

# Sarasota County Health and Life Sciences Cluster Group



*June 12, 2003*

# *Health and Life Sciences Cluster*

## **Major Component Industries:**

- Medical Equipment and Supplies Manufacturing
- Offices of Physicians
- Offices of Dentists
- Offices of Other Health Practitioners
- Outpatient Care Centers
- Medical and Diagnostic Laboratories
- Other Ambulatory Health Care Services
- Nursing Care Facilities

# *Health and Life Sciences Cluster*

## **Key Statistics:**

- 957 Firms
- 9240 Jobs
- 1.52 times the prevailing national concentration in healthcare
- \$42,205 average wage

# ***Strengths and Opportunities***

- ☑ Some schools are good, e.g. Venice schools, private schools**
- ☑ Universities and community colleges good, e.g. MCC's nursing program**
- ☑ Reservoirs of retired folks; SCORE very active with healthcare companies**
- ☑ Financial services - local banks work well with firms in the cluster**
- ☑ Stable local workforce: 90-plus % of workforce works within Sarasota/Manatee**

# ***Weaknesses***

- ☑ Problem in finding opportunities for “trailing spouses”**
- ☑ Housing costs are out of sight**
- ☑ Difficult to find well-trained medical records folks; workers don’t have sufficient computer skills**
- ☑ Shortage of nurses, radiological technicians, medical records specialists - at all levels**
- ☑ Shortage of nursing instructors**
- ☑ National mindset that FL is not a place for business**

# *Threats*

- ✓ **Rapid infrastructure growth - Highways still are two-lane even though huge new developments are built**
- ✓ **Area needs to develop bilingual capability among all its healthcare providers.**
- ✓ **Minority students need to be encouraged to consider healthcare in their career planning.**
- ✓ **More choices needed for health care benefits. Employers currently squeezed by high costs and monopoly providers.**
- ✓ **Increasing costs and regulatory layers to housing development – and education, tech devt, etc.**
- ✓ **Need to break into intl arena – Cuba and other Latin American markets are opening up**

# *Mapping the Cluster*

# Leading the cluster...

SARASOTA MEMORIAL  
LEADING HEART CTR, D  
TRIALS

GENOMICS  
AQUACULTURE  
(MARICULTURE?)

SURGICAL INSTRUMENTS

WPI (INSTRUMENTS)

DATTOLI CANCER RESEARCH C

OCEAN HEALTH

MICROLIFE (CULTURES)

INTERCOASTAL  
(CLINICS AND PRACTICES)

MONOMERS

TOXIN TECHNOLOGY

SINOFRESH - OTC DRUGS

DIAGNOST

ULTRAPURE  
(PURIFICATION SYSTEMS)

# Supporting Industries

SILVERSTEIN INSTIT

LEGAL / IP

MEDICAL EDUC  
TECHNOLOGIES

SPECIALTY MEDICAL EQUIPMENT  
& SERVICING

GENERAL RESEARCH EQUIPMENT

CHEMICAL, BIOLOGICAL TESTING LABS

Fermentation & Scale up Equip

# Economic Foundations

SM CLINICAL RESEAR  
ORGANIZATION

Resources

Technology  
Univ. R&D

Business Climate

CED

Associations

Phys. Infra.

Institutions

WEISER

MOTE MARINE

STARTUP FL

SEC

WIB

SAMA

LAKWOOD RANCH  
(HIGH END SPACE)

MCC

SELBY

SUNCOAST TECH ALLIANCE

MARKET-RATE SPACE

COLLEGE

USF

SOUTH TAMPA BAY COUNCIL

ANDERSEN BUILDING

FMRI (St Pete)

CTR OF EXCL IN BIOENG  
& LIFE SCI

FL HIGH TECH CORRIDOR

INSTITUTIONAL REVIEW B

# ***Visioning***

***“What Is Your Vision for Health and  
Life Sciences in Sarasota?”***

# Products

Deepened marine research

Marine instruments

Nutrition & lifestyle programs

Lic'd chemical facilities – exporting contract R&D and scaleup services

CRO

# Markets

Retirees

Heart & Cancer patients Worldwide

# Vision:

# Value Propositions

The cluster uses Sarasota's new Think Tank on the Future of Life Sciences

Alumni clubs

Superb medical care in a beautiful environment

Finest of the fine

# ***Steps to Attaining the Vision***

# *Strategies*

- ☑ **Inventory of existing assets in cluster**
- ☑ **Develop the cluster Regionally Gulf Coast Life Sciences Cluster – to compete globally.**
- ☑ **Training specialized on Sarasota County Life Sciences industries**
- ☑ **Create physical place where people can meet to discuss issues like testing, FDA guidelines, and other industry issues**
  - ◆ Start with a network / roundtable, but with a view to growing over time
  - ◆ Link with Startup FL?
- ☑ **Invest in education system to create larger number of mech engineers, physicists, and other high-tech professionals**
- ☑ **Leverage Sarasota's unique life sciences assets – Mote and Selby – commercialize them!**
- ☑ **Stay mindful of need to keep diverse – build up several sub-industries**
- ☑ **Have to address quality of life expectations of under-40 crowd as well**

# *Participants in Next Meeting*

- ✓ **Aso**
- ✓ **Ultrapure – and other companies from cluster map**
- ✓ **B & D**
- ✓ **Benz Research**
- ✓ **Haemacure**
- ✓ **Doctors, Nurses etc – Sarasota Memorial, Silverstein Institute**
- ✓ **Bill Little at Sarasota County Health Dept**
- ✓ **Selby – Meg Lowman**

# *Steps for Next Meeting*

## *(Tentative Date – Morning of July 31)*

**Develop a value proposition to take to Sarasota Memorial**

**3 major thrusts:**

- ◆ Environmental (marine, botanical etc)
- ◆ Healthcare
- ◆ Medical devices and tech

**Project Website:**  
[www.sarasotaeconomy.org](http://www.sarasotaeconomy.org)

