

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

EDC: Tampa Hillsborough Economic Development Corporation

PROGRAM: Economic Development Services

REPORT PERIOD January 2018 THROUGH March 2018

PERCENTAGE OF AGREEMENT COMPLETED 50 %

I. ACCOMPLISHMENTS:

- 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
  - Fresh from Florida Breakfast - Fairgrounds
  - Florida Company to Watch – Grow FL
  - FIBA Event & Networking Dinner
  - Life Science IER at LifeLink
  - M-Pact (Manufacturing Alliance) event at Brandon Campus
  - Temple Terrace Chamber of Commerce Monthly (Feb) lunch at Golf & Country Club
  - New Tampa Coffee Connections – Working Women of Tampa Bay
  - TOBA MLK Breakfast
  - East Tampa Real Estate 4Q Meeting
  - LaunchCode Open House
  - TechHire Advisory Board Meeting
  - Westshore Alliance Annual Meeting
  - Florida Strawberry Festival Luncheon
  - Manufacturing Alliance of Hillsborough County – 3/7.
  
- Conferences & Events
  - Site Selector’s Guild Annual Meeting
  - Team Florida – Daytona
  - Tampa Steel Conference

- Business of Biotech
  - Shared Services Conference
  - Team Florida – Grapefruit League
  - Synapse Innovation Summit.
  
- Website
  - 19,689 unique users visited web site in first two quarters of FY2018 – 49% 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
  - Produced Q1 Horizon Tampa Bay Market Report and distributed to 700+ site selectors
  - Promoted, via email campaign, registrations for TBEA (now Global Tampa Bay) trade mission to Mexico.
  
- Media Relations
  - Developed and maintained editorial content calendars
  - Pitch stories and distribute releases to local and national media outlets
    - 97 local, national and international media placements through Q2 - 51% of goal
  - Conducted editorial board meeting with Tampa Bay Times
  - Secured coverage in local print, online, and broadcast media (Tampa Bay Times, Tampa Bay Business Journal, Florida Trend, ABC Action News)
  - Secured coverage in national media (Area Development Online, NAIOP Development Magazine, Endurance Business).
  
- 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 8,567 followers (104% of FY2018 goal).
  
- Marketing Toolbox
  - Published FY2017 Annual Report
  - Published October, November and December 2017 Economic Indicators reports
  - Published 2017 Annual Cost of Living Index report

- Published Average Wage Comparisons report
  - Updated and/or maintained Investor materials and other collateral.
- Events
    - Meet the Projects, January 10

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>Q2</u>	<u>2</u>	<u>50%</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.

Q2 FY'18 Performance Metrics, October 1, 2017 - March 31, 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			553	22%	In Process	See Attachment A	
Capital Investment	\$100 million	9/30/2018	\$25,490,000	\$270,000			\$ 25,760,000.00	26%	In Process	See Attachment A	
Average Wage	75% above County avg *	9/30/2018	100%	100%			100%	100%	In Process	See Attachment B	
Lead Sources	% Non-EFI (Goal < 50%)	9/30/2018	45%	65%			59%	100%	In Process	See Attachment C	
New Projects	Goal: 80 opened in FY '17	9/30/2018	20	50			70	88%	In Process	See Attachment C	
Private Investment	\$2,500,000	9/30/2018	\$675,665	\$622,205			\$1,297,870	52%	In Process	All sources except gov't	

\*based on those receiving incentives

**A**

# COMPLETED PROJECTS THROUGH Mar. 31

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	
World Triathlon Corporation	70	\$120,000	\$57,163	QTI	Corporate HQ	
<b>Total</b>	<b>553</b>	<b>\$25.76MM</b>				

**B**

**Tampa Hillsborough Economic Development Corporation  
Average Wage per Job  
Q2 FY 18**

<b>EDC No.</b>	<b>Company Name</b>	<b>New Jobs</b>	<b>Benchmark Wage</b>	<b>Expected Overall Wage</b>
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
17-280	Zavazok Group*	25	n/a	n/a
		<b>553</b>		<b>\$37,663,204</b>

Average Wage of Incentive Deals	=	\$71,331.83
Hillsborough County Average Wage	=	\$50,768.00
Percent of HC Average Wage	=	140%
Percent of Jobs Above HC Average Wage	=	100%

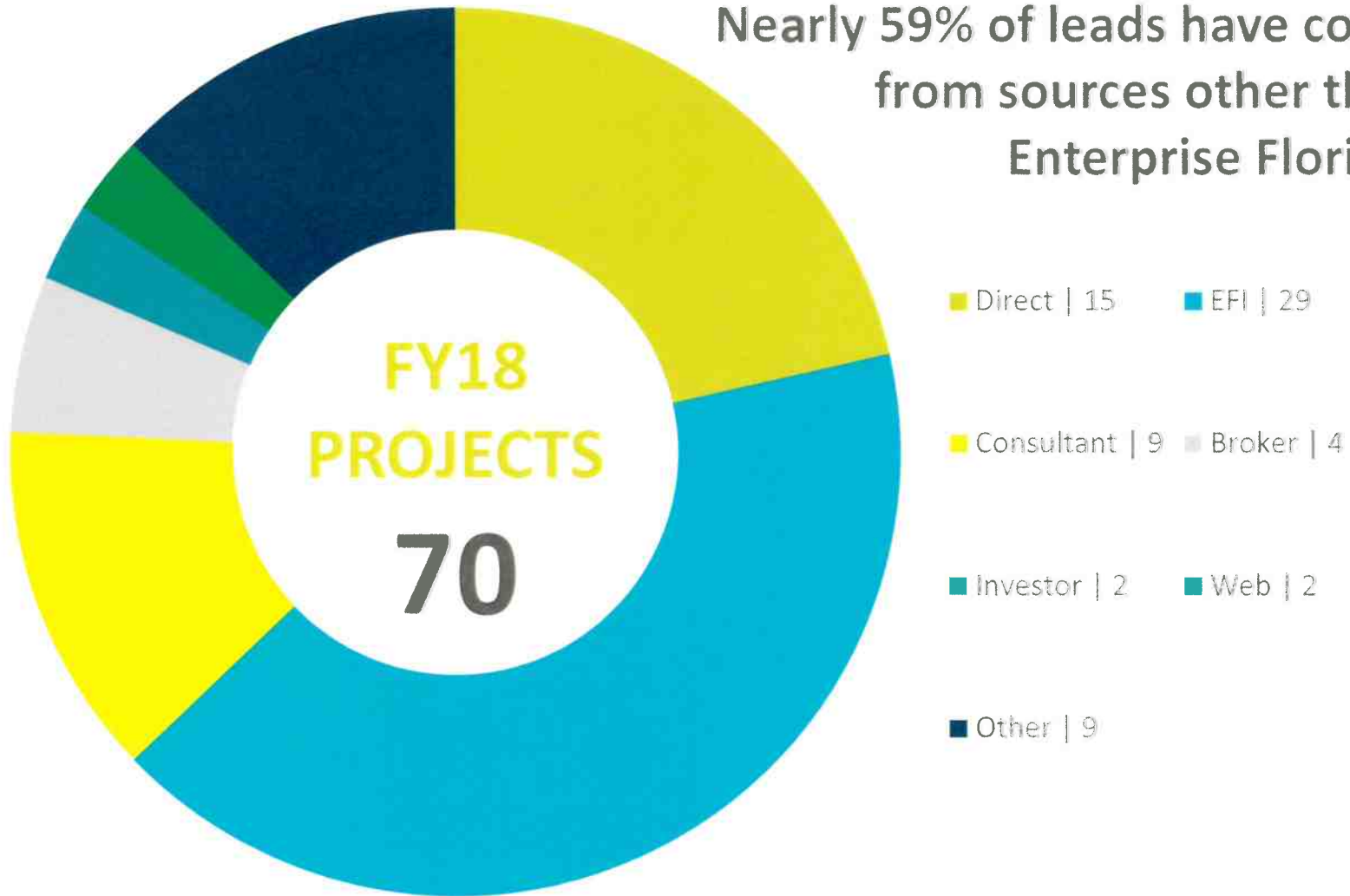
*\*These projects are not included in the wage calculations as they do not receive QTI incentives and we do not have accurate wage information.*



C

# FY18 PROJECTS BY SOURCE

Nearly 59% of leads have come from sources other than Enterprise Florida.



Projects since October 1, 2017