

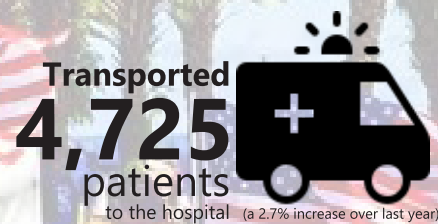
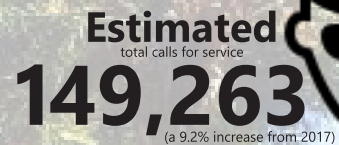
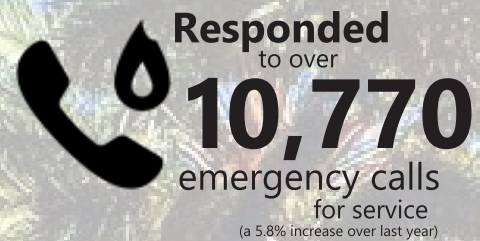
CITY OF
SANFORD
FLORIDA



**CITY MANAGER'S
ANNUAL REPORT 2019**

CITY BY THE NUMBERS

City Manager's Statement



Sanford is a growing community with a population just over 60,000. Another year has passed filled with accomplishments and projects created to provide a great quality of life for you in Sanford.

This year's report includes data and information about the services we provided to our residents, customers and guests.

Municipal government, being closest to the people, is rewarding. City staff at all levels gets to interact with our customers and provide a wide array of services. Our roles each and every day is to better serve you. I hope you find this summary of highlighted accomplishments for Fiscal Year (FY) 2019 (October 2018 – September 2019) insightful and informative.

The future is bright for our City, stay connected, stay engaged for an even greater FY 2020.

Norton N. Bonaparte, Jr.
City Manager

For Our Economy

The City of Sanford has become a thriving community of 60,243 residents and nearly 4500 businesses. Sanford is much more than historic charm. The City's Economic Development Department together with numerous local partners work continuously to promote the city in order to attract new businesses as well as retain and grow those that are here. This year alone, 2,000 new jobs with over \$110 million in total annual payroll were added. More than \$1 billion in project investment is in progress as of August of 2019.

The downtown district is booming with the planned addition of the catalyst site, Heritage Park, adding 35,750 sf of retail/restaurant, 8,550 sf of office space, and 235 residential units. The Mayfair renovation will add a 4 diamond hotel to the popular Sanford downtown destination. Unique eateries, entertainment venues including five craft breweries, and one distillery (with more on the way) add to the water-front, historic experience.

Economic Development's mission involves much more than providing or facilitating incentives to new or existing businesses. The department offers a wide range of services that include but are not limited to, ongoing business retention efforts, business education, business connections, and promoting available properties, and buildings, our international airport, transportation, and natural assets.

Due to those efforts and the excellent business climate, Sanford has become the "Gateway to Central Florida". Business and population growth have been steadily increasing and propelled the City into one of the highest property value appreciation trends in Seminole County. With anywhere from 9-15% property value increases, Sanford is an excellent place to invest.

With all of that in mind, the City Manager established the Economic Development Advisory Board (EDAB) in, June of 2019 to solicit recommendations relative to economic development initiatives and strategies. The EDAB is charged with facilitating creation of public private partnerships, developing a base of stakeholder input for economic development activities, advising the City Manager on development incentives and programs, enhancing employment opportunities, surveying and assisting existing businesses, promoting Sanford to new businesses, and to opine on a variety of subjects to foster economic prosperity in Sanford. The objective of this board is to support the efforts of Economic Development and provide their expertise to benefit and support the Sanford business community.



For Our Business Community

In addition to ongoing infrastructure investment, robust incentive packages and a remarkably positive economic environment for investing, Sanford assists business with work force matters. The City of Sanford has assumed an important role in developing jobs and helping workers navigate the uncertainty of the current labor market. Today's dynamic economy puts a premium on work support services that help prepare people for trades that will endure as occupations shift. In addition, those working to develop a more prepared workforce, including government, employers, secondary schools, and colleges/universities require partnerships and collaboration to create effective initiatives. Sanford is proud to be an active participant in these partnerships to direct resources toward developing our residents to meet immediate job needs, and preparing students for the jobs of the future.

Our free trolley from trains to town, metro ride-share program, geographic location at the center between Daytona and Orlando together with an International Airport wrap the historic charm in unmatched connectivity.

The Orlando-Sanford International Airport receives more than 3 million visitors annually. Because the City of Sanford is experiencing extraordinary growth, property values increased by an astounding 9-15% in 2019. With \$1 Billion worth of projects in the pipeline including 140,000 square feet of industrial, 400,000 square feet of commercial space, and five hotels, Sanford is the Gateway to Central Florida.





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