



FY 2026 Administrator's Budget Workshop Sessions Economic Development

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Economic Development Department

The Economic Development Department of St. Johns County, Florida, is dedicated to fostering a vibrant and diverse economy through strategic partnerships and targeted initiatives. The department focuses on attracting new businesses, supporting the expansion of existing enterprises, and enhancing the local workforce.

A cornerstone of our approach is collaboration with various stakeholders, including the St. Johns County Chamber of Commerce, First Coast Technical College, the U.S. Economic Development Administration, Florida Department of Commerce, JAXUSA Partnership, FPL, JEA and many others.

By leveraging these strategies and resources, the Economic Development Department plays a pivotal role in shaping the economic landscape of St. Johns County, ensuring long-term prosperity and quality of life for its community.

SJC Strategic Plan – Economic Prosperity

Promote suitable economic growth by diversifying revenue sources, building strong business partnerships, and expanding community opportunities. (adopted by the BOCC in December 2024)

Objectives

1. Enhance the proactive approach to identifying and attracting industrial and commercial businesses suitable for St. Johns County to diversify the commercial tax base.
2. Invest in economic incentive programs in target industries to expand the local economy and create jobs.
3. Cultivate a strong workforce pipeline through community partnerships to meet the needs of employers.
4. Boost local business competitiveness and sustainability by partnering with development networks for access to resources, training, and technical support.
5. Provide resources and solutions to local agricultural businesses through partnerships aimed at enhancing their sustainability.
6. Cultivate an innovative and vibrant entrepreneur ecosystem that fosters startup and entrepreneurial activity throughout the County.

Economic Development Department 2025

Projects and Programs Highlights

Projects

- World Golf Village Hall of Fame Redevelopment – EP Obj. 1
- Convention Center Assignment – EP Obj. 1
- Economic Development Administration Grant – FCTC Hastings Campus – EP Obj. 3
- County-Wide Commercial Real Estate Assessment – EP Obj. 1
- Economic Development Website – EP Obj. 3,4,5

Programs

- Business Retention & Expansion Program – EP Obj. 3,4,5
all local business sectors
- Business Attraction Program – EP Obj. 1
targeted industries
- County Economic Development Incentive Programs – EP Obj. 1,2
new industry, existing industry, speculative development

Current Economic Development Rebates

	FULL AWARD	FY26 Budget	Category	Created Jobs
Projects Approved in FY25				
AdventHealth	\$ 222,374		New	56
Pending Projects*				
Vermeer Southeast			New	
Ongoing Projects Budgeted in FY25 and Beyond				
Baseball Park (FY25-35)(<i>amended 2022</i>)	125,151	\$ 9,655	Spec Space	n/a
Borland Groover (FY26-33)	669,555	\$ 37,141	New	75
Encompass Rehabilitation Hospital of St. Augustine (FY24-31)	786,305	\$ 71,299	New	120
Global Realty of North Florida (Solar Realty) (FY23-31)(<i>amended 2022</i>)	459,787	\$ 50,606	Spec Space	n/a
Palms Professional Park, LLC (FY24-33)(<i>amended</i>)	153,539	\$ 21,722	Spec Space	n/a
PGA TOUR, Inc. (<i>Project Boilermaker</i>) (FY22-30) - Includes QTI	2,961,310	\$ 398,349	Expansion	307
PGA Tour Broadcast Media Building (FY25-53)	16,778,760	\$ 420,608	Expansion	45
Pyrotek E3, LLC (FY23-27)	48,218	\$ 8,114	Spec Space	n/a
Rulon Company Expansion (FY20-26)	129,238	\$ 35,934	Expansion	20
St. Johns Law Group (FY17-26)	38,471	\$ 5,191	Expansion	10
St. Vincent's Health System (FY24-33)	1,444,022	\$ 15,856	New	450
Universal Network Realty (<i>Global Realty</i>) (FY18-27)	379,611	\$ 48,797	Spec Space	n/a
		\$ 1,124,772		

Budget Request

Existing Service Level Highlights

- \$1.13M for current and projected ED Rebates
- \$214,000 for Partnership Contracts (JAX USA, Chamber, SBDC)
- \$177,348 for Economic Impact efforts & Strategic Plan implementation

Expense Type	FY2025 Adopted	FY2026 Requested
Personnel Services:	\$495,097	\$531,858
Total Operating Expenses:	\$775,306	\$415,951
Economic Development Incentives (Rebate)	\$1,878,937	\$1,124,772
*Total Expense Objects:	\$3,149,340	\$2,072,581

***\$9,544,529 EDA Grant is not reflected in above chart.**

Economic Development Department 2026

Next Level of Service

Projects

- Entrepreneurship Ecosystem Mapping – EP Obj. 4, 5, 6
development of a regional resource map
- Investment Ready Sites Program – EP Obj. 1, 2

Programs

- Entrepreneur Development Council – EP Obj. 4, 5, 6
- Business Attraction Program 2.0 – EP Obj. 1
- Small Local Business Assistance Program – EP Obj. 4, 5, 6
**build out FY 26, funded FY 27*

Economic Development Department 2026

Staffing is critical to the success of an economic development office because it directly influences the county's ability to attract investment, support local businesses, and implement strategic growth initiatives. Strength and level of staffing is paramount to success:

Expertise and Specialization

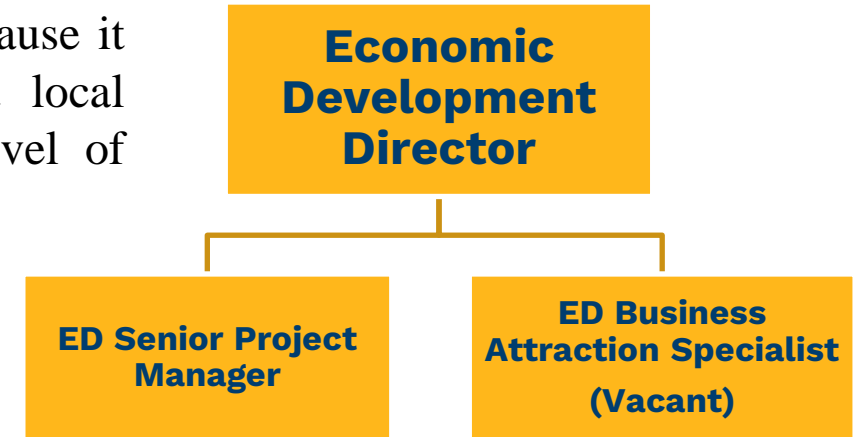
- Economic development is a multidisciplinary field requiring knowledge of business, finance, urban planning, workforce development, and public policy. Skilled staff bring expertise in these areas, enabling the office to craft competitive incentive programs, analyze market trends, and navigate complex regulations.

Relationship Building

- Staff are the face of the office to site selectors, business leaders, and government agencies. Effective team members build trust and relationships that are essential for long-term partnerships and investment attraction.

Responsiveness and Efficiency

- Economic opportunities often come with tight deadlines. A well-staffed office can quickly respond to proposals, conduct site tours, and process incentive applications without delay, which helps the community stay competitive.



Strategic Execution

- From managing infrastructure grants to overseeing workforce initiatives, execution is everything. Competent staff ensure that the department's vision is turned into measurable outcomes that benefit the local economy.

Community Engagement

- Economic development isn't just about business—it's about community. Staff play a key role in engaging residents, communicating benefits, and ensuring growth aligns with local values and needs.

