CEX	OCALA CHAMBER 8 PARTNERS	METR ECONOM	0 IC			erforma usines							ember 024	
		January	February	March	April	Мау	June	July	August	September	October	November	December	Total
	Quest: 2024 Savannah	Planning in process	Planning in process	Planning in process	$\checkmark$	>	~	~	~	~	>	~	~	$\checkmark$
	Attend 4+ Gov Workshop(s)	5	4	6	5	7	4	4	5	4	0	2	2	48
TBD	Hold 4+ Equine Advocacy Meetings	0	0	0	0	0	1	0	0	0	0	0	0	1
Director of Business	4+ Partner Workshops or Roundtables	0	0	0	0	0	0	0	0	1	1	1	0	3
Advocacy														
	Notes:	Marion Coun	ty Legislative I	Delegation Lun	icheon presen	ted by AT&T	and hosted by	College of Ce	entral Florida o	on Wednesday,	January 8th.			
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CEX	OCALA ME CHAMBER&ECO PARTNERSHIP	TRO NOMIC			P	erforma Job (	ance M Creatio					D	ecemb 2024	er
		January	February	March	April	May	June	July	August	September	October	November	December	Total
	Retention Visits (200)	15	15	15	12	15	16	18	23	14	15	20	22	200
	New Jobs Created (400)	48	0	50	0	0	0	500	0	300	10	0	0	908
Bart Rowland,	Capital Invest. (\$40MM)	\$3	0	4	16	3	43	37	6	100	0	0	\$0	\$212.0
MEDP	Primary Employer Events	0	1	0	0	0	0	0	0	0	1	0	0	2
VP of Job Creation	Corporate Visits (2)	0	0	0	0	0	0	1	0	1	0	0	0	2
	HC Council/ NEXTworking (150)	65	0	38	0	0	36	0	35	31	0	0	33	238
	Comm. Touchpoint (120)	25	20	25	20	18	15	10	12	15	10	13	8	191
Erin Jones	HC Conf/ Trade Show(2-4)	1	1	0	3	0	1	0	0-	1	0	2	0	9
Director of	HC Exc. Tier Touch Base/Mtg.(15)	5	4	6	3	2	1	1	2	2	2	3	1	32
Healthcare Development	Healthcare Insider (100)	0	0	55	0	31	0	0	0	46	0	38	0	170
	LLH Website Visits (20k)	1,315	1,789	1,697	1,625	1,576	1,593	1,922	1,766	1,922	2,051	1,097	1,678	20,031
	RFI's (10/yr)	2	1	2	2	0	2	1	4	2	0	1	1	18
Bryce	Trade Shows (6)	2	0	0	1	1	1	0	0	0	0	1	0	6
Morrison Director of	Consultant & Project Updates	3	2	2	5	5	4	4	4	3	3	3	2	40
Business	Sites & Buildings Updated	$\checkmark$	$\checkmark$	$\checkmark$	$\checkmark$	$\checkmark$	$\checkmark$	$\checkmark$	$\checkmark$	√	$\checkmark$	~	$\checkmark$	0

CEX	OCALA N CHAMBER& E PARTNERSHI	METRO				erforma ' <mark>Busin</mark> e						Dece 20		
		January	February	March	April	May	June	July	August	September	October	November	December	Total
	Construction Academy meetings (12)	1	1	N/A	1	1	0	1	1	1	0	0	0	7
	Primary Contact Meetings (12)	0	0	2	1	4	1	4	3	4	4	0	1	24
Dean Blinkhorn	Assist With Youth Biz Plan Comp. (1)	0	0	1	1	0	0	0	0	1	0	2	0	5
COO/Director of	NEXTworking (400 students)	0	0	0	0	0	0	0	0	150	100	0	0	250
Talent Development	NEXTworking (70 industry experts)	0	0	0	0	0	0	0	0	36	25	0	0	61
	Create 1 Biz Procurment Event	0	0	0	0	0	0	0	1	0	0	0	0	1
	Create 1 Biz Access to Capital Event	0	0	0	0	0	0	0	0	0	1	0	0	1
Evelyn	1-on-1 With (20) Lenders	4	1	6	4	5	6	3	4	3	3	4	3	46
Reyes VP. Business	1- on-1 With (20) Strategic Partners	2	3	7	6	7		4	10	2	4	5	2	52
Creation	Silver Springs Shores Occupancy (50)	Not Open	Not Open	Not Open	June 19th	June 19th	33%	33%	33%	33%	33%	33%	33%	33%

CEX	OCALA M CHAMBER&EC PARTNERSHIP	ETRO ONOMIC				erforma usines						Decer 202		
		January	February	March	April	May	June	July	August	September	October	November	December	Total
	Technical Assistance (100)	20	5	10	0	3	3	6	4	8	4	14	7	84
	Avg. 1MC Attendees (45)	55	60	55	55	56	56	58	57	58	56	55	52	673
Freddie Morris	2024 BC Programs (4)	0	1	1	0	1	0	0	0	1	1	1	1	7
Director of	2nd Stage Programs (15)	1	1	1	1	0	0	0	0	0	0	0	0	4
Entrepreneurship Services	GrowthBiz Prospects (12)	1	1	1	0	2	0	0	0	0	0	0	0	5
	PPBI Occupancy (min 50%)	86	86	78	78	83	83	90	80	80	87.5	87.5	87.5	84
	Community Outreach	10	2	2	1	3	2	1	0	2	1	1	1	26
Jessica	OP Produced Content 1x12	1	7	1	3	3	4	2	4	4	3	2	1	35
Michel Director of	Resident 1 on 1 (44)	5	2	2	1	2	2	8	6	2	2	2	2	36
Business Creation	Graduate 3 companies	1	0	1	0	2	0	0	0	0	0	0	0	4
	Technical Assistance (105)	21	11	5	0	8	7	4	0	6	8	3	3	76
	FastTrac Courses (2)	0	1	0	0	0	0	0	0					1
Open Position	West Ocala Touches (35)	8	4	1	0	1	2	0	0					16
Director of IMPACT Initiative	Marion Oaks Touches (35)	7	1	0	0	3	2	0	0					13
	Silver Springs Shores Touches (35)	5	4	3	0	3	3	0	0					18

CEX	OCALA N CHAMBER& E PARTNERSHI	METRO					ance M s Serv					Decem 202		
		January	February	March	April	May	June	July	August	September	October	November	December	Total
	Exec Partner Visits - 175	20	29	17	15	22	18	20	16	20	19	24	19	239
	Exec Partner Events-10	х	х	2	х	1	1	1	1	х	1	1	1	9
Tom James	Exec. Tier Introductions	8	8	10	5	5	10	8	8	3	6	6	7	84
Director of	Sponsorship Rev - \$260K	\$36,000	\$6,500	\$10,700	\$29,600	\$7,500	\$12,500	\$7,500	\$24,500	\$54,000	\$45,000	\$19,000	\$34,000	\$286,800
Executive Engagement	CEP 101 200 Attendees	19	х	24	19	22	12	16	21	15	6	х	13	167
	Tuesday Talks 18 Attendees	24	15	31	10	50	50	26	8	20	20	17	7	23
	Friday Talks 18 Attendees	54	20	17	22	30	15	23	25	8	4	8	0	19
Andrea Bailey	LOM 30 Participants	30	30	30	30	30	Х	37	37	36	36	36	36	33
Director of	LOMY 33 Participants	33	33	35	35	38	38	38	38	38	38	38	38	37
Business Services	EM Breakfast 380 Attendees	436	285	308	351	395	302	303	338	425	352	299	246	337
	Partner Events (10)	8	12	14	9	8	9	6	10	8	9	8	9	110
	Partner Meetings (15)	26	22	20	19	15	12	20	26	18	25	16	17	236
Jess Schultz	Business After Hours (400))	482	350	330	460	340	380	350	350	360	400	390	300	4492
VP of Partner	Bview Events AM+PM (500)	2500	500	370	380	263	302	400	320	95	290	-	250	5670
Engagement	Other Events (100)	120	95	103	145	183	92	150	120	270	180	85	22	1565

CEX	OCALA N CHAMBER&E PARTNERSHI	<b>METRO</b> conomic					ance M s Serv						cembe 2024	er
		January	February	March	April	May	June	July	August	September	October	November	December	Total
	BCEP New Partners	9	8	7	3	9	7	5	4	5	1	1	3	62
110	BCEP Cold Calls	300	30	180	175	77	53	40	35	28	32	73	12	1035
Joe Reichel	BCEP New Partner Meetings	9	13	6	6	15	10	12	8	10	4	6	6	105
Director of	BCEP Sponsorship	\$6,000	\$800	7600	\$1,600	\$0	3000	\$0	1800	\$0	\$0	\$0	600	\$21,400
Belleview CEP	BCEP Partner Upgrades	0	0	0	1 (\$1900)	0	0	0	0	1 (\$4400)	0	0	0	2
	Partner Touches	98	111	104	108	90	82	77	81	95	88	77	69	1080
	Retained Partners	8	13	10	10	11	13	8	7	15	5	4	2	106
Jim Pazda	Partner Upgrades	4	2	2	2	2	1	0	1	3	2	0	1	20
Director of	Value of Upgrades	\$ 37,500	\$5,000	\$45,000	\$7,500	\$3,700	\$2,500	\$0.00	\$2,500	\$27,500	\$3,700	\$0	\$ 2,500	\$ 137,400
Business Services	Partner Events	26	25	24	22	38	57	38	80	55	48	37	48	498

CEX	OCALA N CHAMBER&E PARTNERSHI	<b>/IETRO</b> conomic				erforma Isiness						Dece 20	mber 24	
		January	February	March	April	Мау	June	July	August	September	October	November	December	Total
	New Partners This Month	20	21	12	23	19	17	15	18	21	18	10	8	202
	Cold Calls	145	166	152	165	158	155	167	152	158	151	115	90	1774
Chris	New Partner Meetings	30	33	36	38	29	29	32	28	34	28	21	15	353
Blankenship Partner	End of First Year Renewals	9	6	9	9	18	9	5	13	15	9	4	7	113
Relations Associate	Partner Upgrades	0	0	0	1	3	1	0	1	1	1	1	1	10
	New Partners This Month	3	0	2	1	1	2	0	0	1	1	0	1	12
	Cold Calls	0	0	0	0	0	0	0	0	0	2	0	0	2
	New Partner Meetings	0	4	2	3	0	0	0	0	0	1	0	1	11
Ron Hipner Partner	End of First Year Renewals	2	0	0	1	1	0	0	0	0	0	0	0	4
Relations Associate	Partner Upgrades	0	0	0	0	0	0	0	0	0	0	0	0	0
	Partner Visits	22	25	24	23	22	21	20	29	27	26	24	19	282
	Partner Calls	37	37	36	36	37	41	40	39	36	32	30	30	431
Matt	Partner Videos	17	22	19	20	21	24	23	26	25	21	22	16	256
Director of														
Partner Success														

CEX	OCALA N CHAMBER&E PARTNERSHI	<b>1ETRO</b> çonomic					nce Ma s <mark>Supp</mark>						mber 24	
		January	February	March	April	May	June	July	August	September	October	November	December	Total
	Past Due Outreach	39	38	37	46	50	71	64	56	50	34	40	45	570
	Verify Partner Billing	$\checkmark$	$\checkmark$	$\checkmark$		$\checkmark$	$\checkmark$	$\checkmark$		$\checkmark$	$\checkmark$			$\checkmark$
Kimberly	Renewal Report	$\checkmark$	$\checkmark$	$\checkmark$	$\checkmark$	$\checkmark$	$\checkmark$		$\checkmark$	$\checkmark$	$\checkmark$	$\checkmark$	$\checkmark$	$\checkmark$
Langley	Pay All Invoice			$\checkmark$				$\checkmark$						$\checkmark$
Executive Assistant														$\checkmark$
	Monthly Invoices & Statements									$\checkmark$				$\checkmark$
to be	New Partner Packets (250)	18	24	11	27	30	24	22	23	27	23	18	12	259
Donna Marseco	Relocation Packets two Week (80)	7	10	9	9	7	6	8	4	5	8	4	3	80
Director of	Renewal Packets (720)	76	63	44	81	101	43	90	66	41	33	54	83	775
First Impressions	Touchpoint Postcards (1,000)	79	116	56	98	73	91	90	67	73	114	83	96	1036
	Ensure we have receipts/support for all credit card charges	$\checkmark$	$\checkmark$	$\checkmark$	$\checkmark$		$\checkmark$			$\checkmark$		$\checkmark$	$\checkmark$	$\checkmark$
	Resolve Partner Billing Discrepancies (Weekly Basis) (50)	5	5	7	8	6	6	5	7	4	6	7	4	70
Amie Marsh	Verify that all bills recorded in the accounting software	$\checkmark$	$\checkmark$			$\checkmark$	$\checkmark$		$\checkmark$	$\checkmark$	$\checkmark$	$\checkmark$		$\checkmark$
Director of	Record credit card charges (Weekly Basis) (50)	5	5	4	4	4	4	6	8	7	8	6	5	66
Finance & Operations	Operational Meetings (50)	4	4	5	10	6	2	5	4	4	4	2	3	53

CEX	OCALA N CHAMBER& E PARTNERSHI	CONOMIC					ince Mat SS Suppo						ecembe 2024	۲.
		January	February	March	April	May	June	July	August	September	October	Nov	Dec	Total
	Grant Funding Secured (G:\$100k)	0	0	N/A	-	-	10,000	-	0	0	5,000	0	10,000	25,000
	Submitted Grant Apps (Goal: 12)	1	0	N/A	1	2	2	2	1	1	0	0	0	8
	Income (Goal: \$250k)	TBD	0	N/A	0	0	0	0	0	0	0	0	0	-
Jessica Gilbert	Foundation Visits (Goal:36)	3	0	N/A	1	2	2	5	5	4	5	8	5	40
VP Foundation for CEP	Podcast Downloads (Goal: 800)	79	0	N/A	29	27	28	32	29	42	35	12	22	335
	Weekly Buzz Views (Goal: 32,000)	2885	3158	2806	4566	5560	4159	5358	6617	3936	5558	4643	4534	53,780
	CEP on the Scene Views (Goal: 10,000)	480	690	644	N/A	4793	1849	773	1463	1180	525	1435	585	14,417
Sullivan Hogan	POV Views (Goal: 20,000)	1440	1594	1470	3074	2845	4090	2568	1874	3745	2089	5966	2133	32,888
Director of Video Communications	A Closer Look & Leading the Way View (Goal: 5,000)	N/A	N/A	995	N/A	N/A	N/A	N/A	N/A	158	1147	N/A	N/A	2,300
	Additional Internal Videos (Goal: 20)	1	2	0	1	2	1	2	0	0	0	1	2	12
	FB New Follows (Goal: 1,200)	155	141	125	154	127	121	107	79	67	62	115	60	1,313
	Facebook Posts Reach (Goal: 425,000 )	55,166	102,602	61719	62335	52839	53,878	62595	21734	33,100	18,000	38,000	19,700	581,668
Arin Conrad	LinkedIn Posts Reach (Goal: 80,000)	10,500	8300	9500	6500	13600	10,500	8923	7123	9125	8456	9008	13,097	114,632
Director of Communications	Email Opens (Goal:150,000)	26,698	26046	21534	14867	12114	18469	19591	24895	17391	29137	17989	10749	239,480
& Marketing	Website Reach (Goal: 95,000)	10,217	22885	9095	5600	5284	8557	7895	8432	9958	5188	4967	6661	104,739

CEX	OCALA N CHAMBER& E PARTNERSHI	<b>IETRO</b> Conomic					ance M SS Sup						ember 024	
		January	February	March	April	May	June	July	August	September	October	November	December	Total/Avg.
	Increase Facebook Followers (333/mo)	409	994	498	470	98	116	141	92	234	186	139	116	3493
	Market Vendors (336/mo)	332	311	462	408	417	402	341	462	411	407	570	427	413
Dawn Bowman	Pavillion Rentals (36/year)	6	4	4	5	4	4	3	1	7	6	4	5	53
Director Ocala Downtown	Self-generated ODM events (12/year)	0	1	1	1	0	1	0	0	0	0	0	1	5
Market	Provide Vendor Workshops (2/yr)	0	0	0	0	0	0	0	0	0	0	0	0	0
									s					