

10. **CITY MANAGER**

a. **Informational Items**

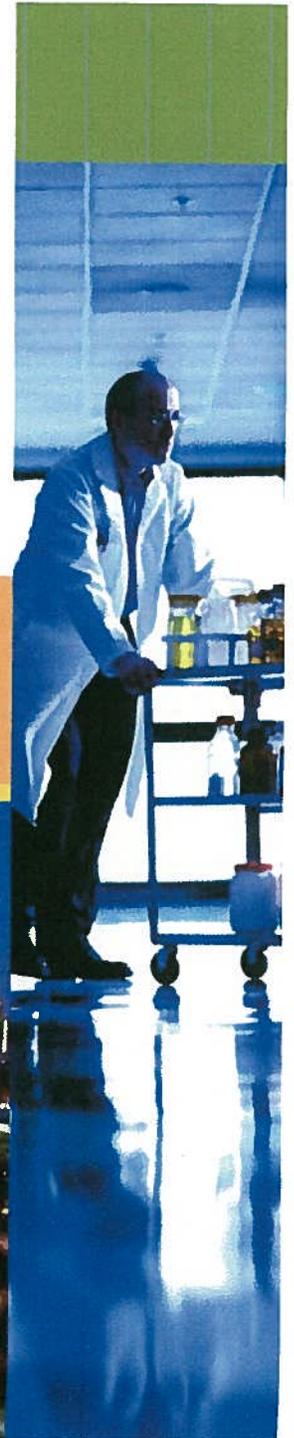
- vii. **Horizon Council request to come before Council for a PowerPoint presentation**

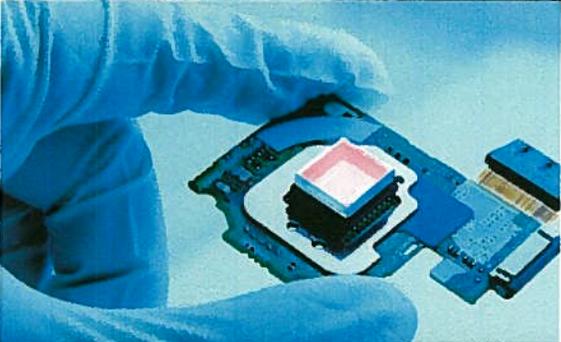
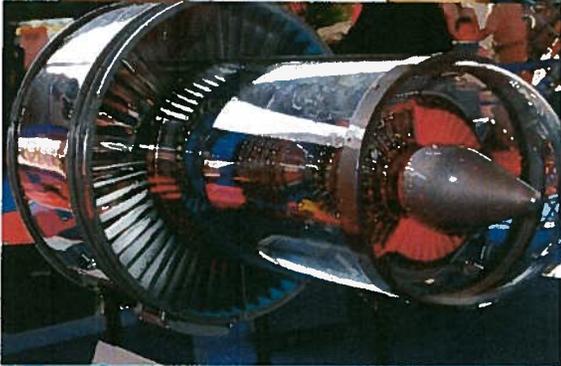


LEE COUNTY
SOUTHWEST FLORIDA
Economic Development Office



Team Lee County





**We MUST diversify
the local economy!**



Who are WE?



LEE COUNTY

SOUTHWEST FLORIDA
Economic Development Office

- Retain and encourage the expansion of existing business
- Improve the business climate in Lee County
- Attract new and diversified employment to the area

Our Mission



- Public / private partnership established in 1991
- Advises Lee Board of County Commissioners on economic issues
- Horizon Foundation raises private funds to support economic development
- Members come from public and private sector

EDO Structure



Horizon Council Membership

TYPE	#	ORGANIZATIONS
Geographic Chambers	10	Bonita Springs, Cape Coral, Estero, Fort Myers Beach, Fort Myers, Lehigh Acres, North Fort Myers, Pine Island, Sanibel-Captiva, Southwest Florida
Economic Development & Trade Organizations	11	American Institute of Architects, CCCIA, Cape Coral Council for Progress, Ft. Myers/Lee County Enterprise Zone Board, Gulf Citrus Growers Assoc., Lee BIA, REIS, SCORE, Southwest Florida CCIM, Southwest Florida Workforce Board, SW Regional Manufacturers Assoc.
Community & Business Organizations	7	Airport Special Management Committee, Christian Chamber, Human Resource Management Assoc. of SWFL (HRMA), REALTOR Association (Ft. Myers & the Beach), SWFL Hispanic Chamber of Commerce, TDC, Tri-County Specialty Contractors
Industrial Development Authority Members	7	7-Member Board
Educational Institutions	3	Edison State College, Florida Gulf Coast University, Lee County School Board
Government Institutions	7	Five City Mayors, BOCC Rep., County Manager
At-large Businesses	10	9 At-large Members
Council Leadership	8	8-Member Executive Committee

Industrial Development Authority



- Members appointed by Lee Board of County Commissioners
- Administers
 - Industrial Revenue Bonds
 - Tax exempt
 - Lee County's Incentive Program
 - Economic Development Marketing Budget

Lee Board of County Commissioners

Lee County Manager



**ADVISORY &
FUND-RAISING**

**PROFESSIONAL
STAFF**

**BONDS & FUND
ADMINISTRATION**



Diversification

YESTERDAY



Agriculture
Construction
Tourism

TODAY



Construction
Tourism
Healthcare

TOMORROW



DIVERSIFIED
INDUSTRIES!
Corporate HQS.
Information
Life Sciences
Professional,
Scientific &
Technical

***The time
is right!***



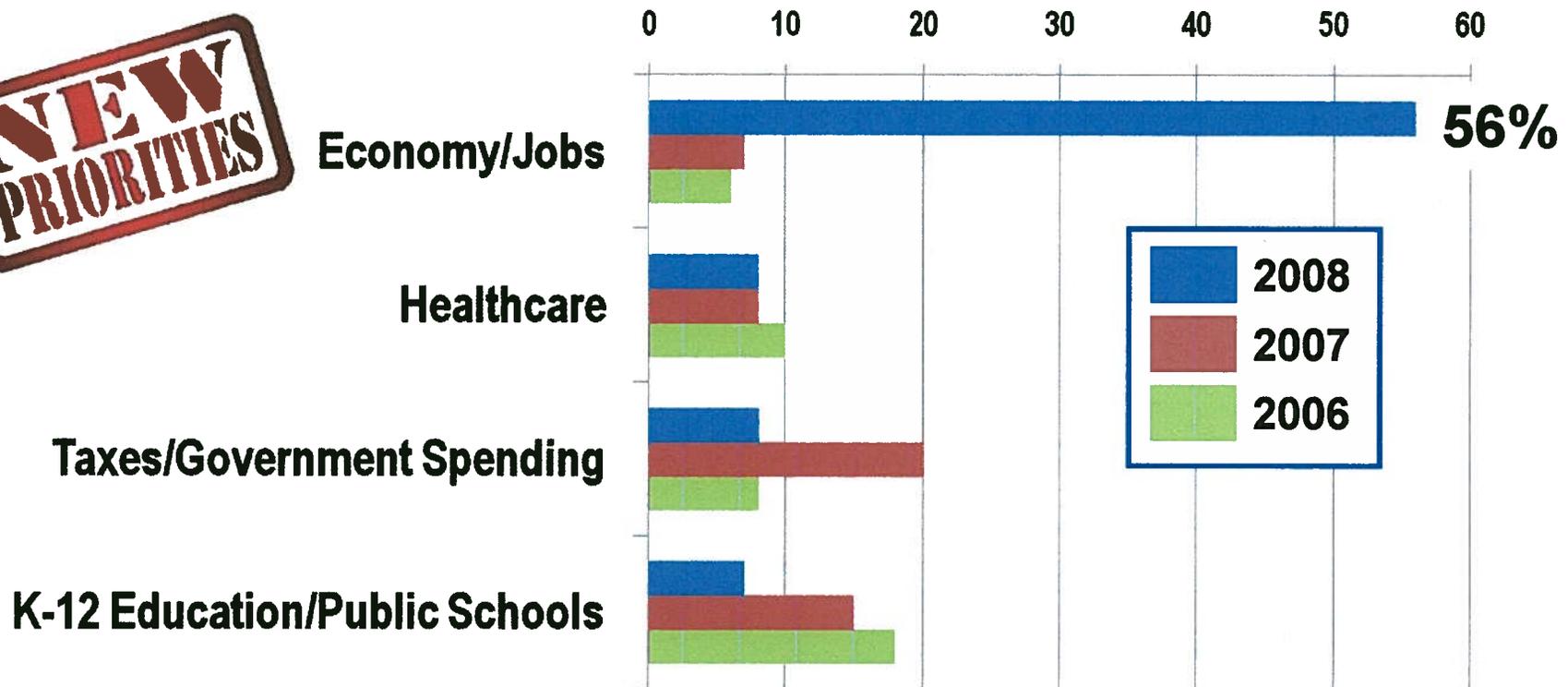


LEADERSHIP
FLORIDA

2008 SUNSHINE STATE SURVEY

What is the most important issue facing the State of Florida today?

**NEW
PRIORITIES**



Random sample survey of 1,200 Florida residents conducted Nov. 17-23, 2008, by Mason-Dixon Polling & Research Inc.



LEADERSHIP
FLORIDA

2008 SUNSHINE STATE SURVEY

Floridians say...



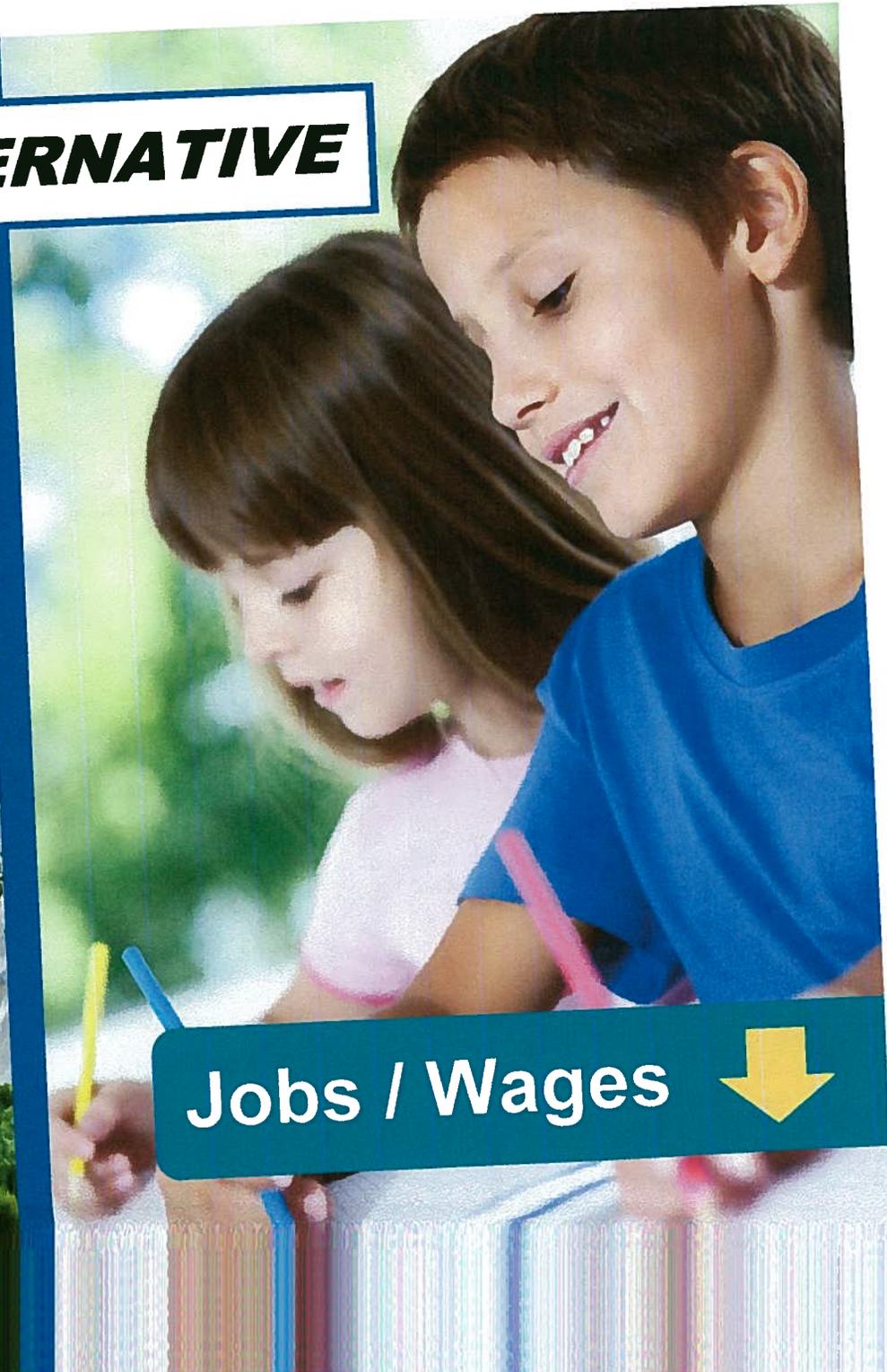
- Economy and jobs are the most important statewide issues.
- State and local governments should offer incentives to attract, retain and re-locate businesses to state.

Random sample survey of 1,200 Florida residents conducted
Nov. 17-23, 2008, by Mason-Dixon Polling & Research Inc.

THE ALTERNATIVE



Property Taxes ↑

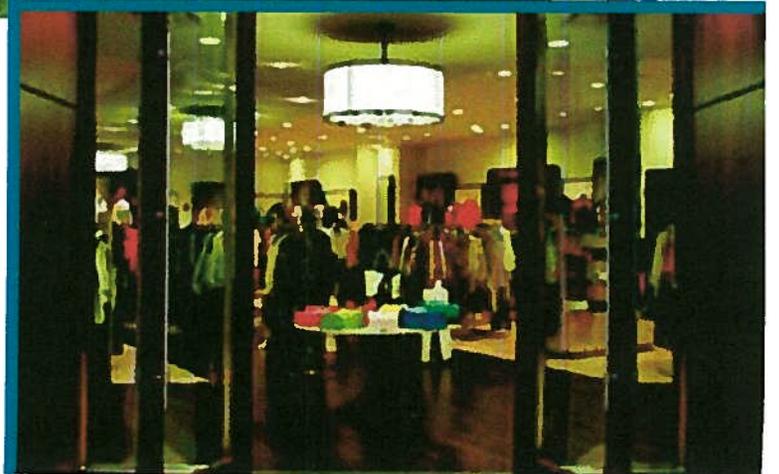


Jobs / Wages ↓

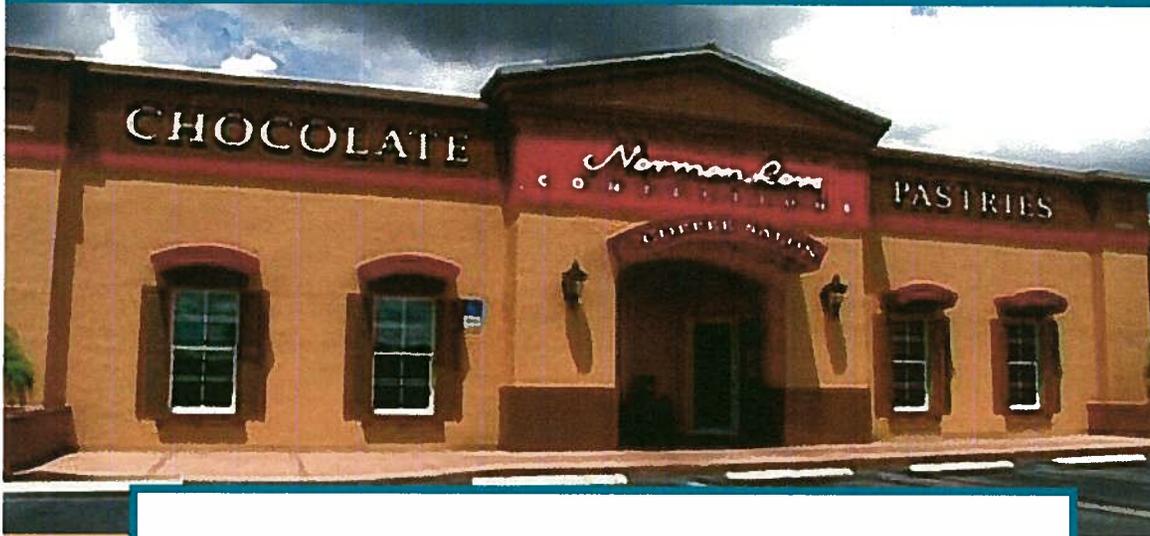
Local Industry Success Stories



- Specialty clothing retailer started on Sanibel in 1983
- Today, sells three national brands in 1,000+ stores across America



Local Industry Success Stories



- Forecast to manufacture and sell 4.5 million pieces of premium chocolate this year from Fort Myers facility
- Godiva one of many national clients



Understanding Our Assets

EDUCATION

Southwest Florida colleges and universities already produce 2,600+ graduates annually in these fields

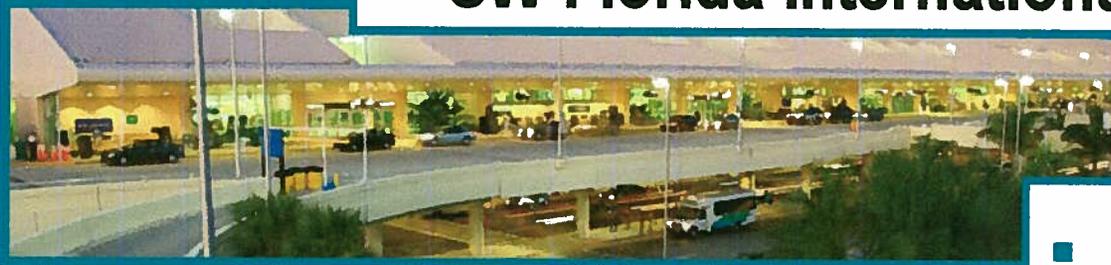
Computer Technology
Biotechnology
Engineering
Management
Nursing
Psychology
Public Administration
Construction
Marketing
Agribusiness
Life Sciences
Education
Hospitality Mgmt

ENROLLMENT

 EDISON STATE COLLEGE	 FLORIDA GULF COAST UNIVERSITY	 HODGES UNIVERSITY
15,000	10,200	2,100

Understanding Our Assets

SW Florida International Airport



- New midfield terminal, 28 gates can be expanded to 65
- 21 carriers, 37 non-stop destinations
- Parallel runway planned
- Land available for office, industrial & commercial development

Understanding Our Assets

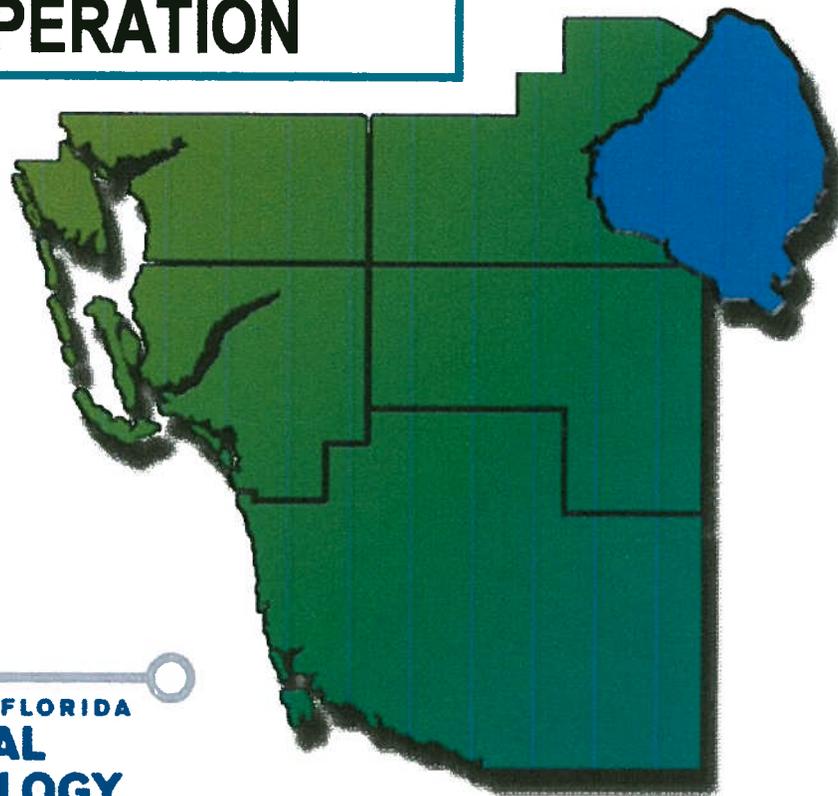
REGIONAL COOPERATION



**Regional Business
Incubator Project**



**Southwest Florida
Economic Development Partners**



Understanding Our Assets

THE INCENTIVE FUND

Lee County \$25,000,000 1025
Incentive Fund DATE 2009

PAY TO THE ORDER OF Target Industry \$

DOLLARS  Security Features
Included
Details on Back

MEMO Welcome! The Residents of Lee County

⑆000000000⑆ ⑆000000000⑆ 1025

- Initiated by Horizon Council
- Approved unanimously by BOCC



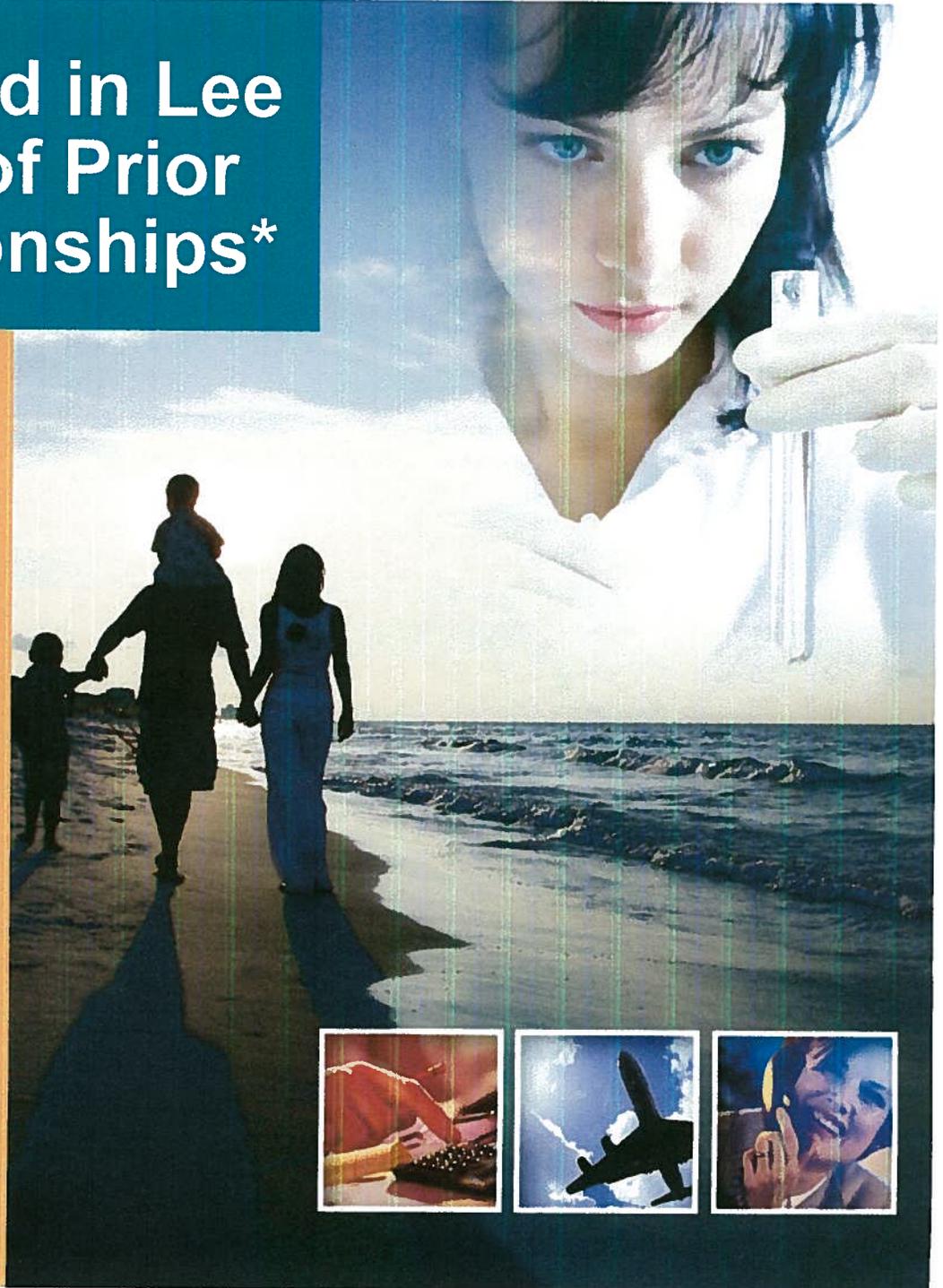
Bring Us Prospects!

Yes... it can work!

Businesses Located in Lee County Because of Prior Community Relationships*

- **Gartner**
- **Source Interlink**
- **Shaw Development**
- **EZ Picker Golf**
- **Ecological Laboratories**
- **Norman Love Confections**
- **Lynx Services**

** PARTIAL LIST*



Current EDO Expansions/Locations

TYPE OF COMPANY	EMPLOYEES	AVERAGE WAGE	ECONOMIC IMPACT (5 yr)
Gartner, IT Research	200	\$60,000	\$134 M
Paramount Logistics Services	100	\$48,500	\$45.7 M
NeoGenomics Laboratories	75	\$54,300	\$12.7 M
Source Interlink Companies	350	\$65,000	\$134 M
TOTAL	725		\$326.4 M

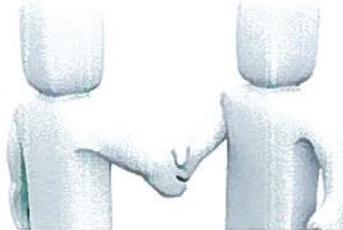
Current EDO Expansions/Locations

TYPE OF COMPANY	EMPLOYEES	AVERAGE WAGE	ECONOMIC IMPACT (5 yr)
Financial Services	75	\$54,900	\$10.2 M
Manufacturing	75	\$54,000	\$6.1 M
Life Sciences	40	\$62,000	\$11.1 M
TOTAL	190		\$27.4 M

Information We Need

Names and contact info of potential leads
*(Professional follow-up guaranteed and
all information kept strictly confidential)*

Talk to Us!



**Steve Shimp
Ron Inge
Jim Moore**

Call Us!



(239) 338-3161

Email Us!



**sshimp@leecountybusiness.com
ringe@leecountybusiness.com
moorejw@leegov.com**



**Let's work
together for
Lee County's
future.**



LEE COUNTY
SOUTHWEST FLORIDA
Economic Development Office

 **HORIZON**
C O U N C I L
Team Lee County

Thank You!

