



Work In Progress

Pasco Economic Development Council, Inc.

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This news bulletin is designed to keep you informed of recent developments in Pasco County Florida, a community of more than 470,000 people in the Tampa Bay Region.

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LOOKING FOR A FEW GOOD ENTREPRENEURS

A bad economy spawns good ideas for new businesses, at least that is the theory Pasco Economic Development Council (PEDC) would like to test.

“There are hidden entrepreneurs in every community, no matter how difficult the economic situation,” says John Hagen, Pasco Economic Development Council President and CEO. “We want to find the people in our community who have invented a better mousetrap, and help them put it into production. In fact, we believe Pasco County could be a hotbed of entrepreneurial activity.”

According to Hagen, there are many resources for new businesses - including financing - that go untapped because entrepreneurs get discouraged or don’t know how to pursue them. “If we can identify people who want to do something, we can provide the help so they can realize their entrepreneurial vision—and create jobs for Pasco County residents. It’s easy to forget that a very large, successful company like Apple Computer started with two high school students tinkering in their garage. The next Steve Jobs might be living right here in Pasco County, and we might not even know it. We want to make sure that we never miss out on an opportunity like that. Or for that matter, one that would put a handful of people to work.”

Denise Sanderson heads up PEDC’s programs for local businesses. “We want to hear from those small businesses and entrepreneurs who have an idea and are looking for resources to bring it to market. Through our network of local, regional and statewide partners, we can help take their business to the next level.” To schedule a meeting to discuss your ideas call (813)926-0827 or email Denise Sanderson at dsanderson@pascoedc.com.

BUILDING DATABASE ADDED TO PASCO ECONOMIC DEVELOPMENT COUNCIL, INC. WEBSITE

Pasco Economic Development Council, Inc. (PEDC) has added a property database and search engine developed by Catylist and Florida Gulf Coast Association of Realtors, Inc. (FGCAR) to its website to provide real-time, quality data of available properties and land in Pasco County.

“This new building database is another example of how PEDC is increasing its ability to provide the most current and relevant information for companies looking to locate or expand in Pasco County,” said John Walsh, PEDC Vice President. “The Pasco County commercial and industrial real estate community is excited to have this tool available on

our website.”

Walsh went on to say that this database is the first in a three-step process to solidify the relationship between the Pasco Economic Development Council and area commercial realtors. “The economic development community and the real estate sales community don’t get along in some communities,” he said. “In Pasco County, we want the commercial realtors on our team as integral members. Now that we have the database up, we will start hosting familiarization tours for the realtors who are unfamiliar with Pasco County. Our third step will be to integrate our community marketing with their site marketing to provide a total solution for our mutual customers.”

Pasco County offers 2,500 acres of existing industrial zoned land including properly zoned and developed business parks with infrastructure already in place and sites ready for construction. Whether you are looking for an existing building or a build-to-suit, Pasco County has the right location for your business and can be easily searched via PEDC’s website.

COUNCIL ASKS MANUFACTURERS FOR INFORMATION

Pasco Economic Development Council, Inc. (PEDC) is reaching out to Pasco-based manufacturers and related industries for reliable information to identify the needs of the industrial community. This survey is an important tool to understand the makeup of the County’s industrial base and to create programs to serve it better. PEDC currently responds to the needs of local manufacturers by providing exporting assistance, training programs, and financing and tax incentives.

New questions are being added this year to help PEDC identify potential opportunities and create new programs for businesses. For example, questions related to the manufacture of green products might identify a company with an opportunity for low cost employee training or open up new markets for the sale of their goods to federal, state or local governments to improve energy efficiency of facilities.

“This information will really help our economic development,” said John Hagen, PEDC President and CEO. “The compiled results will signal trends we may not be aware of, but there is a pay-off for individual companies as well. Often we discover a specific need and are able to help a company gain access to key resources.”

Manufacturers and related industries create the greatest economic impact on the local economy.

Be on the lookout for the 2010 survey.

COMMUNITY, CAREER AND TECHNICAL EDUCATION DEPARTMENT HIGHLIGHTS PEDC AS BUSINESS PARTNER

Reprinted from The CTE Image, Department of Community, Career and Technical Education Publication Winter 2010

Our featured business partner is the Pasco Economic Development Council, Inc. (PEDC), a public-private partnership dedicated to supporting the economic vitality and business development opportunities in Pasco County.

Denise Sanderson, Business Retention & Expansion Manager, shared her thoughts about the PEDC’s partnership with the school board. “I became involved with the Career Academy initiative more than three years ago because businesses who are located in Pasco and other who consider Pasco County as a place to locate a new or expanding business tell us that a skilled and available workforce is their number one concern.” Sanderson added, “I believe building programs that align with needs of the business community offer applied learning opportunities for students and opportunities to receive industry recognized credentials goes a long way toward addressing these concerns.”

The PEDC is including our Career Academy initiative to attract new businesses to Pasco. Sanderson said, “We also include these academies in our outbound marketing to site selectors and businesses considering locating here. Not every district is doing this. We recognize how special this is and we want others to know it as well. It’s definitely a marketing advantage.”

It is apparent that PEDC, with Sanderson’s leadership, is a committed business partner for the future. Denise Sanderson concluded the interview by saying, “I’m thrilled about the early successes of the Certified Career Academies in Pasco

County and am even more excited about the opportunities that will continue to develop as each academy matures and becomes more and more integrated into the high school environment. We've only just begun!"

PASCO ECONOMIC DEVELOPMENT COUNCIL, INC.; A PUBLIC-PRIVATE PARTNERSHIP

PEDC is an organization that promotes countywide economic development. Created in 1987 by a group of dedicated business and community leaders, it continues to be a strong partnership funded by corporate and public investors and focused on the economic vitality of Pasco County.

If you have any questions or comments about the contents of this newsletter, please contact PEDC at (813)920-6480 or cdearolf@pascoedc.com.



Don't miss your opportunity to join us for the 8th Annual Netfest on March 31st

Pasco County's Premier Leadership Networking Event

Register: www.pascoedc.com/WhatsNew/Pasco-Events.aspx