

**SUMTER COUNTY BOARD OF COMMISSIONERS
EXECUTIVE SUMMARY**

SUBJECT: Donation Proposal by Joe Santoro

REQUESTED ACTION: Approve the donation invoicing process

Work Session (Report Only) **DATE OF MEETING:** 2/22/2011
 Regular Meeting Special Meeting

CONTRACT: N/A Vendor/Entity: _____
Effective Date: _____ Termination Date: _____
Managing Division / Dept: _____

BUDGET IMPACT: N/A
 Annual **FUNDING SOURCE:** _____
 Capital **EXPENDITURE ACCOUNT:** _____
 N/A

HISTORY/FACTS/ISSUES:

Mr. Joe Santoro offered at the BOCC meeting of 2/8/11 the attached donation proposal.

Mr. Santoro and I discussed the donation invoicing process as follows:

When Sumter County or E5 Solutions (working on behalf of Sumter County) recruits an employer that creates a job that lasts one year that is \$35,000 salary or greater but less than \$45,000 then Sumter County will invoice Mr. Santoro according to his proposal for Mr. Santoro to distribute 60% of \$200 (up to a maximum of \$30,000) to Sumter County for E5 Solutions for a job well done, 20% of \$200 (up to a maximum of \$10,000) to the School Board for career development and/or training students for jobs in Sumter County, 20% of \$200 (up to a maximum of \$10,000) to the Chamber of Commerce for the hiring of an Executive Director, and finally a bonus 10% of \$200 is added (up to a maximum of \$5,000) to the Early Learning Coalition.

Maximum commitment by Mr. Santoro is \$55,000. (\$50,000 + Bonus \$5,000 to the ELC)

Under this scenario Mr. Santoro will distribute his donation directly to each organization when Sumter County invoices him based on his commitment.

Arnold, Bradley

From: Joe Santoro [jsantoro1@comcast.net]
Sent: Thursday, February 10, 2011 9:03 AM
To: Arnold, Bradley
Subject: contribution

Attachments: JS contribution to Sumter Economic Dev.xls; ATT1287442.txt;
Contribution_to_Sumter_County.doc; ATT1287443.txt



JS contribution to
Sumter Econ...



ATT1287442.txt
(252 B)



Contribution_to_Su
mter_County...



ATT1287443.txt
(334 B)

Dear Bradley,

Here is the outline I spoke from. This is essentially my proposal.

In my opinion, the best way to administer the funds is as follows:

You have contracted with E5 to achieve certain results. When you identify that E5 has brought in a new company with new jobs, you notify me. After the job(s) is here for one year, you invoice me (see attached spreadsheet). As long as I can take a deduction, I will pay the county, school district, Chamber and ELC directly. This would involve less paperwork, clean and simple. If you use my spreadsheet, I only have to use one document. This is my style.

If you have any questions or suggestions, please feel free to call.

Best,
Joe

The purpose of this proposal is to support Sumter County and its economic development effort.

I. The Proposal

I want to make a \$50,000 contribution towards bring new jobs into the county. This is an incentive program that would be tied to benchmarks.

Here's how it would work:

-For every new job of \$35K that is brought into the county by E5 and that stays for at least 1 year, I will contribute \$200.

-For every new job of \$45K that is brought into the county by E5 and that stays for at least 1 year, I will contribute \$300.

-For every new job of \$65K that is brought into the county by E5 and that stays for at least 1 year, I will contribute \$400.

...up to \$50K.

Money will be distributed in the following way:

-up to \$30K or 60% will be given to the county for additional incentive to your sales organization, E5.

-up to \$10K or 20% will be given to the Board of Education for career development and/or training students for specific jobs that have come into the county.

-up to \$10K or 20% will be given to the County Chamber of Commerce for the hiring of an Executive Director.

In addition, I will contribute an additional 10% (up to \$5000) to the Early Learning Coalition (ELC) which helps children of the working poor. If we help these children now, we will not have to support them later.

II. Why I am doing this

- A. I live here and plan to stay.
- B. I have been promoting planning in Sumter County for over 5 years.
- C. I want to help improve the quality of life outside The Villages.
- D. I want to help give children more opportunity to stay here in the county and work.
- E. Commercial ratables will reduce the tax burden for all residents

III. Why do I think we can get the job done

- A. We have an exceptional tax base, a great partner, in The Villages
- B. We now have a board of commissioners who are working together for the best interests of the county and the people and who understand the importance of planning and economic development

- C. We have an excellent county administrator
- D. We have a school board and Superintendent that are interested in working with the county and with business.
- E. We have a County Chamber of Commerce that is supporting the business community and is working with the county

IV. Summary

Because all these factors are in alignment, I believe we can make Sumter County the best place to live, work and play right now, and I want to help.

I've seen state and local governments who were either too big or too set in their ways to make these kinds of changes. Here we have a perfect opportunity.

If we help business, business will help us - a win/win.

Now is the time to build on the strong foundation that we have. When other counties are having trouble paying their bills, we are strong. We should be able to offer more to businesses. We have the picture frame, all we need is to fill in the picture we want.

All I ask is if you are willing to accept this contribution under these conditions?

