CEP Performance Matrix 2017

	A	B	C	D	E	F	G	H	I	J	K	L	M	N
1	**ACTIVITY**	**JANUARY**	**FEBRUARY**	**MARCH**	**APRIL**	**MAY**	**JUNE**	**JULY**	**AUGUST**	**SEPTEMBER**	**OCTOBER**	**NOVEMBER**	**DECEMBER**	**TOTAL**
2	**Business Advocacy**													
3	Survey the partners twice annually on issues	X												X
4	Create a position document outlining the needs and concerns of the business community.	X												X
5	Host annual delegation lunch	X												X
6	Partner with the County on Marion County Day	Completed 1/24/18												✓
7	Average exCEPtional mornings attendance of **175**	197												197
8	Host **2** forums for elected officials to address the local business community.	X												X
9	Plan and Implement an Inter-City Visit	Research underway												X
10	Host Local Purchasing 101 Session	X												X
11	Develop and publish an election guide	X												X
12	Develop and maintain a database of grassroot contacts	In progress												X

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13	**Business Attraction**													
14	CEP will host at least **25** prospect visits during the year.	2												2
15	CEP will complete at least **five** Targeted Marketing events/campaigns/trade shows.	X												0
16	CEP will visit with onsite with at least **35** Site Selection consultants during the year	X												0
17	CEP will host at least **four** consultants in Marion County on a familiarization tour.	X												X
18	CEP will create two custom marketing pieces.	X												X
19	CEP will send a quarterly (**four**) update to key prospects, consultants, & brokers.	X												X
20	CEP will host a Key Market Luncheon	X												X
21	CEP will host three events for consultants in key Florida markets	X												X
22	Host FAM tour event	X												X
23	Use Location One Google Analytics via CEP website link; RFP submissions	✓												✓
24	Create and host **10** Equine Engage Committee meetings	1												1
25	Schedule **3** Equine Engagement training sessions	1												1
26	Visit **10** local farms annually	2												2
27	The CEP will attend **10** Florida trade shows or horse shows annually	1												1
28	Create a database of equine partners and send **10** eNewsletters	1												1
29	Plan events for an Equine focus in February	In progress												In progress
30	**Business Creation**													

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31	The CEP will coordinate and host 45 1 Million Cup sessions	4												4
32	The Power Plant will graduate at least **three** businesses.	1												1
33	At least **two** Power Plant graduates will be located in Marion County.	1												1
34	The Power Plant will maintain at least a **50%** occupancy rate.	84.0%												84.0%
35	The Business Creation initiative will assist **150** would be entrepreneurs.	21												21
36	Staff will assist **100** businesses with capital referrals.	14												14
37	12 Educational Events for Residents, Affiliates and Graduates	1												1
38	Secure a nationally-recognized speaker for Global Entrepreneurship Week	X												X
39	1 Start-Up Weekend/Hackathon at PPBI	X												X
40	Host the 5th Annual Youth Business Plan Competition	X												X
41	Host a total of 12 community tours of the PPBI	1												1

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42	**Business Retention**													
43	CEP will implement a corporate visitation program and complete at least **two** corporate visits.	X												X
44	CEP will host at least **four** business retention training sessions.	1												1
45	CEP will conduct **one** Business Interest Survey	X												X
46	CEP will host **one** expo to promote local businesses.	X												X
47	200 Retention Calls	35												35
48	375 New Jobs	0												0
49	$6M Capital Investment	$0												0
50	Organize and implement **one** international trade mission	X												X
51	Host **two** Youth Career Expos	X												X

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52	**Business Services**													
53	24 Tuesday Talks	1												1
54	500 attendees	19												19
55	12 Friday Talks	1												1
56	100 attendees	21												21
57	12 Business After Hours	311												311
58	6 Net|Perking	1 31												1 31
59	4 Marion Business Advantage	1												1
60	Average 45 Attendees	61												61
61	8 NetWorks Groups	5												5
62	120 participants	111												111
63	4 CEO Network Receptions	X												0
64	3 Networking University Sessions	X												X
65	60 Participants	X												X
66	30 Participants in LOM XXXI	28												28
67	35 Participants in LOMY XXIX	44												44
68	Add 50 LOMA Members	X												X
69	Hold 2 LOMA member events	X												X
70	4 YPO Lunch & Learns	1												1
71	80 participants	36												36
72	4 YPO Net|Working events	X												X
73	80 participants	X												X
74	2 C-Suite Perspectives	X												1
75	2 Community Projects	X												X

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76	**Business Support**													
77	Partner Income: **$1,040,000**	96.2%												96.2%
78	Partner Total: **1,500**	1434												1434
79	Market Share: **11.5%**	10.20%												10.2%
80	**Ongoing**													
81	CEP will serve as the official local representative to Enterprise Florida.	✓												✓
82	The CEP will continue to build and maintain the Sites & Buildings database	✓												✓
83	The CEP will continue to implement the Salesforce CRM.	✓												✓
84	**Reporting**													
85	CEP will provide City/County with monthly (**twelve**) written reports.	1												1
86	CEP will provide City/County with a monthly **(twelve)** performance matrix update as to the status of each of these responsibilities.	1												1
87	**Key**													
88	Goal Met													
89	In process													
90	Not yet started													