

SEMINOLE COUNTY GOVERNMENT
AGENDA MEMORANDUM
Department of Economic Development

SUBJECT: Small Business Task Force Findings

DEPARTMENT: Economic Development DIVISION: Economic Development

AUTHORIZED BY: Sally Sherman CONTACT: ^{WJM}William J. McDermott EXT. 7132

Agenda Date 05/11/04 Regular Consent Work Session Briefing
Public Hearing - 1:30 Public Hearing - 7:00

MOTION/RECOMMENDATION: Briefing and information only

BACKGROUND:

The purpose of the briefing is to provide the Board of County Commissioners with an overview of the Small Business Development Task Force Final Report and recommendations.

Small Business Development Task Purpose & Scope

- Evaluate the Small Business Development Center's (SBDC) economic impact to Seminole County and offer recommendations to the Board of County Commissioners that would improve the level of services.
- The Task Force members, 19 in total, were selected based on experience in operating a small business, interest in helping small businesses and in several cases, direct experience with the SBDC program services.

Summary of Task Force Findings

- On a national scale, small businesses provide 75% of the new jobs created, employ half of the private workforce, and account for 47% of all sales. Additionally, participation in SBDC services reduces the failure rate of small businesses by nearly half.
- For every dollar invested by Seminole County in the SBDC program, the County realizes a six dollar return in local tax revenue.
- Between 1998 and 2003, Seminole County invested \$600,000 in the SBDC. This has leveraged \$360,000 in additional investment from the Small Business Administration and additional cash and in-kind investment from Seminole Community College. Following are the economic impacts of these investments and an analysis of the return to Seminole County.

Reviewed by:
Co Atty: _____
DFS: _____
Other: _____
DCM: _____
CM: <u>[Signature]</u>
File No. BED01

- Capital investment in Seminole County businesses: **\$18.3 million**
- New jobs: **1,106 (average \$542 per job vs. \$1100 nationally)**
- Increased personal income for Seminole County households: **\$8.3 million**
- Increased consumption: **\$72.6 million**
- Increased Gross County Product: **\$284.6 million**
- Additional local tax revenue: **\$7.5 million**
- Additional local expenditure: **\$4.5 million**

Summary of Task Force Recommendations

- Seminole County should continue to invest in the small business initiatives and expand those investments where possible.
- Establish a permanent Small Business Advisory Board.
- Expand the Small Business Services to other areas of Seminole County.
- Develop an outreach program and a re-branding under “Small Business Services”.
- Develop a results based approach in daily activities and reporting.
- Expand the scope and variety of services offered to small business.
- Expand the geographic coverage to include all major population centers of the County.

Attachment: Small Business Development Task Force Final Report