

# 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 companies that already operate in communities and helps these growth-oriented 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 the 2012 and 2013 fiscal years, participating companies created an estimated 3,745 net new direct, indirect and induced jobs. They also increased state and local tax revenues by nearly \$20 million (above and beyond the cost of the program), and return on investment translates into \$7.58 for every \$1 of funding.

**Kansas** — Over a two-year period (2010-2012), the 28 companies in the Kansas Economic Gardening program increased net employment by 162 full-time positions (an average annual growth rate of 13.4 percent) and 41 part-time positions (an average annual growth rate of 24.4 percent). In addition, these companies increased annual revenues by more than \$30.3 million (an average annual growth rate of 16.1 percent). In contrast, other second-stage companies in Kansas reported a 2.6 percent average annual increase in jobs and a 2.1 percent increase in revenues for the same period.



**Louisiana** — Over a three-year period, 95 companies in Louisiana's statewide program collectively created 558 new full-time equivalent (FTE) jobs and increased gross annual revenue by \$170 million. A closer look:

- 33 participants from 2012 have since created 349 FTE positions and increased gross annual revenue by \$107 million.
- 40 participants from 2013 have since created 135 FTE jobs and increased gross annual revenue by \$45 million.
- 22 participants from 2014 have created 74 FTE jobs and increased gross annual revenue by \$18 million.

**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** — 20 companies participated in a regional pilot program hosted by Greater Rochester Enterprise. These companies created 117 new jobs, which translated into a cost of \$1,700 per job — a much lower cost per job created than incentive-based strategies.

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