



GUIDE TO DOING BUSINESS in Sarasota County



Introduction

This Guide to Doing Business in Sarasota County presents key data to existing and new businesses operating or interested in operating in Sarasota County. The information is intended to assist companies by enabling them to quickly assess how major factors related to the conduct of business might affect their profitability. Although designed to address many of the questions associated with business development, the guide is not an all-inclusive document. Additional information can be obtained from other sources, most of which have been included for your convenience.

The Sarasota County Government, the Tourism and Economic Development Board and the Economic Development Corporation of Sarasota County are partners in promoting job-creating investment. The Economic Development Corporation of Sarasota County is available to offer a wide range of assistance to existing businesses and businesses planning to locate in Sarasota County.

Acknowledgements

The Economic Development Corporation of Sarasota County produced this Guide to Doing Business in Sarasota County with the assistance of several public and private sector partners. The cooperation and contributions made by numerous local, county, and state agencies, as well as corporate citizens in Sarasota County, were essential to the preparation of this publication.



Our mission is to create and foster economic opportunities in collaboration with community and regional partners to diversify, grow, and sustain our economy while enhancing our unique natural and cultural environment. Contact us for more information about starting, expanding or relocating your business in Sarasota County, Florida.

Economic Development Corporation of Sarasota County

Live Oak Corporate Center
2601 Cattlemen Road, Suite 201, Sarasota, FL 34232
941.309.1200 941.309.1209 Fax
www.edcsarasotacounty.com

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Section 1

Sarasota County Local Economy Profile

Sarasota County, located on Florida’s West Coast 50 miles south of Tampa, is the southern anchor of the Tampa Bay region. The County’s 573 square miles include the incorporated cities of Sarasota, Venice, North Port, and the Town of Longboat Key. Surrounding islands include St. Armands Key, Lido Key, Siesta Key, Casey Key and Manasota Key.

The County’s 35 miles of beaches along the Gulf of Mexico and Sarasota Bay are world famous for the purity of their quartz-white sand.

Annual rainfall averages just less than 54 inches. The average year-round temperature is 72 degrees.

The natural amenities of a warm climate and water oriented recreation and commerce, inherent to southwestern Florida, spurred a rapid growth in population after World War II. The population of Sarasota County, according to 2007 estimates, is 387,461, and is expected to exceed 396,000 by the year 2010 and 416,000 by the year 2015. (Source: Florida Population Studies, BEBR June 2007)

The economy of Sarasota County has long been dependent on its coastal and marine resources. Early in the 20th Century, Sarasota was heavily promoted as a resort area. The presence of people such as John Ringling and others helped to attract not only tourists, but also those interested in developing the arts and a wide variety of cultural amenities. These amenities further reinforced the desire of many retired people to come to Sarasota to live.

The workforce in Sarasota County in January 2008 was 176,445 or approximately 47 percent of its population. The figure, although lower than for the state as a whole, is consistent with other southwestern Florida localities. Sarasota County businesses also draw from Manatee and Charlotte counties, which have a combined workforce of 222,350. As new businesses continue to move into the area and existing businesses grow, the workforce, as a percentage of total population, will sustain what has become a steady trend and continue to rise. (Source: Florida County Rankings 2007, Bureau of Economic and Business Research)

The retail, wholesale and service sectors account for two-thirds of the employment in the Sarasota area. However, total manufacturing employment continues to grow with nearly 7,381 workers employed in manufacturing activities. (Source: Florida Agency for Workforce Innovation, July 2007)

SARASOTA COUNTY POPULATION

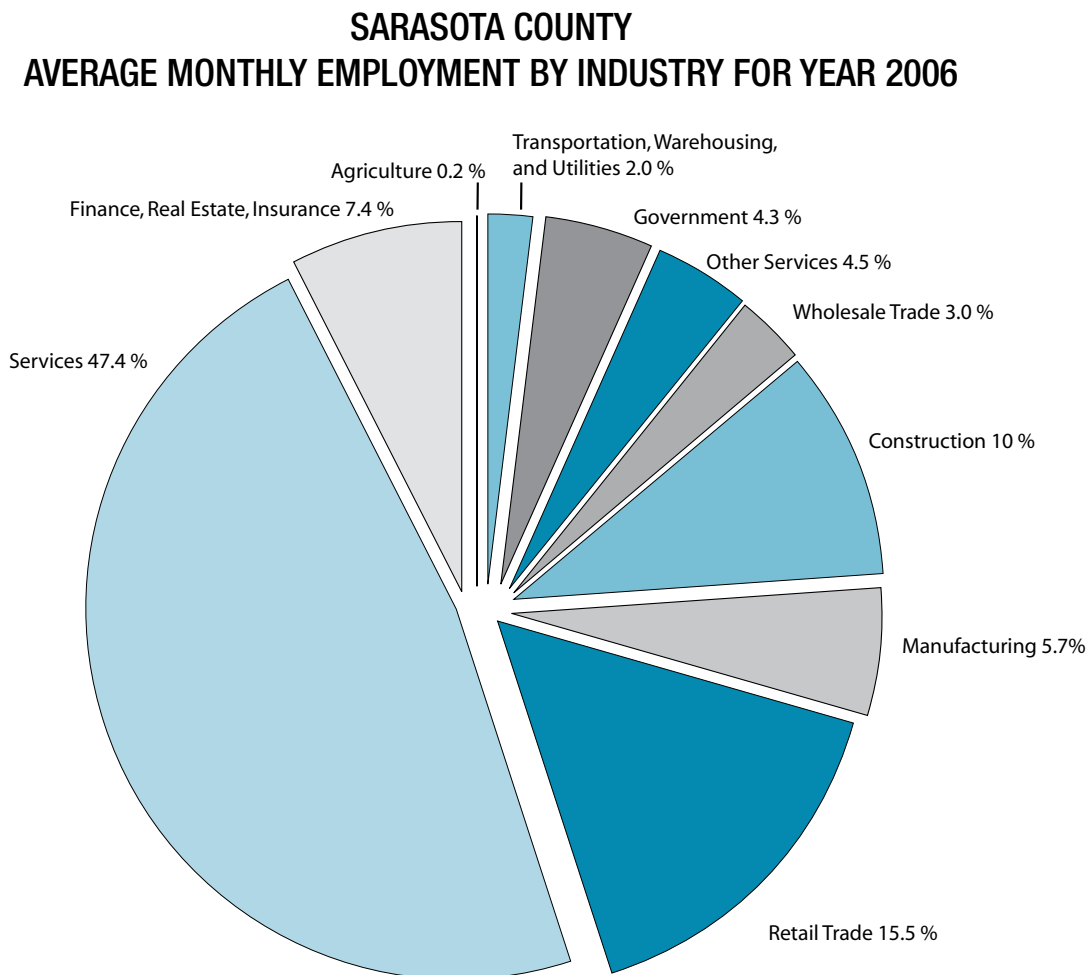
Unincorporated Area	250,858
City of Sarasota	55,644
City of Venice	22,147
City of North Port	53,732
Town of Longboat Key (Sarasota County portion only)	5,078
Total	<u>387,461</u>

Source: Florida Estimates of Population 2007, BEBR

1.1 SARASOTA COUNTY EMPLOYMENT BY INDUSTRY

The unemployment rates in Sarasota County are usually lower than the national and state rates. The unemployment rate in December 2006 was 3.0%, down from 3.3% in December 2005. (Source: Florida Agency for Workforce Innovation, Labor Market Statistics)

Characterized by a positive work ethic, the workforce in Sarasota County is also traditionally oriented to functioning in and supporting a non-union work environment. A strong service economy and the availability of readily trainable workers represent an opportunity for many types of companies to effectively operate at costs that are generally lower than those found in other metropolitan areas.



Source: Florida Agency for Workforce Innovation, Labor Market Statistics, Quarterly Census of Employment and Wages Program (ES-202), July 2007

1.2 SARASOTA COUNTY MAJOR EMPLOYERS

MANUFACTURING

PGT Industries	1,171
Sun Hydraulics Corp.	650
Teleflex Electrical Systems	370
ASO Corp.	240
Medical Education Technologies	232
L-3 Communications	210
Pac Tec	203
Tervis Tumbler	167
King Plastic	109
Absolute Aluminum	93

NON-MANUFACTURING

School Board of Sarasota County	5,610	Fountains at Lake Pointe Woods	279
Sarasota County Government	3,531	The Zenith Insurance Company	276
Sarasota Memorial Hospital	2,962	Village on the Isle	270
Publix Supermarkets	2,795	Wilde Automotive	254
Nielsen Media Research	710	Vengroff Williams & Associates	252
Venice Regional Medical Center	702	New College of Florida	250
FCCI Insurance Group	680	First Physicians Group	247
Sarasota Herald-Tribune	674	Goodwill Industries	237
Wal-Mart	655	Mote Marine Laboratory & Aquarium	235
City of Sarasota	651	SunTrust Bank	235
Doctors Hospital of Sarasota	628	Medical Education Technologies, Inc.	232
City of North Port	580	Wackenhut Corp	230
The Home Depot	550	Coldwell Banker	210
The Ritz-Carlton of Sarasota	530	Plymouth Harbor	210
Longboat Key Club & Resort	450	HD supply, Lumber and Building Materials	200
Sarasota Family YMCA	437	Sears Roebuck & Co	200
Target	415	Publix Distribution	196
Englewood Community Hospital	405	Sunnyside Village	192
Protocol Communications	400	Vertex, Inc.	191
Comcast	369	Bay Village of Sarasota, Inc.	187
SunTrust Bank	358	Hazeltine Nurseries, Inc	187
Advanced Masonry Systems	350	ArtisTree Landscape Maintenance & Design	184
Bank of America	350	M & I Bank	184
Pines of Sarasota	350	Michael Saunders & Co.	177
HealthSouth Rehabilitation Hospital	330	Gettel Automotive	165
Sarasota Bay Club	322	Buchanan Automotive Group	161
Ringling College of Art and Design	304	United Natural Foods	155
Unisource Administrators	303	Gold Coast Eagle Distributing	150
Coastal Behavior Healthcare	300	Jackson Hewitt, Inc.	136
City of Venice	296	Wachovia Bank	119
Hyatt Sarasota	294	Senior Friendship Center	115
The Colony Beach & Tennis Resort	293	The Glenridge at Palmer Ranch	98

Source: Economic Development Corporation of Sarasota County (as of September 2007)

1.3 TAXES

Businesses located in Florida are responsible for both state and local taxes and licenses. The amounts and types depend on the location and nature of the business.

The following summary of business related taxes is intended to provide an overview of the obligations companies operating and locating in Sarasota County might expect. It is recommended that a tax attorney or accounting professional be consulted to determine the extent of a particular firm's tax liability.

Mitigation of or credits against certain tax liability are available to expanding and new businesses as incentives for expanding or locating within qualifying areas or by meeting certain criteria. Consult the "Business Incentives" section for more information.

1.3a STATE CORPORATE INCOME TAX

While the state levies no tax on personal income, corporations operating in Florida are responsible for filing a state corporate income tax return. The Florida corporate income tax is based on federal taxable income adjusted for certain items. Adjusted federal taxable income is apportioned to Florida in accordance with three factors, using a weighted formula (see below). A \$5,000 exemption on net Florida taxable income is allowed before the 5.5 percent corporate tax rate is applied.

S corporations and single member limited liability companies (LLCs) are exempt from corporate income taxes if they do not have federal taxable income.

Florida Corporate Income Tax Computation

(1) Net Income Before Taxes \$ _____
 (Taxable federal income adjusted for certain Florida additions and/or deductions)

(2) Apportionment of Adjusted Income:

	Within Florida	Total	Within Florida	Weight	Florida Factors
Average Value of Property				x.25=	
Salaries, Wages				x.25=	
Sales (Gross)				x.50=	

TOTAL APPORTIONMENT FACTOR (ADD FLORIDA FACTORS)

(3) Florida Apportionment Income
[Net Income (line 1) x Total Apportionment Factor (line 2)] _____

(4) Deduct \$5,000 (exemption) _____

(5) Amount of State Taxable Income _____

(6) Florida Income Tax Rate _____

(7) Amount of Florida Corporate Income Tax _____

1.3b SALES AND USE TAX

The state sales tax rate is six percent of the total sales price on the retail sale or rental of tangible personal property and transient living accommodations. The use tax is six percent on the total price of each taxable item brought into Florida to be used, consumed, distributed, rented or stored for use or consumption. In Sarasota County, an additional one percent, for a total of seven percent, is charged on items subject to sales and use taxes. This additional one percent applies only to the first \$5,000 of sales or use value and is remitted back to the local government for local infrastructure improvements. Taxes are paid by the ultimate consumer and collected by the retailer at the time of the sale or use. Dealer purchases of items for resale are exempt.

INTANGIBLE PERSONAL PROPERTY TAX

Beginning January 1, 2007, individual, married couples, personal representatives of estates, and businesses are no longer required to file an annual intangible personal property tax return reporting their stocks, bonds, mutual funds, money market funds, shares of business trusts and unsecured notes.

Not all intangible taxes have been repealed. The intangible tax on leases of government-owned real property and the one time intangible tax on notes secured by a mortgage on Florida real property are still in effect.

Source is Florida Department of Revenue, Florida Tax Information; <http://dor.myflorida.com/dor/taxes>, 2008

TANGIBLE PERSONAL BUSINESS PROPERTY

The tax base includes all forms of tangible personal property physically located in Florida and used in the operation of a business. Such property includes business fixtures, supplies, livestock, and equipment and machinery for shop, plant and farm. Household goods and personal effects being used by the individual in the home are exempt. Assessment is at just value. It is important that the business file a tangible return in a timely manner to the Property Appraiser in order to avoid penalties.

DOCUMENTARY STAMP TAXES

Documentary stamp taxes are levied on documents as provided under Chapter 201, Florida Statutes. Documents subject to the tax are outlined below.

DEEDS

The tax rate for transfer of an interest in real property is \$.70 (Miami-Dade County rate is \$.60 plus \$.45 discretionary surtax) on each \$100, or a fraction thereof, of the total consideration paid, or to be paid, for the transfer.

A transfer of interest in real property consists of:

- warranty deeds
- quit claim deeds
- cooperative apartments ownership
- easements
- gifts
- mobile homes affixed to land
- assignments of beneficial interest in a trust
- special warranty deeds
- contracts for timber, gas, oil or mineral rights
- documents
- agreements for deed
- assignments of contract or agreement for deed
- assignments of lease

Consideration consists of:

- cash
- stock or an increase in stock
- exchange of property (land swap)
- partnership interest
- any other monetary consideration or consideration which has value
- mortgage, either subject to or assumed
- value
- deed in lieu of foreclosure

****NOTE**** *Where the consideration paid or exchanged for real property is property other than money, the consideration is equal to the fair market value of the real property.*

STOCKS AND BONDS

Documentary stamp tax is due upon the original issuance of stocks and bonds in this state. The tax rate is \$.35 per \$100, or portion thereof, of the face or par value of the stock certificate or the face value of the bond. If a stock certificate is issued without face value, the tax applies to the actual value.

NOTES, MORTGAGES AND WRITTEN PROMISES TO PAY

The tax rate on a written obligation to pay money is \$.35 for each \$100 or fraction thereof, of the obligation evidenced by the document. Taxable documents must contain a promise to pay clause, a specific amount of money and must be executed or delivered in Florida. A mortgage is taxable on the maximum principal amount stated in the document when recorded in Florida. Examples include the following:

- demand notes
- retail installment sale contracts
- assumption of mortgages
- wrap-around notes and mortgages
- certain renewal notes
- term notes, both secured and unsecured
- leases with an unconditional promise to pay
- mortgages
- certain assignments of mortgages

WHAT IS EXEMPT?

The only exemptions from the payment of documentary stamp tax are given to governmental entities. The tax is payable by any party in a taxable transaction. If one party is exempt, the tax is required of the nonexempt party.

DOCUMENTARY STAMP SURTAX

A Documentary Stamp Surtax is levied on documents or deeds conveying any interest in realty at the rate of \$.55 per \$100 or fraction thereof of the total consideration, excluding amounts of existing mortgages on the realty being conveyed. Documentary stamp taxes are paid through the purchase of documentary stamps at the County Clerk's office. The stamps must be affixed to the documents (in case of stock to the stock certificate book) prior to redemption.

MUNICIPAL AND COUNTY PROPERTY TAX

Taxes are levied on real and personal property. Assessments are at just value (or tax value when an exemption is applicable). Property taxes are due in November, and become delinquent on April 1. Discounts at the rate of four percent for November payment, declining one percent per month until March 1 are offered.

The specific location of a business will determine its actual local tax obligation. Local tax liability will depend on whether or not an operation is located within the corporate limits of a municipality, and any special tax in the district or service area, which may apply.

SARASOTA COUNTY AD VALOREM MILLAGE RATES

Sarasota County Operating Millage	3.2491
Sarasota County Mosquito Control	0.0277
Sarasota County Debt Service	0.0616
Sarasota County Government Total	3.3384
Sarasota County Emergency Medical Services*	0.6600
Hospital District	0.9410
West Coast Inland Navigation District (WCIND)	0.0394
Public School Board	7.1230
South West Florida Water Management District	0.5350
Other Jurisdictions Total	9.2984
Total Tax Bill	12.6368

**Does not apply to Town of Longboat Key or City of North Port as they provide their own emergency medical services.*

Source: Sarasota County Government, Fiscal Year 2008

1.4 FEES AND LICENSES

STATE INCORPORATION (CHARTER) FEE

Any organization filing an Article of Incorporation, Amendment thereof or other paper relating to the incorporation, merger, consolidation, or dissolution of the organization must pay a fee. The fee is based on the authorized capital stock.

Annual Filing - Additionally, a nominal annual fee is charged at the time of the corporation's annual report filing.

MUNICIPAL AND COUNTY OCCUPATIONAL LICENSES

Depending on the occupation engaged in and the location of the business, a license to engage in business will be required.

All businesses or professional persons engaged in a business enterprise in Sarasota County must obtain an annual county occupational license. If the business is located within, or regularly engages in business within an incorporated municipality, an annual license from the appropriate municipality(s) may also be required. For further information contact:

MUNICIPAL LICENSE AGENCIES

City of Venice Local Business Tax Receipts

401 W Venice Avenue, Venice, FL 34285

941.486.2626

www.venicegov.com

Sarasota County Tax Collector

101 S. Washington Blvd., Sarasota, FL 34236

941.861.8300

www.sarasotataxcollector.com

Longboat Key Business Tax Receipts

501 Bay Isles Rd., Longboat Key, FL 34228

941.316.1999 ext. 261

www.longboatkey.org

Sarasota City Business Tax Receipts

1565 First Street, Sarasota, FL 34236

941.954.4186

www.sarasotagov.com

North Port Occupational Licenses

4970 City Hall Boulevard, North Port, FL 34286

941.429.7000

www.cityofnorthport.com

For certain businesses and professions, the State also requires a license from the appropriate regulatory department.

Department of Business and Professional Regulation

Customer Contact Center

1940 N. Monroe Street, Tallahassee, FL 32399

850.487.1395 850.410.1999 Fax

www.myflorida.com/dbpr

STATE BUSINESS LICENSE AGENCIES

Agency for Healthcare Administration

Regional Services Center, 2295 Victoria Ave.

Room 340, Ft. Myers, FL 33901

239.338.2366 239.748.2372 Fax

www.fdhc.state.fl.us

– Consumer and investigative services, field operations, health facility compliance, managed health care, plans and construction

Division of Hotels and Restaurants

1940 North Monroe St., Tallahassee, FL 32399

850.487.1395 850.488.1514 Fax

www.myflorida.com/dbpr/hr/index.shtml

– Public food and lodging, health inspection permits are required.

Department of Environmental Protection

3900 Commonwealth Boulevard

Mail Station 49, Tallahassee, FL 32399

850.245.2118 850.245.2128 Fax

www.dep.state.fl.us

– Environmental regulation and permitting

Division of Plant Industry

1191 SW 34th Street, P.O. Box 147100

Gainesville, FL 32614-7100

352.372.3505 888.397.1517

www.doacs.state.fl.us/pi

– Plant nurseries

Florida Department of Agricultural and Consumer Services

Division of Consumer Services
2005 Apalachee Parkway
Terry Rhodes Building
Tallahassee, FL 32399-6500
800.HELP.FLA (435-7352) 850.488.2221
www.doacs.state.fl.us
– *Protect, inform and empower Florida's consumers and businesses while promoting a positive business environment in the state*

Florida Department of Financial Services

200 East Gaines Street
Tallahassee, FL 32399-0300
850.413.3100
www.fldfs.com
– *Regulation of banking, securities and insurance*

Florida Department of Children and Families

1317 Winewood Blvd. Building 1, Room 202
Tallahassee, FL 32399-0700
850.487.1111

9393 N. Florida Avenue, Tampa, FL 33612
813.558.5500

www.state.fl.us/cf_web
– *Protect the vulnerable, promote strong and economically self-sufficient families, and advance personal and family recovery and resiliency*

Florida Fish and Wildlife Conservation Commission

Farris Bryant Building
620 South Meridian Street, Tallahassee, FL 32399-1600
850.488.4676
www.myfwc.com
– *Managing fish and wildlife resources*

Department of Highway Safety and Motor Vehicles

101 S. Washington Blvd. 1st Floor, Sarasota, FL 34236-6993
941.861.8300 850.617.2000
www.flhsmv.gov
– *Vehicle operation*

Secretary of State

Florida Department of State
R.A. Gray Building
500 S. Bronough, Tallahassee, FL 32399-0250
850.245.6500
www.dos.state.fl.us
– *To serve and enhance Florida's communities by preserving and promoting Florida's rich historical and cultural heritage by supporting local library systems, by ensuring fair and accurate elections, and by issuing corporate charters and recording financial information*

Division of Corporations

Judgment lien documents:
Department of State
Division of Corporations
Judgment Lien Filings
P.O. Box 6250, Tallahassee, FL 32314

All other document:
Department of State
Division of Corporations
Corporate Filings
P.O. Box 6327, Tallahassee, FL 32314

Courier
Department of State
Division of Corporations
Clifton Building
2661 Executive Center Circle, Tallahassee, FL 32301
850.245.6939
www.dos.state.fl.us/doc
– *Corporate information and on-line filing*

Department of Business and Professional Regulation (DBPR)

DBPR Customer Contact Center
1940 North Monroe Street, Tallahassee, FL 32399-1027
850.487.1395
www.myflorida.com/dbpr
– *Regulating professionals and businesses across some 200 licensee categories ranging from electricians to real estate agents, from cosmetologists to professional boxers, hotels, restaurants, alcohol, and tobacco retailers, condominiums and mobile home parks*

Florida Department of Revenue

Sarasota Service Center
Sarasota Main Plaza
1991 Main Street, Suite 240
Sarasota, FL 34236-5940
941.361.6001 800.352.3671
http://dor.www.myflorida.com/dor/businesses
– *Administer of 36 taxes, including sales and use tax, discretionary sales surtax, unemployment tax, communications services tax, corporate income tax, and intangible personal property tax*

1.5 GOVERNMENTAL STRUCTURE

SARASOTA COUNTY

Sarasota County is one of 67 counties in the state of Florida. County government consists of a Board of County Commissioners made up of five members elected to four-year terms. County government is primarily responsible for police and fire protection; public works – streets, roads, water/sewer, wastewater; parks and recreation; natural resources; as well as numerous other local services. The county provides these services with approximately 3,521 employees and annual budgets of over \$1.1 billion. Education is the responsibility of the separately elected Sarasota County Board of Education whose jurisdiction includes both the incorporated and the unincorporated areas of the County.

Sarasota County Administration Office

1660 Ringling Boulevard, Sarasota, FL 34236

941.861.5344

www.scgov.net

Within Sarasota County there are four incorporated municipalities, each with its own government that provides selected services.

CITY OF SARASOTA

A five-member city commission whose members are elected for four-year terms governs the City of Sarasota. The city government is primarily responsible for police and fire protection; public works – streets, roads water/sewer, wastewater; selected recreational facilities; as well as other local city services. The City provides these services with 651 employees and annual budgets of just over \$184 million.

City of Sarasota City Hall

1565 1st Street, Sarasota, FL 34236

941.954.4115

www.sarasotagov.com

CITY OF VENICE

The City of Venice is governed by a seven-member city council whose members are elected for three-year terms. The city government is responsible for police and fire protection; public works – streets, roads, parks and recreation, solid waste and recycling; water/sewer; municipal airport; as well as other local city services. The City provides these services with roughly 396 employees and an annual budget of just over \$68 million.

City of Venice City Hall

401 West Venice Avenue, Venice, FL 34285

941.486.2626

www.venicegov.com

CITY OF NORTH PORT

A five-member city commission whose members are elected for four-year terms governs the City of North Port. The city government is responsible for police and fire protection; public works – streets, roads, water/sewer and trash collection; parks and recreation; as well as other local services. The City provides these services with approximately 580 employees and an annual budget of over \$151 million.

City of North Port

4970 City Hall Boulevard, North Port, FL 34286

941.429.7000

www.cityofnorthport.com

TOWN OF LONGBOAT KEY

A seven-member town commission whose members are elected for two-year terms governs the Town of Longboat Key. The town government is primarily responsible for police and fire protection; public works – streets, beaches, water/sewer, building and zoning; as well as other town services. The Town provides these services with approximately 105 employees and an annual budget of over \$32 million.

Longboat Key Town Hall

501 Bay Isles Road, Longboat Key, FL 34228

941.316.1999

www.longboatkey.org



Section 2

Business Assistance

LINK – BUSINESS ASSISTANCE HELPLINE

The EDC has established a business assistance service called LINK to assist local businesses with expansion, permitting, workforce training, governmental issues or any condition that may hinder or prevent their growth and prosperity. Calls to the helpline will be returned within 24 hours during the normal work week.

Call LINK at: 941.309.1200 ext. 123 or access the Web site at www.edcsarasotacounty.com and click on the LINK icon.

SARASOTA COUNTY BUSINESS RESOURCE CENTER AT MANATEE COMMUNITY COLLEGE

A special program for businesses in Sarasota County has been established. Through a partnership with the Englewood Area Chamber of Commerce, the North Port Area Chamber of Commerce, the Venice Area Chamber of Commerce, Manatee Community College, Sarasota County Technical Institute, The Gulf Coast Community Foundation of Venice, the Suncoast Workforce Board and the Economic Development Corporation of Sarasota County, businesses have access to special customized training, one-on-one consulting services and a business resource library. For more information, contact the Small Business Development Center at Manatee Community College.

Small Business Development Center at Manatee Community College

Center for Innovation and Technology at MCC Lakewood Ranch

7131 Professional Parkway East, Sarasota, FL 34240
941.363.7000

Professional Development Center at MCC Venice

8000 South Tamiami Trail, Venice, FL 34293
941.408.1300
www.mccfl.edu/SBDC

UNIVERSITY OF SOUTH FLORIDA SMALL BUSINESS DEVELOPMENT CENTER

The Small Business Development Center provides information, guidance and counseling for small business startups.

University of South Florida Small Business Development Center

1101 Channelside Dr., Suite 210, Tampa, FL 33602
800.733.7232 813.905.5800 813.905.5801 Fax
www.sbdc.usf.edu

FLORIDA MANUFACTURING EXTENSION PARTNERSHIP (MEP)

Florida MEP is a non-profit service available to every manufacturer in Florida to help them compete more effectively in the global marketplace. Improved efficiency, elimination of waste, international certifications, integration into global supply chains and networking Florida businesses with the resources they need to become more profitable, and increased sales are among the benefits of working with the Florida MEP. The Florida Manufacturing Extension Partnership helps small to medium size manufacturing companies identify and implement modern technologies and techniques in the areas of quality control, training, sourcing, productivity, inventory, MIS, production, planning, cost reduction and productivity analysis. They also provide training services.

Florida Manufacturing Extension Partnership

1180 Celebration Blvd.

Celebration, FL 34747

800.637.4634 321.939.4000

www.FloridaMEP.org

ONLINE ENTREPRENEUR RESOURCES GUIDE

The Suncoast Workforce Board, Economic Development Council of Manatee County, and Economic Development Corporation of Sarasota County have joined together to promote and support our local entrepreneurs. The website is designed to help existing and future entrepreneurs identify regional resources that can assist entrepreneurs with a step-by-step process for starting and maintaining a business. Everything from a self-assessment to formulating a business plan to legal issues is covered in this guide.

Whether you are a seasoned entrepreneur or on your way to becoming one, this one-stop entrepreneur resource guide will help you at every stage of your business: from the basic how-to's of starting a business to expansion assistance and ongoing education.

www.suncoastbizresource.com



Section 3

International Trade and Commerce

Assistance for local companies wishing to export their product or service is available from a number of resources. The Economic Development Corporation of Sarasota County can assist local businesses in accessing the following services: 1) Enterprise Florida International Trade Export Services, which provides consulting on marketing businesses' products or services internationally; 2) Florida Trade Database, which is a state supported initiative to assist Florida companies to identify specific trade leads or product sources; 3) The Florida Export Finance Assistance, which provides technical, financial and consulting assistance to small exporters; and 4) the U.S. Department of Commerce, which provided local networking opportunities for businesses involved in international trade.

Economic Development Corporation of Sarasota County

Live Oak Corporate Center
2601 Cattlemen Road, Suite 201, Sarasota, FL 34232
941.309.1200 ext. 207 941.309.1209 Fax
www.edcsarasotacounty.com

ENTERPRISE FLORIDA

Enterprise Florida provides access to export financing programs, export promotion, trade missions and catalog shows. It also maintains a trade lead computer program that provides Florida businesses with names of potential buyers, distributors, agents and representatives from abroad. Leads are obtained from overseas offices, advertising, listings in trade directories and participation in trade events. Once processed, leads are mailed directly to matching Florida firms based on the information they provide. Enterprise Florida also promotes inward foreign investment.

Enterprise Florida

Tampa Office
615 Channelside Drive, Suite 108, Tampa, FL 33602
813.276.9430 813.223.7899 Fax
www.eflorida.com

U.S. DEPARTMENT OF COMMERCE

The U.S. Department of Commerce through its United States and Foreign Commercial Service Network serves the export trade community, especially manufacturers, in all aspects of exporting. Some of the programs and services include:

- Providing product or country specific foreign market research
- Providing information on standards, duties, taxes, and export documentation requirements
- Finding qualified agents, distributors, licensees, and joint venture partners
- Conducting “matchmaker” trade missions
- Participating in international trade fairs
- Conducting commercial background profiles on foreign companies
- Collecting qualified foreign trade leads

US Commercial Service of the United States Department of Commerce

US Export Assistance Center of FL
13805 58th St. North, Suite 1-200
Clearwater, FL 33760
Clearwater: 727.893.3738 727.893.3839 Fax
www.buyusa.gov/florida

SOURCES OF SUPPORTING SERVICES AND INFORMATION

In addition to the federal and state agencies, there are numerous organizations that can assist in the conduct of international business. Companies operating in Sarasota County that engage in, or are planning to engage in, business activities outside of the United States may have a need to contact one or more of the following sources of supporting services and or information.

FINANCIAL SERVICES

Responsible for aiding the export of U.S. goods and services through a variety of loan, loan guaranty and insurance programs

U.S. Export-Import Bank

Southeast Regional Office
5835 Blue Lagoon Drive, Suite 203 Miami, FL 33126
305.526.7436 305.526.7435 Fax
www.exim.gov

– Offers exporters opportunities to compete in the sale of goods or services supplied to foreign countries under agency loans and grants

U.S. Agency for International Development

Information Center, Ronald Reagan Building
Washington, D.C. 20523-1000
202.712.4810 202.216.3524 Fax
www.usaid.gov

INSURANCE SERVICES

Overseas Private Investment Corp.

1100 New York Avenue NW, Washington, D.C. 20527
202.336.8400
www.opic.gov

– Insures against confiscation or expropriation of U.S. investment abroad and promotes economic growth in developing countries by providing investment advice

U.S. CUSTOMS

Manatee County Port Authority

300 Tampa Bay Way, Palmetto, FL 34221
941.722.6621 941.729.1463 Fax
www.portmanatee.com

SEAPORT CUSTOMS

US Customs Service Area Port of Tampa

1624 East 7th Avenue, Tampa, FL 33605
813.228.2385

AIRPORT CUSTOMS

Sarasota Bradenton International Airport

6000 Airport Circle, Sarasota, FL 34243
941.359.2770 941.359.5200
www.SRQ-airport.com

Tampa International Airport

5503 West Spruce Street, Tampa, FL 33607

813.870.8700

www.tampaairport.com

St. Petersburg-Clearwater International Airport

14700 Terminal Blvd., Suite 221, Clearwater, FL 33762

727.453.7800

www.fly2pie.com

Southwest Florida International Airport

11000 Terminal Access Rd., Suite 8671, Fort Myers, FL 33913

239.590.4800

www.flylcpa.com

MISCELLANEOUS**US Citizenship and Immigration Services**

800.375.5283

www.Uscis.gov

U.S. Department of Agriculture

1400 Independence Ave. SW, Washington, DC 20250

202.720.3631

www.usda.gov

Section 4

Workforce



4.1 WORKFORCE DEVELOPMENT OPPORTUNITIES

Workers in Sarasota County are available to satisfy the many different needs of expanding and new business and industry. The state and locality have focused their attention on providing a system of education and training that will provide workers who will enable companies to effectively compete in today's global economy. As the local economy grows and becomes more diversified, new entrants into the workforce, as well as readily trainable people who are currently underemployed, are prepared and are being prepared to help support the needs of a growing employer demand.

QUICK RESPONSE TRAINING GRANT

Training grants may be available for businesses in Sarasota County if they meet certain criteria, including creating new, full time, high quality jobs and producing a good or service for markets outside of the county. The Economic Development Corporation of Sarasota County can assist local businesses by arranging appointments with training providers such as the Sarasota County Technical Institute or Manatee Community College. The Economic Development Corporation of Sarasota County is active in the process of securing these grants, although the formal application is completed by a local educational or training institution.

Special consideration is given to applicants who:

- Have grant proposals that have the greatest potential for economic impact
- Create high skill/high wage jobs
- Are located in a distressed urban or rural area
- Provide in-kind and/or cash matches
- Are in qualified targeted industries
- Are located in an Enterprise Zone or Brownfield Area

The selection of trainees is the responsibility of the business. However, the training provider and/or the local one-stop workforce development center is available to provide recruiting assistance. Businesses requesting training are responsible for establishing the criteria for selecting trainees, such as education and skill levels. For more information contact:

Economic Development Corporation of Sarasota County

Live Oak Corporate Center
2601 Cattlemen Road Suite 201, Sarasota, FL 34232
941.309.1200 941.309.1209 Fax
www.edcsarasotacounty.com

ONE STOP WORKFORCE DEVELOPMENT CENTER

Created by a Governor's Executive Order, One Stop Workforce Development Centers are full-service facilities wherein every citizen and business in the region finds a seamless, convenient, professional and user-friendly system to meet their employment and training needs. Centers are located in both Sarasota and Venice. Employers can simply call in to register employment openings at no charge from skilled to professional levels. Job seekers can obtain referrals to job openings, as well as training needed to develop or upgrade job skills. (See Jobs, ETC. listed in this section.)

SARASOTA COUNTY TECHNICAL INSTITUTE

Sarasota County public schools have an enrollment of approximately 43,000 students, 60 percent of whom go on to further their education. An important part of the local educational system is the Sarasota County Technical Institute, which is available to train workers in a wide variety of non-degree related skills. The Institute offers 54 different programs that provide training to approximately 4,000 people each year.

Businesses expanding or moving to Sarasota County can receive assistance from the Institute that is designed to meet their particular needs. Working together with business and industry, SCTI designs programs to enhance the skills of the current and future workforce required by all types of various companies.

Sarasota County Technical Institute

4748 Beneva Road, Sarasota, FL 34233

941.924.1365

www.sarasotatech.org

MANATEE COMMUNITY COLLEGE

Manatee Community College is available to work with companies to design educational and training programs for businesses whose content is more appropriately oriented to receiving credits toward an associate degree. Manatee Community College has three campuses, one in Bradenton, one in Venice, and one in Lakewood Ranch to serve residents and business in Sarasota and Manatee Counties.

MCC Bradenton

5840 26th Street West

Bradenton, FL 34207

941.752.5000

www.mccfl.edu

MCC Venice

8000 South Tamiami Trail

Venice, FL 34293

941.408.1300

www.mccfl.edu

MCC Lakewood Ranch

7131 Professional Pkwy. East

Sarasota, FL 34240

941.363.7000

www.mccfl.edu

SUNCOAST WORKFORCE BOARD

The Suncoast Workforce Board (SWB) is a 48-member group of Manatee and Sarasota business, economic development, government, education, labor, service and community-based organization leaders who volunteer their time and expertise to ensure that a skilled workforce is available to the local economy now, and in the future.

Listed below are the initiatives of the SWB:

1. One Stop Career Centers – offers a seamless system of job placement, training and assistance to job seekers and employers alike. Jobs ETC is the name of the SWB’s One Stops.
2. First Jobs/First Wages Council – promotes successful entry into the workforce through education and workplace experience that leads to self-sufficiency and career advancement. The components of the strategy include efforts that enlist business, education and community support for students to achieve long-term career goals, ensuring that young people and adults entering the workplace for the first time have the academic and occupational skills required to succeed in the workplace.
3. Better Jobs/Better Wages Council – helps underemployed workers improve their skills to get better jobs that pay better wages and improve economic self-sufficiency. This committee is responsible for overseeing the local Welfare Transition program with an expanded emphasis on helping former welfare recipients succeed in the workplace and avoid a return to dependence upon Temporary Assistance to Needy Families (TANF).
4. High Skills/High Wages Council – aligns Florida's education and training programs with higher-paying, high-demand jobs that advance careers, build a more skilled workforce and enhance the state's efforts to attract, grow and expand job-creating businesses.
5. Construction Technology Careers – joins construction industry trades people with the school boards and the Suncoast Workforce Board to enroll high school juniors and seniors in pre-apprenticeship training.

The Mission of the Suncoast Workforce Board is to provide the leadership to create effective and efficient strategies and systems for Manatee and Sarasota counties that help residents to enter, remain in, and advance in the workplace, becoming more highly skilled and successful, thereby benefiting residents and businesses, and to assist in improving the region's business climate.

Suncoast Workforce Board Inc.

3660 N. Washington Blvd., Sarasota, FL 34234

941.358.4080 941.358.4085 Fax

www.swdb.org

RECRUITMENT ASSISTANCE PROGRAM

The Economic Development Corporation of Sarasota County is committed to assisting local businesses in the recruitment of the workforce they need to be successful. The Economic Development Corporation's recruitment assistance program includes an Internet Job and Resume Database, which can be accessed through www.jobfocus.com. This free service allows local employers to post job openings and job seekers to post resumes online. The Economic Development Corporation also informs local businesses of Job Fair opportunities, helps locate skills-upgrade training grants, provides information and relocation kits for recruiting purposes and works with local educational institutions on the recruitment of students for internships and permanent positions.

ONLINE RECRUITMENT RESOURCES

The following on-line resources are available to both employers and job seekers:

Job Focus

www.jobfocus.com

Employ Florida

www.employflorida.com

JOBS ETC.

Jobs ETC, a community partnership funded through the Suncoast Workforce Board, operates One-Stop Centers in Sarasota and Manatee Counties, providing a wide range of services to meet the workforce needs of the community. Services provided at no charge include:

Employer Services

- Recruitment Assistance and Job Fairs
- Job Postings and Referrals
- Applicant Screening and Assessment
- Labor Market Data
- Financial Incentives
- Information on Labor Laws and Standards
- Assistance with Bonding and Alien Certifications
- Apprenticeship Programs
- Skills Upgrading for Employed Workers
- Outplacement Assistance

Job Seeker/Employee Services

- Career Resource Center
- Job Development and Referrals
- Career Exploration and Assessment
- Employability Skills and Resume Preparation
- Job Training Assistance
- Learning Laboratory (GED and Remediation)
- Professional Placement Network (PPN)
- Unemployment Compensation
- Veterans Services
- Vocational Rehabilitation
- Support Services Assistance

Jobs ETC. Sarasota

3660 N. Washington Blvd., Sarasota, FL 34234

941.358.4200

www.jobsetc.org

Jobs ETC. Venice

897 East Venice Ave., Venice, FL 34292

941.486.2682

www.jobsetc.org

Florida Agency for Workforce Innovation

107 East Madison St. Caldwell Building, Tallahassee, FL 32399-4120

850.245.7105 850.921.3223 Fax

www.floridajobs.org

4.2 UNIVERSITIES & COLLEGES

From academic courses leading to advanced degrees, to technical training for specific job skills, Sarasota County provides adults with the necessary resources to further their education.

THE UNIVERSITY OF SOUTH FLORIDA

The University of South Florida (USF) offers college-level programs at several campuses throughout Southwest Florida.

University of South Florida Sarasota-Manatee

8350 North Tamiami Trail, Sarasota, FL 34243
941.359.4200 (information) 941.359.4330 (admissions)
www.sarasota.usf.edu

USF awards undergraduate and graduate degrees in a number of disciplines including arts and sciences, business, education, engineering, and nursing.

University of South Florida Main Campus

4202 East Fowler Avenue, Tampa, FL 33620
813.974.2011 (information) 813.974.3350 (admissions)
www.usf.edu

NEW COLLEGE OF FLORIDA

New College of Florida (NCF), the honors college of the State University System of Florida, offers students the opportunity to create their own program of studies in a liberal arts educational environment.

New College of Florida

5800 Bay Shore Rd., Sarasota, FL 34243-2109
941.487-4100 (information) 941.487.5000 (admissions)
www.ncf.edu

MANATEE COMMUNITY COLLEGE

Manatee Community College (MCC), a public two-year institution, administers a university parallel program for students who wish to transfer to four-year colleges. Two-year associate-level degrees and certificate programs are also offered in many occupations and vocational skill areas.

MCC Bradenton

5840 26th Street West
Bradenton, FL 34207
941.752.5000
www.mccfl.edu

MCC Venice

8000 South Tamiami Trail
Venice, FL 34293
941.408.1300
www.mccfl.edu

MCC Lakewood Ranch

7131 Professional Pkwy. East
Sarasota, FL 34240
941.363.7000
www.mccfl.edu

KEISER UNIVERSITY

Keiser University offers bachelor's degrees in business administration, criminal justice and health services administration, and two-year associate degrees in accounting, business administration, computer programming, health services administration and other disciplines.

Keiser University, Sarasota Campus

6151 Lake Osprey Drive, Sarasota, FL 34240
941.907.3900
www.keisercollege.edu

RINGLING COLLEGE OF ART & DESIGN

Ringling College of Art & Design, a private four-year college of professional visual arts, is well known for the quality and value of its career-oriented programs such as computer animation, graphic design, and illustration.

Ringling College of Art & Design
2700 North Tamiami Trail, Sarasota, FL 34234
941.351.5100 800.255.7695
www.ringling.edu

ECKERD COLLEGE

The Sarasota campus of the Program for Experienced Learners (PEL) of St. Petersburg-based Eckerd College awards course credit for college level training gained through career and community experience. Students can earn bachelors degrees in such fields as business and personnel management.

Eckerd College Program for Experienced Learners
1549 Ringling Blvd., Suite 500, Sarasota, FL 34236
941.957.3397
www.eckerd.edu/pel/sarasota

Eckerd College, Main Campus
4200 54th Avenue South, St. Petersburg, Florida 33711
800.456.9009 727.867.1166
www.eckerd.edu

ARGOSY UNIVERSITY

Argosy University grants graduate degrees in business, education, psychology and behavioral sciences.

Argosy University, Sarasota Campus
5250 17th Street, Sarasota, FL 34235
941.379.0404
www.argosyu.edu

WEBSTER UNIVERSITY

Webster University's Sarasota/Manatee campus offers fully accredited master's degree programs in Counseling, Human Resources, Management and Leadership, and Business Administration for students who hold a bachelor's degree from a regionally accredited college or university.

Webster University, Sarasota/Manatee Campus
8043 Cooper Creek Blvd., Suite 101
University Park, FL 34201
941.358.3840 800.820.8207
www.webster.edu/sarasota

4.3 WAGES

Wage rates for Sarasota County employees are typical of a service-based economy and are generally lower than average in manufacturing and technically skilled areas. Average to above average wages exist in the service or trade sectors as a larger number of employers seek workers in a healthy economy. The situation is somewhat mitigated in Sarasota County by the presence of a large number of retired people many of whom are available to work at lower wages and are supported by retirement incomes.

SARASOTA COUNTY HOURLY EARNING FOR WORKERS IN SELECT OCCUPATIONS

Occupation	Entry	Experienced
Assemblers/Fabricators	\$ 10.19	\$14.35
Computer Operators	18.14	32.62
Computer Programmers	20.97	36.79
Computer Systems Analysts	21.45	32.07
General and Operations Managers	25.57	60.48
Grader, Bulldozer & Scraper Operators	13.46	17.77
Janitors/Cleaners	11.08	13.59
Laborers/Landscaping & Groundskeeping	8.13	12.07
Machinists	9.15	17.19
Mechanical Engineers	25.72	37.46
Medical & Clinical Lab Technicians	20.52	26.06
Managers/All Other	37.77	48.55
Payroll/Timekeeper Clerks	15.52	20.19
Procurement Clerks	13.55	22.15
Purchasing Agents	18.08	23.49
Receptionists, Information Clerks	7.55	11.88
Secretaries	13.35	15.09
Sheet Metal Workers	9.80	15.72
Stock Clerks	9.02	11.21
Tool & Die Makers	12.29	19.48
Truck Drivers (Light)	9.62	10.43

Source: Florida Agency for Workforce Innovation, 2007 Labor Market Statistics

For current data regarding area employment contact:

Florida Agency for Workforce Innovation

Labor Market Statistics
 MSC G-020
 107 East Madison Street, Tallahassee, FL 32399-4111
 850.245.7205 866.537.3615
www.labormarketinfo.com

Jobs ETC, Sarasota

3660 North Washington Boulevard
 Sarasota, FL 34234
 941.358.4200
www.jobsetc.org

Jobs ETC, Venice

897 East Venice Ave.
 Venice, FL 34292
 941.486.2682
www.jobsetc.org

UNEMPLOYMENT COMPENSATION

A business is liable for state unemployment tax if, in the current or preceding calendar year, the employer: (1) paid wages of \$1,500 in any quarter or employed at least one worker for any portion of a day in 20 different weeks in a calendar year. Payments made to corporate officers are wages. (2) is a governmental entity, Indian tribe, or tribal unit. (3) holds a section 501(c)(3) exemption from federal income tax and employ four or more workers for any portion of a day in 20 different weeks in a calendar year. (4) is an agricultural employer with a \$10,000 cash quarterly payroll, or who employs five or more workers for any portion of a day in 20 different weeks in a calendar year. (5) paid \$1,000 cash in a quarter for domestic services in your private home or college club. (6) acquired all or part of the organization, trade, or business; or assets of a liable employer. (7) is liable for federal unemployment taxes. (8) was previously liable for unemployment tax in the state of Florida.

A new business is required to report its initial employment in the month following the calendar quarter in which employment begins; however, submission of quarterly reports alone is not sufficient to register as an employer. An Application to Collect and/or Report Tax in Florida (DR-1) must be completed to provide the necessary information to determine if the employer is liable for the payment of unemployment tax as provided by law. Enrollment can be completed on-line at www.myflorida.com/dor.

When an employer becomes liable for the payment of taxes, the beginning tax rate is .0270 until the employer has reported for ten or eleven quarters, depending on the quarter of the year the employer established liability. Once an account has completed the required quarters of reporting, it will then be considered for an experience rate at the beginning of each calendar year thereafter.

Once rated, an employer's tax rate may vary each year according to employment experience. The tax rate can vary from the maximum of 5.4% (.0540) to the minimum rate of .10% (.0010) as mandated by law. Employers participating in an approved Short-Time Compensation plan are subject to a rate of one percent above the current maximum rate.

For unemployment tax information and forms, visit www.myflorida.com/dor.

To receive forms by mail:

Fax your form request to the DOR Distribution Center at 850.922.2208 or call the DOR Distribution Center at 850.488.8422.

Call Taxpayer Services, Monday through Friday, 8 a.m. to 7p.m., E.T., at 800.352.3671.

Hearing and speech impaired persons may call the TDD line at 800.367.8331 or 850.922.1115.

WORKERS' COMPENSATION

Under Florida law, employers with four or more employees (except domestic servants in private homes, professional athletes, and certain agricultural laborers) are required to provide workers' compensation coverage. The premium for Workers' Compensation is determined by applying a hazard rate for the particular industry to the employer's annual payroll. The State Insurance Commissioner according to the type of business involved establishes this rate. There are no waivers under Florida Law.

Employers are required to file an injury (accident) report within seven days of actual knowledge of the injury. There are penalties for failing to file an accident report.

Florida Department of Financial Services

Division of Workers' Compensation

200 East Gaines Street, Tallahassee, FL 32399

800.342.2762 850.413.3100

www.fldfs.com/wc



Section 5

Infrastructure

5.1 TRANSPORTATION

Sarasota County is well served by all modes of transportation. Although highways that move the majority of people and goods largely dominate the area, varying levels of alternative air, rail, and sea transportation are available.

HIGHWAY ACCESS

Primary access to and through Sarasota County is provided by Interstate 75. Completed in the mid-1980's, I-75 functions as a limited access facility that carries both intrastate and interstate traffic. Employment centers are now emerging along the I-75 corridor, generating an increasing volume of local commuter traffic, especially during certain periods of the day.

Originally served by U.S. 41 running north-south near the coast, Sarasota County first grew along its western limits adjacent to the Gulf of Mexico. The more urbanized area encompassing the City of Sarasota and the Town of Longboat Key extends south down this corridor to include the City of Venice and its surroundings. The City of North Port is a growing community in the southeastern part of the county that is a continuation of the development that has proceeded north from Port Charlotte in Charlotte County. Both I-75 and U.S. 41 serve North Port.

As development occurs in close proximity to I-75, which runs approximately three to five miles east of U.S. 41, an increasing number of east-west highways act as minor arteries to provide efficient vehicular access between these two major corridors. Most east-west traffic within the county occurs in and around the cities of Sarasota and Venice. The vast majority of all long distance movement, inter-regional and interstate rely on I-75.

MAJOR TRUCKING LINES SERVING SARASOTA COUNTY

AAA Cooper
800.282.4507

Gator Freightway
800.940.7811

C.H. Robinson Worldwide Inc.
800.940.1387

Roadway Express Inc.
800.504.1885

Gulf Central Transportation Inc.
813.837.5602

Yellow Freight System Inc.
800.610.6500

KTL Truck Lines
800.247.2460

5.2 MASS TRANSIT

SARASOTA COUNTY AREA TRANSIT SYSTEM

Public transportation is provided in the urbanized areas of Sarasota County by the Sarasota County Area Transit System (SCAT). The publicly owned and operated system runs on fixed schedules providing service approximately twelve hours a day, six days a week.

Sarasota County Area Transit System
5303 Pinkney Avenue, Sarasota, FL 34233-2421
941.861.1234
www.scgov.net

GREYHOUND BUS LINES

Greyhound Lines, Inc., the nation's largest provider of inter-city bus transportation, has over 3,100 destinations in the 48 contiguous United States, with additional service into Canada and Mexico, encompassing more than 16,000 daily departures. The company's primary business is scheduled passenger service, but it also provides charter bus service, package express delivery service, and food service at certain terminals.

Greyhound Bus Lines

575 North Washington Boulevard, Sarasota, FL 34236

800.231.2222

www.greyhound.com

5.3 AIR SERVICE

One commercial airport and one general aviation airport that offer convenient scheduled flights and general aviation support serve Sarasota County.

SARASOTA BRADENTON INTERNATIONAL AIRPORT

Sarasota Bradenton International Airport (designated as SRQ) serves over one million passengers a year as a gateway to the Southwest Gulf Coast of Florida. Located at the intersection of U.S. 41 and University Parkway on the Sarasota and Manatee County line, the airport is convenient for local residents, business travelers, and visitors to the region.

Major domestic and commuter airlines provide daily scheduled services, as do seasonal international and domestic charter carriers. The airport has a Port of Entry status and provides full federal inspection services and facilities, which accommodate customs, immigration and agriculture inspections. Two fixed-base operators provide general aviation services.

The user-friendly terminal offers a comfortable, secure and stress-free atmosphere. Airline ticketing, baggage claim and other services are steps away from the main concourse and the commuter gates. Both the short and long term parking lots are adjacent to the main terminal.

Sarasota Bradenton International Airport

6000 Airport Circle, Sarasota, FL 34243

941.359.2770 Information

941.359.5200 Airport Authority

www.srq-airport.com

Airlines Serving The Sarasota Bradenton International Airport:

Air Canada

American Airlines Connection

Continental Airlines

Jet Blue Airways

USAirways/USAirways Express

AirTran Airways

American Eagle

Delta Air Lines/Comair

Northwest Airlines

Non-Stop And Direct Service Available To The Following Cities:

Atlanta, GA

Baltimore, MD

Boston, MA

Charlotte, NC

Chicago, IL

Cleveland, OH

Cincinnati, OH

Cleveland, OH

Las Vegas, NV

Denver, CO

Detroit, MI

Houston, TX

Indianapolis, IN

Miami, FL

New York, NY

Newark, NJ

Ontario, CN

St. Louis, MO

Tampa, FL

Toronto, CN

Washington, D.C.

AIR FREIGHT SERVICE

DANZAS Corporation

West Coast District

800.654.1802

Davi & Valenti Movers Inc.

1755 West University Parkway, Sarasota, FL 34243

941.355.2936 800.282.7674

VENICE MUNICIPAL AIRPORT

The Venice Municipal Airport (VNC), with two, 5,000 feet by 150 feet runways, is located in the City of Venice in southwestern Sarasota County and is easily accessible via U.S. 41. No scheduled commercial air service is provided, however, corporate aircraft pay no landing fees and overnight parking ranges between \$4.28 and \$33.17 a day depending upon the size of the aircraft. Aircraft charter, air taxi, and flight instruction are all available at the Venice Municipal Airport.

Venice Municipal Airport

150 Airport Avenue East, Venice, FL 34285
941.486.2711
www.venice-florida.com/community/government/airport.htm

TAMPA INTERNATIONAL AIRPORT

In addition to the commercial and general aviation air service available at these two facilities, many additional scheduled commercial flights can be obtained at Tampa International Airport (TPA), located only 53 miles north of Sarasota County via I-75 and I-275.

Tampa International Airport

5507 Spruce Street, Tampa, FL 33607
813.870.8700
www.tampaairport.com

ST. PETERSBURG-CLEARWATER INTERNATIONAL AIRPORT

The St. Petersburg-Clearwater International Airport (PIE) is a 2,000-acre fully certified facility with an 8,500-foot runway and two 5,500-foot runways. Air carriers offer jet service to major U.S. cities including Chicago, Cleveland, Detroit, Newark, and Philadelphia. Also, two air transportation companies provide flights to Toronto and other Canadian destinations.

St. Petersburg-Clearwater International Airport

14700 Terminal Boulevard, Suite 221, Clearwater, FL 33762
727.453.7800
www.fly2pie.com

SOUTHWEST FLORIDA INTERNATIONAL AIRPORT

Southwest Florida International Airport (RSW) provides nonstop service to 41 destinations (36 Domestic and 5 International) by 25 different carriers. Serving more than 6.7 million passengers during 2004, the new terminal has the capacity for 10 million passengers annually, providing general aviation services to corporate, commercial, and private aviators and accommodating more than 80,000 aircraft operations annually.

Southwest Florida International Airport

11000 Terminal Access Road, Fort Myers, FL 33913
239.590.4800
www.flylcpa.com

5.4 RAIL FACILITIES

CSX TRANSPORTATION

Rail transportation in Sarasota County is limited to freight service along a corridor that runs north of the City of Venice through and within the City of Sarasota to Tampa–St. Petersburg. In 1987, the Seminole Gulf Railway bought approximately 30 miles of track in Sarasota County from CSX Transportation to provide improved service to industrial customers in the region. These lines connect with CSX lines that serve Port Manatee and the Port of Tampa. The nearest available Amtrak passenger service is operated through the City of Tampa.

However, it should be noted that all industrial sites are just a telephone call away from rail freight services. By utilizing a growing trend called “intermodal” freight, any company is able to take advantage of trailer loads at rail

service pricing, which typically can average up to 15% to 20% less than traditional over-the-road cost. Pricing for rail is now door-to-door.

CSX Transportation

301 West Bay Street, Jacksonville, FL 32202

800.542.2754

www.csxt.com

5.5 PORT FACILITIES

PORT MANATEE

Port Manatee, located on Tampa Bay just 17 miles north of Sarasota County in northwestern Manatee County, is the fifth largest port in Florida. It is ranked among the top five of Florida's 14 deep-water seaports in terms of annual cargo tonnage, occupying over 1,100 acres and featuring 40-foot deep facilities and one mile of continuous deep-water berthing. Port Manatee has a brand new mobile harbor container crane for the first time in its 37-year history.

Port Manatee has scheduled container service providing regular connections to Central and South America and Western Europe. The port handles a large volume of cement, fertilizer products, lumber and petroleum. Other types of cargo include containerized products, fruits and vegetables, their by-products, and motor vehicles.

Total container service is provided with roll on/roll off berth, reefer plugs, lifting cranes and dockside storage areas. Port Manatee acts as a distribution center and intermodal terminal by offering direct access to rail and highway facilities. In addition, warehouse space is available on the almost 800 acres that comprise the port's land area.

Manatee County Port Authority

300 Tampa Bay Way, Palmetto, FL 34221

941.722.6621

www.portmanatee.com

PORT OF TAMPA

The Port of Tampa, handling nearly 50 million tons of cargo per year, is the eleventh largest in the nation, and has the largest dockside cold storage facility in North America. The port accommodates containerized general cargo and bulk cargo for over 4,000 ships per year. The port of Tampa has scheduled container service providing regular connections to North and South America, Europe, and Asia. Exports include citrus juices and fruit, fertilizer, phosphate, poultry, and scrap metal. Imports include ammonia, cement, lumber, refined petroleum products, South American fruit, steel, and sulfur. Port Manatee and the Port of Tampa form an integral part of an international intermodal transportation system serving southwestern Florida.

Tampa Port Authority

1101 Channelside Drive, Tampa, FL 33602

813.905.7678

www.tampaport.com

5.6 UTILITIES

Sarasota County and the incorporated jurisdictions provide water/sewer service to developed areas. The cities and town provide garbage/trash collection as well as recycling programs. The county operates solid waste/land-fill facilities and offers limited trash and solid waste removal/recycling programs. Municipalities and portions of unincorporated Sarasota County may be served by utilities of other municipalities or the county. In these cases rates for service may include a surcharge. Private utility companies provide electricity, natural gas, and communication services. Some jurisdictions may impose a tax on certain utilities. For specific rates and costs contact the provider for quotes.

5.6a WATER/SEWER

Sarasota County provides water service to more than 70,000 retail customers and five wholesale customers with approximately 20,000 customers. In addition to constructing new water treatment facilities, the county has also added to its water treatment, transmission and distribution system by placing certain private franchise utilities into public ownership. An active acquisition and consolidation program has significantly reduced the number of major independent water treatment plants, resulting in more uniform service.

RATES: SARASOTA COUNTY UTILITIES

Sarasota County Utilities

2718 Cattlemen Road, Sarasota, FL 34232
941.861.6790

- Water

Residential & Commercial

Base charge:	\$12.89 per month
Usage rates:	1,000 to 4,000 gallons \$ 2.25
	5,000 to 8,000 gallons \$ 2.84
	9,000 to 12,000 gallons \$ 4.93
	13,000 to 18,000 gallons \$ 8.16
	19,000 and greater \$11.38

- Sewer

Residential & Commercial

Base charge:	\$13.75 per month/residential and \$13.75 per month/commercial
Usage rate:	\$6.92/1,000 gallons (capped at 10,000 for residential)

RATES: CITY OF SARASOTA UTILITIES

City of Sarasota Utilities

1750 12th Street, Sarasota, FL 34236
941.955.2325

A permit to connect to the City's water distribution system shall be valid for a period of 12 months from the date of the permit. Impact fees represent the cost of providing a metered connection to the system and are in addition to established monthly charges for service.

All payments must be made in advance. A fire hydrant mounted construction meter requires a \$750 refundable deposit. An application is necessary for fire line cost. There will be no impact fees charged, but there may be inspection fees. For an irrigation meter there will be no impact fees, but there will be installation fees.

Meter Size	Water Impact Fees	Installation Fees	Sewer Impact Fees	Installation Fees	Combined Fees	Maximum Flows (GPM)
5/8"	\$ 900	\$ 275	\$ 2,577	\$575	\$ 4,327	0-20
1"	2,250	350	6,442	575	9,617	20-50
1 1/2"	4,500	710	12,885	575	18,670	50-100
2"	7,200	1150	20,616	575	29,541	100-160
3"	14,400	1,600	41,232	575	57,807	160-320
4"	22,500	2,100	64,425	575	89,600	350-500
6"	45,000	cost	128,850	cost	173,850	1000
8"	72,000	cost	206,160	cost	278,160	1500

Source: www.sarasotagov.com/LivingInSarasota/Contents/PublicWorks/PublicWorksFAQWaterSewer.html

Reuse Rate Structure: Effective 10/1/2006

The following fixed rate equals: \$9.72

The following rate blocks are:

0 to 15,000 gallons	\$0.80/1000 gallons
15,000 to 100,000 gallons	\$0.50/1000 gallons
Greater than 100,000 gallons	\$0.31/1000 gallons

The connection fees are as follows:

5/8" - \$100, 1" - \$125, 1 1/2" - \$310, 2" - \$375, 3" & larger - cost

RATES: CITY OF VENICE UTILITIES

City of Venice Utilities
 200 N. Warfield Avenue, Venice, FL 34292
 941.480.3333
 www.venicegov.com

- Water**Residential**

Base charge: \$42.28 demand charge per month
 Includes water/sewer/garbage recycling
 Usage rate: \$3.73/1,000 gallons

Commercial

Base charge: Demand charge depends on meter size:
 3/4 inch \$8.18
 1 inch \$20.45
 1 1/2 \$40.88
 2 inch \$98.12
 3 inch \$245.28
 4 inch \$367.91
 Includes garbage recycling
 (charges could vary based on waste removal requirement)
 Usage rate: \$3.40/1,000 gallons

- Sewer**Residential**

Base charge: \$13.84
 Usage rate: \$4.55/1,000 gallons

Commercial

Base charge: Demand charge depends on meter size
 3/4 inch \$9.99
 1 inch \$24.99
 1 1/2 inch \$49.98
 2 inch \$119.95
 3 inch \$299.87
 4 inch \$449.80
 Usage rate: \$4.04/1,000 gallons

RATES: CITY OF NORTH PORT UTILITIES

City of North Port Utilities
 6644 Price Boulevard, North Port, FL 34287
 941.426.9500
 www.cityofnorthport.com/utilities

- Water**Residential** (Effective June 1, 2007 Inside the City Limits)

Base charge: \$13.56 per month includes water sewer
 Usage rate: \$2.90/1,000 gallons; 0 to 4,000 gallons
 Plus one time \$50 deposit
 \$4.35/1,000 gallons; between 5,000 and 8,000 gallons

Commercial

Base charge: Demand charge depends on meter size inside city limits
 3/4 inch \$13.56
 1 inch \$31.58
 1 1/2 inch \$61.63
 2 inch \$97.68
 3 inch \$193.42
 4 inch \$301.92
 6 inch \$602.42

Usage rate: \$2.90/1,000 gallons
 Plus one time \$50 deposit for 3/4 meter
 \$2.85/1,000 gallons
 Plus one time \$125 deposit for 1 inch meter

- Sewer**Residential**

Usage rate: \$4.73/1,000 gallons; 0 to 12,000 gallons
 Plus one time \$85 deposit

Commercial

Base charge: Demand charge depends on meter size inside city limits
 3/4 inch \$21.74
 1 inch \$54.35
 1 1/2 inch \$108.70
 2 inch \$175.92
 3 inch \$347.84
 4 inch \$543.50
 6 inch \$1,087.00
 Usage rate: \$4.73/1,000 gallons
 Plus one time \$85 deposit for 3/4 meter
 Plus one time \$215 deposit for 1 inch meter

- Water**Residential** (Effective June 1, 2007 Outside the City Limits)

Base charge: \$15.59 for 3/4 inch meter
 Usage rate: \$3.33/1,000 gallons; 0 to 4,000 gallons
 \$5.00/1,000 gallons; between 5,000 and 8,000 gallons

- Sewer**Residential** (Outside the City Limits)

Base charge: \$25.00
 Usage rate: \$5.44/1,000 gallons up to 12,000 gallons
 Plus one time \$85 deposit

RATES: TOWN OF LONGBOAT KEY UTILITIES

Town of Longboat Key Utilities

501 Bay Isles Road
Longboat Key, FL 34228
941.316.1999

- Water

Residential

Base charge:	\$11.50 per month per residential unit Plus \$2.50 per month per meter	
Usage rate:	0 to 5,000 gallons	\$ 2.05 per thousand
	5,001 to 10,000 gallons	\$ 2.99 per thousand
	10,001 to 15,000 gallons	\$ 3.92 per thousand
	15,001 to 25,000 gallons	\$ 5.79 per thousand
	25,001 to 50,000 gallons	\$ 7.66 per thousand
	Over 50,000 gallons	\$ 9.53 per thousand

- Sewer

Residential & Commercial

Base charge:	\$17.00 per residential unit
Usage rate:	\$5.75/1,000 gallons; 0 to 7,000 gallons Per unit maximum

5.6b GARBAGE AND RECYCLING COLLECTION

Sarasota County and the incorporated cities and town provide garbage collection and recycling programs for residential customers. Commercial customers are offered a variety of solid waste removal services in the incorporated areas of the county. In the unincorporated area, businesses must contract with a private waste removal company for the service they require. Where available, businesses are required to utilize municipal solid waste removal services. Exceptions may include situations demanding the use of very large (roll off) containers. Contact the appropriate local jurisdiction to determine specific services and rates.

Sarasota County Solid Waste Collection 1660 Ringling Blvd. 4th Floor Sarasota, FL 34236 941.861.5000	City of Sarasota Garbage Collection 1761 12th Street Sarasota, FL 34236 941.365.7651	City of Venice Garbage/Recycling Collection 221 Seaboard Avenue Venice, FL 34285 941.486.2422	City of North Port Solid Waste Collection 1930 West Price Boulevard North Port, FL 34287 941.423.7220
Town of Longboat Key Garbage/Recycling Collection 501 Bay Isles Road Sarasota, FL 34236 941.493.4100	Waste Management of Sarasota County 5221 S.R. 776 Venice, FL 34293 941.493.4100	Waste Services of Florida, Inc. 1325 North Osprey Avenue Sarasota, FL 34236 941.953.6559	

5.6c ELECTRICITY

FLORIDA POWER & LIGHT COMPANY

All but a very small portion of Sarasota County is served by Florida Power & Light Company (FPL), one of the largest investor-owned utilities in the United States. FPL offers a variety of conservation and demand-side management programs to assist residential and commercial and industrial customers in managing their energy resources.

The company offers commercial/industrial customers different categories of rate schedules, depending on individual service requirements. Within each of these categories are standard rate schedules depending on the level of a customer's maximum demand. Optional time of use schedules which offer an incentive to customers to shift much of their consumption to off peak periods of the day are available.

For specific rate quotes, contact FPL customer service. Those having under 20 kilowatt demand should request the Residential/General Business Department, while those having above 20 kilowatt demand should request the Commercial/Industrial Department.

Florida Power & Light Company

941.917.0708

www.fpl.com

PEACE RIVER ELECTRIC COOPERATIVE INC.

Peace River Electric Cooperative Inc. (PRECO) serves a portion of the northeastern part of Sarasota County. PRECO is a not-for-profit distribution cooperative, which provides retail electric service to more than 30,400 families, businesses and industry in parts of ten Florida counties. PRECO offers various rate schedules to meet the needs of their customers. For those requiring availability of high consumption, the company works with the customer to ensure adequate facilities, with rates dependent upon the type of usage. A time use rate is available for those customers who can diversify their use requirements. Small businesses needing less than 50 kilowatts will be on a rate designed for lower demand.

Peace River Electric Cooperative Inc. has an array of beneficial service programs available to its customers:

- PRECO offers surge suppressor packages to customers with the option to lease or buy a comprehensive protection plan for residential appliances. The company also offers Uninterrupted Power Supply (UPS) systems serving as a backup device, which provides temporary power to selective equipment during outages.
- PRECO offers an Automatic Bank Draft Authorization enabling customers to have their monthly bill paid by their bank using electronic funds transfer. The Legalized Billing Program helps even out larger bills, which might occur during the summer and winter months because of additional cooling and heating needs.

Peace River Electric Cooperative, Inc.

15105 95th Avenue East, Bradenton, FL 34211

941.755.4500 800.282.3824

www.preco.org

5.6d NATURAL GAS

TECO

Natural gas is available to most industrial and commercially zoned areas of Sarasota County. Service is provided by TECO Peoples Gas System Inc., the state’s largest utility. As a public utility, the Florida Public Service Commission regulates TECO. Peoples Gas offers a number of energy conservation programs. Commercial customers with electric water heaters can qualify for appliance replacement allowances of \$40 per KWD for a maximum of 100 KWD deferred (\$4,000). Appliances must be replaced with energy efficient gas appliances. A gas space air-conditioning allowance program offers \$150/ton for a maximum of 100 tons/project (\$15,000).

TECO Peoples Gas System, Inc.

702 N. Franklin St., P.O. Box 2562, Tampa, FL 33601

813.275.3700 Toll Free 877.832.6747

www.peoplesgas.com

RATES: Rates change monthly depending on natural gas prices. They range from \$1.25 per therm to \$2.00 per therm.

Residential	\$1.83* per Therm	
Small Commercial	\$1.71* per Therm	<1,000 Therms
Commercial General Service 1	\$1.65* per Therm	1,000 – 17,499 Therms
Commercial General Service 2	\$1.64* per Therm	17,500 – 49,999 Therms
Commercial General Service 3	\$1.61* per Therm	50,000 – 249,999 Therms
Commercial General Service 4	\$1.59* per Therm	250,000 – 499,999 Therms
Commercial General Service 5	\$1.51* per Therm	500,000 – 999,999 Therms

5.6e COMMUNICATIONS

TELECOMMUNICATIONS

Verizon, the dominant telephone service, extends fiber-optic and digital optic capabilities to all industrial and commercial zones in Sarasota County. It maintains SONET (Synchronous Optical Network) rings; central office-based PBX; T1 (1.544 Mbps) to D3 (45 Mbps) circuits; frame relay; Integrated Services Digital Network (ISDN); ATM and GigE networking; and video conferencing.

Information on establishing local commercial service can be obtained from Verizon Business Services: 800.483.5200.

In 2005, Verizon began deploying “fiber to the premises” (FTTP) fiber-optic technology in Sarasota County. Replacing the copper wires that connect customer homes and business to the Verizon network with fiber-optic cable provides the bandwidth and speed for next-generation FiOS Internet access, voice and video applications. FTTP technology uses fiber-optic connections to transport voice, data and video at download speeds of up to 30 Mbps (megabits per second) compared to 756 kbs to 3 Mbps for Verizon’s DSL Internet service. Verizon discounts bundles of Internet, television, and telephone services.

The Sarasota County area is served by a number of long distance telephone companies providing voice and data transmission services via several modes including satellite “uplink” capability. Companies providing service via their own network facilities include:

Verizon Business Services	800.483.5000
MCI Telecommunications Business Services	800.888.0800
Sprint Business Information	800.704.3663

CABLE & BROADBAND

Industry’s need for speed has Sarasota County voice, data and video service providers retooling their distribution systems with next-generation broadband technologies.

Comcast Cablevision of West Florida is the dominant cable operator, offering bundles of broadband Internet access and basic, digital and high-definition television programming. Comcast’s enhanced small business Internet services offer connection speeds of up to 7 Mbps upstream through its countywide coaxial cable network. Comcast bundles Internet and TV services.

Comcast Cablevision

5205 Fruitville Road, Sarasota, FL 34232
941.371.6700
www.comcast.com

WIRELESS BROADBAND

Sarasota-based BreakFree Technologies provides Fixed Wireless High-Speed Broadband Internet service, Web hosting, private WWANs (Wireless Wide-Area Networks) and other services to businesses and government/public safety institutions throughout Sarasota County. This technology is an alternative to “wired” Broadband Internet service via cable or DSL, delivering synchronous throughput (upload or download) speeds of 1-2 Mbps.

BreakFree Technologies

2538 12th Street, Sarasota, FL 34237
941.316.0981
www.breakfreewireless.com

Section 6

Business Expansion and Relocation



S.M.A.R.T. PROGRAM

In cooperation with Sarasota County government, the Economic Development Corporation of Sarasota County has developed a rapid response permitting process that assists companies in obtaining site development and construction permits for their new building in a minimum number of days. The program can, under certain circumstances, assist companies whose facility sites need platting, rezones, special exceptions and sector plan amendments.

Sarasota County also works with the state on their expedited permitting process. Qualifying criteria include:

- The company must be exported-oriented as identified by the Sarasota County Economic Development Plan.
- The company must have an average company wage that equals or exceeds the Annual Average Wage for all industries in Sarasota County, as published by the U.S. Department of Labor, Bureau of Labor Statistics, in the Annual ES-202 report of Employment and Wages covered by the Florida Unemployment Compensation Law.
- If the company is relocating to Sarasota County, then at least ten (10) new jobs must be created.
- The company must have a critical timing need that would jeopardize the project if fast track permitting is not utilized.

BUILDING AND SITE DATABASE

The Economic Development Corporation of Sarasota County works with individual companies to help them locate available sites and buildings for their expansion or relocation needs. With the cooperation of the Sarasota County Board of Realtors, Commercial and Industrial Division, the Economic Development Corporation of Sarasota County has developed a comprehensive database of available properties.

IMPACT FEE MITIGATION PROGRAM

Sarasota County has adopted a program that, in some cases, will completely eliminate road impact fees for certain businesses expanding in the county. The program is designed to assist businesses that will benefit the local economy, as identified by the County Commission. The Economic Development Corporation will work closely with companies to assist them with the application for impact fee mitigation.

Qualifying criteria include:

- Providing a safe work environment
- Maintaining full-time, year round employment for 90% of the business' employees
- Paying at least 50% of health care insurance for employees
- Having an average wage that exceeds the average county wage
- Exporting goods outside the county

Economic Development Corporation of Sarasota County

Live Oak Corporate Center, 2601 Cattlemen Road, Suite 201, Sarasota, FL 34232
941.309.1200 941.309.1209 Fax
www.edcsarasotacounty.com

ECONOMIC DEVELOPMENT TRANSPORTATION FUND GRANT

A company that is considering an expansion or relocation of new facilities in a location that has an existing or anticipated transportation (road improvement) problem is eligible to receive transportation improvement funds from the state. The objective of the program is to facilitate economic development in Florida through joint, public-private sector efforts that result in new employment opportunities.

6.1 BUSINESS INCENTIVES

The State of Florida offers a variety of incentives for businesses operating in the state. Most of these incentives are associated with limiting the tax burden placed on individuals, businesses and industries, while others take the form of technical assistance or added public participation in assuming certain costs associated with property development.

GENERAL STATE TAX INCENTIVES

- Corporate tax structure: 5.5% of federal taxable income, \$5,000 exemption
- Exemption of sales tax on the labor component of research and development expenditures
- No annual franchise tax on stock equity
- No personal income tax by constitutional provision
- No property tax on business inventories
- No property tax on goods-in-transit for up to 180 days
- No sales and use tax on goods manufactured in the state for export out of the state
- No sales and use tax on machinery and equipment used by new Florida businesses to manufacture, produce, or process personal property for sale
- No sales tax on purchases of raw materials incorporated in a final product for resale, including non-reusable containers or packaging
- No state ad valorem tax
- No state-level property tax
- No state estate tax
- Pollution control equipment assessed at salvage value for property taxes
- Vehicle tags are assessed by vehicle weight and not automobile value

TAX INCENTIVES FOR NEW AND EXPANDING BUSINESSES

New businesses' purchase of manufacturing machinery and equipment is exempt from the sales and use tax as long as purchases are made before production begins and delivery is taken within 12 months of that date.

Expanding businesses' purchase of manufacturing machinery and equipment is exempt from the sales and use tax, up to \$100,000 per year, if productive output is increased by at least 10 percent.

Tax exemptions can be obtained by new or expanding businesses in one of two ways. Prior to purchasing equipment or bringing it into Florida for use, a Temporary Tax Exemption Permit is obtained from the Florida Department of Revenue, or the tax is paid and the firm then applies for a refund. The law does not allow businesses to disregard the tax. Unless a Temporary Tax Exemption Permit is obtained, failure to pay sales and use taxes will result in fine and interest penalties. The exemptions do not apply to machinery and equipment purchased or used by:

- Communications companies
- Electric utility companies
- Oil or gas exploration or production
- Printing or publishing firms
- Solid mineral severance, mining or processing
- Any firms regulated by the Division of Hotels and Restaurants of the Department of Business and Professional Regulation

UTILITY TAX CREDIT

Charges for electricity used directly and exclusively at a fixed location to operate machinery and equipment that is used to manufacture, process, compound, or produce items of tangible personal property for sale, or to operate pollution control equipment, recycling equipment, maintenance equipment, or monitoring or control equipment used in such operations, are exempt from the sales tax.

SELECTED BUSINESS SECTOR TAX INCENTIVES

- Cogeneration of Electricity: Exempt from sales and use tax
- Commercial Space Exploration Activity: Launch vehicles, payloads and fuel are exempt from the sales and use tax. Rocket fuel is exempt from taxation as fuel. Machinery and equipment purchased to produce items for exclusive use at Spaceport Florida are exempt from the sales and use tax.
- Recycling: No sales and use tax on equipment and machinery used in recycling
- Research and Development Labor Costs: Exempt from sales and use tax

INTERNATIONAL TAX EXEMPTIONS

- Foreign source dividends are deleted from the corporate income tax base.
- Certain international transactions are exempt from the documentary stamp tax.
- International banking transactions are not subject to the intangible personal property tax.

ENTERTAINMENT INDUSTRY TAX EXEMPTIONS

- No tax on the sale or leasing of movie, video, and sound recording equipment. This exemption takes the form of a rebate and applies to any equipment used in making any kind of film or recording.
- No tax on the rental of films or the leases to food and drink concessions for theaters.
- No tax on the renting or leasing of real property used as an integral part of motion picture production. Renting studios, sound stages, lots, buildings or any other real estate are exempt. This exemption applies to small, independent operations and to major studio facilities such as Disney and MCA/Universal.
- No tax on the artistic or copyrightable material on master tapes, films and records. Transactions involving masters are taxed only on the value of the blank film or tape. The value of all the major cost components of making a master (such as artistic services, processing, and copyrights and royalties) is excluded from taxation when the master is sold or leased.
- No tax on a film, commercial, or sound recording made for a company's own use.

For more information about Florida as a filming or recording location, contact:

Sarasota County Film & Entertainment Office (SCFEO)

2601 Cattlemen Rd., Suite 201, Sarasota, FL 34232
941.309.1200 ext. 104 941.309.1209 Fax
www.filmsarasota.com

TARGETED JOBS TAX CREDITS (TJTC)

A credit against the federal income tax is allowed to employers who hire pre-qualified individuals from certain targeted groups. The maximum credit per year is 40 percent of the first \$6,000 in qualified wages (\$2,400) for the first year of employment. There is a minimum employment period of 90 days or 120 hours of paid employment (whichever occurs first) before the employer can claim credit. The following are eligible targeted groups:

- Members of economically disadvantaged families who are youths, ages 18-22, qualified veterans, or qualified ex-felons
- Economically disadvantaged summer youths ages 16-17 who work a maximum of 90 consecutive days between May 1 and September 15
- High-Risk youth ages 18-24 who has his/her principal place of residence within an Empowerment Zone (EZ) or an Enterprise Community (EC)
- Recipients of general assistance payments
- Recipients of Supplemental Security Income (SSI)
- Handicapped individuals or disabled veterans who have completed or are undergoing rehabilitative services
- Qualified IV-A, Recipients – this target group refers to any person who is certified by the Agency for Workforce Innovation as receiving or being a member of a family receiving Aid for Families with Dependent Children (AFDC) or Temporary Assistance to Needy Families (TANF) for any nine months during the 18 month period ending on the hire date.

Employees must be pre-qualified prior to hiring by the local Jobs ETC. (Employment and Training Center), an initiative of the Suncoast Workforce Board.

Jobs ETC, Sarasota

3660 North Washington Boulevard, Sarasota, FL 34234

941.358.4200

www.jobsetc.org

Jobs ETC, Venice

897 East Venice Ave., Venice, FL 34292

941.486.2682

www.jobsetc.org

Agency for Workforce Innovation

Work Opportunity Tax Credit

MSC #G-300, The Caldwell Building

107 East Madison Street, Tallahassee, FL 32399-4140

850.245.7105

www.floridajobs.org/workforce/wotc

QUALIFIED TARGETED INDUSTRY TAX REFUND

This state program is designed to encourage quality job growth in targeted value-added businesses. Successful applicants will pay an average wage that is at least 115% of the local average wage and meet other qualifying criteria. Pre-approved applicants who create jobs in Florida receive tax refunds of \$3,000 per net new full-time equivalent Florida job created (minimum of 10 jobs); \$6,000 in an Enterprise Zone or Rural County. For businesses paying 150 percent of the average annual wage, add \$1,000 per job; for businesses paying 200 percent of the average annual salary, add \$2,000 per job. The state provides 80% of the refund and the local community provides 20%. Taxes eligible for refunds include corporate income, sales, ad valorem and insurance premium. New or expanding businesses in selected targeted industries or corporate headquarters are eligible.

INDUSTRIAL REVENUE BONDS

Industrial Revenue Bond (IRB) financing has become a popular alternative among the growing financially sophisticated business community in Florida. IRBs provide low interest, market rate driven capital for business expansion, new building construction, and business equipment needs.

The state-sponsored program allows a municipality to serve as a conduit to the public funds market, where “tax exempt low interest rate” bonds are available for purchase by individual and corporate investors. County-backed bonds, supported by a bank-provided letter of credit, are sold as an investment grade security to produce capital for businesses. The bonds are issued in the name of the county, and the corporation or business entity must be the applicant.

Basically, the process includes an application with the county, a credit approval with the bank, a qualification with the state, and a construction review followed by the closing and bond issuance. The selection of a site may occur prior to submission of an application, but is not required. Recent experience suggests that the entire process can be accomplished in 2-3 months with adequate planning on the zoning and construction fronts. The key is to make the request for the allocation at the beginning of the calendar year when the bond pool is funded. Besides the low cost of capital, the IRB scenario can provide working capital, equipment funding, and even support some closing costs associated with the transaction. While the up front costs associated with an IRB are substantial relative to conventional financing alternatives, the low rate of interest on the debt will result in an overall effective rate of interest well below conventional levels. A net present value analysis can be prepared for specific borrowing needs to determine if a company would benefit from such a program.

ENTERPRISE BONDS

The primary goal of Enterprise Bond financing is to enable small manufacturers to access attractive interest rate financing – rates most often tapped only by the “Fortune 100” companies. Financing for individual borrowers are grouped together into a larger pooled bond issue. The pooling of loans helps spread the costs of issuance over many smaller borrowers that may otherwise find it uneconomical to seek tax-exempt financing under traditional IRB criteria.

TECHNOLOGY TRANSFER OPPORTUNITIES

The Florida State University System, in its efforts to foster innovative research, maintains within each university a Division of Technology Development and Transfer. All agreements between industry and a university are negotiable.

Universities place special emphasis on marketing and promoting the commercialization of university research results. These efforts vary from information dissemination to the sale of legal property rights in data and inventions. Universities maintain a list of companies with specific interests in new discoveries.

Authors, investors and inventors may enlist support from a university on maintaining copyrights and trademarks, protecting trade secrets, evaluating technology for commercial potential, preparing patent applications and disseminating confidential information.

University of South Florida

Office of Research

3702 Spectrum Boulevard, Suite 175, Tampa, FL 33612-9444

813.974.5570

www.research.usf.edu

6.2 BUSINESS FINANCING

Besides traditional sources of private sector financing, there are numerous programs designed by either the state or federal government to encourage different types of business activity. The majority of these programs are intended to help make money available to purchase fixed assets at below market rates. Other initiatives focus attention on small businesses and providing the means for these types of companies to get started and grow. There are also different targeted efforts to promote such things as research development and international trade.

BUSINESSFUNDINGRESOURCE.COM

The businessfundingresource.com website identifies available capital and financing sources for existing businesses and start-up companies.

Economic Development Corporation of Sarasota County

Live Oak Corporate Center, 2601 Cattlemen Road, Suite 201, Sarasota, FL 34232

941.309.1200 ext. 207 941.309.1209 Fax

www.edcsarasotacounty.com

GULFCOAST BUSINESS FINANCE, INC.

GulfCoast Business Finance, Inc. (GBF) is a private, non-profit organization created to provide economic development assistance to Florida's small businesses, and to process and service loan programs on behalf of the U.S. Small Business Administration (SBA). GBF was established in 1982 as St. Petersburg Certified Development Corporation dba GulfCoast CDC and has recently changed its name to GulfCoast Business Finance, Inc. GBF assists Florida businesses in securing long-term, fixed interest rate SBA funding for capital expansion projects through the SBA's Development Company Loan Program. Just under \$240 million in capital expansion projects has been funded through GBF.

GulfCoast Business Finance, Inc.

227 Second Avenue North, St. Petersburg, FL 33701

800.850.2504 727.895.2504 727.822.2504 Fax

www.gulfcoastbiz.com

TAXABLE DEVELOPMENT BONDS

Programs exist that provide businesses access to long term public capital markets through the issuance of taxable development bonds. Since the interest on these types of securities is not exempt from federal income tax, the rate required by investors will be greater. Unlike tax exempt IDBs, taxable bonds are not subject to restrictions as to purpose and capital expenditure limitations. Taxable bonds may be used to fund a greater variety of projects, the size of which being limited only by what the market will bear. The benefits of taxable bonds primarily focus on their being somewhat more attractive to investors (because the project reflects an involvement and approval by the state and/or locality), while, in some instances, they also may offer some savings by being exempt from payment of certain document recording fees and state/local taxes. For more information contact the Economic Development Corporation of Sarasota County.

SMALL BUSINESS ADMINISTRATION 504 LOAN PROGRAM

Another program available to companies is the SBA 504 Program. Under this program, the SBA serves as a participant in an end loan used to construct a new manufacturing facility. The construction project is underwritten simultaneously by a SBA participating bank, as well as a Certified Development Corporation, which represents the SBA. Upon approval, the bank will provide a construction loan equal to 90% of the approved project costs, which include both hard and soft costs. Upon completion of the facility, the SBA funding occurs and the bank is paid down by 40% of the overall project costs. The benefits derived from this program include reduced equity requirements (10%) for land acquisition and construction, as well as favorable interest rates which are obtained through the sale of US Government debentures on the open market. Loan terms are available for 10 to 20 years with no balloons. There are a number of additional qualifications, and the Economic Development Corporation of Sarasota County can arrange for businesses to talk with representatives from the Southwest Florida Regional Development Corporation who can assist with this process.

SMALL BUSINESS ADMINISTRATION 7(a) LOAN GUARANTEE PROGRAM

The 7(a) Loan Guarantee Program is one of the SBA's primary lending programs. It provides loans to small businesses unable to secure financing on reasonable terms through normal lending channels. The proceeds of SBA loans can be used for most business purposes. These may include the purchase of real estate to house the business operations; construction, renovation or leasehold improvements; acquisition of furniture, fixtures, machinery, and equipment; purchase of inventory; and working capital.

The vast majority of businesses are eligible for financial assistance from the SBA. However, applicant businesses must operate for profit; be engaged in, or propose to do business in, the United States or its possessions; have reasonable owner equity to invest; and, use alternative financial resources first including personal assets. It should be noted that some businesses are ineligible for financial assistance.

The program operates through private-sector lenders that provide loans, which are, in turn, guaranteed by the SBA. For most SBA loans there is no legislated limit to the total amount of the loan that may be requested from the lender. However, the maximum amount the SBA can guarantee is generally \$1.5 million. Thus, with a lender requesting the maximum SBA guaranty of 75 percent, the total loan amount available under this program generally would be limited to \$2 million. However, there are some exceptions.

The SBA offers a variety of different loan and loan guarantee programs to eligible small businesses. For a complete summary of SBA programs, the types of companies who are eligible, and for what purpose, contact the U.S. Small Business Administration or Enterprise Florida.

U.S. Small Business Administration

South Florida District Office

100 South Biscayne Boulevard, Seventh Floor, Miami, FL 33131

305.536.5521 305.536.5058 Fax

www.sba.gov

6.3 AVAILABLE LAND AND INDUSTRIAL OFFICE SPACE

There are numerous business parks located throughout Sarasota County suitable for most industrial and/or office uses. Most parks offer fully developed sites served by water and sewer. Some also include rail sidings and natural gas. In addition to sites for development, there are numerous existing industrial and office buildings available for immediate occupancy in sizes ranging from 2,000 to over 300,000 square feet in both urban and suburban locations.

BUILD-TO-SUIT

The Economic Development Corporation of Sarasota County maintains working relationships with area developers and builders. Build-to-suit quotations based on specific requirements and specifications will be supplied on request.

AVAILABLE EXISTING FACILITIES

The Economic Development Corporation of Sarasota County works with individual companies to help them locate available sites and buildings for their expansion or relocation needs. With the cooperation of the Sarasota Association of Realtors, Commercial and Investment Division, the Economic Development Corporation of Sarasota County has a comprehensive and updated database of available properties. Expanding and new businesses may find a current list of available office, commercial and industrial properties by contacting the Economic Development Corporation of Sarasota County.

OFFICE

Class A, B, and C office space is available throughout Sarasota County. Downtown Sarasota has space in high-rise towers as well as street-level storefronts. Work downstairs-live upstairs properties, with a European flavor, are beginning to emerge in downtown Sarasota. The downtown Venice office market is dominated by Mediterranean-style single-level and low-rise office space. Fast-growing North Port had more than 1 million square feet of commercial real estate under construction or permitted in 2005, much of it office space.

BUSINESS PARKS

Sarasota County's campus-style business parks had 6.3 million square feet of existing leaseable user space with a 6% vacancy rate in 2005. Most offer combinations of office, warehouse, distribution, light manufacturing space and flex space.

Several technology-capable commerce parks have attracted top employers in the area. Verizon Smart Parks in Sarasota County include Cattleridge Business Center, Gateway to Sarasota, Kane Plaza, Lakewood Ranch Corporate Park, North Port Park of Commerce, Palmer Park of Commerce, and Sarasota City Center.

WAREHOUSING

More than 1 million square feet of commercial and industrial warehouse space was added in Sarasota and Manatee counties in 2004 – 22 percent more than in 2003.

ENTERPRISE ZONE

In 2002, the City of Sarasota and Sarasota County were awarded an Enterprise Zone designation by the state. In 2005, the state approved a boundary expansion increasing the total size of the zone – located approximately one and one-half miles north of downtown Sarasota – to slightly more than two square miles. Businesses located within the designated zone may qualify for certain financial incentives including: job tax credits for employing residents of the zone, sales tax refunds on business equipment, sales tax refunds on building materials, property tax credit and the potential for sales tax exemptions on electrical energy.

ADDITIONAL SOURCES OF INFORMATION FOR FACILITY LOCATION

Trade Association for Realtors provides continuing education to members who are Realtors.

Sarasota Association of Realtors®

3590 South Tuttle Avenue, Sarasota, FL 34239
941.923.0191
www.sarasotarealtors.com

Venice Board of Realtors®

680 Substation Road
Venice, FL 34285
941.484.0614
www.vabr.org

The Maddux Report publishes a bi-monthly summary of available industrial and office space.

Maddux Publishing Inc.

PO Box 202, St. Petersburg, FL 33701
727.823.4394
www.maddux.com

MAPS OF INTEREST FOR SITE SELECTION

Sarasota Convention & Visitors Bureau

701 North Tamiami Trail, Sarasota, FL 34236
941.957.1877 800.522.9799 941.951.2956 Fax
www.sarasotafl.org

Flood prone area maps are available for a nominal fee from:

Florida State University

Resources & Environmental Analysis Center
C2200 University Center, Tallahassee, FL 32306-2641
850.644.2883
www.freac.fsu.edu

*Local maps related to building and development: Aerial Photographs,
Parcel Delineation, Utilities/Concurrency, Zoning:*

Development Services

1301 Cattlemen Road, Building D, Sarasota, FL 34232
941.861.5000

Water management, water quality, general inspection information:

U.S. Geological Survey

10500 University Center Dr., Suite 215, Tampa, FL 33612
813.975.8620

City of North Port

Planning & Zoning Department
4970 City Hall Boulevard, North Port, FL 34286
941.429.7156
www.cityofnorthport.com

City of Sarasota

Planning & Redevelopment Department
1565 1st Street, Room 302A, Sarasota, FL 34236
941.954.4195
www.sarasotagov.com

City of Venice

Planning & Zoning Department
401 West Venice Avenue, Venice, FL 34285
941.486.2626
www.venicegov.com

Town of Longboat Key

Planning, Zoning & Building Department
501 Bay Isles Rd., Longboat Key, FL 34228
941.316.1966
www.longboatkey.org

6.4 DEVELOPMENT REGULATION AND PERMITTING

When businesses plan on expanding or locating a new operation in an area, consideration must be given to the regulatory process associated with land use and development. There are numerous people from both the public and private sectors who have responsibility for ensuring that growth will be properly served and the public and the environment will be properly protected.

REQUIREMENTS FOR EXPANDING AND NEW DEVELOPMENT

- Zoning Ordinances & Land Use
 - Site Plan Review Local & County
 - Concurrently Thresholds Local & County
 - Development of Regional Impact Southwest Florida Regional Planning Council
- Environmental Permits
 - Air County
 - Solid Waste County
 - Storm Water Management Local & County
 - Waste Water Management County & State
 - Habitat/Trees Local & County
- Building Codes County
- Dredge and Fill Permits/Wetlands Local, County & State
- Road Connection Permits Local, County & State
- Soil Tests Developer/Purchaser
- Topography Developer/Purchaser
- Utilities Access Developer/Purchaser
- Covenants on Property Developer
- Sign Regulations Local

PERMITS, APPROVALS & REGULATIONS

Each local community has a set of regulations that outline the use, steps, procedures, permits and fees necessary for development of land within their jurisdiction. The regulations usually associated with most types of activity follow in chronological order of encounter in the developmental process.

ZONING ORDINANCES AND LAND USE

If a zoning or land use change is necessary anywhere in the county, it must be approved by the Sarasota County Growth Management Business Center.

Sarasota County Planning Department

1660 Ringling Boulevard, Sarasota, FL 34236
941.951.5140
www.scgov.net

SITE PLAN REVIEW

All new commercial and industrial buildings and some expansions must undergo site plan review. For a more detailed description of site plan review requirements, contact the planning and/or zoning department of the appropriate local government in which the project is located.

Sarasota County Planning & Development Services

1301 Cattlemen Road, Building D, Sarasota, FL 34232
941.861.6576

City of North Port

Planning & Zoning Department
4970 City Hall Boulevard, North Port, FL 34286
941.429.7156
www.cityofnorthport.com

City of Sarasota

Planning & Redevelopment Department
1565 1st Street, Room 302A, Sarasota, FL 34236
941.954.4195
www.sarasotagov.com

City of Venice

Planning & Zoning Department
401 West Venice Avenue, Venice, FL 34285
941.486.2626
www.venicegov.com

Town of Longboat Key

Planning, Zoning & Building Department
501 Bay Isles Rd., Longboat Key, FL 34228
941.316.1966
www.longboatkey.org

CONCURRENCY THRESHOLD

Many projects will have to undergo the application of concurrency if they are not vested by virtue of a previously issued and still valid development order. This step should occur prior to land purchase, rezoning or site planning. Concurrency requires that development not occur until adequate infrastructure (water, sewer, roads, etc.) exists to serve that development. Adequate infrastructure is established in the local government's comprehensive plan as approved by the State of Florida.

A more definitive analysis of this subject can be obtained by consulting with the County, or with appropriate legal or engineering professionals.

DEVELOPMENT OF REGIONAL IMPACT (DRI)

Only very large projects require this review process. A particular development qualifies as a DRI "because its character, magnitude, or location would have a substantial effect on the health, safety or welfare of the citizens of more than one county." Local DRI applications are made by the local government and the developer to the Southwest Florida Regional Planning Council.

Southwest Florida Regional Planning Council

1926 Victoria Ave., Ft. Myers, FL 33901
239.338.2550
www.swfrpc.org

ENVIRONMENTAL PERMITS

In most instances, environmental permits should be obtained prior to a land purchase or before a construction decision is made in the event that permits can not be issued.

AIR POLLUTION SOURCE PERMIT

To comply with the Federal Clean Air Act and state and county regulations, "any source which emits or can reasonably be expected to emit any air pollutant shall obtain an appropriate permit from the Florida Department of Environmental Protection." Not all sources of air pollution require a permit from the State.

Florida Department of Environmental Protection

13051 North Telecom Parkway, Temple Terrace, FL 33637
813.632.7600 813.632.7665 Fax
www.dep.state.fl.us/southwest/air

HAZARDOUS WASTES

Hazardous wastes must be removed, transported and disposed of according to federal Environmental Protection Agency (EPA) regulations.

Florida Department of Environmental Protection
13051 North Telecom Parkway, Temple Terrace, FL 33637
813.632.7600 813.632.7665 Fax
www.dep.state.fl.us/southwest/air

United States Environmental Protection Agency
Region 4
Sam Nunn Atlanta Federal Center
61 Forsyth Street SW, Atlanta, GA 30303-8960
800.241.1754 404.562.9900 404.562.8174 Fax
www.epa.gov/region4

SOLID WASTE LAW AND REGULATIONS

State law requires municipalities to appropriately dispose of solid waste. Private companies handle disposal. The County promotes a recycling program for computer paper, newspaper, plastic and glass. For further information contact the Sarasota County Solid Waste Department and/or the Florida Department of Environmental Regulation.

Sarasota County Environmental Services
Solid Waste Unit
2817 Cattlemen Rd., Sarasota, FL 34232
941.861.6712
www.scgov.net

SEPTIC TANK PERMITS

Septic tank permits are seldom issued to commercial/industrial users and are only available in areas of the county not served by sewer lines. For further information contact the Sarasota County Health Department.

Sarasota County Office of Environmental Health Services
1301 Cattlemen Road, Building A, Sarasota, FL 34232
941.861.6133
www.sarasotahealth.org

STORM WATER OR SURFACE WATER MANAGEMENT

All new construction must meet code requirements as written by the Southwest Florida Water Management District (SWFWMD) and enforced by Sarasota County for on-site retention of storm water runoff. For further information contact, SWFWMD, Sarasota County Storm Water Management, or Florida Department of Environmental Regulations.

Southwest Florida Water Management District (SWFWMD)
Headquarters
2379 Broad Street, Brooksville, FL 34609
800.423.1476 352.796.7211
www.swfwmd.state.fl.us

Southwest Florida Water Management District (SWFWMD)
6750 Fruitville Rd., Sarasota, FL 34240
941.377.3722 800.320.3503
www.swfwmd.state.fl.us

Sarasota County Extension
6700 Clark Road, Twin Lakes Park, Sarasota, FL 34241
941.861.9808
sarasota.extension.ufl.edu

WASTE WATER HANDLING AND POLLUTION ABATEMENT SYSTEMS

For further information contact the Florida Department of Environmental Protection.

Florida Department of Environmental Protection

13051 North Telecom Parkway, Temple Terrace, FL 33637

813.632.7600 813.632.7665 Fax

www.dep.state.fl.us/southwest/water

HABITAT MANAGEMENT & LANDSCAPE ORDINANCE

For further information contact Sarasota County Environmental Services – Resource Protection, who has local jurisdiction.

Sarasota County Environmental Services – Resource Protection

Resource Protection Services

1301 Cattlemen Road, Building D, Sarasota, FL 34232

941.861.5000

www.scgov.net

BUILDING PERMITS

All construction in Sarasota County meets the same standard code as may be amended by the local jurisdiction. The codes are Building, Plumbing, Mechanical, Electrical and Fire. Application for construction and a Certificate of Occupancy (CO) is made to the local government. In many cases the building review plan runs concurrent with the site plan review. For further information contact the Sarasota County Permitting & Inspections Services.

North County Permitting & Inspection Services

1301 Cattlemen Road, Building A, Sarasota, FL 34232

941.861.6770

www.scgov.net

South County Permitting & Inspection Services

4000 South Tamiami Trail, Venice, FL 34293

941.861.3029

www.scgov.net

FIRE INSPECTION

All new construction is inspected for conformance with the fire code. Many local governments require inspections once a year to ensure compliance. For further information call Sarasota County Fire Prevention & Inspection.

Sarasota County Fire Prevention & Inspection

6750 Bee Ridge Road, Sarasota, FL 34241

941.861.2290

www.scgov.net

DREDGING, DOCKS, EXCAVATION OR FILLING AFFECTING ANY NAVIGABLE WATERWAY/WETLAND

For further information contact Sarasota County Environmental Services – Resource Protection, Florida Department of Environmental Regulations or U. S. Army Corps of Engineers.

Sarasota County Environmental Services – Resource Protection

1301 Cattlemen Road, Building A, Room 202, Sarasota, FL 34232

941.861.5000

CONSTRUCTION OVER NAVIGABLE WATER

A permit is required for any structure in or across any navigable waters of the United States, or any road, pipeline, conveyor or conveyor system, or any other structure over, on or adjacent to a levee or similar federally-maintained structure. For further information contact the U.S. Army Corps of Engineers.

U.S. Army Corps of Engineers

Jacksonville District
701 San Marco Boulevard, Jacksonville, FL 32207
904.232.2568 800.291.9405
www.saj.usace.army.mil

SIGN PERMITS

For further information contact the Sarasota County Permitting & Inspection Services and/or the Florida Department of Transportation in cases involving state and federal roads.

North County Permitting & Inspection Services

1301 Cattlemen Road, Building A, Sarasota, FL 34232
941.861.6770
www.scgov.net

South County Permitting & Inspection Services

4000 South Tamiami Trail, Venice, FL 34293
941.861.3029
www.scgov.net

Florida Department of Transportation

Operations Center, 1840 61st Street, Sarasota, FL 34243
941.359.7300
www.dot.state.fl.us

CONSTRUCTION PERMITS

Anyone contemplating constructing a new facility/operation that will emit contaminants into the air must obtain such a permit prior to starting construction. This permit is valid for 1 to 2 years.

OPERATING PERMITS

Operating permits are normally valid for five years and must be obtained to engage in a variety of business activities that emit contaminants into the air. Typical activities that require an air quality operation permit include:

- | | |
|-------------------------------|--|
| “Air” Curtain Incinerators | Incinerators |
| Asphalt Batch Plants | Incinerators Other (Paper or waste stream) |
| Biological (Infectious) Waste | Open Top, Conveyorized, and Vapor Degreasers |
| Boilers | Power Plants (Utility Boilers) |
| Cement and Flash Silos | Printing Presses |
| Coil Coaters | Spray Paint Booths |
| Crematories | Sweat Furnaces |

Under current Department of Environmental Regulation District policy some sources are usually required to obtain air pollution permits only due to citizen complaints or other violations. Examples include: Electro-Plating Operations, Fiber Glassing Operations, Miscellaneous Painting Operations, Paint Manufacturing, Wood Fabricators

Florida Department of Environmental Protection

10351 North Telecom Parkway, Temple Terrace, FL 33637
813.632.7600 813.632.7665 Fax
www.dep.state.fl.us/southwest/water

Sarasota County Environmental Engineering

2817 Cattlemen Road, Sarasota, FL 34232
941.861.6729

CERTIFICATE OF OCCUPANCY

A new building may not be occupied without first obtaining a certificate of occupancy (CO). Compliance with all codes must be assured and all fees must be paid prior to issuance. Utility service will not be provided without a CO, which is issued by the Sarasota County Permitting & Inspection Services.

North County Permitting & Inspection Services

1301 Cattlemen Road, Building A, Sarasota, FL 34232
941.861.6770
www.scgov.net

South County Permitting & Inspection Services

4000 South Tamiami Trail, Venice, FL 34293
941.861.3029
www.scgov.net

ADDITIONAL CONTACTS FOR DEVELOPMENT REGULATION AND PERMITTING

Florida Department of Community Affairs

2555 Shumard Oak Boulevard
Tallahassee, FL 32399-2100
850.488.8466 877.352.3222
www.dca.state.fl.us



Section 7

Business Organizations

There are many agencies and organizations in Sarasota County that are designed to guide and be of assistance to businesses. The following list presents some of the groups that can be of service to existing companies and those companies interested in establishing a new operation.

CHAMBERS OF COMMERCE

Englewood-Cape Haze Area Chamber of Commerce

601 S. Indiana Avenue, Englewood, FL 34223
941.474.5511
www.Englewoodchamber.com

Greater Sarasota Chamber of Commerce

1945 Fruitville Road, Sarasota, FL 34236
941.955.8187
www.sarasotachamber.com

Gulf Coast Latin Chamber of Commerce

8051 N. Tamiami Trail, Suite 37, Sarasota, FL 34243
941.358.7065
www.latinchamber.org

Longboat Key/Lido Key/St. Armands Key Chamber of Commerce

6960 Gulf of Mexico Drive, Longboat Key, FL 34228
941.383.2466
www.longboatkeychamber.com

North Port Area Chamber of Commerce

15141 Tamiami Trail, North Port, FL 34287
941.423.5040
www.northportareachamber.com

Siesta Key Chamber of Commerce

5118 Ocean Boulevard, Siesta Key, FL 34242
941.349.3800
www.siestakeychamber.com

Venice Area Chamber of Commerce

597 N. Tamiami Trail South, Venice, FL 34285
941.488.2236
www.venicechamber.com

BETTER BUSINESS COUNCILS

Better Business Bureau of West Florida

P.O. Box 7950, Clearwater, FL 33758-7950
727.535.5522 727.539.6301 Fax
www.bbbwestflorida.org

Venice Better Business Department

597 Tamiami Trail South, Venice, FL 34285
941.488.2236
www.venicechamber.com

ECONOMIC DEVELOPMENT CORPORATION

Economic Development Corporation of Sarasota County

Live Oak Corporate Center
2601 Cattlemen Road, Suite 201
Sarasota, FL 34232
941.309.1200 ext. 207 941.309.1209 Fax
www.edcsarasotacounty.com

OTHER BUSINESS ORGANIZATIONS

American Accounting Association

5717 Bessie Drive, Sarasota, FL 34233
941.921.7747
www.aaahq.org

Florida Department of Revenue

Sarasota Service Center
1991 Main Street, Suite 240, Sarasota, FL 34236
941.361.6001
www.myflorida.com/dor

Federal Citizen Information Center

Room G-142 (XCC)
1800 F Street NW, Washington, DC 20405
202.501.1794
www.pueblo.gsa.gov

Federal Trade Commission

600 Pennsylvania Ave. NW, Washington, DC 20580
202.326.2222 877.382.4357
www.ftc.gov

Florida Agency for Workforce Innovation

Caldwell Building, 107 East Madison St.
Tallahassee, FL 32399-4120
850.245.7105
www.floridajobs.org

Florida Bar Association

651 East Jefferson St., Tallahassee, FL 32399-2300
850.561.5600 850.561.5827 Fax
www.flabar.org

Florida Department of State

R.A. Gray Building, 500 South Bronough
Tallahassee, FL 32399
850.245.6500
www.dos.state.fl.us

Florida Institute of Certified Public Accountants

325 West College Avenue, Tallahassee, FL 32301
850.224.2727
www.ficpa.org

Merchants Association of Florida, Inc.

P.O. Box 972, Tampa, FL 33601-0972
813.273.7766
www.merchantsflorida.com

National Federation of Independent Businesses

110 East Jefferson Street, Tallahassee, FL 32301
850.681.0416
www.nfib.com

National Small Business Association

1156 15th Street NW, Suite 1100
Washington, D.C. 20005
202.293.8830
www.nsba.biz

Occupational Safety and Health Administration

5807 Breckenridge Parkway, Suite A
Tampa, FL 33610-4249
813.626.1177
www.osha.gov

**Sarasota Manatee Area Manufacturers Association
(SAMA)**

P.O. Box 22228, Sarasota, FL 34276
941.376.4272 941.378.4035 Fax
www.sama-fl.com

**Small Business Committee, House of
Representatives**

2361 Rayburn House Office Building
Washington, D.C. 20515
202.225.4038
www.hosuse.gov/smbiz

Small Business Committee, Senate

428A Russell Senate Office Building
Washington, D.C. 20515
202.224.5175
www.sbc.senate.gov

Social Security Administration

2001 Siesta Drive, Suite 301, Sarasota, FL 34239
800.772.1213
www.ssa.gov

Suncoast Advertising Federation

P.O. Box 15945, Sarasota, FL 34277
941.927.7589
www.adfedsuncoast.org

U.S. Chamber of Commerce

1615 H Street NW, Washington, D.C. 20062-2000
800.638.6582 202.659.6000
www.uschamber.com

82° Tech

6023 26th Street West, Suite 303
Bradenton, FL 34207
941.870.0078
www.82degreestech.com



*Contact us for more information about
starting, expanding or relocating
your business in Sarasota County, Florida.*

Economic Development Corporation of Sarasota County
Live Oak Corporate Center
2601 Cattlemen Road, Suite 201
Sarasota, FL 34232

www.edcsarasotacounty.com
telephone 941.309.1200
facsimile 941.309.1209
e-mail info@edcsarasotacounty.com

Information contained in this Guide to Doing Business in Sarasota County is compiled by the Economic Development Corporation of Sarasota County from several sources and is known to be accurate at the time of publication. All demographic and statistical information is subject to change without notice.