

EXHIBIT D
PERFORMANCE REPORT

EDC: Tampa Hillsborough Economic Development Corporation

PROGRAM: Economic Development Services

REPORT PERIOD July 2018 THROUGH September 2018

PERCENTAGE OF AGREEMENT COMPLETED 100 %

I. ACCOMPLISHMENTS:

- Missions
 - Life Sciences Mission – San Diego, CA – August 7-9, 2018
 - Financial Services Mission – New York – September 19-21, 2018
- 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
 - Tampa Trends Meeting/ Site Selection Magazine
 - CSX Team Tampa Bay Luncheon
 - Midtown Tampa Developer Luncheon
 - NAIOP Tampa Market Update
 - Global Tampa Bay Meeting
 - NAIOP August Speaker Series
- Conferences & Events
 - 2018 SSG Annual Forum – Greenville, SC – September 10 - 12
 - IAMC Fall Forum – Philadelphia, PA – September 15 – 19
 - CoreNet Global Tampa Chapter – September 20, 2018
 - Copa Airlines Event – September 20, 2018
- Website
 - 46,047 unique users visited web site in FY2018 – 115% 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 Global Tampa Bay mission to Chile

- Media Relations
 - Developed and maintained editorial content calendars
 - Pitched stories and distributed releases to local and national media outlets
 - 262 local, national and international media placements for FY2018 - 139% 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 (Area Development Online, 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 10,219 followers (125% of FY2018 goal).

- Marketing Toolbox
 - Updated Rankings one-sheet
 - Updated Cost of Living and Economic Indicators.

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>Q4</u>	<u>4</u>	<u>100%</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.

Q4 FY'18 Performance Metrics, October 1, 2017 - September 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	1,721	3,441	138%	In Process	See Attachment A	
Capital Investment	\$100 million	9/30/2018	\$25,489,105	\$270,000	\$41,441,000	\$119,885,000	\$187,085,105	187%	In Process	See Attachment A	
Average Wage	75% above County avg *	9/30/2018	100%	100%	100%	100%	100%	100%	In Process	See Attachment B	
Lead Sources	% Non-EFI (Goal < 50%)	9/30/2018	50%	65%	63%	74%	64%	100%	In Process	See Attachment C	
New Projects	Goal: 80 opened in FY '18	9/30/2018	28	40	29	35	132	165%	In Process	See Attachment C	
Private Investment	\$2,500,000	9/30/2018	\$675,665	\$622,205	\$388,089	\$498,229	\$2,184,188	87%	In Process	All sources except gov't	

*based on those receiving QTI incentive

A

COMPLETED PROJECTS THROUGH Sept 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 Sept 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	\$500,000	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 Sept 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	
Project Brave	11	\$11,900,000	n/a	Permitting Assistance/ Workforce Programs	Manufacturing	

COMPLETED PROJECTS THROUGH Sept 30th

COMPANY	NEW JOBS	CAPITAL INVESTMENT	AVERAGE WAGE	INCENTIVES	TARGET INDUSTRY	INTERNATIONAL
Sparxoo	100	\$13,500,000	\$60,000	QTI/Property Search	Financial Services	
Bob's Machine Shop	75	\$1,000,000	\$40,000	Property Search/Permitting Assistance	Manufacturing	
Vision Kitchen & Bath	25	\$2,350,000	n/a	Partner Connections/ Workforce Programs	Manufacturing	
WebstaurantStore	305	\$1,000,000	\$58,383	QTI/Partner Connections/ Workforce Programs	Information Technology	
Morphogenesis, Inc.	20	\$1,135,000	\$55,130	QTI	Life Sciences	
AIM, Inc.	45	\$4,000,000	\$58,383	QTI/STEs for Mfg Equipment	Manufacturing	

COMPLETED PROJECTS THROUGH Sept 30th

COMPANY	NEW JOBS	CAPITAL INVESTMENT	AVERAGE WAGE	INCENTIVES	TARGET INDUSTRY	INTERNATIONAL
Project Upgrade	100	\$48,000,000	\$90,674	QTI	Manufacturing	
Baker McKenzie	300	\$3,300,000	\$58,383	QTI	Professional Services	
Great Lakes Power	5	\$200,000	n/a	Workforce Programs	Manufacturing	
Remedi Senior Care	200	\$10,000,000	n/a	Workforce Programs/Training Grants	Life Sciences	
Materials Lifecycle Management Co.	45	\$10,500,000	\$58,383	QTI/Ad Valorem Tax Exemption/TECO ED Rate Rider	Manufacturing	
Visionary Sleep LLC	55	\$1,000,000	n/a	Workforce Programs/Permitting Assistance	Manufacturing	

COMPLETED PROJECTS THROUGH Sept 30th

COMPANY	NEW JOBS	CAPITAL INVESTMENT	AVERAGE WAGE	INCENTIVES	TARGET INDUSTRY	INTERNATIONAL
ReliaQuest	280	\$5,200,000	\$83,000	QRT/R&D STEs/R&D Tax Credit	Information Technology	
Project Emerald I	155	\$6,800,000	\$64,000	QTI	Corporate HQ	
Total	3,441	\$187,085,105				

B

Tampa Hillsborough Economic Development Corporation
Average Wage Per Job
FY '18

EDC Project No.	Company Name	New Jobs	Benchmark Wage	Expected New Job Payroll
17-444	Project Emerald I	155	\$64,000	\$9,920,000
17-394	Materials Lifecycle Management Co.	45	\$58,383	\$2,627,235
18-051	Baker McKenzie	300	\$58,383	\$17,514,900
16-239	Project Upgrade	100	\$90,674	\$9,067,400
17-053	AIM, Inc.	45	\$58,383	\$2,627,235
16-436	Morphogenesis Inc.	20	\$55,130	\$1,102,600
17-024	Sparxoo	100	\$60,000	\$6,000,000
18-072	WebstaurantStore	305	\$58,383	\$17,806,815
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
16-381	Greenway Health	104	\$57,163	\$5,944,952
17-349	Charter Communications Company	496	\$57,163	\$28,352,848
QTI Project Total		2,198		\$138,627,189
18-069	ReliaQuest	280	\$83,000	\$23,240,000
18-091	Visionary Sleep LLC	55	n/a	n/a
17-306	Remedi Senior Care	200	n/a	n/a
18-196	Great Lakes Power	5	n/a	n/a
15-355	Vision Kitchen & Bath	25	n/a	n/a
17-196	Bob's Machine Shop	75	\$40,000	\$3,000,000
17-492	Project Brave	11	n/a	n/a
18-050	Validity	75	\$64,000	\$4,800,000
17-383	Newgentek	20	n/a	n/a
18-097	Tampa Bay Brewing Company	12	n/a	n/a
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
18-055	Frank Recruitment Group	100	\$61,000	\$6,100,000
17-346	Obsidian Solutions	50	\$75,000	\$3,750,000
17-280	Zavazok Group	25	n/a	n/a
17-203	Project Shelf	20	n/a	n/a
Non QTI Project Total		1,243	Total Confirmed Payroll for non-QTI Projects	\$40,890,000
All Projects Totals		3,441	All Project Confirmed Payroll Totals	\$179,517,189

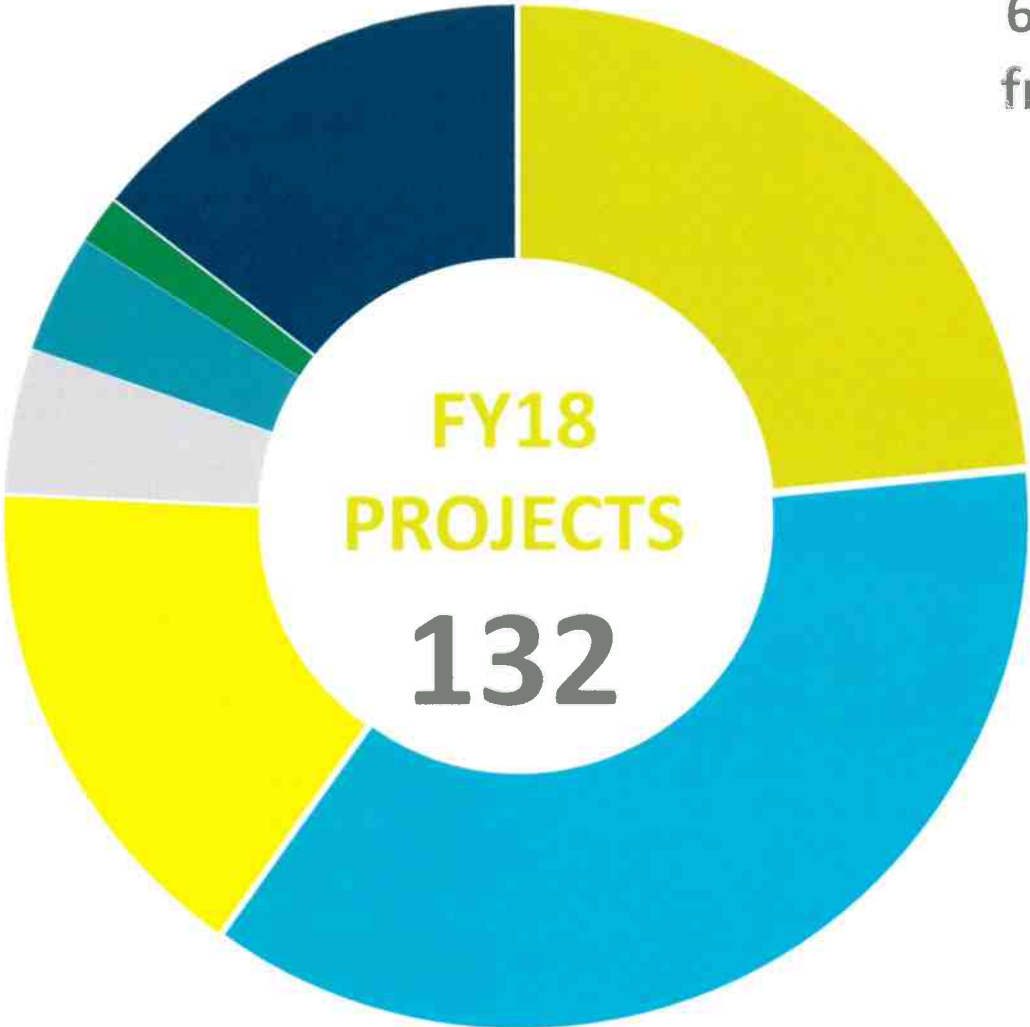
Average Wage of QTI Deals	=	\$63,069
Hillsborough County Average Wage	=	\$50,768
Percent of HC Average Wage	=	125%
Percent of QTI Jobs Above HC Average Wage	=	100%

NOTE: Only those projects that have received QTI incentives and where we have accurate wage information have been listed. Only QTI projects are included in average wage calculation.

C

FY18 PROJECTS BY SOURCE

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



- Direct | 31
- EFI | 48
- Consultant | 21
- Broker | 6
- Investor | 5
- Web | 2
- Other | 19

New Projects from October 1, 2017 – September 30, 2018