

# CONNECT.

## EDC of SARASOTA COUNTY

The EDC of Sarasota County is the private, not for profit corporation charged with leading the Sarasota community's economic development strategy of diversifying and adding high-wage jobs to the local economy. The EDC works to improve the local business climate while helping companies to expand and relocate in Sarasota County. The EDC partners with local government, Chambers of Commerce, workforce/talent providers and other organizations throughout the county, region and state to accomplish its mission.

# CAPTURE.

## BUSINESS RETENTION & EXPANSION

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

# COMPETE.

## BUSINESS CLIMATE

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

# COMMUNICATE.

## BUSINESS ATTRACTION

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.



[edcsarasotacounty.com](http://edcsarasotacounty.com)

# 29

INCENTIVIZED  
PROJECTS SINCE

# 2009

# 2185

ACTUAL JOBS THAT WILL BE CREATED  
BECAUSE OF THOSE PROJECTS

# 768,000

SQ FT OF VACANT OR  
NEW SPACE FILLED

# \$37,922

AVERAGE WAGE

## \$628M IN ANNUAL ECONOMIC IMPACT

## 372 FILM PROJECTS = 9.2M ECONOMIC IMPACT

## CAPTURE.

- 22 companies benefited from our GrowFL program this year
- 60 local companies engaged in retention and expansion meetings
- Assisted in 4 regulatory issues with existing companies
- 1 incentivized expansion project = 50 new jobs = \$7 Million in capital investment
- 20 companies were supported in workforce issues
- Launched initiative to grow health/ life sciences sector including industry mapping, round tables and support of new BioFlorida chapter

## COMPETE.

- Worked with strategic workforce partners to launch inaugural SCTI precision machinist course
- Engaged in the CRA Extension, Bayfront 2020 and Fruitville Initiative
- Created 2050 task force supporting update of the plan
- Developed and championed legislative priorities
- Engaged with Chambers and COBA on critical issues, including public school funding referendum
- Engaged in the formation of SRQ Air Service Team focused on expanding flights

## COMMUNICATE.

- Worked on 57 qualified leads for business attraction
- Released 4 new videos of area CEOs for marketing campaign developed in coordination with Visit Sarasota and major hotels
- Worked with *Sarasota Magazine* to place ad for “in-room” magazine in all major hotel and high end rental properties in area
- Launching dynamic new advertising and promotional display booth at SRQ by year end
- Continued developing lead network including local/national brokers, site selectors and Enterprise Florida
- Recognized as one of the top ten small cities in the South to consider for corporate headquarter relocation