



Work In Progress

Pasco Economic Development Council, Inc.

FEBRUARY 12, 2010

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 Tamp Bay Region.

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APAC-SOUTHEAST INC. TO TAKE ADVANTAGE OF STATE'S TRAINING GRANTS PROGRAM

Florida Manufacturing Extension Partnership (FL-MEP) helped local manufacturer APAC-Southeast, Inc. obtain \$6,000 in grant funding. The company will use these grant funds to receive Value Stream Map training from FL-MEP and Time Wise Solutions. The company's grant award from Workforce Florida will reimburse 75% in training costs to train 20 full-time employees.

PEDC staff is always looking for ways to serve local businesses. PEDC calls on dozens of companies each month to identify employee training needs and provide solutions from training service providers. Staff can work with employers to obtain funding to cover training related expenses. Two excellent sources are Incumbent Worker Training and Employed Worker Training grants provided, respectively, by the State of Florida and Pasco Hernando Regional Workforce Board.

\$250,000 ECONOMIC GARDENING LOAN TO GROW PASCO COMPANY

Web Direct Brands, Inc., located in Odessa, FL, has received a \$250,000 Economic Gardening Loan. The proceeds will be used to increase manufacturing capacity and expand the marketing and IT departments. In addition to new equipment purchases, the company plans to hire skilled manufacturing personnel, technical writers, graphic designers, programmers, and IT support.

"Having the right tools and the proper financial support is of critical importance as we take the big leap toward the next stage of our growth," said Anthony Gaeto, President/CEO. "Through the efforts of Pasco Economic Development Council, Inc., we became aware of the Economic Gardening Loan Program. Without doubt, this low-interest loan will help us rev up the economic motor of our company, create full time positions, and give us an opportunity to make a positive impact in the community."

The Economic Gardening Loan program was created in 2009 in the Office of Tourism, Trade, and Economic Development. The overall goal is to support those small businesses that are in the best position to continue making a successful long-term business commitment to Florida.

For more information about the program or to receive an application, contact Denise Sanderson at dsanderson@pascoedc.com or call (813)920-6480.

PEDC SHOWS MANUFACTURERS HOW TO GO LEAN

Pasco Economic Development Council, Inc. (PEDC), along with Hernando County Office of Business Development and Florida Manufacturing Extension Partnership (FL-MEP), recently hosted a Lean 102 workshop utilizing a training grant from the U.S. Department of Defense.

Lean manufacturing is a systematic approach to identifying and eliminating waste through continuous improvement. The key principle is to use customer demand or “pull” to flow the product through the manufacturing and distribution process.

Pasco and Hernando County manufacturers participated in this one day workshop, which allowed them to gain hands-on experience applying lean concepts. For example, in a live simulation, participants were encouraged to work as a team to build and deliver quality products on time to customers. After each lecture and simulation, participants reviewed the businesses operational and financial performance results to identify and eliminate waste in their assembly line. As the workshop progressed, participants were implementing lean concepts and experienced dramatic productivity increases, improved quality and reduced lead time.

If you would like information on the Lean 102 course or Florida Manufacturing Extension Partnership, please contact Casey Dearolf at (813)920-6480 or visit the Florida MEP website at www.floridamep.org

SMALL BUSINESS ADMINISTRATION STEPS IN TO HELP LOCAL BUSINESSES

Twenty-one companies in Pasco County are off to the races after receiving loans through U. S. Small Business Administration programs last quarter of 2009. Loans totaled over \$8,000,000. In the seven county Tampa Bay region, 145 companies received more than \$45 million. With credit markets still frozen across the country, the SBA is a critically important lender for small businesses.

Pasco Economic Development Council would like to stimulate more lending activity to small businesses, especially scalable companies, and has started to explore the creation of one or more loan and investment programs. This is all part of the Economic Gardening Program that the Pasco EDC has been gearing up since last Fall and part of the New Pasco initiative aimed creating extensive jobs and investment in Pasco County over the next five years.

Companies who would like to know more about economic development financing programs are encouraged to call the PEDC offices at (813)920-6480.

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**