

travelocity  
You'll never roam alone.

**Guaranteed low prices**  
on over 70,000 hotels  
Find Hotels in  
**St Croix**

**Book Now**

[SUBSCRIBE NOW](#)
[SUBSCRIBER SERVICES](#)
[ADVERTISE WITH US](#)
[ARCHIVES](#)
[NEWSPAPER ADS](#)
[SPECIAL PUBLICATIONS](#)
[E-NIE](#)
[E-EDITION](#)
[CO](#)

# BRADENTON.COM

**Bradenton, FL**  
Partly sunny 89°F  
High/Low: 90° / 78°

[Hurricane Radar](#)

[LOCAL NEWS](#)
[PHOTOS](#)
[SPORTS](#)
[BUSINESS](#)
[ENTERTAINMENT](#)
[LIVING](#)
[OBITUARIES](#)
[CLASSIFIEDS](#)

[SEARCH](#) Web Search powered by  
**YAHOO! SEARCH**

NEWS - OUR TAKE

Published: Sunday, Sep. 05, 2010  
Updated: Sunday, Sep. 05, 2010

[Comments \(2\)](#) | [Recommend \(0\)](#)

## Is Manatee at competitive disadvantage on jobs? BRADENTON HERALD EDITORIAL | Sarasota's incentive program gains more strength

When does a tool box hold enough implements to get the job done? By tools, we mean government incentives to grow the job market.

That's the question confronting the Manatee County Commission over a suggestion that the county follow Sarasota in asking voters to approve property tax breaks to specific businesses either expanding or relocating here.

Sarasota County voters passed such a referendum by an overwhelming 67 percent margin some 10 days ago. Should Manatee keep pace? That's a key consideration in the competitive world of job recruitment and economic development.

Sarasota's new incentive targets manufacturers that create a minimum of 10 full-time positions; retailers and wholesalers that add 25 full-time workers and earn less than half their sales from Manatee and Sarasota counties; and new companies that create no fewer than 50 full-time jobs. Qualifying businesses could receive up to a 100 percent waiver on property taxes for up to 10 years. Those incentives will allow Sarasota to be more competitive with states that offer big packages to entice businesses.

The Sarasota Manatee Manufacturers Association first broached the idea of property tax relief last year, finding a more receptive audience in Sarasota than Manatee. Several Manatee County commissioners have expressed reservations over the past few months, citing already existing incentives as satisfactory.

A comparison of programs in the two counties indicates a great deal of similarity.

Buzz up!

[MY Y!HO!](#)  
[SHARE](#) [f](#) [t](#) [e](#) ...  
[SUBSCRIBE](#) What is  
**ReadPlease**  
 Free Download  
 ReadPlease?  
[Email Story](#)  
[Printer Friendly](#)  
[Reprint | License](#)  
 Text Size: [-](#) [+](#)

travelocity  
You'll never roam alone.

**Guaranteed low prices**  
on over 70,000 hotels  
Find Hotels in  
**St Croix**

1 Trick  
1 we

powered by  
**career**

Enter Keyword

Manatee provides an expedited review process for businesses that create at least five jobs with pay scales above the county average. Sarasota offers a fast-track permitting system for targeted industry companies relocating or expanding there.

Manatee's Port Encouragement Zone provides impact fee reductions, quick permitting and land rezoning rights for port-related business locating near Port Manatee. Sarasota offers a road impact fee mitigation program — up to 100 percent — for new export-oriented industries locating within a certain zone and creating a minimum of 10 new jobs with pay that at least equals the county's industrial average.

Manatee's incentive grant program rewards companies for creating new jobs with above average pay. This past spring, the county signed a contract awarding Centec Equipment some \$49,000 once the utility vehicle refurbishing and sales company creates 50 new jobs paying 115 percent above the average wage over the next five years. That same day, IMG Academies won a \$65,000 commitment should the world-class sports performance institution create 65 new jobs with the same pay percentage.

Later in the spring, Sarasota announced the recruitment of a 60-worker company, MyUS.com, and the 80-employee expansion of an existing business, Tervis Tumbler, with both earning large incentives. MyUS.com, an international package forwarding service, will snare \$1,000 per job upon opening and \$1,000 for each additional job over the next five years, with the potential to gain as much as \$165,000. Tervis, the renowned drinkware manufacturer, will receive up to \$100,000 over three years providing the company adds 214 jobs. There again, both companies pay scales must exceed the county average.

The one painful aspect to this is MyUS.com is relocating from two facilities in Manatee County. The failure to retain a growing and respected company should be of grave concern to commissioners.

Manatee did land a plum in August with the announcement that Wide World Security will open its headquarters and training facility here, eventually growing to 100 employees in five years. The company has applied for \$178,000 in county incentives.

Another Manatee-Sarasota comparison should elicit more angst. Soon after announcing those incentive grants in the spring, Manatee commissioners awarded the Economic Development Council \$400,000 to pursue business recruitment. Within days, Sarasota County commissioners upped the ante considerably by granting its Economic Development Corporation \$3.6 million, also for job recruitment. Clearly,

Manatee County is at a competitive disadvantage in this arena.

We urge the Manatee commission to debate the idea of a referendum on property tax exemptions to growing and relocating companies. Several important considerations are: Would there be a worthwhile return on the county's investment? Would such an exemption place a higher tax burden on current property owners?

Sixty-seven percent of Sarasota voters believe the exemption worthwhile. Are Manatee voters just as hungry for jobs?

**Disclaimer:** Story comments are intended to provide a place for constructive dialog about issues and events in our community. Your input is encouraged and can make a positive difference. To achieve this, no obscenity, personal attacks, or racial slurs are tolerated. Users brought to our attention for violating our [terms of use](#) will be blocked from commenting permanently and without notice. Please help keep the comments on topic by flagging objectionable material and remember that children and young adults may be reading your comments. With freedom of speech comes the responsibility to be respectful of others.

You must be logged in to leave a comment. [Login](#) | [Register](#)

Advanced Jo

### Bradent

- Medical BRADEN RI US-FL-Brac
- Sales Fontanini, ( US-FL-Brac
- Medical FREEDOM F US-FL-Brac

BRADENTON

Click to 1 View Jo

Employ

POWE

- Potenti immigr HERALI law eni factor
- Is Man. disadv: HERALI incenti strengt
- Though comp p EDITOR good g
- A cente Americ EDITOR values
- Three I sound: HERALI

agrees  
mislea

Submit

Comments: 2 Showing: **Newest first**



**LaurieinBradenton** wrote on 09/06/2010 08:00:05 AM:

Nice to see you were listening at the candidates debates I believe that Tim Norwood used the Toolbox reference.

I agree that we need to do something but before we go around throwing money at things lets have a plan and one thought out to the end. Like who will be responsible for tracking these companies for the next ten years to see if they hold up their end of the bargain. I already have issues with the Manatee EDC as I placed a call to them for information, left my contact information and reason for my call, I had a prospective business wanting moving information and have yet to hear back from them. I was disappointed that

a) a machine answered the phone at 2pm on a weekeday.

b) after 2 monthes no contact.

Is this the type of response that out of state companies are getting when looking to move here???

We have so much to offer a great port, a good railway system, an interstate highway, lots of folks who are willing to work and learn, thousands of square feet of move in ready buildings. I'd like to see a public plan from Manatee EDC how are they spending their funding? Are they including current businesses in their recruiting plans? We have a wealth of knowledge in our county we should all be working together to get businesses to come here. Perhaps a few other folks should be listening to Mr. Norwood, he had several very good points about bringing businesses her to Manatee County.

[Recommend \(0\)](#) [Report abuse](#)



**grianjelly** wrote on 09/05/2010 01:44:58 AM:

Are you unemployed and worried? It is time to plan, With the new Health Care Plan, Government is going to insure additional 33 Million people. Survey says that there is going to be huge demand for Medical Assistants, Medical Billing, Medical Coding, Pharmacy Assistant & Pharmacy Technician across the nation at least a million. We can help you get a training during weekends and evenings and get a degree in few months. The course is easy, contact for free consultation at <http://bit.ly/aLRpw> make use of this opportunity

[Recommend \(1\)](#) [Report abuse](#)

More comments on this story: 1

**[K & M Steam Cleaning](#)**

Read this Carpet Repair Service's reviews & find Carpet Cleaners. Austin.Citysearch

**[Cheap Flight to Sarasota Bradenton](#)**

Compare Cheap Flight Deals to Sarasota Bradenton & Save up to 65% Now. www.TripMama.com

**[Don't Pay For School - Free Scholarships](#)**

Sign Up For Your Free Guide To \$38 Million In Scholarships. ProgramAdvisor.com

Ads by Yahoo!

Search |

Ei

**SITE MAP**

**Homepage**

- Archives
- Subscribe
- Contact Us
- Advertise
- Newspaper
- e-NIE
- e-Edition
- Obituaries

**Photos**

- Staff Galle
- Were You
- Communit Galleries
- Multimed

**Business**

- Real Estat
- Columnist
- People's Cl
- Names & I

**Living**

- Communit
- Family
- Health/Fit
- Occasions
- Faith

- Travel
- Home & Garden
- Living Green
- Columnists
- Pets

---

**Bradenton.com**

[Terms of Service](#) [Privacy Policy](#) [About our ads](#) [Copyright](#) [About the McClatchy Company](#)