provided connection to Career Source Tampa Bay and provided assistance in obtaining the state's Quick Response Training Grant	<b>Manufacturing</b>	-	Tampa
<b>Hancock, Askew &amp; Co. LLC<sup>1</sup> / Company Direct</b>	35	\$350,000	\$95,592	Provided connection to Career Source Tampa Bay and provided assistance in obtaining the state's Quick Response Training Grant.	<b>Financial and Professional Services</b>	-	Tampa
<b>M.E. Wilson<sup>1</sup> / Company Direct</b>	20	\$125,000	\$91,250	Provided connection to Career Source Tampa Bay and provided assistance in obtaining the state's Quick Response Training Grant	<b>Financial and Professional Services</b>	-	Tampa
<b>Inovus Medical<sup>3</sup> / Florida Commerce</b>	4	-	\$100,000	The EDC provide information on life science market and workforce and labor data relating to surgical technologies. Provided connection to HCA West Hospital	<b>Life Sciences</b>	Yes	Tampa

(1) Incentive assistance required average wage disclosure

(2) Company self reported

(3) Company did not self-report. Average wage of primary job function in Hillsborough County used to supplement.

# COMPLETED PROJECTS Q1-4 FY '24 (10/1/23 – 9/30/24)

COMPANY/ Source	NEW JOBS	CAPITAL INVESTMENT	AVERAGE WAGE	SERVICE / INCENTIVES	TARGET INDUSTRY	INTERNAT .	LOCATION
<b>Performance Foodservice <sup>2</sup> / Consultant</b>	<b>84</b>	<b>\$20,000,000</b>	<b>\$56,000</b>	The EDC provided the client with a labor market analysis, introductions to educational partners, and acted as a liaison between the county and the company for permitting assistance.	<b>Distribution &amp; Logistics</b>	<b>-</b>	<b>Uninc. County</b>
<b>America Industrial Guide <sup>2</sup> / EDC Outreach</b>	<b>15</b>	<b>\$1,000,000</b>	<b>\$70,000</b>	The EDC referred the client to CareerSource Tampa Bay for recruitment services and grant opportunities. The EDC created a press release highlighting their products and location in East Tampa and assisted with their ribbon cutting ceremony.	<b>Manufacturing</b>	<b>YES</b>	<b>Tampa</b>
<b>CyberFuels <sup>2</sup> / Consultant</b>	<b>200</b>	<b>\$33,500,000</b>	<b>\$72,000</b>	The EDC provide an overview of the community to the client with which included a labor market analysis. We also introduced the client to educational and community partners.	<b>Manufacturing</b>	<b>-</b>	<b>Tampa</b>

- (1) Incentive assistance required average wage disclosure
- (2) Company self reported
- (3) Company did not self-report. Average wage of primary job function in Hillsborough County used to supplement.

# COMPLETED PROJECTS Q1-4 FY '24 (10/1/23 – 9/30/24)

COMPANY/ <i>Source</i>	NEW JOBS	CAPITAL INVESTMENT	AVERAGE WAGE	SERVICE / INCENTIVES	TARGET INDUSTRY	INTERNAT .	LOCATION
<b>JSWD Architekten GmbH &amp; Co. KG <sup>2</sup> / Florida Commerce</b>	30	\$200,000	\$80,000	The EDC provided a regional overview and supported the press announcement.	Professional Services	Yes	Tampa
<b>Systal <sup>2</sup> / EDC Outreach</b>	100	\$300,000	\$109,765	The EDC conducted multiple site and community overviews to company executives. We also provided site selection assistance.	Information Technology	YES	Tampa
<b>Project Power <sup>2</sup> / Company Direct</b>	12	\$500,000	\$150,000	The EDC provided assistance with job training grants, a press release and a ribbon cutting.	Financial and Professional Services	-	Tampa
<b>Amazon <sup>2</sup> / Investor Referral</b>	10	\$10,000,000	\$35,000	The EDC assisted with expedited permitting and press announcement.	Distribution & Logistics	-	Tampa
<b>Cadmus Dental Lab<sup>2</sup> / Company Direct</b>	50	\$320,000	\$78,715	The EDC connected the client to the workforce development board, facilitated calls with the Florida Business Development Corp for financing options, made connections to local community colleges and universities, and assisted with their press announcement.	Life Sciences	-	Uninc. County

(1) Incentive assistance required average wage disclosure

(2) Company self -reported

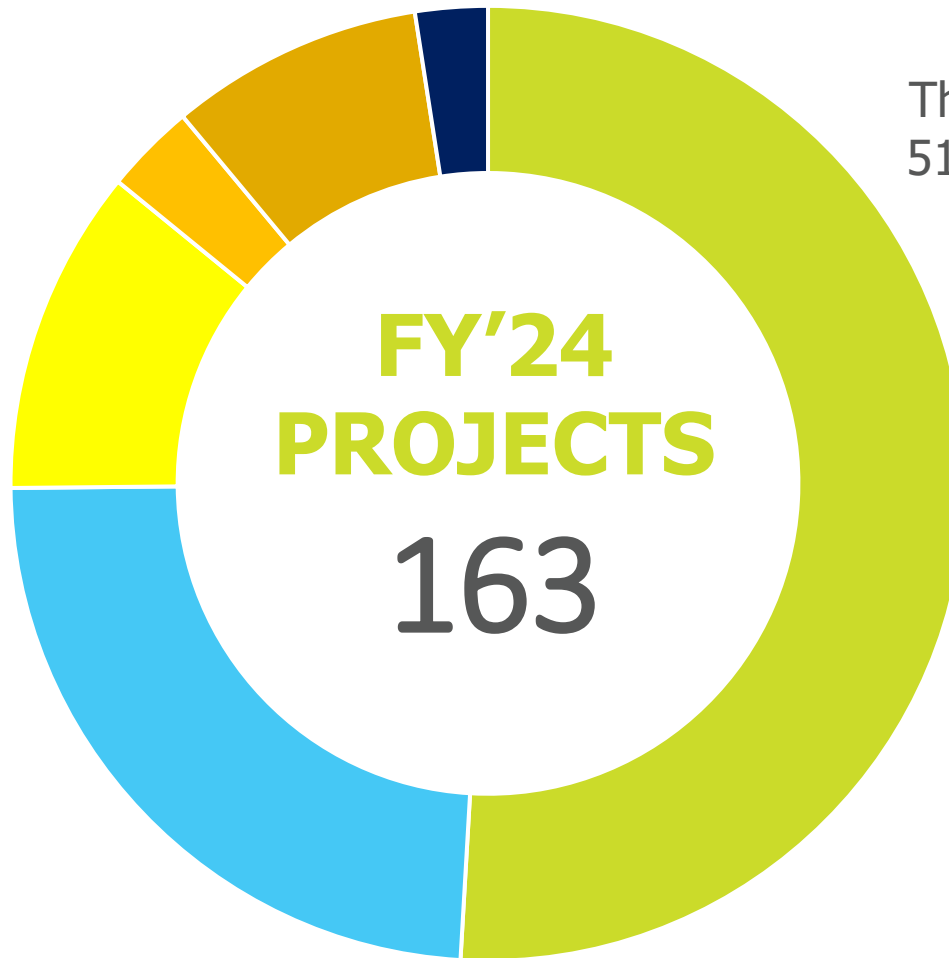
(3) Company did not self-report. Average wage of primary job function in Hillsborough County used to supplement.

# COMPLETED PROJECTS Q1-4 FY '24 (10/1/23 – 9/30/24)

COMPANY/ <i>Source</i>	NEW JOBS	CAPITAL INVESTMENT	AVERAGE WAGE	SERVICE / INCENTIVES	TARGET INDUSTRY	INTERNAT .	LOCATION
<b>Plan It Packaging Systems<sup>2</sup> / FloridaCommerce</b>	40	\$560,000	\$65,000	The EDC conducted site-selection services and connected them to CareerSource for workforce recruitment opportunities.	<b>Distribution &amp; Logistics</b>	-	<b>Uninc. County</b>
<b>Lions World Vision Institute<sup>2</sup> / EDC Outreach</b>	10	\$13,000,000	\$55,000	The EDC provided information on how to utilize new markets tax credits for the expansion of their facility.	<b>Life Sciences</b>	-	<b>Tampa</b>

- (1) Incentive assistance required average wage disclosure
- (2) Company self reported
- (3) Company did not self-report. Average wage of primary job function in Hillsborough County used to supplement.

# NEW Q1-4 FY'24 PROJECTS BY SOURCE



Through September 30, 2024, 51% of new leads came direct to the EDC.

- Direct | 83
- FloridaCommerce | 39
- COUNSULTANT | 18
- Broker | 5
- Investor Referral | 14
- Other | 4

**Tampa Bay Economic Development Council**  
**Balance Sheet Prev Year Comparison**  
As of September 30, 2024

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	<u>Sep 30, 24</u>	<u>Sep 30, 23</u>	<u>\$ Change</u>	<u>% Change</u>
<b>ASSETS</b>				
<b>Current Assets</b>	1,633,107.79	2,581,686.89	-948,579.10	-36.7%
<b>Fixed Assets</b>	478,858.31	29,667.90	449,190.41	1,514.1%
<b>Other Assets</b>	18,293.24	151,644.08	-133,350.84	-87.9%
<b>TOTAL ASSETS</b>	<u><u>2,130,259.34</u></u>	<u><u>2,762,998.87</u></u>	<u><u>-632,739.53</u></u>	<u><u>-22.9%</u></u>
<b>LIABILITIES &amp; EQUITY</b>				
<b>Liabilities</b>	565,746.38	820,975.37	-255,228.99	-31.1%
<b>Equity</b>	1,564,512.96	1,942,023.50	-377,510.54	-19.4%
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<u><u>2,130,259.34</u></u>	<u><u>2,762,998.87</u></u>	<u><u>-632,739.53</u></u>	<u><u>-22.9%</u></u>

**Tampa Bay Economic Development Council**  
**Profit & Loss Budget vs. Actual**  
**July through September 2024**

	<u>Jul - Sep 24</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
<b>Income</b>				
4111 · City & County Funding	246,999.94	247,000.00	-0.06	100.0%
4211 · Investor Funding	576,777.99	505,000.00	71,777.99	114.2%
4301 · Grant Revenue	52,156.74	237,000.00	-184,843.26	22.0%
4810 · In-Kind Services	503,750.00	460,600.00	43,150.00	109.4%
4850 · Mission Revenue	11,500.00	7,000.00	4,500.00	164.3%
4903 · Interest Income	7,815.82	9,900.00	-2,084.18	78.9%
4904 · Sponsorship Revenue	6,943.78	12,500.00	-5,556.22	55.6%
4906 · MOU Revenue	0.00	80,000.00	-80,000.00	0.0%
4910 · Unrealized Gain (Loss)	806.57	0.00	806.57	100.0%
<b>Total Income</b>	<u>1,406,750.84</u>	<u>1,559,000.00</u>	<u>-152,249.16</u>	<u>90.2%</u>
<b>Gross Profit</b>	1,406,750.84	1,559,000.00	-152,249.16	90.2%
<b>Expense</b>				
66000 · Payroll Expenses	520,673.08	723,870.00	-203,196.92	71.9%
70000 · Program Expenses	170,473.56	420,560.50	-250,086.94	40.5%
80000 · Operations & Administration	110,734.66	129,424.50	-18,689.84	85.6%
90500 · In-Kind Expenses	503,750.00	460,600.00	43,150.00	109.4%
<b>Total Expense</b>	<u>1,305,631.30</u>	<u>1,734,455.00</u>	<u>-428,823.70</u>	<u>75.3%</u>
<b>Net Income</b>	<u><b>101,119.54</b></u>	<u><b>-175,455.00</b></u>	<u><b>276,574.54</b></u>	<u><b>-57.6%</b></u>



**Tampa Bay Economic Development Council**  
**Profit & Loss Budget vs. Actual**  
**October 2023 through September 2024**

	Oct '23 - Sep 24	Budget	\$ Over Budget	% of Budget
<b>Income</b>				
4111 · City & County Funding	988,000.00	988,000.00	0.00	100.0%
4211 · Investor Funding	1,865,803.96	2,000,000.00	-134,196.04	93.3%
4301 · Grant Revenue	112,594.31	302,000.00	-189,405.69	37.3%
4810 · In-Kind Services	503,750.00	460,600.00	43,150.00	109.4%
4850 · Mission Revenue	11,500.00	14,000.00	-2,500.00	82.1%
4901 · Event Revenue	148,750.00	159,250.00	-10,500.00	93.4%
4902 · Misc Revenue	65,285.00	65,000.00	285.00	100.4%
4903 · Interest Income	40,232.35	39,600.00	632.35	101.6%
4904 · Sponsorship Revenue	96,943.78	93,000.00	3,943.78	104.2%
4906 · MOU Revenue	250,000.00	330,000.00	-80,000.00	75.8%
4910 · Unrealized Gain (Loss)	22,897.14	0.00	22,897.14	100.0%
<b>Total Income</b>	<b>4,105,756.54</b>	<b>4,451,450.00</b>	<b>-345,693.46</b>	<b>92.2%</b>
<b>Gross Profit</b>	<b>4,105,756.54</b>	<b>4,451,450.00</b>	<b>-345,693.46</b>	<b>92.2%</b>
<b>Expense</b>				
66000 · Payroll Expenses	2,285,212.69	2,374,578.00	-89,365.31	96.2%
66900 · Reconciliation Discrepancies	120.00			
70000 · Program Expenses	1,049,224.10	1,288,164.00	-238,939.90	81.5%
80000 · Operations & Administration	630,143.35	536,558.00	93,585.35	117.4%
90500 · In-Kind Expenses	503,750.00	460,600.00	43,150.00	109.4%
<b>Total Expense</b>	<b>4,468,450.14</b>	<b>4,659,900.00</b>	<b>-191,449.86</b>	<b>95.9%</b>
<b>Net Income</b>	<b>-362,693.60</b>	<b>-208,450.00</b>	<b>-154,243.60</b>	<b>174.0%</b>



# NOTICE OF AUTOMATIC PAYMENT

Paychex Business Solutions  
970 Lake Carillon Drive Suite 400 & 500  
St Petersburg FL 33716

Client # [REDACTED]  
Invoice # [REDACTED]

## AUTOMATIC PAYMENT \$86,066.91

This amount will be deducted from the following bank account at or after 12:01 A.M on 7/12/24.

### ADDRESS SERVICE REQUESTED

[REDACTED]  
Tampa Hillsborough Economic Development  
101 E Kennedy Blvd SUite 1750  
Tampa, FL 33602

XXXXXXXXXXXXXXXX062

For questions regarding your account, please call (800) 741- 6277 or your Payroll Specialist.

Page 1 of 1

ACCOUNT SUMMARY			AMOUNT
Previous Balance on Invoice# [REDACTED] Due 06/27/24			220,190.47
Payment Received - Thank You			-220,190.47
Balance Forward			0.00
Total New Charges			86,066.91
<b>Account Balance</b> (Includes Balance Forward, New Charges, and Pending Automatic Payments)			<b>86,066.91</b>

2CHECK DATE	DESCRIPTION OF SERVICE	QUANTITY	AMOUNT
NEW CHARGES			
07/15/24	Administration Fees		
	Paychex HR PEO	13	879.58
	Subtotal		879.58
Earnings and Other Charges			
	Employer Social Security and Medicare		4,127.66
	Wages/Salary and Charged Tips		68,394.85
	Other Earnings		1,165.24
	PEO Benefits Administration		8,024.56
	PEO Workers' Compensation		231.72
	Employer 401(K) Match		3,243.30
	Subtotal		85,187.33
Total New Charges			86,066.91
<b>Automatic Payment</b>			<b>86,066.91</b>

*Professional Employer Organization (PEO) Services are sold and provided by Paychex Business Solutions, LLC and its affiliates.*

# NOTICE OF AUTOMATIC PAYMENT



Paychex Business Solutions  
 970 Lake Carillon Drive Suite 400 & 500  
 St Petersburg FL 33716

Client # [REDACTED]  
 Invoice # [REDACTED] 1

## AUTOMATIC PAYMENT \$87,660.06

This amount will be deducted from the following bank account at or after 12:01 A.M on 7/30/24.

XXXXXXXXXXXXXXXX062

### ADDRESS SERVICE REQUESTED

[REDACTED]  
 Tampa Hillsborough Economic Development  
 101 E Kennedy Blvd SUite 1750  
 Tampa, FL 33602

For questions regarding your account, please call (800) 741- 6277 or your Payroll Specialist.

Page 1 of 1

ACCOUNT SUMMARY			AMOUNT
Previous Balance on Invoice [REDACTED] Due 07/12/24			86,066.91
Payment Received - Thank You			-86,066.91
Balance Forward			0.00
Total New Charges			87,660.06
<b>Account Balance</b> (Includes Balance Forward, New Charges, and Pending Automatic Payments)			<b>87,660.06</b>

2CHECK DATE	DESCRIPTION OF SERVICE	QUANTITY	AMOUNT
NEW CHARGES			
07/31/24	Administration Fees		
	Paychex HR PEO	14	<u>947.24</u>
	Subtotal		947.24
Earnings and Other Charges			
	Employer Social Security and Medicare		4,323.54
	Federal Unemployment Insurance (FUTA)		13.12
	State Unemployment Insurance (SUI)		87.23
	Wages/Salary and Charged Tips		70,955.49
	Other Earnings		455.00
	PEO Benefits Administration		8,024.56
	PEO Workers' Compensation		240.32
	Employer 401(K) Match		<u>2,613.56</u>
	Subtotal		86,712.82
Total New Charges			87,660.06
<b>Automatic Payment</b>			<b>87,660.06</b>

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# NOTICE OF AUTOMATIC PAYMENT



Paychex Business Solutions  
 970 Lake Carillon Drive Suite 400 & 500  
 St Petersburg FL 33716

Client # [REDACTED]  
 [REDACTED] 2024081301

## AUTOMATIC PAYMENT \$87,474.73

This amount will be deducted from the following bank account at or after 12:01 A.M on 8/14/24.

### ADDRESS SERVICE REQUESTED

[REDACTED]  
 Tampa Hillsborough Economic Development  
 101 E Kennedy Blvd SUite 1750  
 Tampa, FL 33602

XXXXXXXXXXXXXXXX062

For questions regarding your account, please call (800) 741- 6277 or your Payroll Specialist.

Page 1 of 1

ACCOUNT SUMMARY			AMOUNT
Previous Balance on Invoice# [REDACTED] Due 07/30/24			87,660.06
Payment Received - Thank You			-87,660.06
Balance Forward			0.00
Total New Charges			87,474.73
<b>Account Balance</b> (Includes Balance Forward, New Charges, and Pending Automatic Payments)			<b>87,474.73</b>

CHECK DATE	DESCRIPTION OF SERVICE	QUANTITY	AMOUNT
<b>NEW CHARGES</b>			
08/15/24	Administration Fees		
	Paychex HR PEO	13	<u>879.58</u>
	Subtotal		879.58
<b>Earnings and Other Charges</b>			
	Employer Social Security and Medicare		4,245.90
	Federal Unemployment Insurance (FUTA)		17.50
	State Unemployment Insurance (SUI)		116.38
	Wages/Salary and Charged Tips		69,387.02
	Other Earnings		2,183.76
	PEO Benefits Administration		8,084.40
	PEO Workers' Compensation		240.73
	Employer 401(K) Match		<u>2,319.46</u>
	Subtotal		86,595.15
Total New Charges			87,474.73
<b>Automatic Payment</b>			<b>87,474.73</b>

*Professional Employer Organization (PEO) Services are sold and provided by Paychex Business Solutions, LLC and its affiliates.*

# NOTICE OF AUTOMATIC PAYMENT



Paychex Business Solutions  
 970 Lake Carillon Drive Suite 400 & 500  
 St Petersburg FL 33716

Client # [REDACTED]  
 Invoice # [REDACTED]

## AUTOMATIC PAYMENT \$84,875.42

This amount will be deducted from the following bank account at or after 12:01 A.M on 8/29/24.

XXXXXXXXXXXXXXXX062

### ADDRESS SERVICE REQUESTED

[REDACTED]  
 Tampa Hillsborough Economic Development  
 101 E Kennedy Blvd SUite 1750  
 Tampa, FL 33602

For questions regarding your account, please call (800) 741- 6277 or your Payroll Specialist.

Page 1 of 1

ACCOUNT SUMMARY			AMOUNT
Previous Balance on Invoice# [REDACTED] Due 08/14/24			87,474.73
Payment Received - Thank You			-87,474.73
Balance Forward			0.00
Total New Charges			84,875.42
<b>Account Balance</b> (Includes Balance Forward, New Charges, and Pending Automatic Payments)			<b>84,875.42</b>

CHECK DATE	DESCRIPTION OF SERVICE	QUANTITY	AMOUNT
NEW CHARGES			
08/30/24	Administration Fees		
	Paychex HR PEO	13	<u>879.58</u>
	Subtotal		879.58
Earnings and Other Charges			
	Employer Social Security and Medicare		4,192.35
	Federal Unemployment Insurance (FUTA)		11.38
	State Unemployment Insurance (SUI)		75.69
	Wages/Salary and Charged Tips		68,687.02
	Other Earnings		422.50
	PEO Benefits Administration		8,084.40
	PEO Workers' Compensation		238.04
	Employer 401(K) Match		<u>2,284.46</u>
	Subtotal		83,995.84
Total New Charges			84,875.42
<b>Automatic Payment</b>			<b>84,875.42</b>

*Professional Employer Organization (PEO) Services are sold and provided by Paychex Business Solutions, LLC and its affiliates.*



# NOTICE OF AUTOMATIC PAYMENT

Paychex Business Solutions  
970 Lake Carillon Drive Suite 400 & 500  
St Petersburg FL 33716

Client # [REDACTED]  
Invoice # [REDACTED]

## AUTOMATIC PAYMENT \$92,159.66

This amount will be deducted from the following bank account at or after 12:01 A.M on 9/13/24.

### ADDRESS SERVICE REQUESTED

[REDACTED]  
Tampa Hillsborough Economic Development  
101 E Kennedy Blvd SUite 1750  
Tampa, FL 33602

XXXXXXXXXXXXXXXX062

For questions regarding your account, please call (800) 741- 6277 or your Payroll Specialist.

Page 1 of 1

ACCOUNT SUMMARY			AMOUNT
Previous Balance on Invoice# [REDACTED] Due 08/29/24			84,875.42
Payment Received - Thank You			-84,875.42
Balance Forward			0.00
Total New Charges			92,159.66
<b>Account Balance</b> (Includes Balance Forward, New Charges, and Pending Automatic Payments)			<b>92,159.66</b>

CHECK DATE	DESCRIPTION OF SERVICE	QUANTITY	AMOUNT
NEW CHARGES			
09/13/24	Administration Fees		
	Paychex HR PEO	13	879.58
	Next Day Processing Fee		<u>70.00</u>
	Subtotal		949.58
Earnings and Other Charges			
	Employer Social Security and Medicare		4,405.56
	Wages/Salary and Charged Tips		74,305.43
	Other Earnings		1,757.44
	PEO Benefits Administration		8,091.30
	PEO Workers' Compensation		259.65
	Employer 401(K) Match		<u>2,390.70</u>
	Subtotal		91,210.08
Total New Charges			92,159.66
<b>Automatic Payment</b>			<b>92,159.66</b>

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# NOTICE OF AUTOMATIC PAYMENT



Paychex Business Solutions  
 970 Lake Carillon Drive Suite 400 & 500  
 St Petersburg FL 33716

Client # [REDACTED]  
 Invoice # [REDACTED]

## AUTOMATIC PAYMENT \$88,516.34

This amount will be deducted from the following bank account at or after 12:01 A.M on 9/27/24.

### ADDRESS SERVICE REQUESTED

[REDACTED]  
 Tampa Hillsborough Economic Development  
 101 E Kennedy Blvd SUite 1750  
 Tampa, FL 33602

XXXXXXXXXXXXXXXX062

For questions regarding your account, please call (800) 741- 6277 or your Payroll Specialist.

Page 1 of 1

ACCOUNT SUMMARY			AMOUNT
Previous Balance on Invoice# [REDACTED] Due 09/13/24			92,159.66
Payment Received - Thank You			-92,159.66
Balance Forward			0.00
Total New Charges			88,516.34
<b>Account Balance</b> (Includes Balance Forward, New Charges, and Pending Automatic Payments)			<b>88,516.34</b>

CHECK DATE	DESCRIPTION OF SERVICE	QUANTITY	AMOUNT
<b>NEW CHARGES</b>			
09/30/24	Administration Fees		
	Paychex HR PEO	13	<u>879.58</u>
	Subtotal		879.58
<b>Earnings and Other Charges</b>			
	Employer Social Security and Medicare		4,294.16
	Wages/Salary and Charged Tips		71,433.60
	Other Earnings		1,234.64
	PEO Benefits Administration		8,091.30
	PEO Workers' Compensation		248.61
	Employer 401(K) Match		<u>2,334.45</u>
	Subtotal		87,636.76
Total New Charges			88,516.34
<b>Automatic Payment</b>			<b>88,516.34</b>

*Professional Employer Organization (PEO) Services are sold and provided by Paychex Business Solutions, LLC and its affiliates.*

Tampa Bay Economic Development Council
Custom Transaction Detail Report

July through September 2024

Table with columns: Type, Date, Num, Name, Memo, Account, Class, Debit, Credit. Contains detailed transaction records from Jul - Sep 24, including entries like 'City of Tampa', 'Hillsborough County', 'City and County Funding', and various account numbers and amounts.











Tampa Bay Economic Development Council
Custom Transaction Detail Report

July through September 2024

Table with columns: Type, Date, Num, Name, Memo, Account, Class, Debit, Credit. Contains detailed transaction records including PREPAIDS, American Express, and various event expenses.





Tampa Bay Economic Development Council Custom Transaction Detail Report

July through September 2024

Table with columns: Type, Date, Num, Name, Memo, Account, Class, Debit, Credit. Contains multiple rows of transaction details including payroll, travel, and administrative expenses.







Tampa Bay Economic Development Council  
Custom Transaction Detail Report

July through September 2024

Type	Date	Num	Name	Memo	Account	Class	Debit	Credit
Bill	09/21/2024	1493 - Gelbaugh	American Express	;TransactionDate: 9/10/2024;De...	8621 - Supplies	1 - Executive	107.49	
Bill	09/13/2024	1495 - Blucher	American Express	;TransactionDate: 9/13/2024;De...	8621 - Supplies	1 - Executive	48.96	
Bill	09/13/2024	1495 - Blucher	American Express	;TransactionDate: 8/29/2024;De...	8621 - Supplies	1 - Executive	83.81	
Bill	09/22/2024	1487 - Miller	American Express	;TransactionDate: 9/11/2024;De...	8621 - Supplies	1 - Executive	422.32	
Bill	09/22/2024	1487 - Miller	American Express	;TransactionDate: 9/22/2024;De...	8621 - Supplies	1 - Executive		3.50
Bill	09/22/2024	1487 - Miller	American Express	;TransactionDate: 9/22/2024;De...	8621 - Supplies	1 - Executive		43.30
Bill	09/22/2024	1487 - Miller	American Express	;TransactionDate: 9/22/2024;De...	8621 - Supplies	1 - Executive		
Bill	09/28/2024	1483	Bauer, Michelle	;TransactionDate: 9/6/2024;Des...	8621 - Supplies	8 - Community De...	99.62	
Bill	09/28/2024	1483	Bauer, Michelle	;TransactionDate: 9/6/2024;Des...	8621 - Supplies	8 - Community De...	14.20	
Bill	09/28/2024	1483	Bauer, Michelle	;TransactionDate: 9/6/2024;Des...	8621 - Supplies	8 - Community De...	18.68	
Bill	09/28/2024	1483	Bauer, Michelle	;TransactionDate: 9/6/2024;Des...	8621 - Supplies	8 - Community De...	44.88	
Bill	07/01/2024	3106709029	Pitney Bowes	Mailstation Lease 7.11.24-10.10...	8622 - Postage	1 - Executive	76.59	
General Journal	07/18/2024	OLE Reallo		Phone Lease - Late Fees Febru...	8623 - Taxes, Licenses & Fees	1 - Executive	58.26	
General Journal	07/31/2024	PrepdCorr		May Copier Late Fee	8623 - Taxes, Licenses & Fees	1 - Executive	40.54	
General Journal	07/31/2024	PrepdCorr		May & June Copies Taxes	8623 - Taxes, Licenses & Fees	1 - Executive	81.12	
General Journal	07/31/2024	PrepdCorr		April Copier Taxes	8623 - Taxes, Licenses & Fees	1 - Executive	81.12	
Bill	08/01/2024	1466 - Blucher	American Express	;TransactionDate: 8/1/2024;Des...	8623 - Taxes, Licenses & Fees	1 - Executive	50.00	
Bill	09/09/2024	37392206	GreatAmerica Financial	Copier Tax - September 2024	8623 - Taxes, Licenses & Fees	1 - Executive	40.56	
Bill	08/09/2024	37171308	GreatAmerica Financial	Copier Tax August 2024	8623 - Taxes, Licenses & Fees	1 - Executive	40.56	
Bill	07/01/2024	650000011682419June4	Heartland	Heartland Merchant Fees - June ...	8626 - Bank & Credit Card Fees	1 - Executive	459.90	
Bill	08/02/2024	650000011682419July	Heartland	Heartland Merchant Fees - July ...	8626 - Bank & Credit Card Fees	1 - Executive	759.82	
Check	07/31/2024			Service Charge	8626 - Bank & Credit Card Fees	1 - Executive	15.00	
Bill	07/01/2024	650000011682419Jun24	Heartland	Heartland Merchant ACH Fees 6...	8626 - Bank & Credit Card Fees	1 - Executive	6.00	
Check	07/15/2024			Service Charge	8626 - Bank & Credit Card Fees	1 - Executive	106.89	
Bill	07/26/2024	1447 - Pederson	American Express	;TransactionDate: 7/16/2024;De...	8626 - Bank & Credit Card Fees	2 - Business Deve...	55.00	
Bill	07/22/2024	1456 - Campos	American Express	;TransactionDate: 6/28/2024;De...	8626 - Bank & Credit Card Fees	2 - Business Deve...	55.00	
Check	07/01/2024			Service Charge	8626 - Bank & Credit Card Fees	1 - Executive	5.00	
Check	08/08/2024			Service Charge	8626 - Bank & Credit Card Fees	1 - Executive	25.00	
Check	08/15/2024			Service Charge	8626 - Bank & Credit Card Fees	1 - Executive	228.30	
Check	08/01/2024			Service Charge	8626 - Bank & Credit Card Fees	1 - Executive	5.00	
Bill	09/02/2024	650000011682419Aug	Heartland	Heartland Merchant Fees - Augu...	8626 - Bank & Credit Card Fees	1 - Executive	660.89	
Bill	09/30/2024	650000011682419Sep24	Heartland	Heartland Merchant ACH Fees 9...	8626 - Bank & Credit Card Fees	1 - Executive	6.00	
Bill	09/01/2024	650000011682419Aug24	Heartland	Heartland Merchant ACH Fees 8...	8626 - Bank & Credit Card Fees	1 - Executive	3.00	
Bill	09/30/2024	Sept24 Rewards	American Express	Rewards Linkage Fee - K. Blucher	8626 - Bank & Credit Card Fees	1 - Executive	90.00	
Bill	09/30/2024	650000011682419Sept	Heartland	Heartland Merchant Fees - Sept...	8626 - Bank & Credit Card Fees	1 - Executive	312.72	
Bill	09/22/2024	1487 - Miller	American Express	;TransactionDate: 8/28/2024;De...	8626 - Bank & Credit Card Fees	1 - Executive	515.00	
Check	09/13/2024			Service Charge	8626 - Bank & Credit Card Fees	1 - Executive	176.70	
Check	09/03/2024			Service Charge	8626 - Bank & Credit Card Fees	1 - Executive	5.00	
General Journal	09/30/2024	UNCLASS		Misc. Exp.	8626 - Bank & Credit Card Fees	1 - Executive	120.00	
Bill	07/09/2024	36951670	GreatAmerica Financial	Copier Rental Lease July 2024	8627 - Interest Expense	1 - Executive	84.39	
Bill	08/09/2024	37171308	GreatAmerica Financial	Copier Rental Lease August 2024	8627 - Interest Expense	1 - Executive	82.45	
Bill	09/09/2024	37392206	GreatAmerica Financial	Copier Rental Lease September ...	8627 - Interest Expense	1 - Executive	80.51	
Bill	07/05/2024	10789-202407-35336-1	Universal Parking	Campos Parking July24	8629 - Contingency		150.70	
General Journal	07/15/2024	071524PAYRO		07.15.2024 Payroll	8629 - Contingency	7 - International	404.55	
General Journal	07/15/2024	071524PAYRO		07.15.2024 Payroll	8629 - Contingency	2 - Business Deve...	184.99	
General Journal	07/15/2024	071524PAYRO		07.15.2024 Payroll	8629 - Contingency	6 - Marketing	153.20	
General Journal	07/15/2024	071524PREXP		Reclass cash expenses paid to ...	8629 - Contingency	6 - Marketing		153.20
General Journal	07/15/2024	071524PREXP		Reclass cash expenses paid to ...	8629 - Contingency	2 - Business Deve...		184.99
General Journal	07/15/2024	071524PREXP		Reclass cash expenses paid to ...	8629 - Contingency	7 - International		404.55
Bill	07/15/2024	10789-202408-35336-1	Universal Parking	Campos Parking August24	8629 - Contingency		150.70	
General Journal	08/15/2024	081524PAYRO		08.15.2024 Payroll	8629 - Contingency	6 - Marketing	143.01	
General Journal	08/15/2024	081524PAYRO		08.15.2024 Payroll	8629 - Contingency	1 - Executive	1,512.80	
General Journal	08/15/2024	081524PAYRO		08.15.2024 Payroll	8629 - Contingency	7 - International	105.45	
General Journal	08/15/2024	081524PREXP		Reclass cash expenses paid to ...	8629 - Contingency	6 - Marketing		143.01
General Journal	08/15/2024	081524PREXP		Reclass cash expenses paid to ...	8629 - Contingency	1 - Executive		1,512.80
General Journal	08/15/2024	081524PREXP		Reclass cash expenses paid to ...	8629 - Contingency	7 - International		105.45
Bill	09/01/2024	10789-202409-35336-1	Universal Parking	Campos Parking Sept24	8629 - Contingency	1 - Executive	150.70	
General Journal	09/13/2024	091524PAYRO		Payroll 09.15.24	8629 - Contingency	6 - Marketing	98.75	
General Journal	09/13/2024	091524PAYRO		Payroll 09.15.24	8629 - Contingency	2 - Business Deve...	609.95	
General Journal	09/13/2024	091524PAYRO		Payroll 09.15.24	8629 - Contingency	1 - Executive	601.95	
General Journal	09/13/2024	091524PAYRO		Payroll 09.15.24	8629 - Contingency	7 - International	24.29	
General Journal	09/15/2024	091524PREXP		Reclass cash expenses paid to ...	8629 - Contingency	6 - Marketing		98.75
General Journal	09/15/2024	091524PREXP		Reclass cash expenses paid to ...	8629 - Contingency	1 - Executive		601.95
General Journal	09/15/2024	091524PREXP		Reclass cash expenses paid to ...	8629 - Contingency	7 - International		24.29
General Journal	09/15/2024	091524PREXP		Reclass cash expenses paid to ...	8629 - Contingency	2 - Business Deve...		609.95
General Journal	09/30/2024	093024PAYRO		Payroll 9.30.24	8629 - Contingency	6 - Marketing	29.70	
General Journal	09/30/2024	093024PAYRO		Payroll 9.30.24	8629 - Contingency	2 - Business Deve...	252.49	
General Journal	09/30/2024	093024PAYRO		Payroll 9.30.24	8629 - Contingency	1 - Executive	529.95	
General Journal	09/30/2024	093024PREXP		Reclass cash expenses paid to ...	8629 - Contingency	6 - Marketing		29.70
General Journal	09/30/2024	093024PREXP		Reclass cash expenses paid to ...	8629 - Contingency	1 - Executive		529.95
General Journal	09/30/2024	093024PREXP		Reclass cash expenses paid to ...	8629 - Contingency	2 - Business Deve...		252.49
General Journal	09/30/2024	PKGREALLO		Parking Reallocation - CSTB Rei...	8629 - Contingency	1 - Executive		753.50
Bill	07/12/2024	July 2024	PayChex	Paychex - ExpenseWire Admin F...	8701 - Management Fee	1 - Executive	104.00	
Bill	07/18/2024	July 2024 Ret.	PayChex	Paychex - Retirement Services ...	8701 - Management Fee	1 - Executive	655.24	
General Journal	07/31/2024	ExpReallo		Reallocation of Paychex Fees	8701 - Management Fee	1 - Executive		2,011.88
Credit	08/26/2024	July 2024 Ret.	PayChex	Paychex - Retirement Services ...	8701 - Management Fee	1 - Executive		655.24
General Journal	09/09/2024	ExpReallo		Reallocation of Paychex Fees	8701 - Management Fee	1 - Executive	655.24	
<b>Jul - Sep 24</b>							<b>2,991,961.57</b>	<b>3,073,044.30</b>