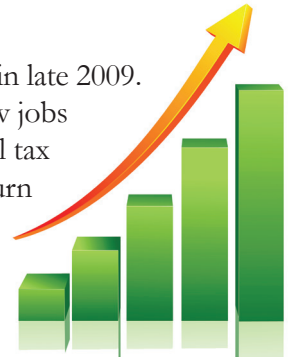


Outcomes

By recognizing that second-stage companies are the engine behind job creation and revenue generation, Economic Gardening® provides a unique and powerful way to grow economies. It targets growth-oriented companies that already operate in communities and helps these businesses succeed by delivering high-level strategic research services. Below is a quick look at results from four statewide programs and two regional ones:

Florida — GrowFL, the country's first statewide Economic Gardening network, launched in late 2009. Between 2009 and 2015 fiscal years, participating GrowFL companies created 10,942 net new jobs (4,067 direct new jobs and 6,875 indirect new jobs). Participants also increased state and local tax revenues by more than \$81 million (above and beyond the cost of the program), and net return on investment translated into \$9.10 for every dollar of funding.

Kansas — From 2010 to 2015, 58 companies have participated in the Kansas Economic Gardening Network and increased their net employment by 344 full-time positions and 88 part-time positions (an average annual growth rate of 11 percent). In addition, these companies increased annual revenues by \$55 million (an average annual growth rate of 23 percent). In contrast, other second-stage companies in Kansas reported a 6 percent average annual increase in jobs and a 4 percent average annual increase in revenues for the same period.



Louisiana — Louisiana Economic Development launched its statewide Economic Gardening program in July 2011. Since then 178 participating companies have created 561 new full-time-equivalent jobs and increased collective revenues by more than \$218 million — marking a return of \$8.13 for every \$1 invested.

Michigan — In 2012 Michigan launched its statewide pilot program. Of the 51 participants, 32 companies responded to a survey and reported they had created 121 full-time jobs and 16 part-time jobs within one year of their Economic Gardening engagement. In 2013 a second class of participants included 90 companies; 60 of these responded to a survey, reporting they expected to create 289 full-time jobs and 25 part-time jobs in 2014.

Minnesota's Hennepin, Carver, Anoka, Ramsey and Scott counties — During the first year of this five-county regional Economic Gardening program, participants reported a 26 percent increase in full-time-equivalent (FTE) jobs and a 19 percent increase in revenue. During the second year, revenue increase was about the same (17 percent) but there was a 36 percent increase in FTE jobs.

Rochester, New York — From 2013 through 2017, 123 companies participated in an Economic Gardening program hosted by the Greater Rochester Enterprise. These companies collectively created 924 new jobs (averaging 7.5 jobs per company) and increased their revenues by \$170 million (an average increase of 32 percent per company).

(Note: Because programs use different methodologies to compile statistics, numbers may not directly compare.)