



Beth McCall

Director of
Advocacy & Talent
Development

	January	February	March	April	May	June	July	August	September	October	November	December	Total
Attend 4+ Gov Meetings	4	2	3										9
4+ Partner Workshops or Roundtables	1	2	0										3
Construction Academy meetings (12)		1	0										1
NEXTworking (400 students)		0	7										7
NEXTworking (70 industry experts)		0	0										0
Classrooms to Careers		4											5
Incubator Partner /Prospects Meetings	15	6	9										30
Business Assistance provided City Wide (25)	2	2	2										6
Strategic Partner Meetings (24)	2	2	5										9
OMCF Loans (6)	0	0	0										0
CDFI Board Meetings	3	2	2										7



Evelyn Reyes

VP, Business
Creation



Joe Reichel

Director of
Bellevue CEP

	January	February	March	April	May	June	July	August	September	October	November	December	Total
BCEP New Partners	8	4	5										17
BCEP Cold Calls	100	146	200										446
BCEP Partner Meetings	16	20	23										59
BCEP Sponsorship \$	\$3,300	\$750	\$5,800										\$9,850
Engagement/Outreach	131	145	200										476
Partner Touches	104	166	55										325
Retained Partners	10	8	12										30
Partner Upgrades	2	4	1										7
Value of Upgrades	\$ 10,000	\$12,400	\$1,200										\$23,600
Partner Events	42	46	59										147



Jim Pazda

Director of
Business Services

	January	February	March	April	May	June	July	August	September	October	November	December	Total/Avg.
Increase Facebook Followers (333/mo)	239	178	222										639
Market Vendors (336/mo)	514	460	456										477
Pavillion Rentals (36/year)	3	10	17										30
Self-generated ODM events (12/year)	0	1	1										2
Provide Vendor Workshops (2/yr)	0	0	0										0



Dawn Bowman

Director Ocala
Downtown
Market