

Copies to
- Council
- City Manager



10/24/17
Council meeting

Sarasota County Economic Development Incentive Fund (EDIF) Overview

I. Guidelines History:

- April 2009: BOCC set aside \$2,000,000 from escheated lots to be used for economic development incentives.
- June 2010: BOCC approved resolution establishing Economic Development Policy Guidelines.
- June 2012: BOCC repealed previous resolution and approved new resolution establishing Economic Development Incentive Guidelines to assist the BOCC in making its determination to approve a grant. It also provided tighter guidelines outlining amount and terms of grants, essentially reducing the availability of up front grants in favor of pay-for-performance incentive grants. These changes dramatically reduced grant applications.
- February 2015: BOCC approved resolution amending the Economic Development Guidelines to include due diligence requirements when approving a pre-performance lump sum grant.

II. Incentive Funding History:

April 2009:	escheated lots	\$2,000,000
May 2010:	escheated lots	\$3,676,000
October 2010:	escheated lots	\$5,000,000
2013:	general fund surplus	\$6,000,000
	<i>Total Incoming Funds</i>	<i>\$16,676,000</i>

III. Committed Uses for EDIF:

Incentive grants for qualifying businesses:	\$5,199,727
Qualified Targeted Industry (QTI) State Grant – local match:	\$ 378,717
Non-profits awards:	\$5,464,405
<i>Total Committed Funds:</i>	<i>\$11,042,289</i>
<i>EDIF Current Balance:</i>	<i>\$5,633,151</i>

IV. Incentive Grants Awarded to Businesses

Total grants awarded:	35
Jobs projected:	2,649
Jobs created to date:	2,908
Annual Economic Impact	
Projected:	\$1,655,687,261
Actual to date:	\$865,033,858

V. Success Overview:

- **Successful /Completed Projects:**

Number of projects:	11
Number of jobs promised:	1,238
Number of jobs created:	2,450

- **In-Process Projects**

Number of projects:	10
Number of jobs projected:	532
Number of jobs created to date:	321



- **Unsuccessful Projects:**

Number of projects:	3
Number of jobs projected:	210
Number of jobs created:	0

- **Partially Successful Projects / jobs not created as expected, repayment of funds:**

Number of projects:	12
Number of jobs projected:	619
Number of jobs created:	137

VI. Local vs Non-Local

Local Expansion Projects:	17
Number of jobs projected:	1,043
Number of jobs created:	1,023
Non-Local Projects	18
Number of jobs projected	1,332
Number of jobs created	1,668

Memorandum

TO: EDC Finance Committee and the EDC Board

DATE: September 13, 2017

FROM: James Rossio (reviewed previously by Mark Huey)

SUBJECT: August 2017 Financials

.....

Overview

At August month end, the EDC year-to-date Net Revenues/ (Loss) from Operations is \$31,856. This tracked approximately \$58,334 better than budget of \$(26,478). We are projecting year-end Net Revenues/(Loss) from Operations to be at least break-even.

Balance Sheet

Our total beginning net assets (approximate "reserves") for FY 2017 October 1st was \$375,051. Through August month end, our net assets increased to \$406,907. Major balance sheet variances include cash at August 31 at \$319,503 compared to \$484,137 the prior year, due to slower payment by the County from July billings of \$80,898 and lower than expected private investor income of \$77,045, reflected in various deferred liability accounts.

Revenue

Total revenues of \$1,489,340 are tracking \$15,840 below year-to-date budget of \$1,505,180. Total year end revenue is estimated to be approximately \$1,630,000 vs the annual budget of \$1,748,084. Total Private Revenues of \$580,267 are approximately \$26,003 below year-to-date budget of \$606,270 with variances primarily related to slower than expected collections as detailed in key highlights below. Total year end private revenue is estimated to be approximately \$620,000 vs the annual budget of \$738,084. Total Public Revenues of \$909,073 are \$10,163 above the budget of \$898,910, but by year end, fiscal year public revenues will be in line with the annual budget of \$1,010,000.

Key highlights:

- Private Investor Revenue of \$339,656 are \$42,915 below the budget of \$382,571.

This variance is primarily attributable to slower than expected collections. We are projecting Private Investor Revenue to fall short of budget by at least \$45,000 at year-end.

- With the postponement of the September annual meeting we are estimating Events/Sponsors income to fall short of budget by approximately \$55,000 at year-end. Events/Sponsors income at the end of August of \$35,860 is \$9,340 below the budget of \$45,200, mainly due to fewer "Meet the Leaders" events during the year, with the on-set of the new investor initiative.
- In-kind revenue of \$137,507 is \$8,507 above the budget of \$129,000.
- Grant revenue from GCCF was fully drawn as of the end of March. A new grant application was submitted to GCCF in August for \$50,000, and we have subsequently learned that the grant was not approved.

Expenses

Total operating expenses of \$1,396,772 are tracking \$66,470 below budget of \$1,463,242, as detailed in the key highlights below.

Key highlights:

- A staff resignation occurred in January, and the hiring process for a replacement continues. Joan McGill also began working part-time as of April 1. Laura Randall also gave her resignation in late July and began working part-time on July 24. The total savings related to staffing year to date as of August 30 is \$56,824.
- Investor initiative expenses for FY 2017 that were budgeted to begin in January 2017, being performed by a consultant, began in March 2017. Investor Initiative expenses of \$32,906 are \$2,594 below the budget of \$35,500.
- In-Kind budgeted expenses are up \$8,507, matching in-kind revenue.

Schedule 2
ECONOMIC DEVELOPMENT CORPORATION OF SARASOTA COUNTY
Supplemental Schedule of Activities Compared to Budget
For the Current Month and Eleven Months Ending August 31, 2017

	Total Annual Budget	Current Month Actual	Current Month Budget	Year to Date Actual	Year to Date Budget
REVENUE					
Private Revenues					
Investors	416,099	27,207	33,442	339,656	382,571
Events/Sponsors	90,985	0	0	35,860	45,200
Film-Entertainment/Other	9,000	3,000	750	32,136	8,250
Grants	30,000	0	2,083	16,776	22,916
Fee for Service	20,000	1,667	1,667	18,333	18,333
In Kind Revenue	172,000	0	3,000	137,507	129,000
Total Private Revenues	738,084	31,874	40,942	580,267	606,270
	1,010,000	77,924	78,782	909,073	898,910
Total Revenues	1,748,084	109,797	119,724	1,489,340	1,505,180
EXPENSES					
Business Retention & Expansion	298,191	18,299	20,046	231,393	234,478
Entrepreneur Support	104,882	5,720	7,457	70,405	83,574
Business Attraction	301,678	8,180	20,253	218,328	276,103
Business Climate Initiatives	205,003	11,833	16,902	165,878	183,110
Film Office	295,277	14,107	20,076	273,088	269,719
Strategic Plan Initiatives	73,610	5,233	5,799	66,118	65,601
Public Education/Leadership	103,187	8,462	7,915	97,667	91,070
Total ED Programs	1,381,828	71,833	98,448	1,122,877	1,203,656
Community Investor Relations	215,292	9,742	11,465	171,884	160,786
Administration	110,964	8,877	8,663	102,011	98,799
Total Other Expenses	326,256	18,618	20,129	273,894	259,586
Total Operating Expenses	1,708,084	90,451	118,577	1,396,772	1,463,242
Investor Initiative	40,000	6,016	4,400	32,906	35,500
Grant Expenses	30,000	0	2,083	16,776	22,916
Extraordinary	10,000	0	1,000	733	10,000
Depreciation	0	936	0	10,297	0
Net Revenue/Loss Operations	-40,000	12,394	-6,336	31,856	-26,478

ECONOMIC DEVELOPMENT CORPORATION OF SARASOTA COUNTY
Statement of Activities Compared to Budget
For the Current Month and Eleven Months Ending August 31, 2017

	Current Month	Year to Date	Year to Date Budget	Total Annual Budget
REVENUE				
Private Revenues				
Investors	27,207	339,656	382,571	416,099
Events/Sponsors	0	35,860	45,200	90,985
Film-Entertainment/Other	3,000	32,136	8,250	9,000
Grants	0	16,776	22,916	30,000
Fee for Service	1,667	18,333	18,333	20,000
In Kind Revenue	0	137,507	129,000	172,000
Total Private Revenues	31,874	580,267	606,270	738,084
Public Revenues				
Public Revenue	77,924	909,073	898,910	1,010,000
Total Revenues	109,797	1,489,340	1,505,180	1,748,084
EXPENSES				
Business Retention & Expansion				
Staff	13,908	150,168	153,363	168,365
Occupancy	1,559	16,860	17,078	18,631
Marketing	1,372	20,229	21,865	35,853
Business Intelligence	100	2,670	1,219	1,330
Initiatives	0	5,400	3,667	4,000
Regional Initiatives	0	8,065	10,083	11,000
IT / Other Administration	1,360	15,800	15,062	16,677
Organizational Development	0	0	2,140	2,335
Bus Retention In Kind	0	12,200	10,000	40,000
Total Business Retention	18,299	231,393	234,478	298,191
Entrepreneur / Growth Company Support				
Staff	3,950	42,557	42,587	48,142
Occupancy	515	5,446	5,637	6,149
Communications/Marketing	524	8,097	7,330	19,996
Programs	299	9,005	21,771	23,750
IT / Other Administration	433	5,301	5,562	6,095
Organizational Development	0	0	688	750
Total Entrepreneur Growth	5,720	70,405	83,574	104,882

ECONOMIC DEVELOPMENT CORPORATION OF SARASOTA COUNTY
Statement of Activities Compared to Budget
For the Current Month and Eleven Months Ending August 31, 2017

	Current Month	Year to Date	Year to Date Budget	Total Annual Budget
Business Attraction / Recruitment				
Staff	5,297	94,734	122,407	138,373
Occupancy	1,168	12,302	12,788	13,950
Marketing	633	19,558	24,008	26,191
Business Intelligence	99	3,427	1,219	1,330
Regional Initiatives	0	8,408	17,417	19,000
Other	0	16,270	35,200	38,400
IT / Other Administration	983	11,627	11,300	12,509
Organizational Development	0	0	1,765	1,925
Recruitment In Kind	0	52,004	50,000	50,000
Total Business Recruitment	8,180	218,328	276,103	301,678
Business Climate				
Staff	9,624	116,893	114,793	129,766
Occupancy	1,022	11,510	11,190	12,207
Initiatives	327	16,945	18,333	20,000
IT / Other Administration	860	10,351	9,837	10,895
Organizational Development	0	0	1,957	2,135
Business Climate In Kind	0	10,180	27,000	30,000
Total Business Climate	11,833	165,878	183,110	205,003
Film Office				
Staff	8,704	129,943	130,693	147,740
Occupancy	1,329	13,983	14,555	15,878
Shared Marketing	200	3,156	4,819	5,257
Other Marketing	2,756	51,746	69,854	75,059
IT / Other Administration	1,119	13,184	12,938	14,314
Organizational Development	0	425	1,860	2,029
Film In Kind	0	60,650	35,000	35,000
Total Film Office	14,107	273,088	269,719	295,277
Strategic Plan Initiatives				
Staff	4,256	52,105	50,820	57,449
Occupancy	477	5,332	5,216	5,690
Marketing	100	3,859	3,735	4,075
IT / Other Administration	401	4,822	5,025	5,518
Organizational Development	0	0	805	878
Total Strategic Plan Initiatives	5,233	66,118	65,601	73,610

ECONOMIC DEVELOPMENT CORPORATION OF SARASOTA COUNTY
Statement of Activities Compared to Budget
For the Current Month and Eleven Months Ending August 31, 2017

	Current Month	Year to Date	Year to Date Budget	Total Annual Budget
Public Education/Leadership Engagement				
Staff	7,117	81,644	73,741	84,264
Occupancy	730	8,070	7,992	8,719
IT / Other Administration	614	7,953	8,112	8,868
Organizational Development	0	0	1,225	1,336
Total Public Ed/Leadership Engagement	8,462	97,667	91,070	103,187
Community Investor Relations				
Staff	7,537	94,721	93,046	105,167
Occupancy	883	9,297	9,675	10,555
Communications Initiatives	365	17,657	16,206	17,679
Events / Sponsor	0	37,453	23,906	52,906
IT / Other Administration	956	9,369	9,662	10,577
Organizational Development	0	914	1,291	1,408
Investor In Kind	0	2,473	7,000	17,000
Total Comm Investor Relations	9,742	171,884	160,786	215,292
Administration				
Staff	7,386	84,953	80,532	91,036
Occupancy	768	8,340	8,413	9,178
IT / Other Admin	722	8,453	8,750	9,545
Organizational Development	0	265	1,105	1,205
Total Administration	8,877	102,011	98,799	110,964
Total Expenses	90,451	1,396,772	1,463,242	1,708,084
Excess Revenue over Expenses Before Reserves & Other Expenses	19,346	92,568	41,938	40,000
Other Expense				
Investor Initiative	6,016	32,906	35,500	40,000
Grant Expenses	0	16,776	22,916	30,000
Extraordinary	0	733	10,000	10,000
Depreciation	936	10,297	0	0
Total Other Expenses	6,952	60,712	68,416	80,000
Net Revenue/Loss Operations	12,394	31,856	-26,478	-40,000

Economic Development Corporation of Sarasota County
Statement of Financial Position
August 31, 2017

ASSETS

	Aug-17	Aug-16
Current Assets		
Suntrust Checking	319,503	484,137
Suntrust Cluster Initiative	100,948	100,963
EDTF - BMO Harris Bank	1,050	1,050
Morgan Stanley Money Market	0	1
Petty Cash	150	150
EDTF A/R - County Invoice	172,652	119,424
Accounts Receivable	1,250	9,642
Due From EDC Foundation	11,083	11,083
A/R due for SWB	2,440	4,933
	<u>609,076</u>	<u>731,382</u>
Total Current Assets		
	609,076	731,382
Property and Equipment		
Equipment	11,724	11,724
Leasehold Improvements	44,440	44,440
Accumulated Depreciation	-41,702	-30,469
	<u>14,462</u>	<u>25,695</u>
Total Property and Equipment		
	14,462	25,695
Other Assets		
Prepaid Expenses	34,342	30,422
	<u>34,342</u>	<u>30,422</u>
Total Other Assets		
	34,342	30,422
Total Assets	<u>657,880</u>	<u>787,498</u>

LIABILITIES AND NET ASSETS

Current Liabilities		
Accounts Payable	0	25,327
Accrued Payroll	29,832	60,583
ER 401K Payable	23,690	25,592
Vacation Accrual	36,130	23,889
EDC Deferred Membership Dues	121,148	151,294
Deferred Unearned Revenues	9,875	21,274
Deferred Sponsorship Revenue	16,000	26,500
Unearned Grant Money	0	25,000
Accrued Lease Liability	14,298	21,209
	<u>250,972</u>	<u>380,667</u>
Total Current Liabilities		
	250,972	380,667
Net Assets		
Net Assets	375,051	401,840
Excess Revenue over Expenses	31,856	4,991
	<u>406,907</u>	<u>406,831</u>
Total Net Assets		
	406,907	406,831
Total Liabilities & Net Assets	<u>657,880</u>	<u>787,498</u>

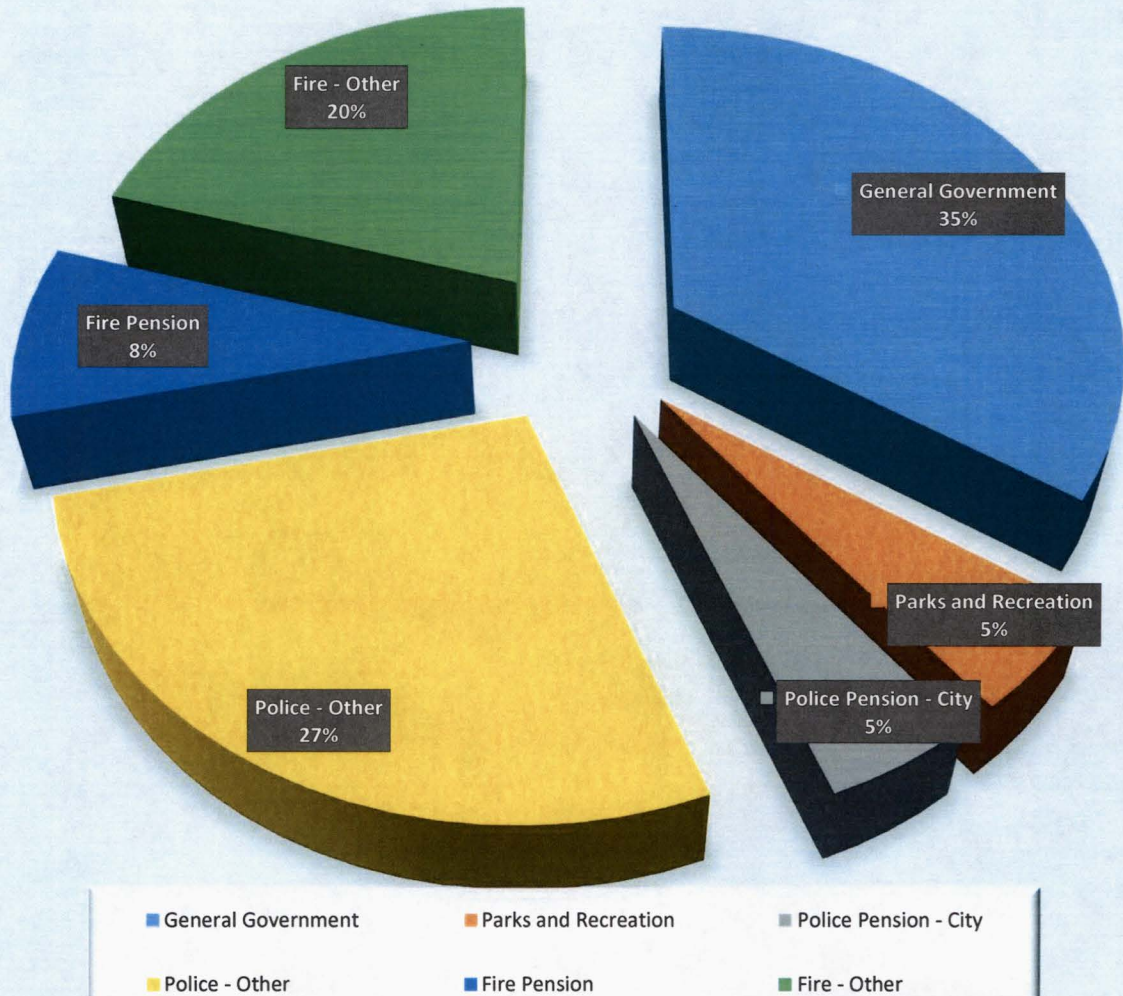
Economic Development Corporation of Sarasota County
Statement of Financial Position
September 30, 2018

	October	November	December	January	February	March	April	May	June	July	August
ASSETS											
Current Assets											
Suntrust Checking	368,330	368,330	368,330	368,330	368,330	368,330	368,330	368,330	368,330	368,330	368,330
Suntrust Cluster Initiative	100,948	100,948	100,948	100,948	100,948	100,948	100,948	100,948	100,948	100,948	100,948
EDTF - BMO Harris Bank	(79,848)	(79,848)	(79,848)	(79,848)	(79,848)	(79,848)	(79,848)	(79,848)	(79,848)	(79,848)	(79,848)
Petty Cash	150	150	150	150	150	150	150	150	150	150	150
EDTF A/R - County Invoice	172,652	172,652	172,652	172,652	172,652	172,652	172,652	172,652	172,652	172,652	172,652
Accounts Receivable	1,250	1,250	1,250	1,250	1,250	1,250	1,250	1,250	1,250	1,250	1,250
Due From EDC Foundation	11,083	11,083	11,083	11,083	11,083	11,083	11,083	11,083	11,083	11,083	11,083
A/R due for SWB	2,440	2,440	2,440	2,440	2,440	2,440	2,440	2,440	2,440	2,440	2,440
Total Current Assets	577,005	577,005	577,005	577,005	577,005	577,005	577,005	577,005	577,005	577,005	577,005
Property and Equipment											
Equipment	11,724	11,724	11,724	11,724	11,724	11,724	11,724	11,724	11,724	11,724	11,724
Leasehold Improvements	44,440	44,440	44,440	44,440	44,440	44,440	44,440	44,440	44,440	44,440	44,440
Accumulated Depreciation	(41,702)	(41,702)	(41,702)	(41,702)	(41,702)	(41,702)	(41,702)	(41,702)	(41,702)	(41,702)	(41,702)
Total Property and Equipment	14,462	14,462	14,462	14,462	14,462	14,462	14,462	14,462	14,462	14,462	14,462
Other Assets											
Prepaid Expenses	34,342	34,342	34,342	34,342	34,342	34,342	34,342	34,342	34,342	34,342	34,342
Total Other Assets	34,342	34,342	34,342	34,342	34,342	34,342	34,342	34,342	34,342	34,342	34,342
Total Assets	625,809	625,809	625,809	625,809	625,809	625,809	625,809	625,809	625,809	625,809	625,809
LIABILITIES AND NET ASSETS											
Current Liabilities											
Accrued Payroll	29,832	29,832	29,832	29,832	29,832	29,832	29,832	29,832	29,832	29,832	29,832
ER 401K Payable	23,690	23,690	23,690	23,690	23,690	23,690	23,690	23,690	23,690	23,690	23,690
Vacation Accrual	36,130	36,130	36,130	36,130	36,130	36,130	36,130	36,130	36,130	36,130	36,130
EDC Deferred Membership Dues	121,147	121,147	121,147	121,147	121,147	121,147	121,147	121,147	121,147	121,147	121,147
Deferred Unearned Revenues	9,875	9,875	9,875	9,875	9,875	9,875	9,875	9,875	9,875	9,875	9,875
Deferred Sponsorship Revenue	16,000	16,000	16,000	16,000	16,000	16,000	16,000	16,000	16,000	16,000	16,000
Accrued Lease Liability	14,298	14,298	14,298	14,298	14,298	14,298	14,298	14,298	14,298	14,298	14,298
Total Current Liabilities	250,972	250,972	250,972	250,972	250,972	250,972	250,972	250,972	250,972	250,972	250,972
Long-Term Liabilities											
Total Long-Term Liabilities	0	0	0	0	0	0	0	0	0	0	0
Total Liabilities	250,972	250,972	250,972	250,972	250,972	250,972	250,972	250,972	250,972	250,972	250,972
Net Assets											
Net Assets	374,837	374,837	374,837	374,837	374,837	374,837	374,837	374,837	374,837	374,837	374,837
Total Net Assets	374,837	374,837	374,837	374,837	374,837	374,837	374,837	374,837	374,837	374,837	374,837
Total Liabilities & Net Assets	625,809	625,809	625,809	625,809	625,809	625,809	625,809	625,809	625,809	625,809	625,809

CITY OF VENICE

Proposed General Fund Expenditures \$28,237,711

Fiscal Year 2018



	Budget FY18	
General Govt:		
Mayor and Council	174,224	1%
City Manager	921,196	3%
Historical Resources	287,068	1%
City Clerk	584,588	2%
Finance	1,437,230	5%
City Attorney	351,491	1%
Public Works- Admin	325,777	1%
City Hall Maintenance	247,619	1%
General Maintenance	1,462,140	5%
Engineering	442,774	2%
Planning	1,340,053	5%
Information Technology	1,299,617	5%
Administrative Services	842,369	3%
General Government	9,716,146	34%
Parks and Recreation	1,429,493	5%
Police Pension - City	1,337,865	5%
Police - Other	7,681,915	27%
Fire Pension	2,324,237	8%
Fire - Other	5,748,055	20%
	<u>28,237,711</u>	100%