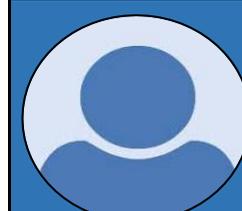




Tamara
Fleischhaker
Chief eXperience
Officer



N/A
Director of
Business
Advocacy

	January	February	March	April	May	June	July	August	September	October	November	December	Total
Quest: 2023 Savannah	Working to secure date	Working on October date	Working on 10/10-10/12 date	Postpone to April 2024	--								
Attend 4+ Gov Workshop(s)	0	0	1	1	0	0	1	5	0	4	1	3	16
Hold 4+ Equine Advocacy Meetings	0	0	0	1	0	0	0	1	0	0	0	1	3
4+ Partner Workshops or Roundtables	0	0	0	0	0	0	0	0	1	0	0	0	1
Initiate Tourism Study	0	0	0	0	0	0	0	Postpone to 2025	--				

Notes: New Director of Business Advocacy starting on January 3, 2024

		January	February	March	April	May	June	July	August	September	October	November	December	Total
 Erin Jones Director of Healthcare Development	HC Council/NEXTworking (150)	0	52	32	0	35	0	0	34	37	0	34	0	224
	Comm. Touchpoint (120)	22	15	12	10	14	8	7	12	11	15	18	10	154
	HC Conf/Trade Show(1-2)	0	0	0	1	1	0	1	0	1	1	0	0	5
	HC Exc. Tier Touch Base/Mtg.(15)	3	2	2	2	2	2	1	3	2	2	4	2	27
	Healthcare Insider (180)	0	0	34	0	54	0	0	43	0	56	0	0	187
 Beth McCall Director of Talent Development	One-on-one meetings-30	2	4	4	2	2	1	0	1	9	0	2	0	27
	Committee Meetings & Events 20	1	3	3	8	1	1	3	5	4	1	1	2	33
	CTE meetings 20	1	3	7	3	5	3	4	2	1	3	0	0	32
	NEXTworking-400 studs, 70 bus	X	X	x	X	X	X	X	X	200	416	0	0	616
	School Board Engagement	3	7	6	1	5	2	12	5	6	2	3	4	56
	Educator engagements-20	X	0	0	0	1	0	1	0	0	20	0	0	22
	Notes													



Tyler
LeCompte

Director of
Entrepreneurship
Services

	January	February	March	April	May	June	July	August	September	October	November	December	Total
Technical Assistance (100)	4	4	8	7	18	10	7	15	6	21	8	5	113
CDFI (TBD)	1	1	1	2	2	2	1	1	1	1	1	1	15
2023 BC Programs (4)	0	1	1	1	1	1	2	0	0	1	1	0	9
2nd Stage Programs (15)	1	1	1	1	1	1	1	1	2	2	1	1	14
GrowthBiz Prospects (12)	1	2	1	0	1	1	1	1	1	1	0	0	10



Jessica
McCallum

Director of
Business
Creation

Avg 1MC Attendees (45)	42	58	55	55	60	60	55	50	60	55	54	55	55
PPBI Occupancy (min 50%)	100%	100%	98%	98%	88%	78%	78%	83%	70%	75%	75%	84%	80%
Social Media Content (12)	1	2	2	3	2	3	3	5	5	4	5	4	39
Resident Meetings (36)	2	1	2	1	2	3	3	4	4	4	4	4	34
Programming Residents (12)	1	1	1	1	1	1	1	1	2	2	4	4	20



Cherrietta
Prince

Director of
IMPACT

New Clients (105)	13	17	14	19	12	15	12	8	9	18	7	11	155
FastTrac Courses (3)	0	0	0	1	0	1	1	0	0	1	0	0	4
West Ocala Touches (35)	4	7	4	6	4	5	4	3	3	7	4	4	55
Marion Oaks Touches (35)	3	5	3	7	3	2	4	3	3	5	2	4	44
Silver Springs Shores Touches (35)	5	4	4	5	5	7	4	2	3	3	1	2	45

		January	February	March	April	May	June	July	August	September	October	November	December	Total
 Tom James Director of Executive Engagement	Executive Partner Visits-86	9	9	17	16	14	15	10	17	14	15	21	17	174
	Exec Partner Events-10	x	x	1	1	2	x	x	1	1	1	2	1	10
	Sponsorship rev - \$100,000	\$48,000	\$16,000	\$12,500	\$8,600	\$35,900	\$12,500	\$17,500	\$34,000	\$2,500	\$11,500	\$27,500	\$31,000	\$257,500
	Business After Hours - 4,200	370	350	260	510	280	320	240	290	320	380	435	345	4100
	CEP 101 -144	21	x	30	25	22	20	15	x	27	18	x	16	194
 Andrea Bailey Director of Business Services	Tuesday Talks 15 Attendees	15	15	16	25	21	20	26	21	23	22	12	14	19
	Friday Talks 15 Attendees	18	17	22	25	8	10	18	44	29	23	14	12	20
	LOM -30 Participants	30	30	30	30	30	X	32	30	30	30	30	30	30
	LOMY - 33 Participants	33	33	33	33	33	X	35	35	35	35	33	33	34
	EM Breakfast 310 Attendees	339	361	338	335	424	354	346	356	345	347	327	250	344
 Jess Schultz Senior Director of Partner	Partner Events (75)	3	8	13	8	12	7	6	7	13	12	9	8	106
	Partner Meetings (100)	11	21	24	23	18	12	17	19	18	16	18	9	206
	Business After Hours (4800)	370	240	320	480	400	390	320	290	380	420	435	375	4420
	Upgraded Partners (\$100k)	0	\$7,500	\$1,900	\$5,700	600	0	0	0	\$1,900	6900	1800	11,400	37700
	Other Events (540)	88	65	68	18	65	210	160	145	190	180	235	120	1544

		January	February	March	April	May	June	July	August	September	October	November	December	Total
 Louisa Barton Director of Equine Engagement	Equine Meetings (10)	1	1	1	1	1	1	1	1	1	1	1	1	12
	Equine 101s (2)	1	1	1	1	1	1	1	0	1	0	1	0	9
	Venue/Farm Visits (10)	2	1	3	5	4	5	8	1	1	1	1	1	33
	Equine Events (6)	2	1	6	5	3	1	1	0	1	1	3	0	24
	Equine Promos	2	3	10	7	6	6	3	3	4	6	2	4	56
 Jim Pazda Director of Business Services	Partner Touches	77	80	88	70	80	75	83	80	66	80	64	60	903
	Retained Partners	15	12	4	6	5	8	9	6	10	6	5	11	97
	Partner Upgrades	6	2	2	3	2	0	1	0	1	2	2	2	23
	Value of Upgrades	\$ 77,500	\$10,000	\$3,700	\$17,500	\$12,000	\$0.00	\$5,000.00	\$0.00	\$2,500.00	\$ 25,000.00	\$ 2,400.00	\$ 6,200.00	\$ 161,800
	Notes													

		January	February	March	April	May	June	July	August	September	October	November	December	Total
 Bryan Aman CFO	Audit AR/AP Files Quarterly	X	X	X	√	X	X	X	X	√	√	√	√	√
	Provide Monthly Financials to the Team	X	X	X	√	√	√	√	√	√	√	√	√	√
	Payroll Submitted on Time	√	√	√	√	√	√	√	√	√	√	√	√	√
	Financials to Board	√	√	√	√	√	√	√	√	√	√	√	√	√
	Deposits and Invoices Weekly	√	√	√	√	√	√	√	√	√	√	√	√	√
 Kimberly Executive Assistant	Past Due Outreach	31	40	28	33	52	37	31	29	40	15	35	61	432
	Verify Partner Billing	√	√	√	√	√	√	√	√	√	√	√	√	√
	Renewal Report	√	√	√	√	√	√	√	√	√	√	√	√	√
	Pay All Invoice	√	√	√	√	√	√	√	√	√	√	√	√	√
														0
 Donna Marseco Director of First Impressions	Monthly Invoices & Statements	√	√	√	√	√	√	√	√	√	√	√	√	√
	New Partner Packets	28	22	27	21	21	22	19	20	18	11	12	10	231
	Relocation two Week	12	12	8	9	7	2	1	4	5	7	9	3	79
	Renewal Packets	83	47	70	62	48	56	59	76	29	40	80	62	712
	Touchpoint	55	97	87	71	81	75	82	78	87	53	161	55	982

