



## Manatee Economic Development Corporation October 1, 2011 – September 30, 2012

### Vision Statement

Committed to being Florida's most business-friendly economic development organization, the Manatee Economic Development Corporation effectively pursues strategic goals and targeted business sectors to maximize the economic well-being of Manatee County.

### Mission

To improve the economy of Manatee County through the creation and preservation of jobs and wealth.

#### ➤ **The name of the Economic Development Agency, Entity or Organization (EDO) and their contact information.**

Manatee Economic Development Corporation  
Sharon Hillstrom, President & CEO  
222 10<sup>th</sup> Street West  
Bradenton, FL 34205  
(941)748-4842 ext. 140

#### ➤ **The name of the local government the EDO has a contract with.**

The Manatee Economic Development Corporation has a contract with Manatee County Government.

#### ➤ **The amount of funds received from public partners. \$234,500**

Public Partners funding breakdown:

Manatee County Government	\$170,000
Suncoast Workforce	\$ 20,000
Port Manatee	\$ 15,000
City of Bradenton	\$ 17,000
City of Palmetto	\$ 10,000
Town of Longboat Key	\$ 2,500

#### ➤ **The amount of funds received from private investors. \$388,000**

#### ➤ **Administrative costs of the EDO. \$546,000**

#### ➤ **The number of businesses assisted by the EDO and the type of assistance provided.**

The Manatee Economic Development Corporation responded to 100 prospect and project leads from October 1, 2011 to September 30, 2012 in addition to general inquiries and information requests.

#### **This includes assisting businesses with:**

##### ● **Customized Assistance**

- ◆ **Site selection** – A real estate database is maintained on the Manatee Economic Development Corporation's website. Real estate searches and site tours are conducted as requested by prospect companies.
- ◆ **Permitting and licensing** –The Manatee Economic Development Corporation, in collaboration with the Manatee County Government Economic Development Manager qualified 39 rapid response projects.
- ◆ **Incentives**–The Manatee Economic Development Corporation provides companies with the appropriate state and/or local incentive information based on the type of project, targeted industry, job creation, projected wages, and capital investment. The Manatee Economic Development Corporation collaborates with the local or state governing body to expedite the incentive application process.





- **General Assistance**

- ◆ **Demographics and market research** –The Manatee Economic Development Corporation provides demographic information and market research about Manatee County, as requested.
- ◆ **Workforce assistance** – The Manatee Economic Development Corporation met with 45 local companies to discuss their workforce needs during this time period. The Manatee Economic Development Corporation maintains a resume database for jobseekers and regularly responds to company requests for candidates with certain skill sets, in addition to providing local companies with a bi-monthly summary of available candidates. The Manatee Economic Development Corporation connects companies with workforce partners for hiring and training opportunities, as well as free employment websites, such as [suncoastworkforce.org](http://suncoastworkforce.org), [jobfocus.com](http://jobfocus.com) and [employflorida.com](http://employflorida.com).
- ◆ **Forums and workshops – finance/international trade/technology transfer** – The Manatee Economic Development Corporation regularly hosts, sponsors and promotes business forums and workshops tailored to the needs of local businesses, including (but not limited to) finance seminars, international trade classes and workshops, lean manufacturing, marketing, small business innovation research (SBIR) grant seminars, GrowFL CEO Nexus Forums, and entrepreneurial events.

- **Financial Assistance**

- ◆ **Grants and matching funds assistance** – The Manatee Economic Development Corporation assisted Manatee County companies in applying for and attaining the following state and federal grant awards:
  - ◆ Employed Worker Training Grants \$ 89,393.91
  - ◆ Incumbent Worker Training Grants \$ 69,100.00
  - ◆ Quick Response Training Grants \$114,650.00
  - ◆ On the Job Training placements 26 people

- **The projected number of new direct jobs as a result of a business being moved into the area or expanding in the area due to the assistance of the EDO.** The Manatee Economic Development Corporation assisted 13 companies with a combined projected job total of 1,216 jobs during this time period.
- **The number of these jobs retained.** The Manatee Economic Development Corporation assisted in the retention of 298 jobs in the Manatee-Sarasota region during this time period.
- **The type of incentives and the amount of incentives that the EDO has successfully assisted businesses in receiving.** The Manatee Economic Development Corporation assisted with the following:





Manatee County Economic Development  
Incentive Grant

Project Name	Total EDI	Total TIFI
Project Alpha	\$0	\$6,393
Project Shuffle	\$0	\$3,836
Project Koala	\$25,000	\$0
Project Bench	\$8,000	\$4,901
Project Surf	\$26,000	\$1,343
Project Jazz	\$14,000	\$0
Project Pioneer	\$375,000	\$46,876
Project Atom	\$56,000	\$0
Project Goal	\$25,000	\$0
Project Monarch	\$53,000	\$0
<b>Total</b>	<b>\$582,000</b>	<b>\$63,349</b>

Qualified Target Industry Tax Refund  
County Match

Company Name	\$ amount
Project Alpha	\$12,000
Project Shuffle	\$42,000
Project Quartz	\$48,000
Project OEM	\$12,000
Project Pioneer	\$275,000
<b>Total QTI Match</b>	<b>\$389,000</b>

**Total for both \$ 1,034,349**

The Manatee Economic Development Corp. works to attract new high-impact businesses and assist in the retention and growth of targeted existing businesses in Manatee County. Information: [www.ManateeEDC.com](http://www.ManateeEDC.com).



Anna Maria ★ Bradenton ★ Bradenton Beach ★ Ellenton ★ Holmes Beach ★ Lakewood Ranch ★ Longboat Key ★ Palmetto ★ Parrish

[www.manateeedc.com](http://www.manateeedc.com)