

**2017-18 BOARD OF DIRECTORS****CHAIR****Rae Dowling** Florida Power & Light Company**VICE CHAIR****Larry Fineberg** Benderson Development Company**TREASURER****Jeffrey Jackson** PGT Innovations**SECRETARY****Patricia Courtois** On Ideas**PAST CHAIR****Jim Kuhlman** Premier Community Bank**AT LARGE Kirk Boylston** Lakewood Ranch Commercial Realty**AT LARGE Dan DeLeo** Shumaker, Loop & Kendrick, LLP**AT LARGE Rogan Donelly** Tervis**AT LARGE Patrick Dorsey** Herald-Tribune Media Group**AT LARGE Joe C. Hembree** Hembree & Associates Inc.**AT LARGE John LaCivita** Willis A. Smith Construction, Inc.**AT LARGE Art Lambert** S-One Holdings Corporation**AT LARGE Rob Lane** Kerkering, Barberio & Co.**AT LARGE Bob Messick** Icard, Merrill, Cullis, Timm, Furen & Ginsberg, PA**AT LARGE David Rovine** Baltimore Orioles**AT LARGE Drayton Saunders** Michael Saunders & Company**AT LARGE Byron Shinn** Carr, Riggs & Ingram**TOWN OF LONG BOAT KEY** Commissioner Irwin Pastor**CITY OF NORTH PORT** Commissioner Jill Luke**CITY OF SARASOTA** Mayor Liz Alpert**CITY OF VENICE** Council Member Chuck Newsom**SARASOTA COUNTY** Commissioner Al Maio**GENERAL COUNSEL Zach Buffington** Williams Parker Harrison Dietz & Getzen

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**EDC'S FOUR ASPIRATIONAL GOALS:****CAPTURE.**

Make Sarasota County the preferred choice for capturing the growth of existing and targeted industries and having engaged CEOs eager to promote Sarasota County's business advantages.

**COMPETE.**

Make Sarasota County known as having the strongest, most competitive business climate on Florida's Gulf Coast.

**COMMUNICATE.**

Make Sarasota County known throughout the state, nationally and internationally – not just as an outstanding place for tourism and retirement – but as the premier business address on the Florida Gulf Coast.

**CONNECT.**

Lead a unified coalition of private and public investors and stakeholders in a determined, productive collaboration to achieve a diversified economy.





## CAPTURE.

- Facilitated three projects: Codeware, Bswanky and Outdoor by Design, resulting in 205 jobs, \$8.9M in capital investment and an average wage of \$57K.
- Supported 14 CEOs in second-stage growth companies through our GrowFL business services program. Three of those companies, U.S. Submergent Technologies, Sarasota Medical Products, and Cruise Car were selected as finalists for the 2018 Florida's "Companies to Watch" awards.
- The EDC worked 59 leads over the course of the year, 13 of which are currently active projects. These active projects represent 211 direct jobs with an average wage of \$53,900 and capital investments over \$9 million.
- Attracted and assisted more than 345 film, television, web, digital and other genres of media projects, including serving more the 65 TV productions and more than 50 movies of all kinds generating more than a \$29 million economic impact locally.
- Supported 25 companies with workforce issues and referrals, and 6 employers that received workforce grants for 85 employees from CareerSource Suncoast.
- Celebrated ribbon-cutting of EDC client Centauri Insurance's new 35K sq. ft. headquarters in Lakewood Ranch.

49 PROJECTS IN PAST 9 YEARS RESULTING IN 3,275 JOBS

\$1.5 BILLION IN ANNUAL ECONOMIC IMPACT

1,123,500 SQ FT OF VACANT OR NEW SPACE FILLED



## COMPETE.

- Board of Directors took positions of advocacy regarding School Millage Referendum, Legacy Trail Extension and in opposition of Single-Member-Districts.
- Engaged with Real Estate leaders in a task force designed to increase the quality and quantity of land assets for economic development. Also partner in the Real Estate Overview (REO) group in quarterly updates on the market.
- Developed and advocated for revised code language to Sarasota County to protect commercial/industrial lands and provide permanent affordable housing.

- Supported the opening and marketing of the new North Port Campus of Suncoast Technical College and Shannon Staub Library.
- Worked collaboratively with the Sarasota/Manatee Metropolitan Planning Organization (MPO), Charlotte County MPO, Charlotte County, Sarasota County, and the City of North Port to ensure that a new I-75 interchange is located in the City of North Port.
- Continued support for the University of Florida Innovation Station through business introductions and other collaborative efforts.
- Conducted formal meetings with members of the Sarasota County Legislative Delegation regarding the legislative agenda including affordable housing, River Road, USF consolidation, restoring funding for post-secondary institutions, etc.
- Maintained open lines of communications with county and municipal leaders about local business climate issues.
- Completed 4th annual education event with Suncoast Technical College to grow regional workforce in film, television, and other media, serving 125 attendees.

345 FILM PROJECTS IN FISCAL YEAR 2018

\$15 MM  
ANNUAL DIRECT  
SPENDING

\$29 MM  
ANNUAL ECONOMIC  
IMPACT



## COMMUNICATE.

- Joined forces with Florida Trend and 16 local businesses to produce 30-page community profile showcasing our economic development success.
- Collaborated with Sarasota Magazine on an 8-page relocation guide in the "On the Beach" hardbound annual publication which is featured in over 5000 local hotel rooms.
- Partnered with local media agency, On Ideas for complete website redesign launching in the Fall.
- Worked with Enterprise Florida Inc, to host site selectors at an Orioles spring training game and made a presentation at EFI headquarters resulting in three project leads.
- Launched a print brand image campaign with advertising partner, Herald Tribune Media Group highlighting and promoting many services of the EDC. Increased library of digital marketing content through our partnership with ThriveHive Media.
- Continued partnership with SRQ International Airport, showcasing Choose Paradise videos.