

**FY2023 AGREEMENT
FOR IMPLEMENTATION SERVICES FOR THE
SARASOTA COUNTY ECONOMIC DEVELOPMENT STRATEGIC PLAN**

THIS AGREEMENT ("Agreement") is made and entered into the ___ day of _____ 2022 by and between SARASOTA COUNTY, FLORIDA, a political subdivision of the State of Florida, hereinafter referred to as "COUNTY", and the ECONOMIC DEVELOPMENT CORPORATION OF SARASOTA COUNTY, a Florida not-for-profit corporation, hereinafter referred to as "EDCSC."

WITNESSETH

WHEREAS, the EDCSC, a private sector, non-profit, economic development organization operating in Sarasota County, commissioned the development of the Sarasota County Five-Year Economic Development Strategic Plan, dated April 2009, covering Fiscal Years ("FY") 2010 through 2014 (the "2009 Strategic Plan"), which was presented to the Board of County Commissioners (the "BOARD") on May 12, 2009; and

WHEREAS, pursuant to an Agreement, dated September 22, 2009, the COUNTY engaged the EDCSC to implement the strategies of the 2009 Strategic Plan and has continued to engage the EDCSC for this purpose on an annual basis; and

WHEREAS, based upon the core principles of the 2009 Strategic Plan, the EDCSC has developed the "Economic Development Corporation of Sarasota County FY2023 Strategic Action Plan", attached hereto as Exhibit A and incorporated herein (the "FY2023 Strategic Action Plan"), which sets forth the EDCSC's strategies and goals (the "Services") for FY2023, designed to further enhance the economic development of Sarasota County; and

WHEREAS, the COUNTY desires to continue to engage the EDCSC to implement the Services, which engagement will be funded in part by the EDCSC and in part by the COUNTY and the municipalities located within the COUNTY from the Sarasota County Economic Development Trust Fund ("EDTF") pursuant to that certain "Interlocal Agreement Providing for the Administration of Joint County /Municipalities Economic Development Program"; and

WHEREAS, the EDCSC represents that it is qualified, willing, and able to provide the Services set forth in the FY2023 Strategic Action Plan and this Agreement in accordance with the terms herein.

NOW, THEREFORE, the COUNTY and the EDCSC, in consideration of the mutual covenants contained herein, do agree as follows:

I. EDCSC'S SERVICES

- A. The EDCSC agrees to provide all of the Services required to carry out strategies identified in the FY2023 Strategic Action Plan, attached hereto as Exhibit A and incorporated herein. Additionally, the EDCSC will report the

quarterly progress toward meeting the goals in the format incorporated herein as the Quarterly Measures Report, Attachment 1 to Exhibit A. The EDCSC shall coordinate and collaborate with the Sarasota Convention and Visitor's Bureau, Inc. doing business as Visit Sarasota County (VSC), recognizing that Sarasota County economic development and tourism impact one another. The EDCSC shall work with VSC on mutually defined initiatives within the EDCSC's Strategic Action Plan. The Services to be performed by the EDCSC and all materials related thereto shall be referred to herein as the "PROJECT."

- B. The COUNTY'S Administrative Agent may request in writing that the EDCSC perform additional Services to implement the FY2023 Strategic Action Plan. The written description of the additional Services and the proposed compensation therefore must be approved by the BOARD prior to the commencement of said additional Services and incorporated into this Agreement by amendment.
- C. The EDCSC shall have the authority to re-appropriate allocations between budget line items as set forth in the Budget, attached hereto as Exhibit B and incorporated herein, and as depicted on the Monthly Reimbursement Form attached hereto as Exhibit C and incorporated herein, provided that the reallocation does not jeopardize or delay the completion of the FY2023 Strategic Action Plan.

II. TERM OF AGREEMENT

This Agreement shall commence October 1, 2022, contingent upon approval of the FY2023 COUNTY Budget by the BOARD and shall continue through September 30, 2023. It is the intent of the COUNTY and the EDCSC to continue their contractual relationship for the economic development of Sarasota County through annual agreements.

III. PROCUREMENT

- A. Procurement of goods and services necessary for the completion of the PROJECT shall be made in accordance with competitive solicitation methods based on threshold purchasing category levels as identified in the Sarasota County Procurement Manual, as amended from time to time.
- B. Procurement of goods and services shall be conducted in a manner that promotes competition and secures the best value. All purchases must be supported by appropriate documentation which shall be made available to the COUNTY upon request.
- C. All procurements greater than \$25,000 shall be submitted to the COUNTY'S Administrative Agent or designee for review and approval prior to award of a contract to ensure compliance with the written procurement guidelines. The

COUNTY shall respond to the EDCSC within ten (10) business days after the submission of the request for approval by the EDCSC.

D. Procurement methods to obtain goods and services include:

1. **Category One** - \$5,000.00 or less - Category One or Small Purchases are awarded without competition. A minimum of one quote is required. Price may be determined orally. by current catalogs or brochures, advertisements, or similar sources. All costs pertaining to the purchase, including delivery, service charges, etc., shall be included with request for reimbursement.
2. **Category Two** - Greater than \$5,000.00 to \$25,000.00 - Category Two or Informal Quotes are competitively solicited and used for purchases not exceeding \$25,000.00. The procurement is awarded to the responsive and responsible offeror submitting the lowest quote.
3. **Category Three** - Greater than \$25,000.00 to \$100,000.00 - Formal Quotes are obtained minimally through an Invitation for Quotes ("IFQ"). A formal quote is defined as a solicitation that is publicly announced. IFQ's are awarded to the responsive and responsible offeror submitting the lowest quoted price.
4. **Category Four** - Greater than \$100,000.00 - Formal competitive solicitations are issued with the below methods.
 - i. Invitation for Bids ("IFB") - used for procurements exceeding \$100,000. Sealed bids are submitted in response to a formal invitation for bids and pricing is revealed only at the time and date set for the bid opening. Bids are awarded to the responsive and responsible bidder submitting the lowest bid price or best value as defined in the solicitation.
 - ii. Request for Proposals ("RFP") - used to solicit proposals from potential providers of goods and services when price is not a primary evaluation factor. An RFP provides for the negotiation of all terms, including price (to the extent permitted by the RFP), prior to execution of a contract with the selected proposer.

IV. **COMPENSATION AND METHOD OF PAYMENT**

The COUNTY shall pay the EDCSC for the PROJECT a sum not to exceed \$1,027,194, as shown on Exhibit B ("COUNTY" amount). The County/Municipalities \$1 per capita contribution included in the COUNTY amount is \$441,508. The EDCSC shall match the \$1 County/Municipalities per capita contribution toward the PROJECT.

A. Reimbursement Guidelines:

1. The EDCSC shall submit to the COUNTY a statement describing the Services rendered by the EDCSC during the prior month and eligible costs incurred on a completed Monthly Reimbursement Form (Exhibit C) along with supporting documentation. The Monthly Reimbursement Form shall include any reallocations of the Adopted Budget, pursuant to Section I.C herein, compared to actual PROJECT expenditures.
2. Purchases exempt from competition pursuant to the Sarasota County Procurement Code submitted for reimbursement must be accompanied by an approved Competitive Procurement Exemption Request form, attached hereto as Exhibit D and incorporated herein, or the Sole Source/Single Source form, attached hereto as Exhibit E and incorporated herein.
3. All submitted invoices to the COUNTY shall have a cover letter signed by an authorized agent of the EDCSC stating the following:

"I hereby certify that I am authorized to approve this request, that I have reviewed the attached invoices in the amount of \$_____ and that all costs claimed have been incurred for Services rendered in accordance with, the agreement between Sarasota County and the Economic Development Corporation of Sarasota County (Contract No. 2022-XXX). All submitted invoices have been paid and no costs included herein have been previously submitted."

- i. For purposes of this Agreement, "Management Services" shall mean EDCSC personnel costs including salaries, benefits, payroll taxes that the organization is required to pay as they relate to employment and contractual labor costs incurred for the PROJECT. The following applicable employee benefits are allowable for reimbursement in proportion to the percentage of time or effort employees devote to the PROJECT:
 - a. Payroll taxes including Federal Insurance Contributions Act (FICA), unemployment and worker's compensation;
 - b. Medical/Prescription insurance premiums - limited to 85% of employee plan cost plus 55% of dependent plan cost;
 - c. Dental insurance premiums - limited to 100% of employee- only plan cost up to a maximum annual limit of \$450;
 - d. Life insurance premiums - limited to the cost of providing coverage for a benefit equal to the employee's current salary rounded up to the next \$1,000;
 - e. Retirement account contributions up to 5% of salary.
 - f. Reasonable performance-based bonuses, provided said bonuses contain objectively measurable goals directly related to the PROJECT, and personnel reach such goals as evidenced by supporting documentation.
- ii. "Occupancy Costs" shall mean rent and utility expenses, costs for office

furniture and office improvements incurred for the PROJECT.

- iii. "Administrative Expenses" shall mean annual audit fees pursuant to Section VIII. F. of this Agreement, insurance, and office expenses, such as office supplies, office equipment (phones, computer hardware and software, audiovisual) and equipment maintenance incurred for the PROJECT.
 4. Upon receipt of a monthly invoice from EDCSC, COUNTY will review and respond within 10 business days with any comments, questions or requests for required additional documentation in accordance with County policies. EDCSC will prepare responses and submit required additional information as quickly as possible. Upon receipt of all requested documentation, the COUNTY will reimburse the EDCSC for the purchase of goods and services (other than construction services) pursuant to the Local Government Prompt Payment Act (Chapter 218, Part VII, Florida Statutes).
 5. Fiscal year end accruals for all unpaid invoices for Services rendered during the term of this Agreement shall be submitted to the County no later than October 6, 2023. Reimbursement requests not included in the fiscal year end accruals will not be reimbursed. Final reimbursement requests for Services rendered during the term of this Agreement shall be submitted to the County no later than October 13, 2023. Reimbursement requests submitted after this date will not be considered. This provision shall survive the termination or expiration of this Agreement.
- B. Provided all conditions for payment have been met, the COUNTY shall reimburse the EDCSC for costs incurred for the PROJECT up to the total amount for each Adopted Budget line item shown on Exhibit C, unless the cost of such activity has been reallocated by the EDCSC as permitted in Section I, Paragraph C of this Agreement, in which case the COUNTY shall reimburse up to the reallocated cost.
- C. The EDCSC shall establish and maintain a separate account to receive payments issued by the COUNTY and the COUNTY and/or its duly authorized agent(s) shall have the right to audit said account as deemed necessary by the COUNTY. Payments made by the COUNTY shall not be co-mingled with any other funds or payments from any other source.

V. SUNSHINE LAW COMPLIANCE

To the extent that the EDCSC acts on behalf of Sarasota County Government, the EDCSC will act consistently with the requirements of Chapter 119, Florida Statutes (Public Records) and Section 286.01 I, Florida Statutes (Public Meetings). In this regard, the EDCSC shall (i) keep and maintain public records that ordinarily and necessarily would be required by the County in order to perform the service; (ii) provide the public with access to public records on the same terms and conditions

that the County would provide the records and at a cost that does not exceed the cost provided in Chapter 119, Florida Statutes and Sarasota County Administrative Directive 9.02; (iii) ensure that public records that are exempt or confidential and exempt from public records disclosure requirements are not disclosed except as authorized by law; and (iv) meet all requirements for retaining public records and transfer, at no cost, to the County all public records in possession of the EDCSC upon termination of the Agreement and destroy any duplicate public records that are exempt or confidential and exempt from public records disclosure requirements. All records stored electronically must be provided to the County in a format that is compatible with the information technology system of the County. This paragraph shall survive the termination or expiration of this Agreement. By entering into this Agreement, EDCSC does not acknowledge that it is bound to follow the Public Records Law or the Public Meetings Law or that the EDCSC is acting on behalf of Sarasota County Government for all functions performed by EDCSC. Further, for purposes of the statutory retention period for public records, the COUNTY shall be considered to be the custodian of record for documents provided by the EDCSC to the COUNTY. The EDCSC shall be considered custodian of record for all other documents sent or received by the EDCSC in the event the EDCSC is acting on behalf of Sarasota County.

VI. INDEMNIFICATION

The EDCSC shall pay on behalf of or indemnify and hold harmless the COUNTY, its Commissioners, employees, officers, agents and volunteers from and against any and all claims, actions, damages, fees, fines, penalties, defense costs (including attorneys' fees and court costs, whether such fees and costs are incurred in negotiations, collection of attorneys' fees or at the trial level or on appeal), suits or liabilities which may arise out of any actual or alleged negligent act, error, omission, or default of the EDCSC (or the EDCSC officers, employees, agents, volunteers and subcontractors, if any) in its performance or failure to perform under the terms of this Agreement, including any claims relating to public meetings or public records. This indemnification and hold harmless agreement shall survive the termination or expiration of this Agreement.

VII. INSURANCE

The EDCSC shall, on a primary basis and at its sole expense, maintain in full force and effect, at all times during the life of this Agreement, insurance coverage (including endorsements) and limits as described herein. These requirements, as well as the COUNTY'S review or acceptance of insurance maintained by the EDCSC, are not intended to and shall not in any manner limit or qualify the liabilities or obligations assumed by the EDCSC under this Agreement.

Insurance requirements itemized in this Agreement and required of shall extend to all subcontractors to cover their operations performed under this Agreement. The EDCSC shall be responsible for any modifications, deviations, or omissions in these insurance requirements as they apply to subcontractors.

Insurance carriers providing coverage required herein must be licensed to conduct business in the State of Florida and must possess a current A.M. Best's Financial Strength Rating of A- Class VII or better. Each insurance policy required by this Agreement shall apply separately to each insured against whom claim is made and suit is brought, except with respect to limits of the insurer's liability.

The EDCSC shall be solely responsible for payment of all premiums for insurance contributing to the satisfaction of this Agreement and shall be solely responsible for the payment of all deductibles and retentions to which such policies are subject.

The EDCSC shall furnish Certificates of Insurance to the County Administrative Agent evidencing the types and amounts of coverage, including endorsements, required by this Agreement prior to commencement of work and prior to expiration of the insurance contract, when applicable. Such Certificate(s) of Insurance shall, to the extent allowable by the insurer, include a minimum thirty (30) day notice of cancellation (10 days for non-payment of premium) or non-renewal of coverage. Notwithstanding these notification requirements, the EDCSC will be required to provide COUNTY with 5-day prior written notice of any policy cancellation or non-renewal.

The COUNTY reserves the right to review, modify, reject, or accept any required policies of insurance, including limits, coverage, or endorsements, herein from time to time throughout the term of this Agreement. COUNTY reserves the right, but not the obligation, to review and reject any insurer providing coverage due to its poor financial condition or failure to operate legally.

A. EDCSC'S INSURANCE COVERAGE

1. WORKERS' COMPENSATION: The EDCSC agrees to maintain Workers' Compensation insurance in accordance with Florida Statutes, Chapter 440. Employers Liability to be included with a minimum limit of \$100,000 per accident/per disease/per employee. If work is to be performed over or adjacent to navigable water and involves maritime exposure, applicable LHWCA, Jones Act, or other maritime law coverage shall be included.

In the event the EDCSC has "leased" employees, the EDCSC or the employee leasing company must provide evidence of a Workers' Compensation policy for all personnel on the worksite.

If the EDCSC or any of its subcontractors are exempt from Florida's Workers' Compensation law, such entities must provide proof of such exemption issued by the Florida Department of Financial Services, Bureau of Workers' Compensation.

2. COMMERCIAL GENERAL LIABILITY: The EDCSC agrees to maintain Commercial General Liability per ISO form CG0001 or its equivalent,

including but not limited to coverage for premises and operations, personal injury, products & completed operations, liability assumed under an insured contract, and independent contractors with limits of not less than \$1,000,000 each occurrence, and \$2,000,000 aggregate covering all work performed under this Agreement. The EDCSC agrees to endorse Sarasota County Government as an additional insured on the Commercial General Liability coverage.

3. **BUSINESS AUTOMOBILE LIABILITY:** The EDCSC agrees to maintain Business Automobile Liability with limits not less than \$500,000 combined single limit for each accident covering all Owned, Non-Owned & Hired automobiles used in the performance of this Agreement. In the event the EDCSC does not own automobiles, the EDCSC agrees to maintain coverage for Hired & Non-Owned Auto Liability, which may be satisfied by way of endorsement to the Commercial General Liability policy or separate Business Auto Liability policy.

If the EDCSC is shipping a product via common carrier, the EDCSC shall be responsible for any loss or damage sustained in delivery/transit.

VIII. RESPONSIBILITIES OF THE EDCSC

- A. The EDCSC shall be responsible for the implementation of the FY2023 Strategic Action Plan.
- B. The EDCSC shall be responsible for filing the following reports:
 1. Within 30 days of each year quarter, the EDCSC shall provide a written progress report to the COUNTY'S Administrative Agent concerning the status of the PROJECT, including the progress toward meeting the goals as detailed in the FY2023 Strategic Action Plan and in the format incorporated herein as the Quarterly Measures Report, Attachment 1 to Exhibit A; and advise of any impediments that will prevent the EDCSC from attaining these goals. This quarterly report shall include a financial report showing all the expenditures from the COUNTY'S funds and the EDCSC'S contributing funds for the quarter and year-to-date periods, with reference to the FY2023 Budget and a summary of the duties and Services performed consistent with the FY2023 Strategic Action Plan.
 2. The EDCSC shall provide an annual report to the BOARD at a time to be designated by the COUNTY'S Administrative Agent.
 3. No later than November 1, 2023, the EDCSC must submit a report to the COUNTY'S Administrative Agent detailing how COUNTY funds were spent and the results of the EDCSC'S efforts on behalf of the COUNTY for the prior fiscal year, which report the COUNTY is required to file with the State and post on the COUNTY'S website. This sub-section shall

survive the termination or expiration of this Agreement.

- C. Pursuant to this Agreement, all Services will be implemented County wide with the exception of any Services for which subsequent grants limit the Services to a specific jurisdiction or area. Nothing in this section will prevent the targeting of program funds to a specific need or area with the approval of the COUNTY'S Administrative Agent.
- D. The EDCSC shall be responsible for the professional quality, technical accuracy, and the coordination of all reports, designs, specifications, materials, advertising, promotional documents, other documents and data furnished, used or produced by or at the behest of the EDCSC under this Agreement. The EDCSC shall, without additional compensation, correct or revise any errors or deficiencies in its reports, designs, specifications, materials, advertising, promotional documents, other documents, data and deliverables as described in the FY2023 Strategic Action Plan.
- E. The EDCSC shall keep accurate and complete books, records, documents, and other materials directly pertaining to or connected with the Services performed under this Agreement, retained in Sarasota County for the State-mandated retention period, as defined and limited by Section V herein. These books, records and documents may be examined by the COUNTY or its duly authorized representative(s) at the EDCSC'S offices during regular business hours. This section shall survive the term of this Agreement.
- F. The EDCSC shall obtain from a certified accounting firm an audit of its books and records no later than ninety (90) days after the end of the EDCSC'S fiscal year. This audit shall be submitted to the COUNTY not later than 30 days from completion of the audit. The scope of such audit shall include all books, records, documents, and other evidence as may be necessary to demonstrate compliance with the terms and conditions of this Agreement, including requirements associated with the provision and utilization of matching funds contemplated hereunder.
- G. Neither the EDCSC, nor its officers, directors, agents or employees shall acquire any interest, either directly or indirectly, which would result in a conflict of interest with respect to the performance of the duties, obligations or Services required pursuant to this Agreement. For purposes of this Agreement, "conflict of interest" shall mean "a situation in which regard for a private interest tends to lead to disregard of an EDCSC duty or interest." EDCSC shall promptly notify the COUNTY in writing of any potential conflict of interest, and specify the association, interest or other circumstance which may appear to influence the EDCSC, its officers, directors, agents, or employees. In the event the County Attorney's Office shall determine that such association, interest or other circumstance would constitute a conflict of interest, the EDCSC, its officers, directors, agents or employees shall take all action necessary to resolve the conflict of interest.

- H. The EDCSC shall comply with all federal, state and local laws, regulations and ordinances applicable to the work or payment for work thereof, and shall not discriminate on the ground of race, color, religion, sex, or national origin in the performance of work under this Agreement.

IX. RELATIONSHIP OF THE PARTIES

It is understood and agreed that at all times during the term of this Agreement, the EDCSC is acting as an independent contractor, not an employee of the COUNTY, and not as a partner of or co-venturer with the COUNTY. Subject to full compliance with the terms of this Agreement, the EDCSC and the COUNTY agree to generally direct their respective economic development efforts consistent with the roles matrix attached hereto as Exhibit F.

X. OWNERSHIP

- A. It is understood and agreed that the documents, papers, letters, maps, books, tapes, photographs, films, sound recordings, data processing software, intangible property such as trademarks or copyrights, or other material, regardless of the physical form, characteristics or means of transmissions prepared, purchased or received by the EDCSC in connection with the PROJECT are the property of the COUNTY, and shall be delivered to the COUNTY upon request.
- B. Fixed and intangible assets acquired from COUNTY funds expended under this Agreement shall become the property of the COUNTY at the expiration or termination of this Agreement or consecutive subsequent annual agreements as identified in Section II of this Agreement. "Fixed assets" is defined as "capital items with a value not less than \$1,000 with benefits that extend beyond one year from date of acquisition." "Intangible assets" is defined as "trademarks, copyrights, franchises, websites, web addresses and other such items of value." The EDCSC shall maintain a current listing of fixed assets purchased with COUNTY funds and the EDCSC shall perform inventory of fixed assets at least annually to ensure that all fixed assets are tracked. A schedule of fixed assets should contain descriptive information such as the item description, serial number, date of purchase and acquisition cost. The schedule of fixed assets shall be supplied to the COUNTY with the annual audit submission.

XI. TIMELY PERFORMANCE BY EDCSC PERSONNEL

The timely performance and completion of the required Services is vitally important to the COUNTY. The EDCSC shall assign a representative, together with such other personnel or outside labor sources as are necessary to assure timely delivery of Services pursuant to the requirements of this Agreement. The EDCSC shall ensure that all key personnel, support personnel, and other agents are fully qualified and capable to

perform their assigned tasks.

- A. The EDCSC specifically agrees that upon approval of the FY2023 COUNTY Budget by the BOARD and execution of this Agreement by both parties, it will commence delivery of Services immediately, and that all work performed under the terms and conditions of this Agreement shall be completed within the time limits set forth subject only to delays caused through no fault of the EDCSC. Time is of the essence in the performance of this Agreement.
- B. In the event unreasonable delays occur on the part of the COUNTY or regulatory agencies as to the approval of any plans, permits, reports, materials, or other documents submitted by the EDCSC which delay the provision of Services, the COUNTY'S Administrative Agent may grant, in writing, an extension of the time limits equal to the aforementioned delay(s). The COUNTY shall have sole responsibility for determining whether any time extension(s) should be granted to the EDCSC.

XII. OBLIGATIONS OF THE COUNTY

- A. The COUNTY'S Administrative Agent is designated by the COUNTY to serve as PROJECT coordinator and to do all things necessary to properly administer the terms and conditions of this Agreement. If necessary, a designee will be authorized to perform the responsibilities of the COUNTY'S Administrative Agent. The responsibility of the COUNTY'S Administrative Agent or designee shall include:
 - 1. Examination of all reports, sketches, drawings, estimates, proposals, and other documents presented by the EDCSC, and providing written decisions pertaining thereto, within a reasonable time so as not to delay the work of the EDCSC.
 - 2. Transmission of instructions, receipt of information, interpretation and definition of COUNTY policies and decisions with respect to design, materials, and other matters pertinent to the work covered by this Agreement.
 - 3. Review for approval or rejection all of the EDCSC'S documents, payment requests, requests for reallocation of funds in accordance with Sections I and IV of this Agreement.
- B. The COUNTY shall, upon request, furnish the EDCSC with all existing data, plans, studies and other pertinent information in the COUNTY'S possession which may be useful in connection with the work of the PROJECT, all of which shall be and remain the property of the COUNTY and shall be returned to the COUNTY'S Administrative Agent upon completion of the Services to be performed by the EDCSC.

- C. The COUNTY'S Administrative Agent shall conduct periodic reviews of the work by the EDCSC including a status review of progress on the FY2023 Strategic Action Plan and achievement of the goals of the PROJECT during the period of this Agreement. In its sole discretion, the COUNTY may make other COUNTY personnel available, where required and necessary to assist the EDCSC.
- D. The COUNTY shall proactively make EDCSC aware of any modifications to the County Procurement Manual that has the potential to impact EDCSC'S compliance with the provisions of Section III of this Agreement.

XIII. TERMINATION

- A. Upon ninety (90) calendar days written notice to the EDCSC, the COUNTY shall have the right to terminate this Agreement for convenience.
- B. In the event that the EDCSC has abandoned performance under this Agreement, as determined by the County in its sole and absolute discretion, then the COUNTY may terminate this Agreement upon thirty (30) calendar days' written notice to the EDCSC indicating the County's intention to do so. The written notice shall state the evidence indicating the EDCSC'S abandonment.
- C. The EDCSC shall have the right to terminate this Agreement only in the event of the COUNTY failing to pay the EDCSC'S properly documented and submitted invoices/requests for payment within ninety (90) calendar days of the approval by the COUNTY'S Administrative Agent, or if the PROJECT is suspended by the COUNTY for a period greater than ninety (90) days.
- D. The COUNTY reserves the right to cancel and terminate this Agreement in the event that the EDCSC is placed in either voluntary or involuntary bankruptcy or an assignment is for the benefit of creditors. It is understood and agreed that in the event of such termination, all reports, designs, specifications, other documents and data prepared or obtained under the Agreement shall immediately be turned over to the COUNTY in conformity with the provisions of Section XIII, paragraph H below.
- E. Any failure of the EDCSC to satisfy the requirements of this Agreement, as documented by the COUNTY's Administrative Agent, shall be considered a default of the Agreement and sufficient reason for termination.
 - 1. For defaults that are curable (as determined by the County), the EDCSC shall be notified in writing by the COUNTY and shall have an opportunity to cure such default(s) within ten (10) working days after notification.
 - 2. For defaults that are not curable (as determined by the COUNTY), notice of the termination date shall be given as deemed appropriate by the COUNTY.

- F. In the event the COUNTY's termination of this Agreement for default under Section XIII paragraph E above is in any way deficient, at the option of the COUNTY, such termination shall be deemed to be a termination for convenience pursuant to Section XIII paragraph A above.
- G. The parties may mutually agree to terminate this Agreement. Such termination shall be evidenced by a notice issued by the COUNTY.
- H. If this Agreement is terminated under any of the provisions of this Section XII, the EDCSC shall cease work upon receipt of notice thereof and shall deliver to the COUNTY all documents, (including reports, designs, specifications, materials, and all other data) prepared or obtained by the EDCSC in connection with the PROJECT, whose ownership shall remain as described in Section X of this Agreement. Upon receipt of the aforesaid documents, the COUNTY shall pay to the EDCSC and the EDCSC shall accept as full payment for its Services, a sum of money based on the percentage of work completed.
- I. This Section shall survive the termination of this Agreement.

XIV. MISCELLANEOUS

- A. Any reference to a specific chapter of the Florida Statutes in this Agreement shall mean that the referenced chapter of the Florida Statutes as may be amended throughout the term of this Agreement shall be made a part of this Agreement as though set forth in full.
- B. The EDCSC shall not assign any interest in this Agreement and shall not transfer any interest in same (whether by assignment or novation) without the prior written consent of the COUNTY, except that claims for the money due or to become due the EDCSC from the COUNTY under this Agreement may be assigned to a financial institution or to a trustee in bankruptcy without such approval from the COUNTY. Notice of any such transfer or assignment due to bankruptcy shall be promptly given to the COUNTY.
- C. The exercise by either party of any rights or remedies provided herein shall not constitute a waiver of any other rights or remedies available under this Agreement or any applicable law. The rights and obligations of the parties under this Agreement shall be governed by the laws of the State of Florida and the venue for any legal or judicial proceedings in connection with the enforcement or interpretation of this Agreement shall be in Sarasota County, Florida. If any term, condition, or covenant of this Agreement is held by a court of competent jurisdiction to be invalid, void, or unenforceable, the remaining provisions of
- D. this Agreement shall be valid and binding on each party.
- E. The parties covenant and agree that each is duly authorized to enter into and perform this Agreement and those executing this Agreement have all requisite power and authority to bind the parties.

- F. Any reference to the COUNTY'S acceptance of work performed by the EDCSC pursuant to this Agreement shall be interpreted to mean that the COUNTY'S acceptance shall not be unreasonably withheld.
- G. Neither the COUNTY'S review, approval, nor payment for Services required under this Agreement shall be construed to operate as waiver of any rights under this Agreement or of any cause of action arising out of the performance of this Agreement.
- H. The rights and remedies of the COUNTY provided for under this Agreement are in addition to any other rights and remedies provided by law.
- I. If the EDCSC is comprised of more than one legal entity, each entity shall be jointly and severally liable hereunder.
- J. The EDCSC warrants that it has not employed or retained any company or person, other than a bona fide employee working solely for the EDCSC to solicit or secure this Agreement and that it has not paid or agreed to pay any person, company, corporation, individual or firm (other than a bona fide employee working solely for the EDCSC) any fee, commission, percentage, gift, or any other consideration, contingent upon or resulting from the award of this Agreement.
- K. This Agreement constitutes the sole and complete understanding between the parties and supersedes all agreements between them, whether oral or written. No amendment, changes or addendum to this Agreement is enforceable unless agreed to in writing by both parties and incorporated into this Agreement.
- L. Any notices, invoices, reports, or any other type of documentation required by this Agreement shall be sufficiently transmitted if sent by the parties via the United States mail, postage paid, to the addresses listed below:

EDCSC'S Representative:

NAME: Lisa Krouse
 TITLE: President & CEO
 ADDRESS: Economic Development Corporation
 of Sarasota County
 1680 Fruitville Road, Suite 402
 Sarasota, FL 34236
 PHONE: (941) 309-1200 ext. 100
 EMAIL: lkrouse@edcsarasotacounty.com

COUNTY'S Administrative Agent:

NAME: Robert R. Lewis
 TITLE: Director, Governmental Relations
 ADDRESS: Sarasota County Government
 1660 Ringling Boulevard
 Sarasota, FL 34236
 PHONE: (941) 444-9532
 EMAIL: rlewis@scgov.net

IN WITNESS WHEREOF, the parties have executed this Agreement as of the date first above written:

**ECONOMIC DEVELOPMENT CORPORATION
OF SARASOTA COUNTY**

BY: _____
Chair, Board of Directors

**STATE OF FLORIDA
COUNTY OF SARASOTA**

The foregoing instrument was acknowledged before me this ____ day of _____ 2022, by _____, as _____, who is personally known to me or who has produced _____ as identification.

NOTARY PUBLIC, STATE OF FLORIDA

(Print Commissioned Name of Notary Public)

**BOARD OF COUNTY COMMISSIONERS
OF SARASOTA COUNTY, FLORIDA**

BY: _____
Chairman

ATTEST:
KAREN E. RUSHING
Clerk of the Circuit Court and Ex-Officio Clerk
of the Board of County Commissioners

BY: _____
Deputy Clerk

Approved as to form and correctness:

BY: _____
County Attorney

ORGANIZATIONAL PLAN & BUDGET FISCAL YEAR 2023

June 7, 2022



AGENDA

1. Committed to Mission and Purpose
2. Organizational Goals
3. Annual Plan & Measurements
4. 2023 Strategies & Budget
5. Trends and Future Focus
6. Film Office



MISSION

To grow, diversify and sustain the economy of Sarasota County while enhancing our unique natural and cultural environment.



PURPOSE

The Sarasota County Economic Development Corporation is the only organization focused solely on growing and diversifying the economy of Sarasota County. Our concierge service helps companies expand and establish here, create new jobs, retain existing jobs, contribute to the economy and tax base, and reduce vulnerability to external shocks that can undermine our community's long-term economic health.



2023 ORGANIZATIONAL GOALS



ORGANIZATIONAL
LEADERSHIP,
ACCOUNTABILITY
& OPERATIONAL
EFFICIENCY



COLLABORATION
WITH COMMUNITY
PARTNERS



INVESTOR &
BUSINESS
CULTIVATION &
ENGAGEMENT

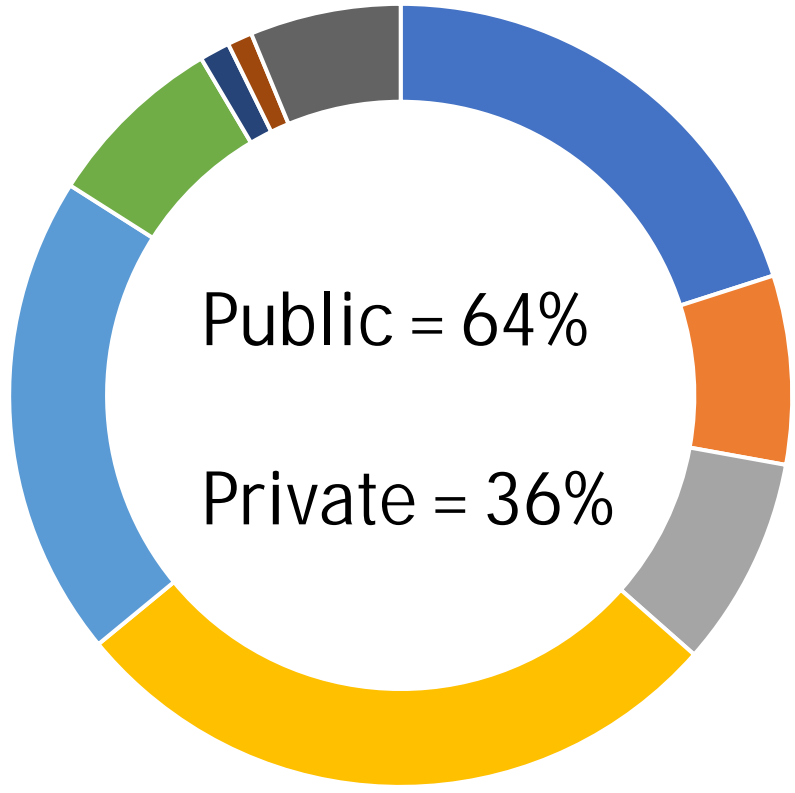


GROW, DIVERSIFY &
SUSTAIN LOCAL
ECONOMY



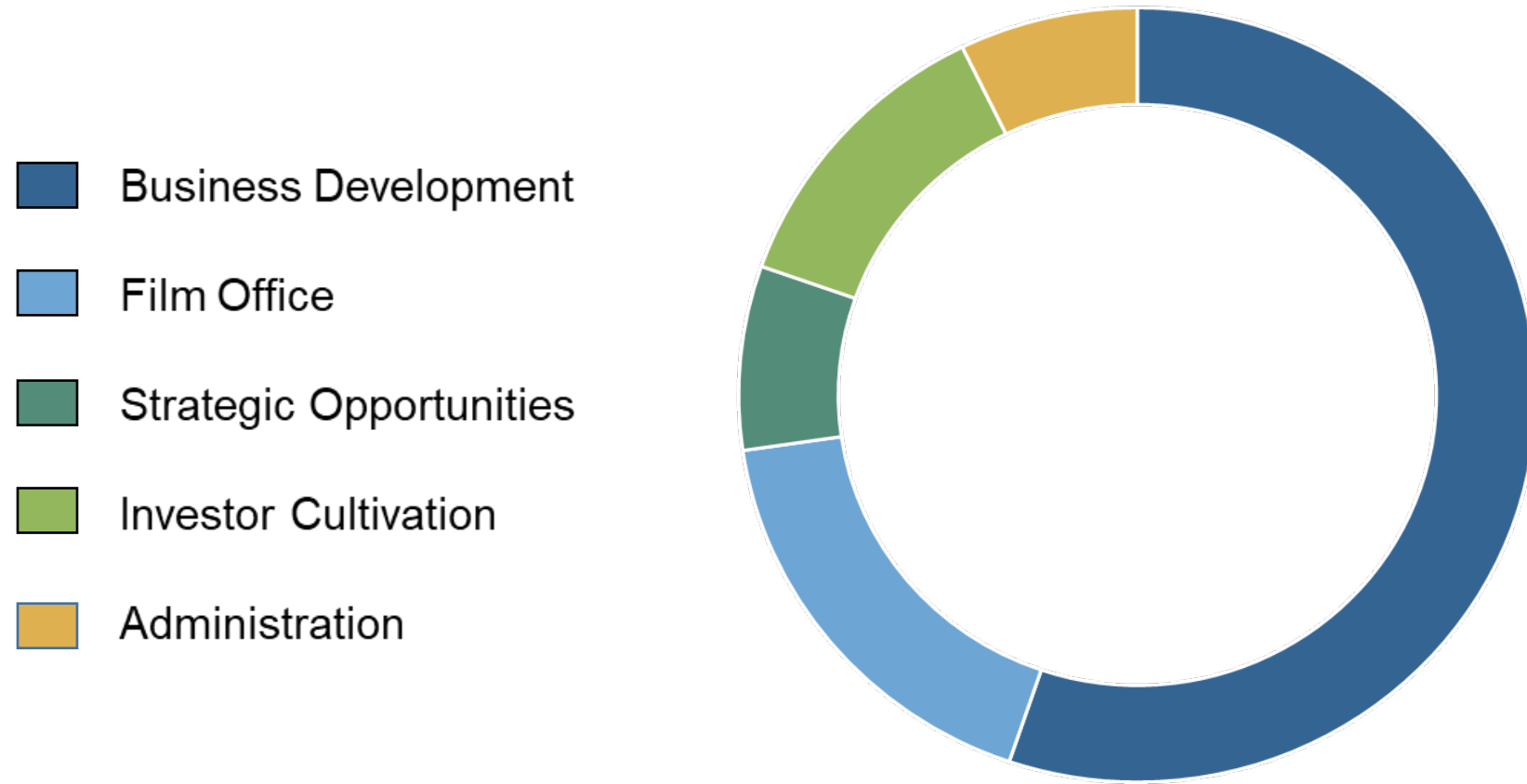
FY 2023 ANNUAL PLAN: \$1,603,998

- Business License Fee
- Tourist Development Tax
- Other Interest/Fund Balance
- \$1. Per Capita
- Investors
- Event Revenue
- Fee for Service
- Other Revenue
- In-Kind



Per Capita: Sarasota County \$277,128; City of North Port \$78,129; City of Sarasota \$55,386; City of Venice \$26,103; Longboat Key \$4,762

FY 2023 ANNUAL PLAN: \$1,603,998



BUSINESS DEVELOPMENT: \$887,790

- Market and package concierge services for all Sarasota County targeted industries
- Analyze market trends, strengths, obstacles/challenges
- Deploy targeted marketing for Talent Attraction, Acquisition and Retention
- Implement strategies for retention, expansion and attraction of targeted industries including headquarters and regional offices
- Deploy fast action plan for existing companies with early warning signs of flight risk or closure
- Connect companies and partners, resources, government, and financing entities
- Provide site selection assistance

INVESTOR & BUSINESS CULTIVATION & ENGAGEMENT:

\$197,816

- Hold events and small group industry roundtables which may include prospective investors
- Collaborate with partners on joint events with partners
- Develop campaign for investor cultivation
- Design investor onboarding and orientation program to enhance engagement
- Design updated investor collateral materials
- Implement a system to track investor relations activities (CRM)
- Increase private investment targeting 50% ratio

STRATEGIC OPPORTUNITIES & FUTURE FOCUS:\$122,877

- Optimize relationships with key partnerships: Enterprise Florida, Sarasota County Government, and municipalities, Visit Sarasota County, local chambers, industry groups, workforce partners, and site selectors
- Elevate issues relating to Diversity, Equity, Inclusion and economic mobility for all to close gaps in under-resourced areas
- Revitalize the Economic Development Foundation
- Execute and implement business park and land use initiatives

STRATEGIC OPPORTUNITIES & FUTURE FOCUS:\$122,877

- Deploy, with community partners, a CEO attraction and community experience campaign
- Survey business community to determine long-term business needs for strategic planning purposes
- Be a liaison to government regarding workforce housing needs of local business community
- Convene business-focused strategic planning retreat to support the County's long-term planning

FILM OFFICE: \$279,788

- Support and service colleges and universities that offer creative and digital studies including digital media and film
- Support, service and market local studios
- Market skilled and available workforce
- Service productions locally through permitting, location assistance and workforce sourcing connections
- Assist vendors and colleges on local permitting education

EDC ANNUAL MEASURES

Business Retention & Expansion		Goal 2023
What the Companies do:		
Businesses Retained/Expanded		2
New Jobs Created		100
Capital Investment		\$3,000,000
What EDC Does:		
Total Number of Projects in Pipeline		20
New Leads Generated		10
Number of Local Companies EDC met with		75
Number of Companies Assisted with Workforce		10
Number of Companies Assisted With Real Estate/Site Selection		3
Incentive Assistance to Local Companies by Program:		6
	Mobility Fee Mitigation	1
	SMART Permitting	4
	EDAVTE	1
Companies supported with B2B Connections		30
Number of Entrepreneurs Supported		25
Companies Assisted With Regulatory/Permitting Issues		7
Companies Utilizing Research Assistance		20



EDC ANNUAL MEASURES

Attraction	Goal 2023
What the Companies do:	
Businesses Opened	2
New Jobs Created	100
Capital Investment	\$3,000,000
What EDC Does:	
Total Number of Projects in Pipeline	40
New Leads Generated	20
Number of VSC Remote/Business Attraction Campaign Leads	100
Business Relocation Leads	20
Remote Worker Leads	80
Engagements with Business Prospects	40
Targeted regions where EDC is marketing	4
Advertising - People Reached	500,000
Advertising - Marketing Video Views	12,000
Advertising - Ad Clicks	3,000
Website Visitors	25,000
Request for Proposal Project Responses	5
Site Selection Assistance	5
Workforce Assistance	5
Incentive Assistance	2
Mobility Fee Mitigation	0
SMART Permitting	2
EDAVTE	0
B2B Connections	10
Entrepreneur Support	15
Regulatory/Permitting Assistance	3
Research Assistance	10



EDC ANNUAL MEASURES

Film Commission		Goal 2023
	Permits Issued	100
	Rebate Applications Submitted	0
	Rebates Awarded	0
	Rebate Amounts Issued	\$0
Business Climate		Goal 2023
	Collaborations/Engagements with:	
	Business Service Providers (SBDC, SCORE, Workforce Agencies)	40
	Business/Industry Organizations (Chambers, GCBX, Argus, SAMA, VSC, etc.)	45
	Higher Education (New College, SCF, USFSM, Ringling College, STC)	20
	Elected Officials	50
	County/Municipal Staff	40



Attachment 1 to Exhibit A Quarterly Measures Report

Economic Development Corporation of Sarasota County - 2023 Quarterly Report

Business Retention & Expansion		Goal 2023	Q1	Q2	Q3	Q4	YTD
What the Companies do:							
Businesses Retained/Expanded		2					
New Jobs Created		100					
Capital Investment		\$3,000,000					
What EDC Does:							
Total Number of Projects in Pipeline		20					
New Leads Generated		10					
Number of Local Companies EDC met with		75					
Number of Companies Assisted with Workforce		10					
Number of Companies Assisted With Real Estate/Site Selection		3					
Incentive Assistance to Local Companies by Program:		6					
	Mobility Fee Mitigation	1					
	SMART Permitting	4					
	EDAVTE	1					
Companies supported with B2B Connections		30					
Number of Entrepreneurs Supported		25					
Companies Assisted With Regulatory/Permitting Issues		7					
Companies Utilizing Research Assistance		20					
Attraction		Goal 2023	Q1	Q2	Q3	Q4	YTD
What the Companies do:							
Businesses Opened		2					
New Jobs Created		100					
Capital Investment		\$3,000,000					
What EDC Does:							
Total Number of Projects in Pipeline		40					
New Leads Generated		20					
Number of VSC Remote/Business Attraction Campaign Leads		100					
	Business Relocation Leads	20					
	Remote Worker Leads	80					
Engagements with Business Prospects		40					
Targeted regions where EDC is marketing		4					
Advertising - People Reached		500,000					
Advertising - Marketing Video Views		12,000					
Advertising - Ad Clicks		3,000					
Website Visitors		25,000					
Request for Proposal Project Responses		5					
Site Selection Assistance		5					
Workforce Assistance		5					
Incentive Assistance		2					

Attachment 1 to Exhibit A Quarterly Measures Report

	Mobility Fee Mitigation	0					
	SMART Permitting	2					
	EDAVTE	0					
	B2B Connections	10					
	Entrepreneur Support	15					
	Regulatory/Permitting Assistance	3					
	Research Assistance	10					
Film Commission		Goal 2023	Q1	Q2	Q3	Q4	YTD
	Permits Issued	100					
	Rebate Applications Submitted	0					
	Rebates Awarded	0					
	Rebate Amounts Issued	\$0					
Business Climate		Goal 2023	Q1	Q2	Q3	Q4	YTD
	Collaborations/Engagements with:						
	Business Service Providers (SBDC, SCORE, Workforce Agencies)	40					
	Business/Industry Organizations (Chambers, GCBX, Argus, SAMA, VSC, etc.)	45					
	Higher Education (New College, SCF, USFSM, Ringling College, STC)	20					
	Elected Officials	50					
	County/Municipal Staff	40					

EXHIBIT B
Economic Development Corporation of Sarasota County
FY2023 Budget

	County	Private	Total
Revenues			
<i>Private Revenues</i>			
Investors		320,304	320,304
Events/ Sponsors		120,000	120,000
Fee for Services		20,000	20,000
Other Business Development Revenue		16,500	16,500
In Kind		100,000	100,000
<i>Total Private Revenues</i>		576,804	576,804
<i>Public Revenues</i>			
Local Business Tax (Net of Fees)	321,600		321,600
Per Capita	441,508		441,508
Tourist Development Tax-Promotion/Film	125,000		125,000
Other-Interest/Fund Balance	139,086		137,996
<i>Total Public Revenues</i>	1,027,194		1,027,194
Total Revenues	1,027,194	576,804	1,603,998
Expenses			
<u>Economic Development Programs</u>			
<i>Business Development</i>			
Management Services	446,563	75,580	522,143
Occupancy	49,727	8,416	58,143
Administration	50,179	8,493	58,672
Total Business Development	546,469	92,489	638,958
<i>Film Office</i>			
Management Services	143,919	24,358	168,277
Occupancy	20,831	3,526	24,357
Administration	21,021	3,558	24,579
Total Film Office	185,771	31,442	217,213
<i>Strategic Plan Opportunities</i>			
Management Services	78,835	13,343	92,178
Occupancy	9,408	1,592	11,000
Administration	9,493	1,607	11,100
Total Strategic Plan Opportunities	97,736	16,542	114,278
Total Economic Development Programs	829,976	140,473	970,449
Membership Development			
Management Services	81,838	13,851	95,689
Occupancy	9,408	1,592	11,000
Administration	9,493	1,607	11,100
Total Membership Development	100,739	17,050	117,789
Administration			
Management Services	87,028	14,729	101,757
Occupancy	4,704	796	5,500
Administration	4,747	803	5,550
Total Administration	96,479	16,328	112,807
Other Economic Development Program Expense		258,442	258,442
In-kind Expenses		100,000	100,000
Retained for Reserves		44,511	44,511
Total Expenses	1,027,194	576,804	1,603,998

To: Rob Lewis, Director Government Relations
 Sarasota County Government
 1660 Ringling Blvd., Suite 279
 Sarasota, FL 34236

EXHIBIT C
ECONOMIC DEVELOPMENT CORPORATION
FY2023 BUDGET
Monthly Reimbursement Form

Re: Monthly Reimbursement - **October 2022**

Please make checks payable to:
Economic Development Corporation of Sarasota County

	County Account		Adopted Budget	Changes	Amended Budget	Prior Reimburse to Date	Reimburse Attached	Current Reimburse to Date	Remaining Budget
Management Services -									
"Management Services" shall mean personnel costs including salaries, benefits, payroll taxes and contractual labor costs.									
Economic Development	68700100	500319	\$ 694,264		\$ 694,264			\$ -	\$ 694,264.00
Film & Entertainment Office	68710100	500319	143,919		\$ 143,919			\$ -	\$ 143,919.00
Sub-total			\$ 838,183	\$ -	\$ 838,183	\$ -	\$ -	\$ -	\$ 838,183.00
Occupancy Costs -									
"Occupancy Costs" shall mean rent and utility expenses, costs for office furniture and office improvement.									
Economic Development	68700100	500340	\$ 73,247		\$ 73,247			\$ -	\$ 73,247.00
Film & Entertainment Office	68710100	500340	20,831		\$ 20,831			\$ -	\$ 20,831.00
Sub-total			\$ 94,078	\$ -	\$ 94,078	\$ -	\$ -	\$ -	\$ 94,078.00
Administrative Expenses -									
"Administrative Expenses" shall mean audit fees, insurance and office expenses, such as office supplies, office equipment (phones, computer hardware and software, audiovisual) and equipment maintenance.									
Economic Development	68700100	500529	\$ 73,912		\$ 73,912			\$ -	\$ 73,912.00
Film & Entertainment Office	68710100	500529	21,021		\$ 21,021			\$ -	\$ 21,021.00
Sub-total			\$ 94,933	\$ -	\$ 94,933	\$ -	\$ -	\$ -	\$ 94,933.00
TOTAL -									
Economic Development			\$ 841,423	\$ -	\$ 841,423	\$ -	\$ -	\$ -	\$ 841,423.00
Film & Entertainment Office			185,771	-	185,771	-	-	-	185,771.00
Total			\$ 1,027,194	\$ -	\$ 1,027,194	\$ -	\$ -	\$ -	\$ 1,027,194.00

Date Prepared: _____

Prepared By: _____

Exhibit D
Economic Development Corporation of Sarasota County
Competitive Procurement Exemption Request Form

Vendor Name:

Vendor Address:

Vendor Point of Contact:

Vendor Email:

Vendor Phone:

Describe all products and/or services to be procured under this exemption:

Please provide the total estimated cost of this product or service:

Briefly explain why it is in the best interest to exempt this procurement from normal competition:

Please indicate the type of procurement exemption you are requesting:

- | | |
|---|--|
| <input type="checkbox"/> Legal Services | <input type="checkbox"/> Advertising, Artistic Services |
| <input type="checkbox"/> Information Technology | <input type="checkbox"/> Utility Services |
| <input type="checkbox"/> Personnel | <input type="checkbox"/> Instructors, Trainers, Facilitators, Counselors |
| <input type="checkbox"/> Non-profit organizations | <input type="checkbox"/> Equipment Repair |
| <input type="checkbox"/> Dues, memberships, subscriptions | <input type="checkbox"/> Other: |

Exemptions are valid for one year from the date approved or at the conclusion of the Fiscal Year, whichever occurs first.

Exemption Request Statement: I, the undersigned, certify the above to be true and correct to the best of my knowledge and belief, and the undersigned user does not have a financial interest in the above named vendor.

Requestor Name:

Requestor Signature:

Budget Code:

Date:

Approval by President or Vice President:

Signature:

Date:

Exhibit E
Economic Development Corporation of Sarasota County
Sole Source/Single Source Request Form

Vendor Name:

Address:

Vendor Point of Contact:

Vendor Email:

Vendor Phone:

Estimated total fiscal year expenditure under this Sole Source/Single Source:

Type of Request (select the option that best describes your purchase)

Sole Source

Vendor is the only authorized vendor or distributor

No other vendor can provide a comparable product or service; regardless of cost or timeline

Product or service is proprietary

Product compatibility with existing equipment

Explain why this purchase is categorized as a Sole Source:

Single Source

Standardization

Warranty

Other Describe:

Explain why this purchase is categorized as a Single Source:

Describe the products/services being procured.

Requestor Name:

Requestor Signature:

Budget Code:

Date:

Approval by President or Vice President:

Signature:

Date:

**Exhibit F
ECONOMIC DEVELOPMENT CORPORATION OF SARASOTA COUNTY
AND
SARASOTA COUNTY DEPARTMENT OF GOVERNMENTAL RELATIONS
ROLES MATRIX**

TABLE KEY		
P – PRIMARY INVOLVEMENT	S – SECONDARY/SUPPORTING INVOLVEMENT	L – LIMITED/NO INVOLVEMENT

BUSINESS RETENTION & EXPANSION	EDC	COUNTY
Leading the county’s business retention and expansion efforts, including surveying businesses to understand their needs.	P	S
Support businesses whose market is local (e.g. local retail, restaurants and hospitality businesses) as opposed to markets that are regional, national or international in scope, through ombudsman services.	L	P
Direct economic gardening efforts targeting exporting, high growth potential, and second-stage companies.	P	S
Provide comprehensive confidential project management services to local expanding, diversifying businesses.	P	S
Marketing of County incentive programs and facilitating client applications.	P	L
Managing County incentives, evaluating eligibility, facilitating incentive negotiations and monitoring compliance and return on investment.	L	P
Being present and positive within the community to build positive relationships with businesses and citizens.	P	P

BUSINESS CLIMATE	EDC	COUNTY
Concierge/Advocacy service for businesses needing assistance with County programs, policies and practices.	S	P
Assure County is effectively <i>investing public resources</i> to help grow and attract diversifying businesses and talent, and that it’s cost of doing business is competitive.	S	P
Assure County’s <i>regulatory policies and practices</i> support area business growth.	S	P

**Exhibit F
ECONOMIC DEVELOPMENT CORPORATION OF SARASOTA COUNTY
AND
SARASOTA COUNTY DEPARTMENT OF GOVERNMENTAL RELATIONS
ROLES MATRIX**

TABLE KEY

P – PRIMARY INVOLVEMENT

S – SECONDARY/SUPPORTING INVOLVEMENT

L – LIMITED/NO INVOLVEMENT

BUSINESS CLIMATE	EDC	COUNTY
Assure County has <i>incentive tools</i> that allow it to compete to achieve its business diversification goals and manage those programs effectively.	S	P
Convening private sector leaders to advocate for a strong business climate and community investments that enhance their ability to grow and attract talent.	P	S
Maintain current economic data, GIS mapping, and other research about the county's economy and demographics.	S	P
Educating public and private civic leaders about the importance, direction and progress of economic development.	P	P
Foster a positive relationship between businesses and citizens.	P	P

BUSINESS ATTRACTION & MARKETING	EDC	COUNTY
Marketing Sarasota County as a premier destination for business and talent, including maintaining a current marketing toolkit for the EDC and other organizations.	P	S
Serving as the local point of contact for Enterprise Florida, and other state and regional economic development organizations.	P	S
Provide comprehensive confidential project management services to relocating businesses.	P	S
Marketing of County incentive programs and facilitating client applications.	P	L
Managing County incentives, evaluating eligibility, facilitating incentive negotiations and monitoring compliance and return on investment.	L	P

**Exhibit F
 ECONOMIC DEVELOPMENT CORPORATION OF SARASOTA COUNTY
 AND
 SARASOTA COUNTY DEPARTMENT OF GOVERNMENTAL RELATIONS
 ROLES MATRIX**

TABLE KEY		
P – PRIMARY INVOLVEMENT	S – SECONDARY/SUPPORTING INVOLVEMENT	L – LIMITED/NO INVOLVEMENT

WORKFORCE DEVELOPMENT SUPPORT	EDC	COUNTY
Serve as a liaison between businesses and educators, trainers, and workforce development agencies to ensure talent needs are being met and that the county is competitive with other communities.	P	S

ENTREPRENEURIAL SUPPORT	EDC	COUNTY
Promote resources and provide ombudsman-type assistance to support small, <i>locally serving</i> businesses.	L	P
Promote support services for <i>entrepreneurial</i> , non-local market serving, small businesses that have high growth potential.	P	S