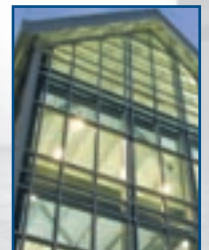
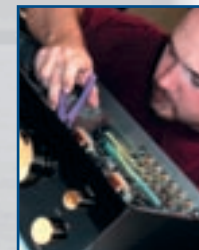
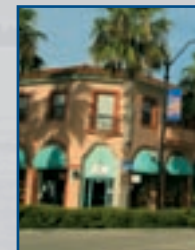




SARASOTA COUNTY Economic Development Annual Report 2003



A Thing for Quality



DAVID MILLS
Chairman, Sarasota
County Economic
Development Board



DR. LAUREY STRYKER
Chairman, Sarasota County
Committee for
Economic Development

A Thing for Quality

Sarasota County residents have a thing for quality. From education to the arts – even to the sand on our beaches – our community demands quality.

We should continue to hold that standard dear when it comes to creating a more vibrant local economy. A fine example of our focus on this gold standard is the “industry cluster” approach to the county’s economic development strategy.

By defining the business niches that are already growing here and providing higher wages, we are one step closer to creating a more diverse economy. If we help those businesses expand, and encourage others in those clusters to join our community, we will further insulate our economy from downturns and provide careers for our young people.

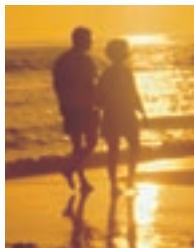
Learn more about Sarasota County’s industry clusters online at www.sarasotaeconomy.org or call the Committee for Economic Development at 955.2508, ext. 238.



David Mills
Chairman, Sarasota County Economic
Development Board



Dr. Laurey Stryker
Chairman, Sarasota County Committee for
Economic Development



On Target

Sarasota County focuses on value-added industry clusters for economic expansion.

Sarasota County's drive to create a more diverse economy took a giant leap forward in 2003 as the community forged a dynamic strategy for future economic development efforts. A grass-roots, community-driven plan is emerging, building on a greater diversity of participants, ideas and resources. The prospects for collaboration are exciting as the details continue to unfold. (See related story on page 6.)

Meantime, in the early part of 2004, a slowly recovering national economy began to ease concerns of local companies planning expansions. As 2003 wound to a close, the Sarasota County Committee for Economic Development (CED) was assisting 16 businesses with expansion plans.

Another positive sign: from October 2002 to October 2003, the Suncoast netted 15,500 new jobs and Sarasota County's unemployment rate remained in the low 3 percent range. According to research conducted by the state's Agency for Workforce Innovation, the fastest growing employment sectors in the South Tampa Bay region were computer and medical, which tend to provide higher wages.

Corporate relocation activity was more seriously impeded by the lagging national economy; however, as the business climate improves, we are confident that Sarasota County

will be a contender for value-added businesses with quality of life as a location priority. The appeal is not just about weather, surf and sand: In fiscal 2003, the

Who Came Knocking

Relocation Inquiries for FY 2003

Florida	24%
New York	13%
Canada	8%
Pennsylvania	6%

highest percentage of relocation inquiries came from within Florida. Of course, Sarasota County also continues to draw strong interest from companies in the Midwest and Northeast.

Sarasota County's greatest hope for economic diversity continues to reside in local businesses that grow through innovation, entrepreneurial drive and ever-increasing productivity. So we maintain a strong emphasis on services that remove obstacles and provide opportunities for value-added companies to thrive.

In the following pages are profiles of several businesses that have relocated or expanded during the past year. They are in diverse industries and offer high-skill, higher wage jobs. They also fit the definition of value-added, selling their goods and services outside the local market, which brings new wealth into the community. Equally encouraging, they are good corporate citizens, contributing to educational, cultural and civic causes that enrich our county immeasurably.

Eighty percent of new jobs are created by existing businesses.



Winners of Sarasota County's 2003 "Excellence in Industry" awards (from left): Grace Dieterich representing Jackson Hewitt, Jim Cavanaugh of Super-Sensitive Musical Strings, Scott Heaps of GravityFree and Gerald Cavanaugh of Cavanaugh & Co. LLP.



LEBLANC STUDIOS

On the Move



BILL DOOLEY
Dooley Mack
Constructors Inc.



Companies continue to locate and expand in Sarasota County, despite uncertain economic times.

These are just a few of the businesses that have relocated or announced expansions in Sarasota County during the past year. The increasing diversity and vitality of the local economy is well represented here.

Dooley Mack Constructors Inc. www.dooleymack.com

Real estate and construction have been a mainstay of Sarasota County's economy throughout the community's history, and for the past 27 years, Dooley Mack Constructors Inc. has helped to keep it that way. From a two-man shop in 1977, the company has grown to approximately 225 employees in five locations with Sarasota as headquarters.

"It's an exciting time," says Craig Campbell, director of business development for the design/build, construction management firm. "We are implementing a business succession plan that in 10 years will result in the majority of Dooley Mack stock being owned by the current COO Joseph Vislay, President Michael Bruner and CFO Wendy Mack." As for the company's co-founders, Bill Dooley will remain as Chairman and CEO Ken Smith will continue to be integral to the operations of the company as they focus on new ventures, Campbell says.

"We have spun off a development company, Clover Development, and a custom home-building group, Homes of Distinction," Dooley says. "We also plan to expand and relocate Dooley Mack's corporate headquarters into a 27,000-square-foot facility at Lakewood Ranch Corporate Park in 2004."

"Our people are our greatest assets, and one key to our ability to grow and capitalize on opportunities is being

able to retain quality employees," Campbell says. "It's rare in the construction industry to have employees with 20 years in the same company." In addition to the Sarasota County headquarters, which employs 90, the company has four U.S. regional offices including Dallas, Atlanta, Nashville and Ft. Lauderdale.

Myers Construction Group Inc. myersconstructiongrp.com

Sarasota County's appeal as a quality of life community in a growing economy was the main attraction for Cyndi and Ralph Myers of Myers Construction Group when they decided to expand the family business outside of South Florida. The 21-year-old firm plans to move into a new 10,000-square-foot office building in Lakewood Ranch Corporate Park in 2004.

"We have small children, and the Sarasota area is a wonderful family community," Cyndi says. "The location in proximity to Tampa, Orlando and Ft. Myers positions us well to serve those growing markets, in addition to the Suncoast."

Myers constructs commercial projects such as office buildings, retail centers, houses of worship, and water and sewer plants. The company employs 75-120 workers in Florida, depending on projects under way. Cyndi Myers says the company considered opening an office in North Carolina, where they had done several projects, but opted for Sarasota County instead.

"We're amazed at the economic expansion going on here and have already spun off a development subsidiary to produce small office projects," she says.

One to One Gulfcoast *1to1gulfcoast.com*

Sophisticated market research, digital printing technology and creative services come together at One to One Gulfcoast in Venice, where founders of a Boston-area business that thrived in the dot-com boom plan to hire 12 employees for skilled positions over the next three years.

Brian Weiner and Dana Place of One to One Gulfcoast sold their previous company, Noalart Graphics Inc., in 2000. The company printed software manuals with the rapid turn-around required by its clients' frequent software updates. At the time of the sale, Noalart had more than 20 employees and gross annual sales of nearly \$4 million, Weiner says.

He says the area's high level of disposable income and a large number of service businesses were key factors in the partners' location decision. The company uses sophisticated data mining techniques and a digital printing technology to create individual communications materials for customers.

SinoFresh HealthCare Inc. *sinofresh.com*

An estimated 37 million Americans are afflicted with chronic sinusitis, a condition that is often debilitating to the sufferer. It was his own medical condition that led SinoFresh® inventor Charles Fust to embark on research to find a solution.

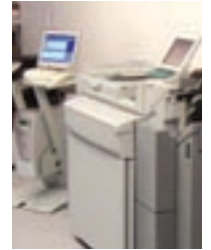
His efforts paid off. In 1995, Charles Fust succeeded in formulating and testing his invention, SinoFresh, an antiseptic nasal spray that addresses sinus-related conditions. A topical antiseptic spray, it works to kill the fungi, mold and bacteria in the nose that are associated with triggering an immune response in nasal passages. Ingesting these airborne contaminants can result in the common stuffy or congested nose.

SinoFresh HealthCare moved to Sarasota County in 2000 and has grown from two to 22 employees. The company acquired a new facility in the Englewood area in 2003, and anticipates hiring more people over the next year. It is currently marketing two principal over-the-counter products, SinoFresh Nasal and Sinus Care and SinoFresh Oral and Throat Care. SinoFresh is in the pre-clinical and clinical stages of developing several new products aimed at addressing the upper respiratory system.

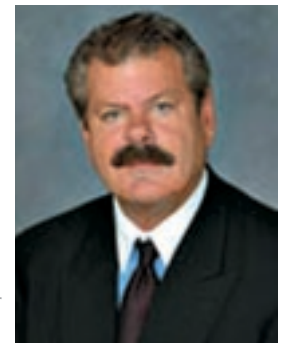
Like a growing number of local health-related companies, SinoFresh found Florida to be ideally suited for medical research. "The market testing we conducted gave us the data we needed to launch nationally," says Fust. "In addition, in Florida we are able to find people with the technical and research skills necessary for R&D."

"We chose Sarasota for our new venture because we love the community and recognize the market's potential for one-to-one marketing."

Brian Weiner
One to One Gulfcoast



The Move



CHARLES FUST
SinoFresh HealthCare Inc.

On the Move



Standard Tile Co. www.THWinston.com

Located in Sarasota since 1978, Standard Tile Co. recently moved into a 28,000-square-foot facility in International Trade Center that will allow the tile and stone fabricator to add new high-tech equipment and more workers.

Company president Paul MacPhail operates the family-owned business with his brother, Roy MacPhail, who is vice president. Their father, Gordon, is CEO.

“We have done more business in Sarasota in the past five years than in the past 25,” MacPhail says, crediting the recent condominium boom for much of that growth. Standard Tile has installed stone and tile at the Sarasota Ritz-Carlton properties, among others. Business also is expanding for the company throughout the state, he says, including a 900-room Ritz-Carlton and a convention center in Orlando. The company’s workforce has increased in the past three years from 30 to a range of 50-75, depending on projects underway.

The Stuff Shop www.stuffshop.com

It’s a retailer’s dream: increase net profit by \$100,000 in a sales space 12 feet long and 6 feet deep. The proprietary merchandising system behind The Stuff Shop does that, according to company President Mike Hill.

The Stuff Shop distributes children’s toys and candy to fun centers such as skating rinks and bowling alleys across the country. The company relocated to Sarasota County from Charleston, S.C. in 2003 after carefully researching the community and receiving information and personal visits from CED representatives.

“Sarasota County offered one very unique element that made us choose it over other potential locations — a tremendously successful general education system,” Hill says. “The quality of the workforce in Sarasota County is extraordinary. The company has 12 employees and plans

to add eight more when The Stuff Shop expands into a new Venice facility in 2004.

Ultrapure Group Ltd. Inc. www.ultrapuregroup.com

Weather, taxes, quality of life and facility costs – Sarasota County trounced New Jersey on all counts, according to John Barton, chief financial officer for Ultrapure Group Ltd. Inc.

Located in North Port Park of Commerce, Ultrapure designs, engineers and manufacturers high purity water systems for pharmaceutical and biotech companies. The business could have located anywhere, but the founder’s desire to live in Sarasota County, combined with significantly more competitive facility costs, clinched the deal in the Suncoast’s favor, Barton says.

The company’s 21 employees have spent the past 10 years becoming vertically integrated so that virtually all components are made by Ultrapure, which controls both costs and quality. “We are where we want to be with technology, and now it’s time to sell, sell, sell,” Barton says.

At \$5 million a year in sales, the company is poised for a 30-percent growth spurt in 2004, Barton says, and could add another dozen high-tech, high-paying jobs in the same period.

Unisource Administrators Inc. www.unisourceadmin.com

For decades, Sarasota County has been growing a cluster of worker's compensation insurance services. The latest to flourish here is Unisource Administrators Inc., founded by Andrew W. Olwert, an alum of FCCI and Riscorp. Unisource has gained a statewide reputation that has fueled revenue growth at nearly 60 percent per year between 1999 and 2003, according to Rich Noworyta, chief financial officer.

At the end of 2003, the company had almost 250 employees and was planning a new, 70,000-square-foot facility in Cattleridge. Noworyta explains that the company does everything an insurance carrier would do, but doesn't hold the risk. Having the best occupational physicians and experienced claim adjusters helps expedite return to work when an injury occurs. Employers benefit from less down time for workers, which equates to lower insurance costs, Noworyta says.

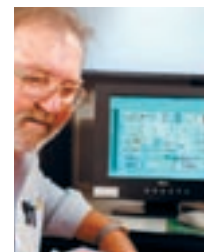
In addition to Sarasota County's livability, the community provides an added benefit for companies in the insurance business: a pool of experienced workers. "Our recruitment costs are probably as low as they possibly could be," Noworyta says. "We are able to hire locally, and people generally are experienced. They also tend to stay with us; turnover is low."

Noworyta says the company capitalized on contacts provided by the CED to form a training partnership with Manatee Community College to assist in "preserving the culture" of the company as it grows. "Everyone here is extremely impressed — almost in awe, to some degree — with what is being offered" by the college, he says.



ANDREW W. OLWERT
Unisource Administrators Inc.

On the Move



"We are really delighted with the caliber of people we are hiring in Sarasota County — absolutely thrilled."

Mike Hill
The Stuff Shop

On Tap



To learn more about the economic development strategy, visit www.sarasotaeconomy.org.



On Tap

Industry clusters will define economic development strategies.

Sarasota County's new five-year plan for economic development focuses on industry clusters that are value-added, provide higher wages and build on community strengths. Key strategies in the new plan are to:

Develop value-added industry clusters that will diversify the economy by providing quality jobs;

Expand innovation and entrepreneurial activity by facilitating the transformation of new ideas into competitive businesses;

Enhance local and regional collaboration; and

Improve the business climate and infrastructure.

The industry clusters are represented by volunteer groups that work on initiatives to help the clusters expand.

The clusters include:

Specialty Manufacturing - Manufacturing that produces premium or customized products

Creative Services - Industries that integrate design, technology and communications: web & multi-media, film & video, graphic design, animation, ad & marketing, media

High Technology & Entrepreneurship - Innovation-centered ventures that exploit new applications in information and communications technology and other technology-driven industries

Life & Environmental Sciences - Companies and organizations using research to develop innovative products and procedures in the biological, diagnostic and medical fields

On Target

Economic development services take care of business in Sarasota County.

From relocation assistance, expansion assistance, financial or workforce development and training, to writing a business plan for a start-up company, Sarasota County is helping local employers take care of business.

Through strategic relationships with businesses, city and county governments and several regulatory organizations, Sarasota County has developed a series of programs designed to smooth the occasionally bumpy road to success.

Expansion Assistance

Building and Site Database

Business Express Hot Line

Economic Development Transportation Fund Grant

Enterprise Bonds

Enterprise Zone

Impact Fee Mitigation Program

Industrial Revenue Bonds

Qualified Target Industry Tax Refund Program

Small Business Administration 504 Loan Program

SMART Program

Small Business Development Center

South Sarasota County Business Resource Center at Manatee Community College Venice Campus

Workforce Assistance

Workforce development is a top priority in Sarasota County. The CED has a workforce specialist on staff and the county has several programs in place to assist businesses with workforce training, recruitment and family relocation.

Recruitment Assistance Program

Family Relocation

Quick Response Training Grant

Other Training Grants

For details on resources for businesses in Sarasota County, visit the “Business Relocation” section of the Web site at www.sarasotachamber.org.



On Target



Financial Report

Financial Report

SARASOTA COUNTY COMMITTEE FOR
ECONOMIC DEVELOPMENT Fiscal Year 2002/2003

E.D. Trust Fund
Actual
10/02-9/03

Private Sector
Actual
10/02-9/03

Total
Actual
10/02-9/03

STRATEGIES

Existing Business & Industry Program	22,366	45,736	68,102
Business Problem Resolution Program	4,967		4,967
New Business Formation Research & Assistance	2,000	15,880	17,880
Target Market to Closely Held Companies	63,628	33,667	97,295
Market Locally to Second Home Owners	22,626		22,626
Specific Target Market to Geographic Areas	20,115		20,115
Tampa Bay Partnership Initiative	25,000		25,000
Marketing Materials	2,462		2,462
Workforce Development Programs	3,000	78,449	81,449
Economic Development Financing Program	61,925		61,925
High Technology Business Support	435		435
Site Selection Consulting Program	3,598		3,598
Technology Enhancement for Desktop Publishing	2,970		2,970
Lead Processing, Information Assistance	30,000	57,487	87,487
Develop Unified Economic Development Approach	128,522	3,176	131,698
Develop Economic Development Professionalism	9,401	5,082	14,483
Annual Economic Development Report to Community	20,796		20,796
Administration	35,037	78,132	113,169
TOTALS	\$458,848	\$317,609	\$776,457



Sarasota County Economic Development Board

Chairman

David R. Mills
Sarasota County Commissioner

Vice-Chairman

Anne Merrill
AMDS Inc.

Bruce Anderson
Sarasota County Technical Institute

C. John Clarke
Schroeder Manatee Ranch Inc.

Jimmy Dean
Sarasota Magazine

Joseph Fink
City of North Port

Frank Folsom-Smith
Florida House for Sustainable Development

Robert T. Granicz
Englewood - Cape Haze Area Chamber
of Commerce

Karl Kokomoor
Triangle Economic Development Authority

Pam Lieurance
Siesta Key Chamber of Commerce

Brian R. Meurs
Venice Area Chamber of Commerce

Thomas Newman
Verizon

Anthony H. Newton
Sarasota/Venice Jobs ETC.

Thomas Quale
Landmark Bank of Florida

Ray L. Sandhagen
SunTrust Bank, Gulf Coast

Mary Anne Servian
City of Sarasota Commissioner

Michele Sterner
Suncoast Workforce Board

Rick Tacy
City of Venice

Jeremy Whatmough
Town of Longboat Key

Jo Anne Wolverson
Longboat Key Chamber of Commerce

Dr. James Woods
North Port Area Chamber of Commerce

Sarasota County Committee for Economic Development 2003-2004 Board of Directors

Chairman

Dr. Laurey Stryker
University of South Florida
Sarasota-Manatee

Past Chairman

C. John Clarke
Schroeder-Manatee Ranch

Directors

Allan Barberio
Kerkering Barberio & Co.

James Cox
Octex Corp.

Ric Galberaith
Atlantic Teleconnect Inc. (ATI)

Don Hay
Salomon Smith Barney

Mel Klein
Florida Power & Light

Gene Matthews

Brian R. Meurs
REMAX Properties Inc.

J. Hugh Middlebrooks
Williams, Parker, Harrison, Dietz & Getzen

Katie Klauber Moulton
The Colony Beach & Tennis Resort

Clyde Nixon
Sun Hydraulics

Marc Paquin
Haemacure Corp.

Doug Sherman
Bank of America

Lindy Smith
Aladdin Equipment

Jack St. Genis
Molecular Separations

Dale Vollrath
TRC Staffing Services

Scott Williams
RBC Centura Inc.

Ex Officio

Martin Black
City of Venice

Patricia Caswell
Sarasota County Arts Council

Tim Clarke
Clarke Advertising & Public Relations Inc.

Jetson Grimes
Jetsons CreativeTrend Inc.

Virginia Haley
Sarasota Convention and Visitors Bureau

Teri A. Hansen
The Gulf Coast Community Foundation
of Venice

Kerry Kirschner
Argus Foundation

Jim Ley
Sarasota County Government

Michael McNees
City of Sarasota

Fred Piccolo
Sarasota-Bradenton International Airport

John Swart
Lakewood Ranch Realty Co.

Robert Tunis
City of North Port

Chairman's Advisory Council

These companies invest in the
economic development program
at the Chairman's Advisory level.

Aladdin Equipment Company
Manufacturer of Pool and Spa Parts

ALLTEL Communications
Cellular Telephone Sales, Service

Arrow Environmental Services
Pest Control/Lawn Care

Casto Southeast
Real Estate-Developers

**Coldwell Banker Residential Real
Estate Inc.**
Real Estate-Residential

**Comcast Cablevision of West
Florida Inc.**
Internet Service Provider

Commercial Insulating Glass Co.
Manufacturer

Frederick M. Derr & Co.
General Contractors

Gold Bank
Banks, Savings & Loans

Halfacre Construction Co.
Contractors - General Building

Hawkeye Real Estate Inc.
Real Estate Development

**Kerkering, Barberio & Co.
P.A. CPAs**
Certified Public Accountants

Kraft Construction Co. Inc.
Construction Management

Michael Saunders & Co.
Real Estate - Commercial, Residential

One to One Gulfcoast
Marketing & Research

Raymond Building Supply Corp.
Building Materials

Judy Crowley-RE/MAX Properties
Real Estate

**Sarasota Bradenton
International Airport**

**Sarasota Magazine/
Gulfshore Media**
Publishers

**Schroeder-Manatee Ranch Inc./
Lakewood Ranch**
Real Estate - Investors

SouthTrust Bank
Banks, Savings & Loans

SunTrust Bank, Southwest Florida
Banks, Savings & Loans

SinoFresh HealthCare
Pharmaceutical-Research

The Stuff Shop Inc.
Toys

US Home Corp.
Land Developers

Unisource Administrators Inc.
Insurance Services

Vengroff Williams & Associates
Collection Agencies

Verizon Florida
Telephone Communications,
Equipment, Installation

**Williams, Parker, Harrison,
Dietz & Getzen**
Attorneys at Law

WilsonMiller Inc.
Civil Engineers

Committee for Economic Development Staff

Kathleen D. Baylis
Vice President

Diane Andrews
Business Development Manager

Joan McGill
Existing Business Manager

Laura J. Haw
Workforce & Entrepreneur Resources Manager

Ronnie Meurs
Administrative Assistant

Sandy Miles
Executive Assistant

J. Scott Moore
Investor Relations Manager

Sarasota County Commissioners

Paul Mercier
District 1

David R. Mills
District 2

Shannon Staub
District 3

Nora Patterson
District 4

Jon Thaxton
District 5

Jim Ley
County Administrator

To Find Out More About Doing Business in Sarasota County:

Sarasota Office
Sarasota County Committee for Economic Development
1945 Fruitville Road • Sarasota, Florida 34236
Voice: 941.955.2508, ext. 239 • Fax: 941.951.7837

E-mail: info@sarasotachamber.org

Venice Office
Sarasota County Committee for Economic Development
401 Commercial Court, Suite B • Venice, Florida 34292
Voice: 941.485.8400 • Fax: 941.485.5987

Web site

For information and resources about starting, expanding or relocating your business in Sarasota County, please visit www.sarasotachamber.org

Funding for this project was provided by the Sarasota County Economic Development Board and the Board of County Commissioners.



SARASOTA COUNTY



GOOD LIFE. GOOD BUSINESS.

www.sarasotachamber.org

© 2004 Sarasota County Committee for Economic Development.

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

CE043-304-2000