

Sarasota County Economic Development
2011 Update



EDC

ECONOMIC DEVELOPMENT CORPORATION
SARASOTA COUNTY

**BOLD
IDEAS**

BIG

Big, Bold Ideas

Sarasota County Economic Development 2011 Update

Climbing out of a recession, as the Sarasota County economy is doing now, requires big, bold ideas and the people to carry them out. The many diverse participants who are implementing the community's multi-year economic development strategy are delivering on both counts.

Bold ideas are encapsulated in the future-focused "platforms" of **Aging**, **Design** and **Sustainability** that form the basis of strategies to create a more broad-based economy. These over-arching strategies seek to generate business expansion and job growth around existing community assets. Coordinating the economic development strategy is the Economic Development Corporation of Sarasota County (EDC), a public-private partnership that works with local and regional partners including governments, business associations, civic groups, educational institutions and others.

The EDC also provides "here and now" services to assist existing businesses with expansion, training and data research, as well as businesses relocating to Sarasota County. This publication provides only a glimpse into the host of services that may help your business. For more information, consult the EDC's website at www.edcsarasotacounty.com or call 941.309.1200.

For an in-depth look at economic development initiatives in Sarasota County, visit the EDC's digital annual report at www.edcsarasotacounty.com/2010annualreport.



Businesses Benefit from Relocation and Expansion Services

Despite the slow economy, the EDC worked with several companies to relocate or expand their businesses in Sarasota County in 2010 and early 2011, and more projects are in the pipeline. Businesses are taking advantage of **services** like **rapid response permitting**, performance-based **incentives** and **workforce training grants** to expand facilities and add employees.

From the fall of 2009 through early 2011, the EDC's **business development** efforts resulted in 1,495 jobs being created and more than \$58 million in capital investment. Here is a sampling of businesses the EDC has recently assisted:

Adams Group
MyUS.com
PGT Industries
Quality Enclosures
Resource One Inc.
RND Automation & Engineering
Sanborn Studios LLC
Sarasota Medical Products
Swimwear Boutique
Tervis Tumbler Company

Film and TV Production Fuel Economy in Sarasota County

A new television studio with tens of thousands of square feet of soundstages, a steady stream of diverse and economy-enriching production projects, a nationwide TV pitch competition and an innovative local film and television incentive program contributed to the Sarasota County Film & Entertainment Office (SCFEO) surpassing its **goals in 2010** by almost 50 percent. The SCFEO assisted direct spending by 251 film, television, music and other multimedia productions in the 2010 fiscal year, translating to approximately \$5.6 million in economic impact. The industry's total economic impact in the area since the SCFEO's inception in 2007 tops \$13.6 million. Learn more at www.filmsarasota.com.



Training programs and grants aid Sarasota County businesses

The EDC and Suncoast Workforce help businesses get the training they need for employees and provide access to government grants. Training can be customized to your operation and may be conducted at your location or at participating institutions. Contact the EDC to find out how your business may benefit from [workforce development services](#).

EDC supports companies seeking global expansion

The EDC is the place to go if your business has exportable products or services and you want to enter or expand into [international](#) markets. The EDC and regional partners, including State College of Florida and others, hold exporting workshops and provide individualized business counseling. The EDC also conducts trade missions in conjunction with regional partners and chambers of commerce.

Economic Gardening cultivates second-stage companies

The EDC launched Sarasota County's [Economic Gardening](#) program in 2009 to stimulate growth in "second-stage" companies. To qualify as second stage, a company must have between 10 and 50 employees, generate annual sales of \$1 million to \$25 million, and have increased sales and employment during three of the last five years. Participating businesses gain access to technical assistance, loans and other programs.

About the EDC

The EDC of Sarasota County is the private, not-for-profit corporation leading the community's economic development strategy to add high-wage jobs and diversify the local economy. The EDC provides business assistance to companies in Sarasota County and helps forge solutions to community challenges that affect quality of life. The EDC works in partnership with chambers of commerce, local governments and other organizations throughout the county and the region.

Business & Industry Services

Businesses that are expanding, relocating or starting up in Sarasota County can take advantage of a wide range of services and resources through the EDC and its partners in the region. A sampling of services includes:

Expansion Assistance

- Rapid Permitting Program
- Buildings and Site Database
- Impact Fee Mitigation Program

Financing and Incentives

- Qualified Target Industry Tax Refund Program
- Local Incentive Programs
- Industrial Revenue Bonds
- Economic Gardening Loan Program

Visit www.edcsarasotacounty.com for a list of available capital and financing sources for existing and start-up businesses.

Workforce Assistance

- Recruitment Assistance Program
- Training Grants
- Labor Market Information
- Customized Training

Technical Assistance

- Manufacturing Assistance
- Florida High Tech Corridor Council
- Economic Gardening Technical Assistance Program
- Space Alliance Technology Outreach Program

Other Business Resource Programs

- Export Assistance
- Small Business Development Center at State College of Florida
- Online Entrepreneur Resources Guide
- Sarasota County GIS Prospector Database

For more information, see

www.edcsarasotacounty.com

or call 941.309.1200

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