

A Guide To Doing Business in Sarasota County



2002 Edition



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

Acknowledgements

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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 four incorporated cities of Sarasota, Venice, North Port, the Town of Longboat Key, and the communities of Siesta Key and Englewood. 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 2000 census, is 325,957, and is expected to exceed 349,000 by the year 2005 and 371,700 by the year 2010. *(Source: Florida Population Studies, BEBR June 2000.)*

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 is 154,026 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 181,614. 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 Agency for Workforce Innovation, in cooperation with U.S. Department of Labor.)*

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 over 9,200 workers employed in manufacturing activities. *(Source: Florida Agency for Workforce Innovation, in cooperation with U.S. Department of Labor.)*

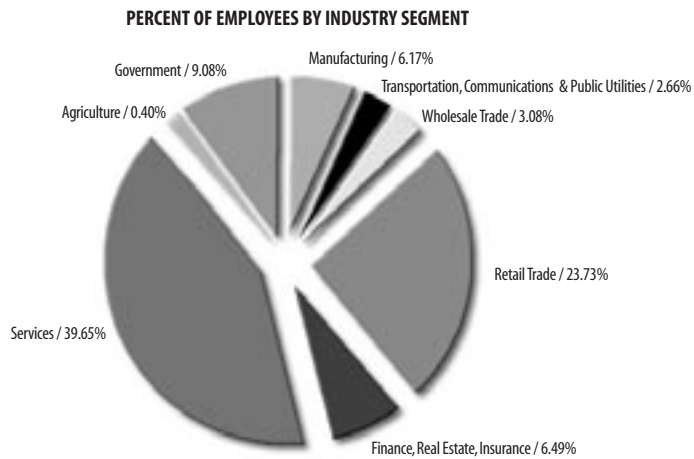
SARASOTA COUNTY POPULATION

Unincorporated Area	225,078
City of Sarasota	52,715
City of Venice	17,764
City of North Port	22,797
Town of Longboat Key	7,603

Source: 2000 U.S. Bureau of Census

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 1999 and 2000 was 2.1%. In September 2001, it was 3.1%, which is lower than the state average. (Source: Florida Agency for Workforce Innovation.)



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 found in other metropolitan areas.

1.2 SARASOTA COUNTY MAJOR EMPLOYERS

MANUFACTURING

EMPLOYER	PRODUCT	EMPLOYEES
PGT Industries	Vinyl enclosures, aluminum windows & doors	1,150
Sun Hydraulics	Hydraulic valves	430
APAC-Florida Inc.	Fill & shell mining	325
Parker Hannifin Corporation	Hydraulic valves	315
Forest Products Supply	Wood products	282
Invensys Sensor System	Magnetic sensors	250
Teleflex Inc.	Electronic gauges & instruments	240
ASO Corporation	Bandages	238
L3 Corporation	Aviation Recorders	165
Klockner-Bartelt Inc.	Packaging machinery	115

Source: Sarasota County Committee for Economic Development

NON-MANUFACTURING

EMPLOYER	EMPLOYEES
School Board of Sarasota County	4,417
Sarasota Memorial Hospital	3,400
Publix	3,300
Sarasota County Government	2,500
Bon Secours-Venice Hospital	1,428
Charter One Hotels	950
Wal-Mart	963
Doctors Hospital of Sarasota	908
Winn Dixie Stores Inc.	875
Nielsen Media Research	719
Sarasota Herald-Tribune	650
FCCI Insurance	550
Shannon Hotel Group	500
Colony Beach & Tennis Resort	350
Hyatt Sarasota	250
Zenith Insurance	220

Source: Sarasota County Committee for Economic Development

TECHNOLOGY

EMPLOYER	EMPLOYEES
Arthur Anderson Technology Solutions	879
Speedcom Wireless Int.	110
Key Voice Technologies Inc.	100
Indigo Investment Systems Inc.	150
World Precision Instruments	65
Intelliworxx Inc.	55
ParView Inc.	50
Medical Education Technologies	32
Backsoft Corporation	30
LexJet Corporation	20

Source: Sarasota County Committee for Economic Development

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, weighted formula. A \$5,000 exemption on net Florida taxable income is allowed before the 5.5 percent corporate tax rate is applied.

S corporations and limited liability companies (LLCs) are exempt from corporate income taxes.

FLORIDA CORPORATE INCOME TAX COMPUTATION

S Corporations and LLCs are exempt

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

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

There are two types of intangible personal property taxes that are levied:

- A **non-recurring** 2 mill intangible tax is charged equal to \$ per \$1,000 of the just valuation of notes, bonds, and other obligations to pay money which are secured by a mortgage deed of trust, or other lien on real property in Florida. The tax is paid at the time of recordation. Documents secured by real property in another state are subject to Florida's annual intangible tax unless a documentary or record tax was paid where the real property is located.

- An **annual tax** on the dollar amount of just valuation as of January 1 of all taxable intangible personal property is charged. This includes, but is not limited to shares of stock in incorporated companies, beneficial interests and intangibles held in trust for a Florida resident, bonds (except U.S. Government and Florida state, county and municipal bonds which are exempt), notes, accounts receivable and other obligations for payment, except those secured by Florida realty.

All individuals, firms, corporations, trustees, administrators, executors, etc., residing in Florida who own, control or have custody of taxable intangibles, regardless of where the property is located, must file a return with the Department of Revenue before June 30 of each year. The following schedules apply:

- INDIVIDUAL FILERS

The first \$20,000 of total taxable assets is exempt. Total taxable assets valued between \$20,000 and \$100,000 is taxed at \$1 per thousand dollars of value. Total taxable assets valued at more than \$100,000 are taxed at \$1.50 per thousand dollars of value.

- JOINT FILERS

The first \$40,000 of total taxable assets is exempt. Total taxable assets valued between \$40,000 and \$200,000 are taxed at \$1 per thousand dollars of value. Total taxable assets valued at more than \$200,000 are taxed at \$1.50 per thousand dollars of value.

- DISCOUNTS

Corporations and Individuals

If you file between January and the end of May, you qualify for a discount. The earlier you file, the greater the discount.

DISCOUNT PERIOD	DISCOUNT
Jan.- Feb.	4%
March	3%
April	2%
May	1%
June	0%

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 timely file a tangible return to the Property Appraiser or else there are 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 \$0.55 per \$100 of 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.

Government	3.9817
Mosquito Control	0.76
Payment on County Project Bonds	0.68
Special Districts and Schools	9.0115
Total	14.4332

Source: Sarasota County Committee for Economic Development, 1998

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 corporations' 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 occupation 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 Occupational Licenses

401 West Venice Avenue, Venice, FL 34285
941.486.2626

Sarasota County Tax Collector

101 South Washington Boulevard, Sarasota, FL 34236
941.362.9888

Longboat Key Occupational Licenses

501 Bay Isles Road, Longboat Key, FL 34228
941.316.1999

Sarasota City Occupational Licenses

1565 1st Street, Sarasota, FL 34236
941.954.4186

North Port Occupational Licenses

5650 North Port Boulevard, North Port, FL 34287
941.423.3186

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

Department of Business and Professional Regulation

Northwood Center
1940 North Monroe Street, Tallahassee, FL 32399
850.487.1395
www.state.fl.us/dbpr

STATE BUSINESS LICENSE AGENCIES

Agency for Healthcare Administration

Regional Services Center, 2295 Victoria Ave.
Room 340, Ft. Myers, Florida 33901
941.338.2366 / SunCom 748.2366
941.338.2372 / SunCom 748.2372 Fax
www.fdhc.state.fl.us/index.html

-Consumer and Investigative Services, Field Operations, Health Facility Compliance, Managed Health Care, Plans and Construction

Division of Hotels and Restaurants

1940 North Monroe Street, Suite 60
Tallahassee, FL 32399-1011
850.822.5335 Licensing
800.880.7753 Enforcement

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

Department of Agriculture & Consumer Services

Bureau of Entomology and Pest Control,
644 Cesery Boulevard, Suite 200,
Jacksonville, FL 32211
850.921.4177

-Exterminators

Department of Environmental Protection

3900 Commonwealth Boulevard,
Mail Station 49, Tallahassee, FL 32399
850.921.9717
www.dep.state.fl.us

-Environmental regulation and permitting

Division of Plant Industry

1191 SW 34th Street, Gainesville, FL 32608-1268
352.372.3505

-Plant Nurseries

State Business License Agencies cont.

Florida Game and Freshwater Fish Commission

Marathon Building, 2574 Seagate Drive
Tallahassee, FL 32301
850.485.6411

-Freshwater commercial fishing

Division of Consumer Services

May Building, Tallahassee, FL 32399-0800
800.435.7352

-Health and Exercise Clubs, Travel Agents

Florida Game and Freshwater Fish Commission

Department Saltwater Licensing Section
3900 Commonwealth Boulevard,
Mail Station 655, Tallahassee, FL 32399-3000
800.342.1676 Freshwater
800.342.5367 Saltwater

-Saltwater/Freshwater commercial fishing

Department of Banking and Finance

Division of Securities and Finance,
101 E Gaines Street, Tallahassee, FL 32399-0350
850.488.0370
800.848.3792

www.dfb.state.fl.us

-Collection Agencies Consumer Finance Companies, Mortgage Brokers & Lending, Retail Installment Sales

Department of Agriculture and Consumer Services

LP Gas Division, 3125 Common Boulevard
Suite N, Tallahassee, FL 32399-1650
850.488.2221

800.435.7352 Florida Residents

-Liquefied petroleum gas manufacturers, dealers, installers, dispenser of LP gas, appliances, and equipment are required to have permits.

Department of Children and Families

Program Office, 1317 Winewood Boulevard
Building 8, Room 219, Tallahassee, FL 32399-0700
850.488.8922 Adult Services
941.316.6000 Local

www.state.fl.us/ct.web

-Children, Youth & Family, Day Care Centers

Department of Highway Safety and Motor Vehicles

2900 Apalachee Parkway, Tallahassee, FL 32399-0500
850.487.2917

850.488.9145 Commercial Driving School

www.hsmv.state.fl.us

-To operate company owned truck fleet

Department of State

Division of Licensing, PO Box 6687

Tallahassee, FL 32314-6687

850.488.5381

www.dos.state.fl.us

-Concealed Weapon/Firearm, Game Promotions, Private Investigation, Recovery, Security

Department of Insurance

Bureau of Fire Prevention, 200 East Gaines Street
Tallahassee, FL 32399-0342

850.922.3173

www.doi.state.fl.us

-Fire equipment, fire protection systems, explosives & fireworks, dealers and contractors for this type of equipment must be licensed.

Department of Business and Professional Regulation

Division of Alcoholic Beverages and Tobacco

1940 North Monroe Street

Tallahassee, FL 32399-1021

850.488.8288

www.state.fl.us/dbpr

-Manufacture and sale of alcoholic beverages

Department of Revenue

Office of Taxpayer Assistance, Attn: Tax Information
Services, 5050 West Tennessee Street,
Tallahassee, FL 32399-0100

850.488.6800

800.352.3671 Florida

800.829.1040 Federal

sun6.dms.state.fl.us/dor/

-Secondhand dealers license, registration for pawnbrokers, antique dealers, thrift shops, etc.

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 2,500 employees and annual budgets of just under \$650 million. 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

941.951.5200

www.co.sarasota.fl.us

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 almost 800 employees and annual budgets of just under \$96 million.

City of Sarasota City Hall

1565 1st Street, Sarasota, FL 34236

941.365.2200

www.ci.sarasota.fl.us

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 300 employees and an annual budget of almost \$34 million.

City of Venice City Hall

401 West Venice Avenue, Venice, FL 34285

941.486.2626 www.venice-fla.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 245 employees and an annual budget of almost \$29 million.

City of North Port City Hall

5650 North Port Boulevard, North Port, FL 34287

941.426.8484

www.ci.north-port.fl.us

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 just over 100 employees and an annual budget of almost \$24 million.

Longboat Key Town Hall

501 Bay Isles Road, Longboat Key, FL 34228

941.316.1999

www.visitlongboatkey.com



Section 2

Business Assistance

BUSINESS EXPRESS HOTLINE

In Cooperation with Sarasota County government, local municipalities and several other important organizations, the Sarasota County Committee for Economic Development has established the Business Express Solution System. Businesses requiring assistance in any area involving the local, state or federal government can call the Business HOTLINE and within 24 hours receive preliminary assistance. Areas of company-specific assistance may include permitting, regulatory, zoning, concurrency, infrastructure, site and building, financial, labor, training, or technical.

Business Express HOTLINE
941.955.2508 Ext. 777

SMALL BUSINESS DEVELOPMENT CENTER AT USF

The University of South Florida Small Business Development Center provides information, guidance, and counseling for small business startups. Contact the Business Express HOTLINE for more information.

Small Business Development Center
800.733.7232

SOUTH SARASOTA COUNTY BUSINESS RESOURCE CENTER AT MANATEE COMMUNITY COLLEGE

A special program for businesses in south 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 Venice Foundation, the Suncoast Workforce Board and the Sarasota County Committee for Economic Development, businesses in south county have access to special customized training, one-on-one consulting services and a business resource library. Call the Business Express HOTLINE for more information.

FLORIDA MANUFACTURING TECHNOLOGY CENTER

The Sarasota County Committee for Economic Development, through the Florida Manufacturing Technology Center, 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 if requested.

Florida Manufacturing Technology Center
727.545.2438
www.fmtc.org

TECHNOLOGY OUTREACH PROGRAM

The Sarasota County Committee for Economic Development can help local businesses access high level engineering assistance from NASA/Kennedy Space Center through the Technology Outreach Program. Up to 40 hours of free engineering assistance is available for local businesses with technical problems.

**Sarasota County Committee for
Economic Development**
Sarasota Chamber of Commerce
1819 Main Street, Suite 240, Sarasota, FL 34236
941.955.2508 ext. 237, 238, 239
info@sarasotacountyced.org
www.sarasotachamber.org

**Sarasota County Committee for
Economic Development**
South Sarasota County
401 Commercial Court, Suite B
Venice, FL 34292
941.485.8400

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 Sarasota County Committee for Economic Development can assist local businesses in accessing the following services: 1) Enterprise Florida International Trade Export Services which provides consulting on marketing business's 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 Sarasota-Manatee International Business Council which provided local networking opportunities for businesses involved in international trade.

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

United States Department of Commerce

14th Street and Constitution Avenue, NW, Washington, DC 20230
202.482.2000
www.doc.gov

United States Trade Information Center

14th Street and Constitution Avenue, NW, Washington, DC 20230
800.U.SA.TRADE
www.ita.doc.gov/td.tic

ENTERPRISE FLORIDA INC.

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 Inc.

International Trade
2801 Ponce de Leon Boulevard, Suite 700, Coral Gables, FL 33134
305.569.2650
www.floridabusiness.com

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

811 Vermont Avenue, NW, Washington, D.C. 20571

800.565.3946

www.exim.gov

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

Agency for International Development

Department of State Building

1300 Pennsylvania Avenue, Washington, D.C. 20523

202.712.0000

INSURANCE SERVICES

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

Overseas Private Investment Corp.

1100 New York Avenue, NW, Washington, D.C. 20527

202.336.8400

CUSTOMS

Seaport Customs

U.S. Customs Service Area Port of Tampa

1624 East 7th Avenue, Tampa, FL 33605

813.228.2385

813.228.2386

813.228.2387

813.228.2388

Manatee County Port Authority

300 Regal Cruise Way, Suite 1, Palmetto, FL 34221

941.722.6621

www.portmanatee.com

Airport Customs

Tampa International Airport

5501 West Spruce Street, Tampa, FL 33607

813.396.3667

St. Petersburg-Clearwater International Airport

Terminal Building, Suite 221, Clearwater, FL 33762

727.539.7311

MISCELLANEOUS

Sarasota Manatee International Business Council

941.358.8851
www.smitc.org

Immigration and Naturalization Service

5509 West Gray Street, Suite 113, Tampa, FL 33609
813.288.1217 (information)
800.375.5283 (national customer service center)

U.S. Department of Agriculture

4951-B East Adamo Drive, Suite 220, Tampa, FL 33605
813.228.2121 (Quarantine)

International Trade and Commerce Resource Publications

Basic Guide to Exporting

Published by the U.S. Department of Commerce

U.S. Government Printing Office, 1992, \$13.00

U.S. Government Printing Office Bookstore

100 West Bay Street, Suite 100, Jacksonville, FL 32202

904.353.0569

Importing into the U.S. Published by the U.S. Treasury U.S. Customs Service, 1999, \$9.00

ADDITIONAL MATERIALS

For additional materials or specific requests concerning international trade and commerce call:

George Martinez

International Trade Representative

U.S. Department of Commerce

1130 Cleveland Street, Clearwater, FL 33755

727.893.3738

727.449.2889 (fax)

Caesar Gonzmart

Enterprise Florida Inc.

International Trade and Business Development

P.O. Box 420 401 East Jackson Street, Suite 2100

Tampa, FL 33601

813.276.9430

813.223.7899 (fax)



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 GRANTS

Training grants may be available for businesses in Sarasota County if they meet certain criteria, including creating new, high quality jobs and producing a good or service for markets outside of the county. The Sarasota County Committee for Economic Development can assist local businesses by arranging appointments with training providers such as the Sarasota County Technical Institute or Manatee Community College. The Sarasota County Committee for Economic Development 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:

- Are located in a distressed urban or rural area
- Are important to the Industry base of the community
- Provide in-kind and/or cash matches
- Have the expressed support of the community

The selection of trainees is the responsibility of the business. However, the training provider and/or the local Jobs & Benefits office 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:

Enterprise Florida Workforce Development
Quick Response Training Program
325 John Know Road, Building 200, Tallahassee, FL 32303
850.922.8645
www.floridabusiness.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 of 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 from skilled to professional levels at no charge. Job seekers can obtain referrals to job openings, as well as training needed to develop or upgrade job skills.

- SARASOTA COUNTY TECHNICAL INSTITUTE

Sarasota County public schools have an enrollment of approximately 34,000 students, 65 percent of who 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 45 different programs that provide training to approximately 15,000 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, programs are designed to enhance the skills required by individual companies, whether they are manufacturer or non-manufacturers.

Sarasota Technical Institute cont.

Sarasota County Technical Institute
4748 Beneva Road, Sarasota, FL 34233
941.924.1365

- MANATEE COMMUNITY COLLEGE

Community colleges are 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 with two campuses, one in Bradenton and one in Venice, serves residents and business in Sarasota and Manatee Counties.

Manatee Community College North Campus
5840 26th Street West, Bradenton, FL 34207
941.755.1511
www.mcc.cc.fl.us

Manatee Community College South Campus
8000 South Tamiami Trail, Venice, FL 34293
941.493-3504
www.sc.mcc.cc.fl.us

- SUNCOAST WORKFORCE BOARD

The Suncoast Workforce Board (SWB) is a 50-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.

Chartered by the Jobs and Education Partnership of Enterprise Florida in April 1996, the SWB's role has been reinforced by the passage of the Workforce Florida Act of 1996, the WAGES Act of 1996, the federal Workforce Investment Act of 1998, and the Workforce Innovation Act of 2000. Listed below are the following initiatives:

1. One Stop Career Centers - to offer 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 - formerly the SWB's Youth Council - to ensure every youth possesses basic workforce skills by high school graduation, is capable of finding and keeping a good job, and knows the value of continuous learning.
3. Better Jobs/Better Wages - formerly WAGES (Work & Gain Economic Self Sufficiency) - to end welfare as we know it through assisting welfare recipients with obtaining a job and upgrading skills that will lead to increased incomes and self-sufficiency.
4. High Skills/High Wages - to offer recommendations to the state workforce development board on policies that will enhance the responsiveness of high skills/high wages programs to business and economic development opportunities; and, integrate the use of education and workforce funds to provide training and placement of individuals with local businesses.

The Mission of the Suncoast Workforce Board is to provide the leadership to create an effective and efficient workforce development system for Manatee and Sarasota counties.

Suncoast Workforce Development Board Inc.
1750 17th Street, Building J2, Sarasota, FL 34234
941.361.6090
www.swdb.org

RECRUITMENT ASSISTANCE PROGRAM

The Sarasota County Committee for Economic Development is committed to assisting local businesses in the recruitment and hiring of the workforce they need to be successful. Our recruitment assistance program includes an Internet Job database that can be accessed through www.jobfocus.com. This database is free to businesses. Other services include a bi-monthly resume listing of local job seekers, informing local businesses of Job Fair opportunities, providing Sarasota County information and relocation kits for recruiting purposes and working with local educational institutions on the recruitment of students for internships and/or permanent positions.

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.

1844 17th Street, Sarasota, FL 34234
941.361.6777
www.swdb.org

Jobs ETC.

318 South Seaboard Avenue, Venice, FL 34292
941.483.5935
www.swdb.org

Florida Agency for Workforce Innovation

www2.myflorida.com

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.

UNIVERSITY OF SOUTH FLORIDA

The University of South Florida (USF) offers college-level programs at several campuses throughout Southwest Florida. Two distinct programs share a single campus at the University of South Florida at Sarasota/New College.

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

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

University of South Florida at Sarasota

5700 North Tamiami Trail, Sarasota, FL 34243
941.359.4200 (information) • 941.359.4330 (admissions)
www.sar.usf.edu

New College of University of South Florida

5700 North Tamiami Trail, Sarasota, FL 34243
941.359.4200 (information) • 941.359.4269 (admissions)
www.newcollege.usf.edu

University of South Florida Main Campus

4202 East Fowler Avenue, Tampa, FL 33620
941.359.4200 (information) • 941.359.4201 (admissions)
www.usfweb.edu

MANATEE COMMUNITY COLLEGE

Manatee Community College, 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.

Manatee Community College, North Campus

5840 26th Street West, Bradenton, FL 34207
941.755.1511
www.mcc.cc.fl.us

Manatee Community College, South Campus

8000 South Tamiami Trail, Venice, FL 34293
941.493.3504
www.sc.mcc.cc.fl.us

KEISER COLLEGE

Keiser College offers two-year associate degrees in accounting, business administration, computer programming, health services administration and other disciplines.

Keiser College, Sarasota Campus

6151 Lake Osprey Drive, Sarasota, FL 34240
941.907.3900
www.keisercollege.cc.fl.us

RINGLING SCHOOL OF ART & DESIGN

Ringling School 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 School of Art & Design

2700 North Tamiami Trail, Sarasota, FL 34234

941.351.5100

www.rsad.edu

GOSHEN COLLEGE

The Goshen College Sarasota Extension, a four-year liberal arts college, reflects the mission and strength of Goshen College in its effort to encourage and facilitate lifelong learning. Reaching beyond the traditional college student population, this learning facility delivers programs to adults of all ages interested in both traditional and unique learning opportunities.

Goshen College, Sarasota Extension

3737 Bahia Vista Street, Sarasota, FL 34232

941.907.3737

www.goshen.edu/sarasota/

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, personnel and health care management.

Eckerd College Program for Experienced Learners

2050 Oak Street, Sarasota, FL 34237

941.957.3397

Eckerd College, Main Campus

4200 54th Avenue South

NOVA SOUTHEASTERN UNIVERSITY

Nova Southeastern University Graduate Teacher Education Program offers persons with bachelors or graduate degrees different types of opportunities to meet their educational goals.

Nova Southeastern University Graduate

Teacher Education Program

5500 Bee Ridge Road, Suite 102, Sarasota, FL 34233

941.379.6682

www.polaris.nova.edu/EDU/index.html

ARGOSY UNIVERSITY

The Argosy University (formerly University of Sarasota) grants graduate degrees in business and education.

Argosy University, Sarasota Campus

5250 17th Street, Sarasota, FL 34235

941.379.0404

www.sarasota.edu

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

Accountants & Auditors	13.72	25.36
Assemblers/Fabricators	7.42	10.37
Computer Operators	5.96	12.03
Computer Programmers	14.10	25.60
Data Entry Keyers	7.22	9.40
File Clerks	7.08	9.81
General Manager & Top Executives	11.88	41.13
Grader, Bulldozer & Scraper Operators	10.13	14.33
Janitors/Cleaners	6.16	8.85
Laborers/Landscaping & Groundskeeping	6.31	8.85
Machinists	8.99	16.47
Mechanical Engineers	16.29	35.23
Medical & Clinical Lab Technicians	7.76	13.93
Manager/Administrators	13.34	35.76
Payroll/Timekeeper Clerks	9.06	12.93
Procurement Clerks	7.74	8.78
Purchasing Agents	11.32	20.62
Receptionist, Information Clerks	7.27	10.00
Secretaries	8.09	12.41
Sheet Metal Workers	8.82	14.18
Stock Clerks	6.76	10.29
Tool & Die Makers	13.27	17.46
Truck Drivers (Light)	6.87	11.15
Typists/Word Processing	7.34	10.68

Source: Florida Agency for Workforce Innovation, 1999 Florida Occupational Wage Survey

For current data regarding area employment contact:

Agency for Workforce Innovation
 Office of Workforce Information Services,
 Labor Market Statistics
 C&M Industrial Center, Building B
 4972 Woodville Highway,
 Tallahassee, FL 32311-0902
 850.488.1048
www2.myflorida.com/awi/lms
www.labormarketinfo.com

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

Jobs ETC, Venice
 897 E. Venice Ave., Venice, FL 34292
 941.486.2682
www.jobsetc.org

UNEMPLOYMENT COMPENSATION

Employers are subject to the Florida Unemployment Compensation Act if they have paid at least one employee for any portion of a day in 20 different calendar weeks in the current or preceding calendar year (not necessarily consecutive), or gross quarterly payroll is \$1,500 or more in the current or preceding calendar year (not necessarily consecutive), or is liable for Federal Unemployment Tax as a result of employment in another state. Such employers must pay taxes on the first \$7,000 of wages per worker per year.

Each employer is required to pay contributions equal to the following percentages of wages paid.

-A new employer must pay at the rate of 2.7 percent until the company's account has been chargeable with benefits for eight calendar quarters, which will require reporting for ten quarters. The account will be rated again after twelve chargeable quarters. Subsequently, the account will be rated annually.

-After an employer's account is rated, the company's contribution is determined by the experience rating provision of the Law. The assigned rate can vary each year according to employment experience. The maximum rate of 4.5 percent is fixed by law.

-A successor employer has the option of keeping the company's own tax rate or electing to have it merged with the predecessor employer's tax rate. If the successor employer was previously not in business, the company has the option of taking the predecessor employer rate or a new employer's rate.

Florida Agency for Workforce Innovation

Division of Unemployment Compensation

3660 North Washington Boulevard, Sarasota, FL 34234

941.358.2807

Request appropriate forms and pay taxes to:

Florida Department of Labor and Employment Security

107 East Madison Street, Caldwell Building, Tallahassee, FL 32399

850.488.5850

www.fdles.state.fl.us/uc/default.htm

WORKERS' COMPENSATION

Under Florida law, employers with three or more employees (except domestic servants in private homes, railroad employees, 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.

The weekly compensation rate under the Florida law is sixty-six and two-thirds percent or two-thirds of the employee's average weekly wage subject to a maximum of one hundred percent of the state's average weekly wage.

Florida Department of Labor & Employment Security

Division of Workers' Compensation

850.488.2514

www2.myflorida.com/les/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 parts 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 occurred in close proximity to I-75, which runs approximately three to five miles west 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
941.365.1067
800.282.4507

Miller Transport Services
813.677.4087

Consolidated Freightways
941.755.8537
727.572.6642

Roadway Express Inc.
941.755.1958
800.237.3356

Freight Transportation
800.940.1387

U.S.F. Dugan Inc.
800.468.3151

Gulf Central Transportation Inc.
813.837.5602

Yellow Freight System Inc.
800.610.6500

KTL Truck Lines
800.824.2341

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

941.316.1234

www.users.flnet.com/~sarasota/scat.html

GREYHOUND BUS LINES

Greyhound Lines, Inc., the nation's largest bus company and the only nationwide provider of inter-city bus transportation, has over 2,600 destinations in the 48 contiguous United States, with additional service into Canada and Mexico, encompassing more than 18,000 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 1.5 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 Sunshine	Continental
Air Transat	Delta
ATA/American Trans Air	Northwest
Atlantic Southeast	Sun Country
Comair	USAirways

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
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VENICE MUNICIPAL AIRPORT

The Venice Municipal Airport, with two 500 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 \$3.50 and \$26 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 East Airport Avenue, Venice, FL 34285
941.486.2711

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, 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 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, Denver, Los Angeles, Memphis, and Philadelphia. Also, three air transportation companies provide flights to Toronto and other Canadian destinations.

St. Petersburg-Clearwater International Airport
Terminal Building, Suite 221, Clearwater, FL 33762
727.535.7600 Information
727.531.1451 Airport Authority
www.stpete-clwairport.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 1,000 acres and featuring 40-foot deep facilities and one mile of continuous deep-water berthing.

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 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 Regal Cruise Way, Suite 1, Palmetto, FL 34221

941.722.6621

www.portmanatee.com

PORT OF TAMPA

The Port of Tampa, with more than 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.tampaort.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/landfill facilities and offers limited trash and solid waster removal/recycling programs. The 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 in individual situation.

5.6a WATER/SEWER

Sarasota County provides water service to more than 50,000 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

1301 Cattlemen Road, Sarasota, FL 34232
941.378.6100

- Water

Residential

Base charge:	\$13.92 per month	
Usage rates:	1,000 to 4,000 gallons	\$ 1.78
	5,000 to 8,000 gallons	\$ 2.58
	9,000 to 12,000 gallons	\$ 4.35
	13,000 to 18,000 gallons	\$ 7.00
	19,000 and greater	\$10.00

- Sewer

Residential & Commercial

Base charge:	\$12.70 per month
Usage rate:	\$6.41/1,000 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 \$750.00 refundable deposit. For fire line cost, you will need to make an application. 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	\$ 1,550	\$575	\$ 3,300	0-20
1"	2,250	350	3,875	575	7,050	20-50
1 1/2"	4,500	710	7,750	575	13,535	50-100
2"	7,200	1150	12,400	575	21,325	100-160
3"	14,400	1,600	24,800	575	41,375	160-320
4"	22,500	2,100	38,750	575	63,925	350-500
6"	45,000	cost	77,500	cost	122,500	1000
8"	72,000	cost	124,000	cost	196,000	1500

Reuse Rate Structure: Effective 9/1/98.

The following fixed rate equals: \$7.29

The following rate blocks are:

0 to 15,000 gallons	\$0.50/1000 gallons
15,000 to 100,000 gallons	\$0.25/1000 gallons
Greater than 100,000 gallons	\$0.10/1000 gallons

The connection fees are as follows:

5/8" to 2" meter	\$275.00
2" and larger meters	actual cost of installation

RATES: CITY OF VENICE UTILITIES

City of Venice Utilities

200 N. Warfield Avenue, Venice, FL 34292
941.486.2626

- Water

Residential

Base charge:	\$7.21 demand charge per month Includes water/sewer/garbage/recycling
Usage rate:	\$3.00/1,000 gallons

Commercial

Base charge:	Demand charge depends on meter size:
3/4 inch	\$7.21
1 inch	\$18.02
1 1/2	\$36.03
2 inch	\$86.47
3 inch	\$216.17
4 inch	\$324.25
	Includes garbage recycling (charges could vary based on waste removal requirement.)
Usage rate:	\$3.00/1,000 gallons

- Sewer

Residential

Base charge:	\$8.81
Usage rate:	\$3.56/1,000 gallons

Commercial

Base charge:	Demand charge depends on meter size
3/4 inch \$8.81	2 inch \$105.71
1 inch \$22.03	3 inch \$264.28
1 1/2 inch \$44.05	4 inch \$396.42
Usage rate:	\$3.56/1,000 gallons

RATES: CITY OF NORTH PORT UTILITIES

City of North Port Utilities
6644 Price Boulevard, North Port, FL 34287
941.426.9500

- Water

Residential

Base charge: \$9.16 per month includes water/sewer
Usage rate: \$2.85/1,000 gallons; 0 to 8,000 gallons
Plus one time \$35 deposit
\$3.60/1,000 gallons; over 8,000 gallons
Plus one time \$35 deposit

Commercial

Base charge: Demand charge depends on meter size
3/4 inch \$9.16
1 inch \$22.83
1 1/2 inch \$45.60
2 inch \$72.95
3 inch \$145.91
4 inch \$227.97
6 inch \$455.87
Usage rate: \$2.85/1,000 gallons
Plus one time \$55 deposit for 3/4 meter
\$2.85/1,000 gallons
Plus one time \$55 deposit for 1 inch meter

- Sewer

Residential

Usage rate: \$4.10/1,000 gallons; 0 to 8,000 gallons
Plus one time \$60 deposit

Commercial

Base charge: Demand charge depends on meter size
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 \$643.80
6 inch \$1,087.00
Usage rate: \$4.10/1,000 gallons
Plus one time \$70 deposit

RATES: TOWN OF LONGBOAT KEY UTILITIES

Town of Longboat Key Utilities
501 Bay Isles Road
Longboat Key, FL 34228
941.316.1988

- Water

Residential

Base charge: \$5.16 per month per residential unit

Usage rate: Plus \$1.60 per month per meter
\$1.13/1,000 gallons; 0 to 7,000 gallons
\$1.80/1,000 gallons; over 7,000 gallons

- Sewer

Residential & Commercial

Base charge: \$13.02 per residential unit

Usage rate: \$2.13/1,000 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 Boulevard 4th Floor, Sarasota, FL 34236
941.316.7575

City of Sarasota
Garbage Collection
1761 12th Street, Sarasota, FL 34236
941.365.7651

BFI Garbage Collection & Recycling
1325 North Osprey Avenue., Sarasota, FL 34236
941.953.6559

City of Venice
Garbage/Recycling Collection
221 Seaboard Avenue, Venice, FL 34292
941.486.2422

City of North Port
Solid Waste Collection
5455 Pan American Boulevard
North Port, FL 34287
941.423.3110

Town of Longboat Key
Garbage/Recycling Collection
501 Bay Isles Road, Longboat Key, FL 34228
941.316.1988

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 quotations 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 23,500 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 insure 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 customer:

- 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.
9120 59th Drive East, Bradenton, FL 34202
941.755.4500
941.739.7952

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. People's 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 (\$4,000.00). 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.
1565 State Street, Sarasota, FL 34236
941.366.4277

RATES:

Residential	\$0.81* per Therm	*Subject to annual volume requirements
Commercial	\$0.62* per Therm	Curtailed Industrial Service is also
Large Volume I	\$0.62* per Therm	available with annual volume
Large Volume II	\$0.54* per Therm	requirements at lower cost than large

1 Therm = 100,000 BTU's volume stated above.

Effective July 1998

5.6e COMMUNICATIONS

TELECOMMUNICATIONS

Verizon serves Sarasota County customers with its World Class NetworkSM, providing voice, data and video capabilities that can be tailored to customer needs. Verizon's wireless and wireline communications infrastructure is a high-speed, high-capacity fiber-optic network coupled with leading-edge digital switching and transmission technology. Fiber-optic and digital optic capabilities are available to nearly all-industrial and commercially zoned areas of the country.

Verizon's pledge to Sarasota County businesses is to have the right products, at the right prices, and the right times, to fulfill their telecommunications needs. Verizon's SmartParkSM services bring advanced telecommunications capabilities to business parks at an affordable cost. Tenants of the parks benefit from high-speed, error-free data transfer and voice transmission via fiber optics. The network also accommodates video conferencing and building-to-building networking with redundancy and diverse routing. Many new business parks in Sarasota County have been designed and built with specific provisions to take advantage of emerging communications technological advances. Information on establishing local commercial service can be obtained from Verizon.

Verizon Business Services 800.483.5200

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:

AT&T Business Services	800.222.0400
MCI Telecommunications Business Services	800.888.0800
Sprint Business Information	800.704.3663

CABLE

Comcast Cablevision, the largest Cable Company in Southwest Florida, serves more than 130,000 customers in Sarasota County. By investing more than \$60 million in the construction of a fiber-optic telecommunications network, Comcast is able to offer its customers more than 60 basic TV channels, nine premium channels and seven home theater movie channels. In addition, Comcast's digital cable service offers viewers digital quality video and CD quality audio on over 190 channels.

Comcast also offers Sarasota County customers Internet access and is the fastest growing provider of high-speed cable Internet access in the local area. Additionally, more than 600 local businesses are represented on Sarasota's Online web site <http://www.insarasota.com>, a Comcast subsidiary.

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

Section 6

Business Expansion and Relocation



S.M.A.R.T. PROGRAM

In cooperation with Sarasota County government, the Committee for Economic Development has developed a rapid response permitting process that assists companies in obtaining site and development and construction permits for their new building in a minimum number of days. Once site plan approval has been secured and all information has been submitted, the permitting process takes only 25 working days. 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. A list of those types of businesses is attached to these guidelines.
- 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 Sarasota County Committee for Economic Development works with individual companies to help them locate available sites and buildings for their expansion. With the cooperation of the Sarasota County Board of Realtors, Commercial and Industrial Division, the committee has developed a comprehensive database of available properties that can be viewed at on the Committee's website at <http://www.sarasotacountyced.org/industrial/>.

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 Sarasota County Committee for Economic Development 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

Sarasota County Committee for Economic Development

1819 Main Street, Suite 240, Sarasota, FL 34236

941.955.2508, Ext.239

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.

The transportation award must be an inducement to the company to locate or expand the local government's jurisdiction. The maximum amount awarded to any one project is \$2 million. The local governing body must apply on behalf of the company.

COMMUNITY ORIENTATION

The Committee for Economic Development has developed a Business Ambassadors program to assist executives and employees to become familiar with their new home. Community tours will be conducted and our new neighbors will be introduced and referred to individuals who can acquaint them with their new community. Referrals will be made to real estate professionals, bankers, attorneys, schools, and doctors. Introductions to employment agencies will also be arranged for relocating spouses. We look forward to helping our new friends feel welcome and comfortable in their new community.

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 BUSINESSES 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 a 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 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 Convention and Visitors Bureau

655 North Tamiami Trail, Sarasota, FL

Phone: 941.957.1877

Toll Free: 800.522.9799

www.cvb.sarasota.fl.us/

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, Vietnam-era veterans, or ex-convicts.
- Economically disadvantaged summer youths ages 16-17 who work a maximum of 90 consecutive days between May 1 and September 15.
- Economically disadvantaged youth ages 16-19 who are participating in a qualified cooperative education program.
- Recipients of general assistance payments.
- Recipients of Supplemental Security Income (SSI).
- Handicapped individuals or disabled veterans who have completed or are undergoing rehabilitative services.
- Eligible Work Incentive Program participants (i.e. a certified individual: one who is eligible for Aid to Families with Dependent Children payments under the Social Security Act and has continually received this financial assistance during 90 days just before hired, or has been placed in employment under WIN program that was set up under the Social Security Act).

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 E. Venice Ave., Venice, FL 34292
941.486.2682
www.jobsetc.org

Administrator, Program Operations

Targeted Jobs Tax Credit Unit
Bureau of Placement
104 Atkins Building, Tallahassee, FL 32399-0667

QUALIFIED TARGETED INDUSTRY TAX REFUND

This state program is designed to encourage quality job growth in targeted value-added businesses and provides tax refunds to pre-approved applicants averaging \$2,500 per new job created (minimum of 10 jobs). The state provided 80% of the refund and the local community provides 20%. Successful applicants will pay an average wage that is at least 115% of the local average wage and meet other qualifying criteria. Taxes eligible for refunds include corporate income, sales, ad valorem and insurance premium.

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 “low floater” bonds are available for purchase by individual and corporate investors. County backed bonds, supported by a bank-provided letter of credit, is 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 process with the county a credit approval process with the bank, a qualification process with the state, and a construction review process followed by the closing and bond issuance. The selection of a site may occur prior to submission of an application, but it 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. Floating interest rates under this program have ranged 3.5% to 4.5% in recent months and fixed rates are available upon funding. 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.

Authors and investors 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.

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.

University of South Florida

Division of Sponsored Research

4202 East Fowler Avenue FAO126, Tampa, FL 33620-7900

813.974.2897

6.2 BUSINESS FINANCING

Besides traditional sources of private sector financing, there are numerous programs designed by either the state or federal governments 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.

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 Sarasota County Committee for Economic Development.

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 Committee for Economic Development 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 GUARANTY PROGRAM

The 7(a) Loan Guaranty Program is one of 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 \$750,000. 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 \$1 million. However, there are some exceptions.

SBA offers a variety of different loan and loan guarantee programs to eligible small businesses. For a complete summary of SBA programs and 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, Miami, FL 33131
 305.536.5221
 www.sba.gov

FLORIDA CAPITAL ACCESS PLUS PROGRAM

The Florida Capital Access Plus Program (CAP+) was established to increase the availability of financing for manufacturers and technology-oriented research and development companies (with less than 100 employees). Typical borrowers are relatively stable financially, but may fall somewhat short of normal lender credit policy guidelines (for example, due to inexperienced management, lack of collateral, etc.). The CAP+ Program allows the lender to make a loan which it otherwise would not make. It does this through the establishment of a Loan Loss Reserve Account through Enterprise Florida Technology Development, an affiliate of Enterprise Florida, the business-government partnership dedicated to guiding the development of Florida’s economy.

The CAP+ Program is quite flexible. Loans may be used for many purposes, including inventory, equipment, fixed assets, working capital or lines of credit. And while a limit of \$150,000 is set as eligible for enrollment in the program, a lender may enroll a portion of a larger loan.

Enterprise Florida Inc.
 Expansion and Retention Division
 The Atrium Building, 325 John Know Road, Suite 201, Tallahassee, FL 32303
 850.488.6300
 www.floridabusiness.com

Sarasota County Committee for Economic Development
 1819 Main Street, Suite 240, Sarasota, FL 34236
 941.955.2508 Ext. 239
 www.sarasotachamber.org

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.

COST OF FACILITIES

OFFICE	CONSTRUCTION COST/SQ. FT.	LEASE COST/SQ. FT.
Class A	\$90.00- \$110.00	\$ 15.00-\$18.00
Office Show Room	\$50.00- \$70.00	\$ 8.00-\$12.00
INDUSTRIAL SHELL		
Pre-Engineered Steel	\$14.00-\$16.00	\$3.25-\$3.75
Masonry (concrete block)	\$18.00-\$22.00	\$3.50-\$3.75
Masonry (tilt-up)	\$22.00-\$26.00	\$3.50-\$4.25

NOTE: Construction costs do not include land, site preparation, regulatory permits or impact fees which can vary from location to location. Office construction costs assume construction of a 20,000-sq. ft. freestanding building and do not include tenant buildout costs. Industrial construction costs assume a 40,000 sq. ft. building of standard construction for the building type that does not include electrical, heating/air conditioning of office space costs. Office lease rates are quoted rates and do not include lease rate concessions, which could lower the net effective rate. Industrial lease rates assume a triple net basis with a 5 percent office space buildout.

BUILD-TO-SUIT

The Sarasota County Committee for Economic Development 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

Expanding and new businesses may find a current list of available office, commercial and industrial properties at www.sarasotacountyced.org/industrial.

Office Parks and Space in Sarasota County

Cattle Ridge Business Park, Bee Ridge/Cattlemen Road/I-75, Sarasota
Executive Center, 3665 Bee Ridge Road, Sarasota
Gateway to Sarasota, 401 North Cattlemen Road, Sarasota
Independence Business Park, 1500 Independence Boulevard, Sarasota
Jacaranda Commercial Center, I-75 and Jacaranda, Venice
Kane Plaza, 1 South School Avenue, Sarasota
Knights Trail, Laurel Road, Venice
Lakewood Ranch Corporate Park, SEC I-75 & University Parkway, Sarasota
Laurel Interchange Business Center, I-75 and Laurel Road, Venice
Live Oak Corporate Center, 2601 Cattlemen Road, Sarasota
Magnolia Green, University Pkwy & Lakewood Ranch Boulevard, Sarasota
Maxfield Commerce Park, 5831 Bee Ridge Road, Sarasota
Morris Industrial Park, River Road, Englewood
Northgate West Industrial Park, 1729-1755 Northgate Boulevard, Sarasota
North Port Park of Commerce, Toledo Blade Boulevard, 1/2 mile south of I-75, North Port
Palmer Park of Commerce, Clark Road, 1 mile west of I-75, Sarasota
Pancea Corporate Park, 2975 Bobcat Village Center Road, Suite 100, North Port
Pen West, 2801-2805 Fruitville Road, Sarasota
Sarasota City Center, 1819 Main Street, Sarasota
Sarasota County Interstate Business Center, I-75 and Jacaranda, Venice
Sarasota International Trade Center, 2.5 miles east of I-75 off Fruitville Road, Sarasota
Sarasota Quay, 603 Sarasota Quay, Sarasota
Tower Commerce Park, 1/2 mile east of I-75 and Fruitville Road, Sarasota
University Commons Office Center, Lake Osprey Drive, Sarasota
Westone Center for Commerce & Industry, Industrial Boulevard, At U.S. Hwy 301, Sarasota
Zenith Plaza, 1390 Main Street, Sarasota

ADDITIONAL SOURCES OF INFORMATION FOR FACILITY LOCATION

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

Sarasota Association of Realtors Inc.

3590 South Tuttle Avenue, Sarasota, FL 34239
941.923.2315

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

Maddux Publishing Inc.

PO Box 202, St. Petersburg, FL 33731
727.823.4394

Black's Guide is a semi-annual review of available office space information related to office location planning.

Black's Guide

444 North Frederick Avenue, Suite 240, Gaithersburg, MD 208577-2432
301.948.0995
www.blacksguide.com

MAPS OF INTEREST FOR SITE SELECTION

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

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

Sarasota County
Growth Management
1660 Ringling Boulevard, Sarasota, FL 34236
941.951.5140

Development Services
1301 Cattlemen Road, Building D
941.378.6180

Water management, water quality, general inspection information:

U.S. Geological Survey
4710 Eisenhower Boulevard, Suite B5, Tampa, FL 33634
813.884.9336

City of North Port
Planning & Building Department
5650 North Port Boulevard, North Port, FL 34287
941.423.3186

City of Sarasota
Planning Department
1565 1st Street, Sarasota, FL 34236
941.951.5140

City of Venice
Building Department
401 West Venice Avenue, Venice, FL 34285
941.486.2626

Town of Longboat Key
Planning/Building/Zoning
610 General Harris Street, Longboat Key, FL 34228
941.316.1966

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 to the place 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 Growth Management Business Center
1660 Ringling Boulevard, Sarasota, FL 34236
941.951.5140

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 Development Services Business Center

1301 Cattlemen Road, Building D, Sarasota, FL 34232
941.378.6160

City of Sarasota Planning Department and Development Services

1565 1st Street, Annex Building Room 302A, Sarasota, FL 34236
941.954.4195

Town of Longboat Key Planning/Building/Zoning Department

610 General Harris Street, Longboat Key, FL 34228
941.366.1966

City of North Port Planning and Building Department

5650 North Port Boulevard, North Port, FL 34287
941.426.8484

City of Venice Building Department

401 West Venice Avenue, Venice, FL 34285
941.486.2626

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

4980 Bayline Drive North, Fort Myers, FL 33918
941.656.7720
www.swfrpc.com

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 Regulation.” Not all sources of air pollution require a permit from the State.

Florida Department of Environmental Regulation
4000 South Tamiami Trail, Venice, FL 34293
941.482.3092

HAZARDOUS WASTES

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

Environmental Protection Agency
Region 4
Atlanta Federal Center
61 Forsyth Street SW, Atlanta, GA 30303-3104
800.241.1754
850.921.1220 (Florida)

Environmental Protection Agency
401 M Street SW, Washington, D.C. 20460
202.260.2090
www.epa.gov

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
1660 Ringling Boulevard, 4th Floor, Sarasota, FL 34236
941.316.7575

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 Health & Human Services
1301 Cattlemen Road, Building A, Sarasota, FL 34232
941.378.6133

STORM WATER OR SURFACE WATER MANAGEMENT

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

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

Southwest Florida Water Management District (SWFMD)

7601 U.S. Highway 301 North, Tampa, FL 33637
813.985.7481

Sarasota County Storm Water Management

1301 Cattlemen Road, Building D, Room A226, Sarasota, FL 34232
941.378.6030

WASTE WATER HANDLING AND POLLUTION ABATEMENT SYSTEMS

For further information contact the Florida Department of Environmental Regulation.

Florida Department of Environmental Regulation

4000 South Tamiami Trail, Venice, FL 34293
941.492.3092

HABITAT MANAGEMENT & LANDSCAPE ORDINANCE

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

Sarasota County Development Services

Resource Protection Services
1301 Cattlemen Road, Building A, Sarasota, FL 34232
941.378.6113

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 C, Sarasota, FL 34232
941.378.6117

South County Permitting & Inspection Services

4000 South Tamiami Trail, Venice, FL 34293
941.492.3029

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
941.316.1215

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

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

Sarasota County Resource Protection Services

1301 Cattlemen Road, Building A, Room 202, Sarasota, FL 34232
941.378.6113

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

20 Massachusetts Avenue, NW, Washington, D.C. 20314
202.761.0600
www.usace.army.mil

U.S. Army Corps of Engineers

Regulator Division
400 West Bay Street, Jacksonville, FL
904.232.2907
904.232.2241 (Executive Office)

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.

Florida Department of Transportation

Construction Office
1838 61st Street, Sarasota, FL 34243
941.359.5696

Sarasota County Maintenance Office

1840 61st Street, Sarasota, FL 34243
941.359.5666

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 PERMIT

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 (not automotive at this time)
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 Regulation
4000 South Tamiami Trail, Venice, FL 34293
941.492.3092

Sarasota County Environmental Engineering
1301 Cattlemen Road, Sarasota, FL 34232
941.378.6133

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 are issued by the Sarasota County Permitting & Inspections Services.

South Sarasota County Certificate of Occupancy
4000 South Tamiami Trail, Venice, FL 34293
941.492.3029

Sarasota County Certificate of Occupancy
1301 Cattlemen Road, Building D, Sarasota, FL 34232
941.378.6196

ADDITIONAL CONTACTS FOR DEVELOPMENT REGULATION AND PERMITTING

Florida Department of Transportation
District One-Bartow
801 North Broadway, Bartow, FL 33850
941.519.2300

Florida Department of Community Affairs
2555 Shumard Oak Boulevard,
Tallahassee, FL 32399-2100
850.488.3581
www.dca.state.fl.us

Florida Department of Environmental Protection
3900 Commonwealth Boulevard,
Mail Station 49, Tallahassee, FL 32399
850.921.1222
www.dep.state.fl.us

Florida Department of Environmental Protection
Southwest District Office
3804 Coconut Palm Drive, Tampa, FL 33619
813.744.6100

Florida Department of Transportation
Hyden Burns Building, 605 Suwannee Street,
Mail Station 52, Tallahassee, FL 32399
850.488.8814
www.dot.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 present some of the groups that can be of service interest to existing companies and those companies interested in establishing a new operation.

CHAMBERS OF COMMERCE

Greater Sarasota Chamber of Commerce
1819 Main Street, Suite 240, Sarasota, FL 34236
941.955.8187
www.sarasotachamber.org

Venice Area Chamber of Commerce
257 North Tamiami Trail, Venice, FL 34285
941.488.2236
www.venice-fla.com/vacc.htm

North Port Area Chamber of Commerce
12705 South Tamiami Trail, North Port, FL 34287
941.426.8744

Longboat Key Chamber of Commerce
6854 Gulf of Mexico Drive, Longboat Key, FL 34228
941.383.2466
www.longboatkeychamber.com

Siesta Key Chamber of Commerce
5100-B Ocean Boulevard, Siesta Key, FL 34342
941.349.3800
www.sarasota-online.com/siesta

Englewood Area Chamber of Commerce
601 South Indiana Avenue, Englewood, FL 34223
941.474.5511
www.Englewoodchamber.com

BETTER BUSINESS COUNCILS

Sarasota Better Business Council
Greater Sarasota Chamber of Commerce
1819 Main Street, Suite 240, Sarasota, FL 34236
941.366.3144

Venice Better Business Council
257 North Tamiami Trail, Venice, FL 34285
941.488.2236

ECONOMIC DEVELOPMENT COMMITTEE

Sarasota County Committee for Economic Development
Greater Sarasota Chamber of Commerce
1819 Main Street, Suite 240, Sarasota, FL 34236
941.955.2508
www.sarasotacountyced.org

Sarasota County Committee for Economic Development
401 Commercial Court, Suite B, Venice, FL 34292
941.485.8400

OTHER BUSINESS ORGANIZATIONS

Advertising Federation of the Suncoast
P.O. Box 15945 Sarasota, FL 34277
941.360.8444
www.adfedsuncoast.org

American Accounting Association
5717 Bessie Drive, Sarasota, FL 34233
941.921.7747

Better Business Bureau of West Florida
5830 142nd Avenue N, Clearwater, FL 33760
727.535.5522

Business Resource Center
At Manatee Community College
Administration Building
8000 South Tamiami Trail, Venice, FL 34293
941.493.3504, ext. 2165

Center for Entrepreneurial Management
180 Varick Street, New York, NY 10014
212.633.0060

Consumer Credit Counseling Service
801 West Bay Drive, Largo, FL 33770
727.585.0099

Department of Revenue Information
Employment Security Division
9215 North Florida Avenue, Tampa, FL 33612
813.930.7576
sun6.dms.state.fl.us/dor/

Federal Information Center
P.O. Box 600, Cumberland, MD 21504
800.688.9889
fic.info.gov

Federal Trade Commission
60 Forsyth Street SW, Suite 5M35, Atlanta, GA
30303-2322
404.656.1395
www.ftc.gov

Florida Agency for Workforce Innovation
2012 Capital Circle SE, Hartman Building,
Tallahassee, FL 32399-2166
850.488.4398
www.fdles.state.fl.us

Florida Bar Association
650 Apalachee Parkway, Tallahassee, FL 32399
800.342.8060

Florida Department of State
1801 Hermitage Boulevard, Tallahassee, FL 32308
850.488.4406
www.dos.state.fl.us

Florida Institute of Certified Public Accountants
325 West College Avenue, Tallahassee, FL 32301
850.224.2727

Merchants Association of Florida, Inc.
134 South Tampa Street, Tampa, FL 33601
813.273.7700

National Federation of Independent Businesses
600 Marilyn Avenue SW, Suite 700
Washington, D.C. 20024
202.554.9000

National Small Business United
1156 15th Street NW, Suite 1100
Washington, D.C. 20005
202.293.8830
www.nsbu.org

Occupational Safety and Health Administration
5807 Breckenridge Parkway, Suite A
Tampa, FL 33610
813-626-1177
www.osha.gov

Sarasota Manatee Area Manufacturers Association (SAMA)
240 North Washington Boulevard, Sarasota, FL 34236
941.954.4272

Sarasota Manatee International Business Council
941.358.8851
www.smitc.org

Small Business Committee, House of Representatives
2361 Rayburn House Office Building
Washington, D.C. 20515
202.225.5821
www.hosuse.gov/smbiz/

Small Business Committee, Senate
428A Russell Senate Office Building
Washington, D.C. 20515
202.224.5175
www.senate.gov/~sbc/

Small Business Development Center at USF
1101 Channelside Drive, Suite 200 North
Tampa, FL 33602
813.905.5800

SCORE Service Corps of Retired Executives
2801 Fruitville Road, Sarasota, FL 34237
941.955.1029
www.score-suncoast.org

Social Security Administration
2001 12th Avenue N, Birmingham, AL 35285
www.ssa.gov/oig

Suncoast Technology Alliance
941.955.2508, ext. 521
www.suncoastech.org

U.S. Chamber of Commerce
1615 H Street NW, Washington, D.C. 20062
800.638.6582



1945 Fruitville
Sarasota, FL 34236

401 Commercial Court, Suite B
Venice, FL 34292

For more information, call 941.955.2508,
Extension 239
or e-mail: info@sarasotacountyced.org
www.sarasotachamber.org