

# Virtual Connection Meets Job Growth



**Geographic Solutions**, a leading provider of software solutions for workforce development, employment, and training, is expanding its multi-building corporate campus in downtown **Palm Harbor** and will increase its employee base by 10 percent. Paul Toomey, President, explains, "Our employment and workforce development systems are hard at work in more than 40 states. While our expansion will create job opportunities locally, our continued growth will offer more opportunities to more clients, impacting job creation on a national level."

Working with **Pinellas County Economic Development** (PCED), Geographic Solutions has engaged two state programs to aid its growth. Florida's **Qualified Target Industry (QTI)** program provided a cost-effective approach to expansion. In partnership with the **Governor's Office of Tourism, Trade and Economic Development (OTTED)**, **Enterprise Florida**, and Pinellas County, the QTI program allows new and expanding Florida businesses in targeted, high-growth industries that create new, high-paying jobs to receive tax refunds for every new job created. The QTI funds will help offset costs associated with a new, 18,000 square-foot building, slated to open in 2010, which will serve as Geographic Solutions' corporate headquarters. The new building will join three of the company's existing buildings, one of which originally served as the Palm Harbor General Store.

Geographic Solutions was also recently awarded \$26,295 in **Incumbent Worker Training (IWT)** grant

funding, earmarked specifically to train over 50 of the company's existing employees. The IWT program provides training to currently employed workers at Florida companies for the purpose of maintaining competitiveness in a global economy and for business retention. By utilizing Florida's QTI and IWT programs, the company has been able to augment its presence in Pinellas County, retaining existing jobs and adding new employment opportunities to the area. Toomey attests, "With the assistance of Florida's incentive programs, we're advancing the technical proficiency of our existing employees even as we expand and create new jobs."

Established in 1992, Geographic Solutions' software is available to over 75 percent of the job seekers and employers in the U.S. The State of Florida's [EmployFlorida.com](http://EmployFlorida.com) website utilizes software developed by the innovative minds of Geographic Solutions staff. As the company continues to grow, PCED will continue assisting Geographic Solutions' growth by promoting the many resources it has to offer. "We know PCED is in our corner," explains Toomey. "I'm certain that whatever our needs may be down the road, the staff at PCED will work hard to find innovative and appropriate options to help our company meet its goals."

Visit Geographic Solutions at  
[www.geographicsolutions.com](http://www.geographicsolutions.com).

Learn more about Florida's attractive incentives at  
[www.pced.org/incentives](http://www.pced.org/incentives), or call (727) 464-7332.

