

SPONSORED REPORT

Your Business. Your Life.

Right Here In Paradise.



NOW IS THE TIME

TO DO BUSINESS IN SARASOTA COUNTY

Perhaps you're considering your Sarasota agenda today. Will it be the beach, boating, golf or tennis, capped off with a night at one of the region's world-class theaters and a late-night dinner?

We'd also like you to consider this:

Maybe it's the perfect time to do business here.

Sarasota County is a business-friendly community offering the amenities, services and sophistication of a much larger urban center. Easily accessible are a wide range of commercial sites, a skilled workforce, nationally recognized colleges and universities, technical institutes for workforce training, and a welcoming business climate that makes your move here as streamlined as possible. And all these assets are close to the beach, the recreation, the culture and the quality of life that originally attracted you to Sarasota. The Economic Development Corporation of Sarasota County is your

launch pad for a smart, efficient business move that stays on course. At no cost and with the utmost confidentiality, we can help you identify and harness all the community's business assets. We know the experts and have the insider knowledge and the in-depth understanding of the financial, legislative and regulatory issues on state and local levels that confront ambitious company relocations and expansions, no matter how big or small.

So consider this:

Your business, your life, can **flourish right here in paradise.**

“In 2011, the EDC helped us apply for a grant that enabled us to relocate our headquarters and nearly double the size of our staff. The EDC and other organizations have helped us grow from a small startup to a company of more than 150 employees.”

—Trey Lauderdale, CEO, Voalte

LOCATION IS EVERYTHING

Florida is a growing state of almost 20 million. By 2015 it will become the third most populous state in the nation, just behind California and Texas. In fact, more than 1,000 people a day move to the Sunshine State, many of them successful entrepreneurs, executives and company owners.

Why Do Businesspeople Prefer Florida?

With the 21st largest economy in the world and its strategic geographic location, Florida has become a gateway to global markets. We have a workforce of 9.4 million and top-ranked infrastructure that allows for easy air travel, deep water shipping, rail transport and highway trucking.

Florida's tax climate famously favors business and wealth preservation. Floridians pay no tax on income, estates, capital gains, dividends or interest and receive a homestead tax break on primary homes.

FLORIDA FACTS

Total Population
19,552,860

- **No. 2 best state for business** (Chief Executive Magazine and Development Counselors International)
- **No. 1 state for innovation** (Fast Company)
- **No. 5 best state business tax climate** (Tax Foundation)



What are the personal income tax ramifications for relocating a business to Florida?

The overwhelming benefit to a business owner considering relocation to Florida is that there is no personal state income tax. This includes the business income earned in Florida that is reported through a pass-through entity. But relocation doesn't excuse you from your potential personal income tax obligation to other states. There can be a number of scenarios in which you may still be required to file with other jurisdictions. In the year in which you relocate to Florida, you may have to file a partial year return with your prior state of residency. You must look to the laws of the state which you are exiting for the requirements to no longer be subject to its taxes. If you don't personally relocate to Florida, you will be fully obligated to report to your existing state. Also, if you still have income earned in other states, you are required to report it appropriately. Again, the laws of the respective state will determine your obligation, but you can be free of personal income taxes in Florida.

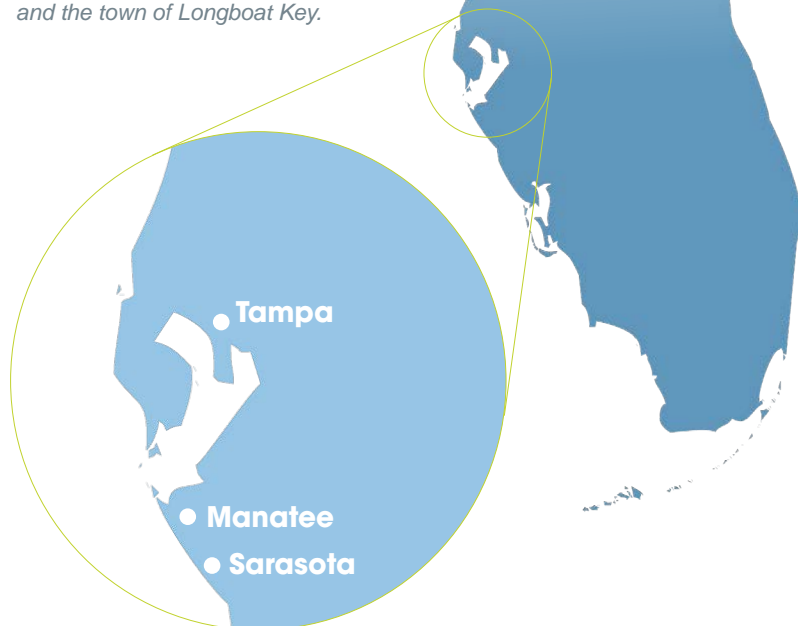
-Beth C. Ebersole, CPA/ABV
Shareholder,
Kerkering, Barberio & Co.,
Certified Public Accountants

Sarasota's Assets

As part of the Tampa Bay region, Sarasota County taps into a wide range of resources and the power of a regional population of more than 4.3 million people and a metro workforce of more than 370,000. Long known for its desirable lifestyle and environmental beauty—including Siesta Key Beach's recent "Best Beach in America" ranking—the county is internationally recognized as an idyllic vacation spot. But Sarasota is also attracting a new breed of business decision-maker: energetic entrepreneurs who want the place where they live to be as satisfying and exceptional as their work is.

While tourism and real estate dominate Florida's economy, Sarasota County is becoming a magnet for a number of growing, thriving industries. Manufacturing,

The Sarasota Metropolitan Statistical Area (MSA) includes both Sarasota and Manatee. Sarasota's municipalities are North Port, Sarasota, Venice and the town of Longboat Key.



SARASOTA COUNTY FACTS

- **Sarasota County ranks an impressive No. 2 in the nation in wealth transfer per new resident.**
- **Sarasota is Google Inc.'s 2014 eCity in the state of Florida because of the strength of the city's online business community.**
- **Florida ranks 6th among states for workers employed by video game publisher and developer firms.**

health care and wellness, financial and shared services, life sciences, marine sciences, the digital arts and niche technology sectors provide thousands of jobs, tax revenue and more importantly, a synergy that spawns other new companies or helps existing companies expand. Company owners and executives have the opportunity to connect with a wealth of peers in a community known for its welcoming attitude and support.

And with its location on the west coast of Florida, Sarasota County enjoys easy proximity to the Caribbean, Central and South American markets and the Panama Canal, which opens up your markets to the Pacific Rim. Four international airports and two of Florida's deep water seaports are within a 90-minute drive.

FULL-SERVICE FIXED BASE OPERATORS IN SARASOTA COUNTY

Rectrix Aerodrome Centers, Inc. at SRQ; Dolphin Aviation, Inc. at SRQ; and Suncoast Air Center at VNC

EXPERT ADVICE

AIRPORTS

MINUTES TO DOWNTOWN SARASOTA

<i>Sarasota Bradenton International Airport (SRQ)</i>	5
<i>Venice Municipal Airport (gen. aviation only) (VNC)</i>	35
<i>St.Petersburg/Clearwater International Airport (PIE)</i>	55
<i>Tampa International Airport (TPA)</i>	60
<i>Punta Gorda Airport (PGD)</i>	60
<i>Southwest Florida International Airport (RSW)</i>	90

In addition to the 35,000 students enrolled in the 11 colleges and universities in Sarasota and Manatee counties, another 100,000-plus students are enrolled in colleges and universities in neighboring counties. The Baltimore Orioles conduct spring training in Sarasota County and the Pittsburgh Pirates' spring training is in Manatee County. Major league baseball, football and hockey are just an hour away.

Sarasota County is proud of its modern infrastructure and is increasingly recognized for the strength of its on-line business community.

In short, Sarasota County offers a convenient location with amenities that can satisfy a wide range of industries and create the lifestyle you desire.

What kind of support can financial institutions provide to grow my Sarasota business internationally?

Florida and the Sarasota area provide a gateway to the opportunities in Central and South America. Enterprise Florida reports merchandise trade valued at \$158.4 billion flowed through Florida's airports and seaports in 2013, making the state one of the world's leaders in international trade. Businesses have a broad range of international trade experience, from those seeking to develop a formal export strategy to those whose revenues solely come from abroad and are identifying a new market to make entry. At SunTrust, we support our clients by mitigating payment risk, providing export working capital, foreign exchange, foreign buyer finance and international treasury. The most successful strategy begins with a collaborative effort in bringing the expertise of our Global Trade Solutions group along with the expertise and resources of others, such as the EDC, Enterprise Florida and Department of Commerce. This establishes a strong network of support as part of the overall export strategy.

-Nick Roberts

Sarasota County President, Commercial Banking
SunTrust Banks, Inc.

CHOOSING A SITE

Options Abound

Sarasota County is huge. With miles of coastline and an area of 556 square miles, Sarasota offers business owners a wide range of options for the relocation and expansion of their companies.

Business owners can choose from Class A, B and C office buildings, modern business parks, distribution warehouses, light manufacturing facilities and existing shovel-ready sites throughout the county, from the vibrant downtowns of our four municipalities—North Port, Sarasota, Venice and Longboat Key—to rural areas with convenient access to Florida’s north-south I-75 corridor.

The EDC Can Help

The EDC is your liaison with the commercial real estate community. We keep abreast of available vacant land, office space and the industrial and flex-space options you require. The EDC works closely with commercial real estate brokers and developers serving the community and receives regular reports on listings, vacancies and rates. We also have a property search function (sarasotacountyprospector.com) on our website (edcsarasotacounty.com), which can help you get started on your search of available properties. This online market tool ties together geographic and demographic information to help you pinpoint potential locations close to your customers and employees. When you need more, the EDC is ready to provide a customized, in-depth analysis of real estate solutions.



Beautiful Venice in south Sarasota County.

EDC HIGHLIGHTS

- *Aso LLC, PGT, PPI, Tervis, Intertape Polymer Group, CHS, Global Organics and Enzymedica have recently had relocations or major expansions in Sarasota County.*
- *The EDC has assisted 29 projects that qualified for performance-based incentives since 2009, with a projected 2,287 jobs.*
- *These jobs will have an annual economic impact of \$1.1 billion.*



How do we establish domicile in Florida?

This is more complex than merely purchasing a house or running a business in Florida. Rather, it is the accumulation of facts that demonstrate that one’s permanent and predominant home is (and intends to remain) in Florida. You must also convince your former state of residence to recognize your status as a Florida domiciliary. While no single action is determinative, you can do a number of things to increase the likelihood you are treated as a Florida domiciliary (e.g., file a “declaration of domicile” in Florida and a non-resident income tax return in your former state). We recommend coordination among legal and tax advisors in both Florida and your former state of residence.

Once you become a Florida resident and domiciliary, your estate planning documents should be reviewed by a Florida estate planning attorney. Often, the probate and estate tax laws of your former state differ from Florida laws and it is important to ensure the documents remain consistent with your current intentions.

-Rose-Anne B. Frano

*Certified Wills, Trusts, and Estates Attorney, Shareholder
Williams Parker
Attorneys at Law*



EXCEPTIONAL TAX ADVANTAGES

Moving to Florida is a tax benefit for you and your business. The state has no personal income tax, no annual franchise tax, no tax on inventory or goods in transit.

LIST OF TAX BENEFITS IN FLORIDA

- **5.5 percent corporate income tax rate, with \$5,000 exemption**
- **S corporations exempt from Florida corporate income tax**
- **No sales and use tax on labor component of qualified research and development**
- **Sales and use tax exemptions on machinery and equipment used by a new or expanded manufacturing facility**
- **Sales and use tax exemptions for electricity use in the manufacturing process**

AD VALOREM RATES*

City of North Port	3.5974
City of Sarasota	3.1728
City of Venice	3.1000
Longboat Key	2.1763
Unincorporated Sarasota County	3.1386

*Ad valorem is a millage rate of dollars per \$1,000 of value.

Permits And Regulations

Sarasota County is full speed ahead in encouraging a diversified economy. Business owners will find an accommodating climate for permitting and land use regulation. In FY 2014, Sarasota County Government issued 27,945 building permits, 65 percent of which were issued online immediately. The remainder took anywhere from three days to 10 days to review, even for the most complex projects. Our impact fees are among the lowest in the state. The EDC is expert at pulling together the local and state government officials, industry experts and business leaders needed for both small and large projects.

Incentives

To ensure that Sarasota County remains highly competitive in the global arena, local municipalities have created special districts and make available a number of impressive incentive packages on local and state levels to qualified businesses that want to relocate or expand.

The EDC is familiar with all these tools, knows which incentives will apply to your particular situation and has the ability to act quickly to meet a business's needs. Job tax credits, incentives for renewable energy generation, sales tax refunds, industrial revenue bonds, and federal contracts to qualified businesses that locate within particular boundaries are just some of the tools available. The EDC of Sarasota County is here to help you navigate these choices and apply for the available incentives and grants.

“My wife and I grew up in Sarasota and decided to return home. In 2009, I purchased a growing company and with the help of the Sarasota County EDC doubled its manufacturing capacity. Moving back to Sarasota has been a wonderful quality of life and business opportunity decision.”

— Jim Westman, CEO, Octex LLC



What corporate structures are best for moving your business to Florida?

That depends upon your current structure, tax, business, and other considerations. Florida does not have a personal income tax. However, Florida does impose a corporate income tax on corporations taxed under Subchapter C of the Internal Revenue Code with property, employees or agents in Florida. The tax is a flat 5.5 percent imposed on Florida income. In general, corporations qualifying for taxation under Subchapter S of the Internal Revenue Code and entities treated as partnerships or disregarded entities for federal income tax purposes are not subject to Florida income tax. Limited liability companies generally are not subject to Florida income tax unless they made certain federal tax elections.

When a business is relocating or expanding from outside the United States, the tax considerations become more complex. Such businesses must consider a variety of different tax issues. Also, depending upon the structure, the individual foreign owners of the business may expose themselves to U.S. income, estate and gift tax liabilities, may have to obtain U.S. taxpayer identification numbers, and have to individually file U.S. income tax and other returns. Foreign owners should consider all of these issues before implementing their corporate structure in Florida.

-Michael J. Wilson

*Certified Tax Attorney, Shareholder
Williams Parker
Attorneys at Law*

“Sarasota County is a great place to work, play and live. We could manufacture our windows and doors anywhere in the country, but choosing to live and work in paradise was the greatest choice we made.”

*—Rod Herschberger,
CEO, Chairman, PGT*

FINDING YOUR WORKFORCE

The Talent Is Here

You need skilled employees, and Sarasota County has an educated and creative workforce in a diverse array of industries.

More than half of Sarasota County’s population is in the prime working age range of 18 to 64. And, more importantly, more than half the adults in our workforce 25 and older have continued their education at the college level. Adding the labor pool from next-door Manatee and Charlotte counties yields a total workforce

of more than 370,000 to choose from. The EDC can help perform an analysis to help you find the right workforce, whether you need employees in the life sciences, manufacturing, health care, technology, business services, construction, design or just about any other workforce specialty. And if you need to relocate your employees, you will find that Sarasota County, with all its educational, cultural and environmental assets, makes their move exciting and desirable.



FAST FACTS

- Sarasota's cost of labor is lower than national averages by 5 to 20 percent and is significantly lower than in major cities such as New York, Boston, Chicago and Los Angeles.
- Floridians pay no tax on income, estates, capital gains, dividends or interest.
- Sarasota County has the third lowest property tax millage rate among Florida's counties.



Can real estate companies handle my site selection search?

One of the most important pieces of site selection is the ability of the corporation to not only retain their current talent that is possibly making the move, but also to recruit as future positions within the company become available. The location of the new site definitely impacts retention and recruitment.

We offer services to assist both residential consumers and corporations. Through our robust corporate relocation division, our commercial real estate arm (Coldwell Banker Commercial), and our sister relocation management company (Cartus Corporation), we can help in multiple ways.

With regard to site selection, we would engage the Cartus Consulting Team and one of our commercial real estate agents in the process to determine if an area meets the needs of the corporation and its employees. The items that are reviewed include not only the cost of commercial real estate in an area, but also housing costs, quality of schools, taxes, traffic patterns, and what the overall lifestyle of the area is like.

-Rich Fleischer, CRP, GMS

*Director of Relocation Services-Florida
Coldwell Banker Residential Real Estate*

Ready to Train Your Employees

But if Sarasota County's talent pool lacks any expertise your industry requires, our educational institutions and workforce agencies have proven repeatedly that they are ready to collaborate and develop the training and curriculum for the specific skills you need.

These agencies benefit a wide range of employers, and the EDC actively collaborates with these key partners: CareerSource Suncoast, State College of Florida and CareerEdge. We can help you access a variety of public and unique private resources to help you meet your hiring and training needs.

Professionals

And as a county that attracts highly educated, affluent professionals, Sarasota County is rich in business experts who can help you make your move and provide the expertise you need to operate your business once you're here. Board-certified attorneys in a wide range of specialties, including international trade, CPAs, bankers, financial advisers, architects, and land planners have been helping newcomers to the region for decades.

“Sarasota provides IPG and its families an unbelievable quality of life, while providing IPG access to a deep local employee talent pool. The area plays a key role in the success of our business today and will continue to do so.”

— Greg Yull,
CEO, Intertape Polymer Group



What are the available housing options for the workforce?

We work with most major relocation management companies and their corporate client base.

The industries moving here include retail, IT and engineering, among others. Each transferee is counseled by one of our Relocation Coordinators. During the process, everything from housing price ranges to local activities is discussed. From there we handpick a Relocation Trained Agent who is the best fit to work with that specific transferee.

One of the first questions a transferee has is “What are my housing options?” On average, the price point of a transferee is just above \$400,000, putting the price range of properties that they are looking at between \$300,000 and \$600,000. The inventory for an attractive single-family property in that range is competitive. As a result, transferees need to act fast.

It is becoming more frequent that a corporate transferee is looking to rent. The supply of corporate-style rental housing can be challenging.

Having an agent who is knowledgeable about the market, understands the overall relocation process, and appreciates what a corporate transferee is going through makes all the difference. It will save time, aggravation, and get the transferee settled into their new job as quickly as possible.

-Rich Fleischer, CCRP, GMS

*Director of Relocation Services-Florida
Coldwell Banker Residential Real Estate*





QUALITY OF LIFE

Blending Work With Lifestyle

For decades, Sarasota has attracted people who could live anywhere in the world. Fortune 500 CEOs, successful serial entrepreneurs and small and medium-size company owners quickly fall in love with Sarasota's natural beauty, rich arts and cultural scene, and abundant sports and outdoor recreational opportunities. Just as important to newcomers are our quality K-12 education, top-ranked educational institutions, and impressive medical facilities and doctors. All of these assets are located in a community with no rush hour traffic, yet within an hour's drive of Tampa, a major city with additional cultural, medical, university and professional sports options. And did we mention that the average daily temperature in February is 74 degrees?

Education

Sarasota County is known for its commitment to top-quality public schools—in fact since 2006, residents have voted in favor of a 1 mill property tax that generates about \$42 million annually for the district and gives our students a competitive edge. Our public schools outperform the state average in SAT scores and include the nationally top-ranked



What is involved with a foreign national doing business in Florida?

There is nothing that restricts a foreign national from setting up a company and transacting business in Florida. They may choose to do business as a corporation, limited liability company, partnership or sole proprietorship.

While it is not required, the reason many foreign nationals set up a business in Florida is to provide assistance with the process of immigrating to the U.S. In order to live and work in Florida, the foreign national must obtain a visa which allows him to legally do this. Many foreign nationals obtain an E-2 treaty investor visa, which requires the foreign national to either buy or start a new business. The E-2 visa then allows the foreign national to live in Florida on a full-time basis and work in their own company.

From a tax perspective, all forms of entities are available to the foreign national, with the exception of the S corporation, as this requires all shareholders to be resident aliens for U.S. income tax purposes. When the foreign national has established tax residency in Florida, he would then be eligible to make the S corporation election.

-Renea M. Glendinning, CPA

*Shareholder
Kerkering, Barberio & Co.,
Certified Public Accountants*

Pine View School for the Gifted as well as recognized magnet programs such as the International Baccalaureate program.

Sarasota and Manatee counties are home to State College of Florida, among the top 100 associate degree producers in the world; University of South Florida, Sarasota-Manatee, whose M.B.A. students score in the 91st percentile nationally on the M.B.A. Major Field Test; nationally ranked New College of Florida—the state’s honors college and one of the top producers of Fulbright Scholars in the country—and Ringling College of Art and Design, which has one of the top computer animation programs in North America and other highly rated programs, from graphic design to digital filmmaking.

Our internationally respected research institutes include the Roskamp Institute, a leader in researching diseases of the brain, such as Alzheimer’s, and offers Ph.D.s in neuroscience. Mote Marine Laboratory and Aquarium is a leader in aquaculture, and shark and marine mammal research. The region boasts two medical schools, and we also have two public technical institutes that offer skills in welding, machining, drafting, automotive and marine technologies and much more.

Shopping

The consumer market is strong in Sarasota, with retail from one-of-a-kind boutiques to big-box discount stores. The 880,000-square-foot, high-end Mall at University Town Center opened in October 2014.

Sports

Runners, swimmers, cyclists, golfers and athletes of all kinds will find no shortage of enthusiasts, facilities and competitions. We have professional and amateur competitions in rowing, swimming, polo, soccer, tennis, sailing, paddle boarding and even rugby and cricket. Annually, numerous marathons and triathlons along waterfront routes attract thousands of local, national and international athletes.

Arts

Few communities can match the cultural assets of Sarasota County, which has been called “the nation’s per capita arts capital.” Sarasota has its own professional opera company (Sarasota Opera), professional symphony (Sarasota Orchestra) and professional ballet (Sarasota Ballet). Our performing arts groups are highly regarded



Does Sarasota have the financial institutions and resources to serve growing middle-market companies?

Absolutely. There are over two dozen financial institutions that serve the local market. The number of banks which choose to have a market presence and do business in Sarasota indicates the opportunities that exist here. The overall migration patterns, demographic trends and projected economic growth are positive for Sarasota County. SunTrust Bank is serving these growing middle-market companies with relationships managed locally through our Commercial Banking group in partnership with our investment bank, SunTrust Robinson Humphrey. We believe growing middle-market private companies should have the same access to capabilities as public companies do. This includes providing industry expertise through our industry coverage verticals, corporate finance structures for mergers & acquisitions, equity research and public offerings. We’ve developed many relationships with business owners who’ve opted to move their companies to Sarasota. Each expressed initial concerns and reluctance with “leaving” their circle of professional relationships including banking. Many of them quickly realized the amount of knowledge, talent and expertise in Sarasota, along with the ease of developing lasting and strategic professional relationships in their new community.

-Nick Roberts

Sarasota County President, Commercial Banking
SunTrust Banks, Inc.

and win national attention. Sarasota County is home to more than half a dozen live theaters and more than 30 art galleries. Many of these arts organizations have excellent educational programs with Sarasota County schools. Sarasota also boasts The Ringling, the state art museum of Florida.

Attractions

Marie Selby Botanical Gardens, Mote Marine Laboratory and Aquarium, Sarasota Jungle Gardens, Venice Beach, Historic Spanish Point and Warm Mineral Springs attract thousands of visitors annually.

Medical

Families and employees are well served by the network of hospitals and health care providers in Sarasota County. Sarasota Memorial Health Care System, an 806-bed regional medical center, is among the largest public health systems in Florida with about 4,000 staff, 802 physicians and 1,000 volunteers. Doctors Hospital is a private 155-bed acute and general care facility with more than 550 physicians. All Children's Specialty Care of Sarasota, HealthSouth Rehabilitation Hospital of Sarasota, Englewood Hospital, Lakewood Ranch Medical Center and Venice Regional Bayfront Health are also located in the county.

Housing

In Sarasota, housing options range from multi-acre country estates to restored Old Florida homes in revitalized downtown neighborhoods, a large variety of waterfront residences and country club homes in master-planned communities. Entire enclaves are dedicated to tennis, golf, flying, horses or boating. Established and new communities include every price range and style. Newcomers will find a variety of rental opportunities as well.



The Ringling, the state museum of Florida.



Nathan Benderson Park is the site of the 2017 World Rowing Championships.

ACTIVE LIFESTYLE

- *The new Nathan Benderson Park is a 600-acre community park with public access to a 500-acre lake with a world-class 2,000-meter rowing course that is the site of the 2017 World Rowing Championships. Park visitors can kayak, paddle board, row, run and picnic.*
- *The Gulf of Mexico, Sarasota Bay, Myakka River and miles of inland waterways and canals provide unlimited opportunities for yachting, sailing, kayaking, diving, snorkeling and fishing.*
- *The region boasts 86 golf courses, from public courses to nationally recognized TPC courses.*

ResourceGuide REAL ESTATE



RESIDENTIAL REAL ESTATE

Coldwell Banker, As a full-service real estate company since 1906, Florida's leading residential real estate brokerage* Coldwell Banker Residential Real Estate offers home buyers and sellers convenient affiliated mortgage, relocation, home protection, insurance and closing services. The highly skilled independent sales associates stay apprised of the latest market trends, and use their unparalleled knowledge, global connections, cutting-edge Web initiatives, innovative technology, luxury marketing and access to powerful tools to help make their customers' real estate experience efficient, effective and satisfying. Through Coldwell Banker Residential Real Estate CARES, the sales associates and employees have given back more than \$3.8 million to Florida charities.

Coldwell Banker

East Manatee (941) 739-6777

Lakewood Ranch (941) 907-1033

Longboat Key (941) 383-6411

Manatee (941) 795-2211

Osprey (941) 966-3602

Sarasota Central (941) 921-4434

Sarasota Downtown (941) 366-8070

Siesta Key (941) 349-4411

St. Armands (941) 388-3966

Venice/Englewood (941) 493-1000

FloridaMoves.com

*Coldwell Banker Residential Real Estate is ranked number one in closed residential buyer and/or seller transaction sides in Palm Beach, Orlando, Tampa/St. Petersburg and Naples/Fort Myers, and number one in residential sales volume (calculated by multiplying number of buyer and/or seller transaction sides by the sales price) in Miami/Fort Lauderdale, Orlando and Tampa/St. Petersburg according to data submitted to REAL Trends by NRT LLC, 2014.

ResourceGuide BANKING



SunTrust Banks, Inc., with total assets of \$183 billion as of June 30, 2014, is one of the nation's largest and strongest financial holding companies. Through its banking subsidiaries, the company provides deposit, credit, trust, and investment services to a broad range of retail, business, and institutional clients. Other subsidiaries provide mortgage banking, brokerage, investment management, equipment leasing, and capital market services. Atlanta-based SunTrust enjoys leading market positions in some of the highest-growth markets in the United States and also serves clients in selected markets nationally.

The company operates approximately 1,500 retail branches and 2,200 ATMs in Alabama, Arkansas, Florida, Georgia, Maryland, Mississippi, North Carolina, South Carolina, Tennessee, Virginia, West Virginia, and the District of Columbia. In addition, SunTrust provides customers with a full range of technology-based banking channels, including Internet, PC, and Automated Telephone Banking.

SunTrust Banks, Inc.

Nick Roberts, Sarasota County President, Commercial Banking
SunTrust Banks, Inc

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ResourceGuide

ACCOUNTING & TAX



Kerkering, Barberio & Co.
Certified Public Accountants

Kerkering, Barberio & Co., Certified Public Accountants, has been serving the Sarasota and Manatee communities for over 40 years. As Sarasota's premier CPA firm, we provide a variety of tax, audit and accounting services to businesses and individuals. While accounting and tax consulting is the core of our business, it is the depth and broad diversity of our services and the quality of our CPAs and consultants that set us apart. Our mission is bringing together the best people, quality services and innovative products to assist our clients in achieving their personal, business and financial goals.

Kerkering, Barberio & Co.

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ResourceGuide

LEGAL

WILLIAMS PARKER
HARRISON DIETZ & GETZEN

ATTORNEYS AT LAW
EST. 1925

Williams Parker offers national-caliber legal services to business owners, C-suite executives, entrepreneurs, individuals and families of means across a range of practices including business succession, taxation, corporate, labor and employment, complex estate planning and administration, real estate, land use and development, and litigation. Further, for clients whose legal challenges involve matters in other states or countries, we regularly work with attorneys in an international network of similarly situated law firms to help our clients secure the legal support they need wherever they need it.

In service to our community, we are active participants in Sarasota's rich tradition of strong civic, arts, cultural, and human services organizations. We are proud of the central roles played by our attorneys and staff forging some of the area's most enduring and iconic institutions and leading organizations and initiatives responsible for the area's good fortune and character.

Williams Parker

Attorneys at Law
200 S. Orange Avenue, Sarasota, FL 34236
(941) 366-4800
WilliamsParker.com

If you are interested in learning more about how to relocate or expand your business and your life to our paradise in Sarasota County, the Economic Development Corporation of Sarasota County offers a variety of complementary and confidential services, including:

- Site inventory and escorted tours of available real estate.
- Introductions to elected officials, key public staff, and business leaders locally and at the state level.
- Introductions to professional service providers including private banks, law firms, employment agencies and accounting firms.
- Connections to local providers who assist in finding a quality workforce.
- Demographic and labor market information.
- Housing availability and residential neighborhood tours.
- Assistance in investigating incentive and financing resources.



We serve as a one-stop, countywide resource **for your relocating or expanding business.**

Founded in 2004 as a private nonprofit, the EDC is focused on stimulating and diversifying our local economy. How can we help you explore the possibility of living and working in Sarasota County, a paradise of natural waterfront beauty, vibrant cultural arts, outstanding schools, and a dynamic, supportive business environment? You can do it; we can help!



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