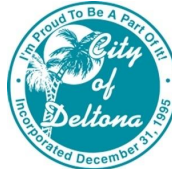




Deltona Quarterly Report – Q3



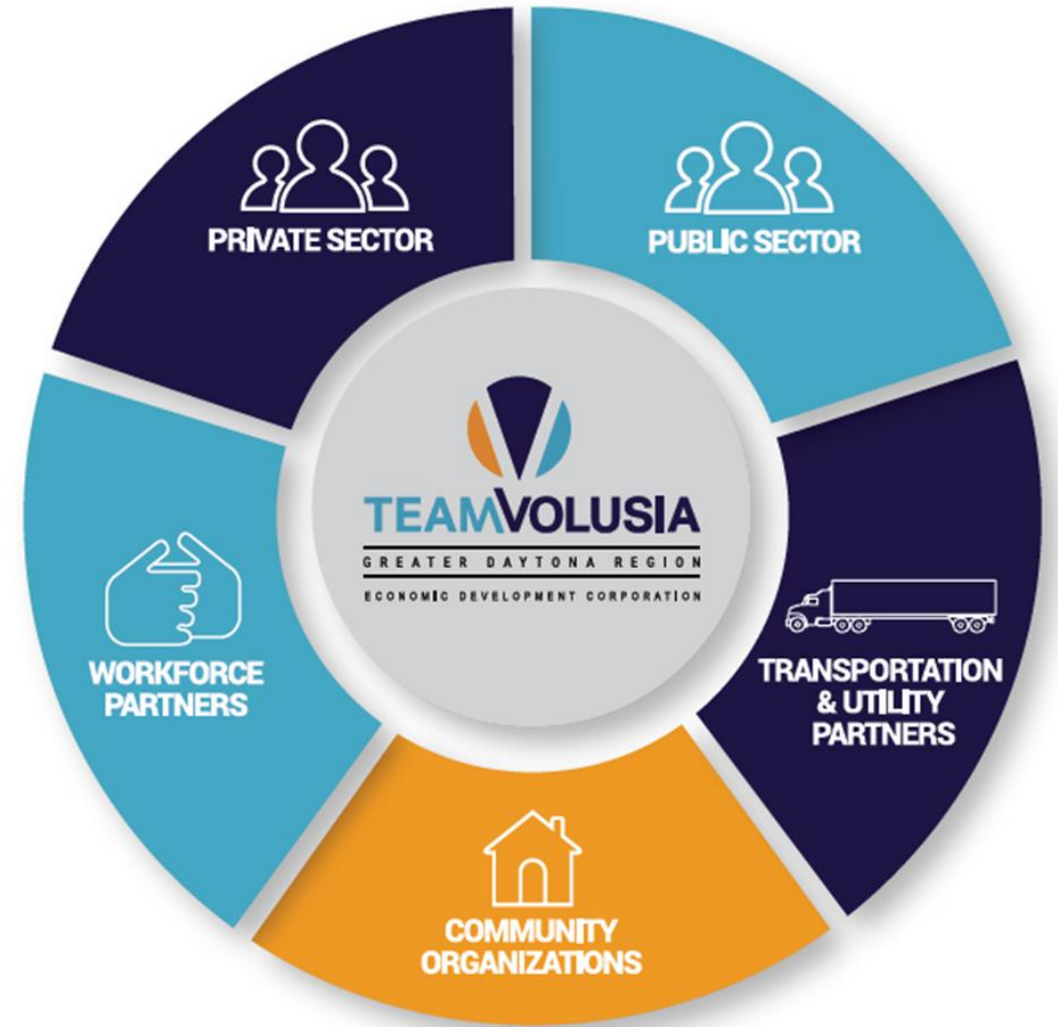
TEAMVOLUSIA
GREATER DAYTONA REGION
ECONOMIC DEVELOPMENT CORPORATION



September 11, 2024

Who We Are

- **Serve as the official P3 (Public/Private Partnership) EDO for Volusia County focused on business recruitment**
- **Incorporated in 2010 as a 501c6**
- **Represents Volusia County and 16 Municipalities**
- **80+ Private Sector Partners**
- **6 Colleges & Universities**
- **Became the 81st International Economic Development Council Accredited Economic Development Organization in 2024, a distinction held by less than 2% of nearly 5,000 EDOs in North America**



A Collaborative Environment

TVEDC works with 16 Municipalities in Volusia County



Volusia County Incubator powered by
UCF Business Incubation Program
UNIVERSITY OF CENTRAL FLORIDA

TVEDC Private Sector Investors



Team Volusia Economic Development Corporation

BOARD OF DIRECTORS MEETING



TEAMVOLUSIA

GREATER DAYTONA REGION

ECONOMIC DEVELOPMENT CORPORATION

AUGUST 16, 2024 - TVEDC BOARD MEETING

WORKFORCE TRAINING:

DAYTONA STATE COLLEGE IN FOCUS



DAYTONA
STATE COLLEGE

DR. SHERRYL WEEMS

ASSOCIATE VICE PRESIDENT, MARY KARL
COLLEGE OF WORKFORCE AND CONTINUING
EDUCATION, DAYTONA STATE COLLEGE



Guest Speaker



AUGUST 16, 2024 - TVEDC BOARD MEETING

EMPOWERING LOCAL BUSINESSES:

NEW INITIATIVES by VCED for GROWTH AND SUCCESS

LOU PARIS

DIRECTOR, VOLUSIA COUNTY DIVISION
OF ECONOMIC DEVELOPMENT



Guest Speaker



APPROVAL OF NEW AMBASSADOR LEVEL INVESTORS

**WEST VOLUSIA
ASSOCIATION OF REALTORS**

Assigned Designee:
RYAN TUCHOLSKI
CEO

PROJECT SELF

Assigned Designee:
ROBIN KING
President



APPROVAL OF NEW BOARD OF DIRECTORS LEVEL INVESTOR



**CAREERSOURCE BREVARD
FLAGLER VOLUSIA**

Assigned Designee:
MARCI MURPHY
Executive Director



INTRODUCTION OF NEWLY ASSIGNED BOARD DESIGNEE

FOUNDATION RISK PARTNERS

Assigned Designee:

KIM MCBEE

SVP, Specialty Lines Sales Leader



IEDC ACCREDITATION UPDATE



On Thursday, May 16, IEDC President & CEO Nathan Ohle presented Team Volusia EDC with a plaque commemorating our newly achieved status as an IEDC **Accredited Economic Development Organization**. Designated as the 81st accredited EDO, we join a select group, accomplishing what only **2%** of the 5,000 economic development organizations in North America have achieved.

Team Volusia EDC is Proud to Join these other Prominent Accredited Economic Development Organizations:



2024 OUTREACH ACTIVITY



SpaceCom 2024
Commercial Space
Conference
January
Orlando, FL



INTERNATIONAL
ECONOMIC DEVELOPMENT
COUNCIL
2024 IEDC
Leadership Summit
February
Phoenix, AZ



2024 SelectUSA Brazil
Roadshow
February
Sao Paulo, Brazil



FPL Powering FL:
Illuminations
February
Palm Coast, FL



2024 Synapse Summit
February
Tampa, FL



Satellite 2024
Conference
March
Washington, DC



Site Selectors Guild
Annual Conference 2024
April
San Antonio, TX



IAMC Spring Forum
2024
April
Greenville, SC



MRO Americas
2024
April
Chicago, IL



2024 Florida Economic
Development Conference
April
Ponte Vedra Beach, FL



SEDC Consultants
Event
April/May
Atlanta, GA



Puerto Rican
Summit XIII
May
Orlando, FL



Hungarian Summit 2024
May
Daytona Beach, FL



Aircraft Interiors Expo
2024
May
Hamburg, Germany



Area Development Spring
Forum
June
Virginia Beach, VA



SelectUSA Summit
2024
June
National Harbor, MD



Farnborough
Airshow
July
Farnborough, UK



SEDC Annual
Meeting
July
Savannah, GA



ICSC Florida
2024
Upcoming - August
Orlando, FL



International Manufacturing
Tech Show 2024
Upcoming - September
Chicago, IL



IAMC Fall Forum
2024
Upcoming - September
Quebec City, QC



IEDC Annual
Conference 2024
Upcoming - September
Denver, CO



C5 Summit
2024
Upcoming - September
Hollywood, FL



Site Selectors Guild
Fall Forum 2024
Upcoming - September
Detroit, MI



2024 Women in
Economic Development
Forum
Upcoming - October
Las Vegas, NV



NBAA
National Business Aviation Association
2024 NBAA Convention &
Exhibition
Upcoming - October
Las Vegas, NV



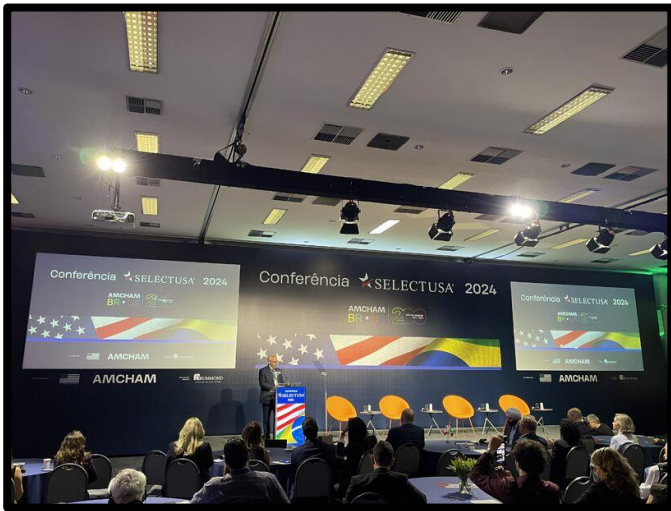
SEUS/Japan
46th Annual Joint Meeting
Upcoming - October
Charlotte, NC



SPACE TECH EXPO EUROPE
2024 Space Tech Expo
Europe
Upcoming - November
Bremen, Germany



Area Development
Winter Forum
Upcoming - December
Coral Gables, FL



**2024 SelectUSA
Brazil Roadshow**

**February
Sao Paulo, Brazil**



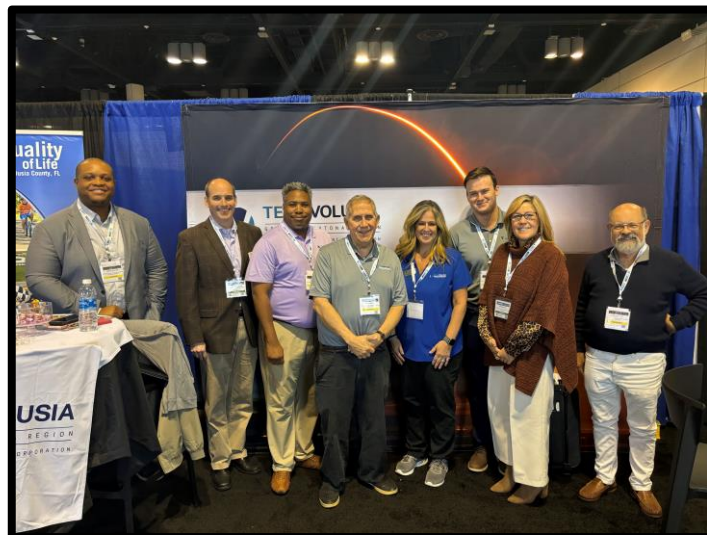
**International Council of
Shopping Centers**

**August 25-27
Orlando, FL**



**SpaceCom 2024 Commercial Space
Conference**

- **5 Local Municipal Practitioners** participated
- Hosted state and utility economic developers at booth
- **Over 30** meetings with companies



**Familiarization tour with
Florida Secretary of Commerce,
J. Alex Kelly**



CONSULTANTS
FORUM 35
BEST PRACTICES FOR ECONOMIC DEVELOPERS
Area Development Spring
Forum
June 10 -12
Virginia Beach, VA

2024
June 23 - 26
SELECTUSA INVESTMENT SUMMIT
SelectUSA Summit
2024
June 23-26
National Harbor, MD



 **SEDC** | Southern Economic
Development Council
CONNECT · DEVELOP · GROW
SEDC Consultants
Event
July 28-30
Savannah, GA

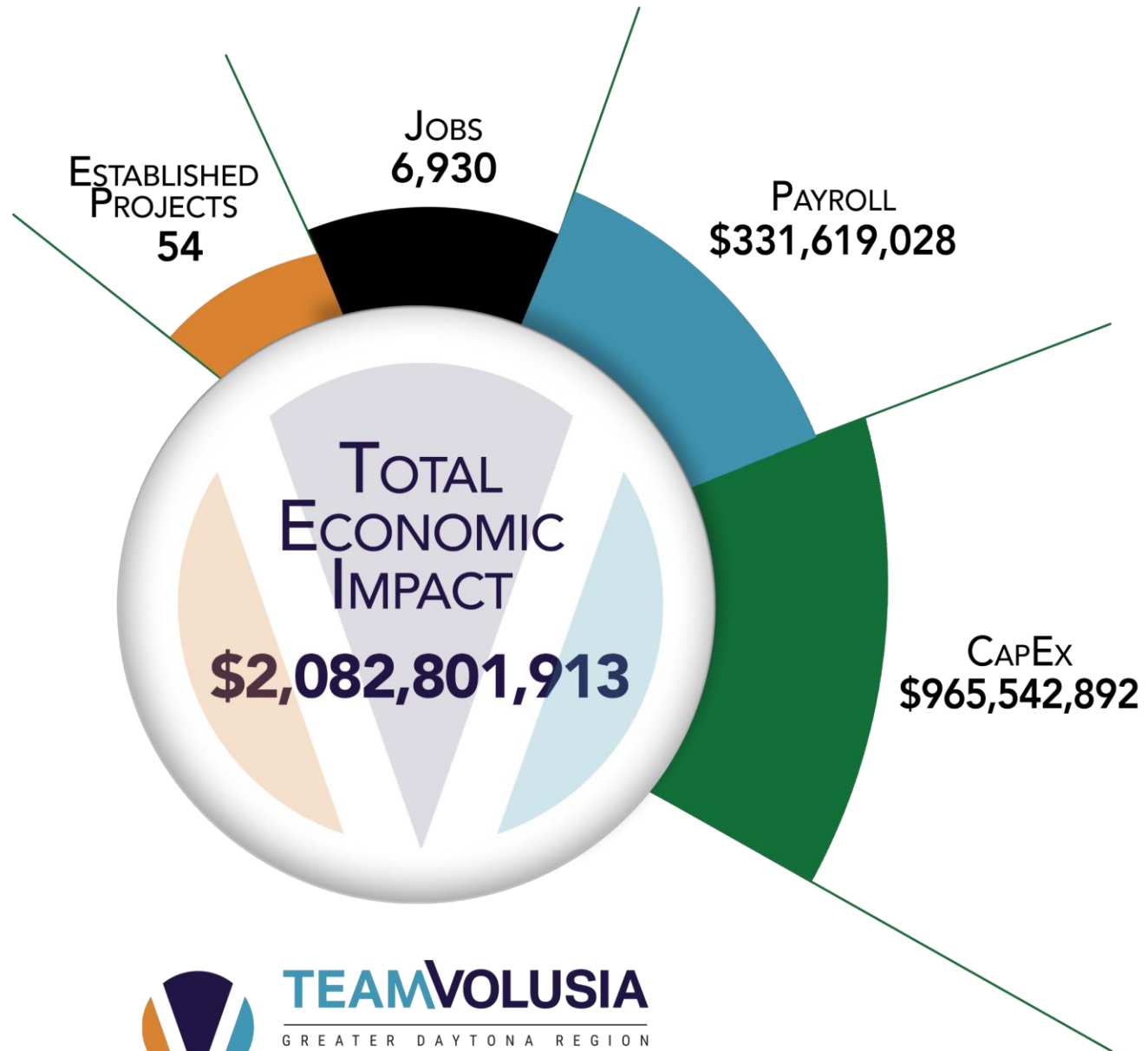
FARNBOROUGH INTERNATIONAL



Category	Total
Outreach Meetings (face-to-face)	260
New Investors	3
Outreach Events	16
Community Events	25
Site Visits	12



2013 - 2023 METRICS



TEAMVOLUSIA

G R E A T E R D A Y T O N A R E G I O N

E C O N O M I C D E V E L O P M E N T C O R P O R A T I O N

TEAMVOLUSIA 2030

An Economic Development Strategic Plan

BUSINESS SHINES BRIGHTER HERE

Strategic Plan UPDATE

- March 1, 2024 – TVEDC Executive Committee Adopted Plan and New Target Sectors

- Q2 2024 – Implementation Task Force Selection
- Q3 2024 – Implementation Task Force to Begin Meeting

TARGET SECTORS



Advanced
Manufacturing



Aerospace /
Aviation



Corporate /
Regional HQ



Finance /
Insurance



Information
Technology



Life Sciences



Logistics

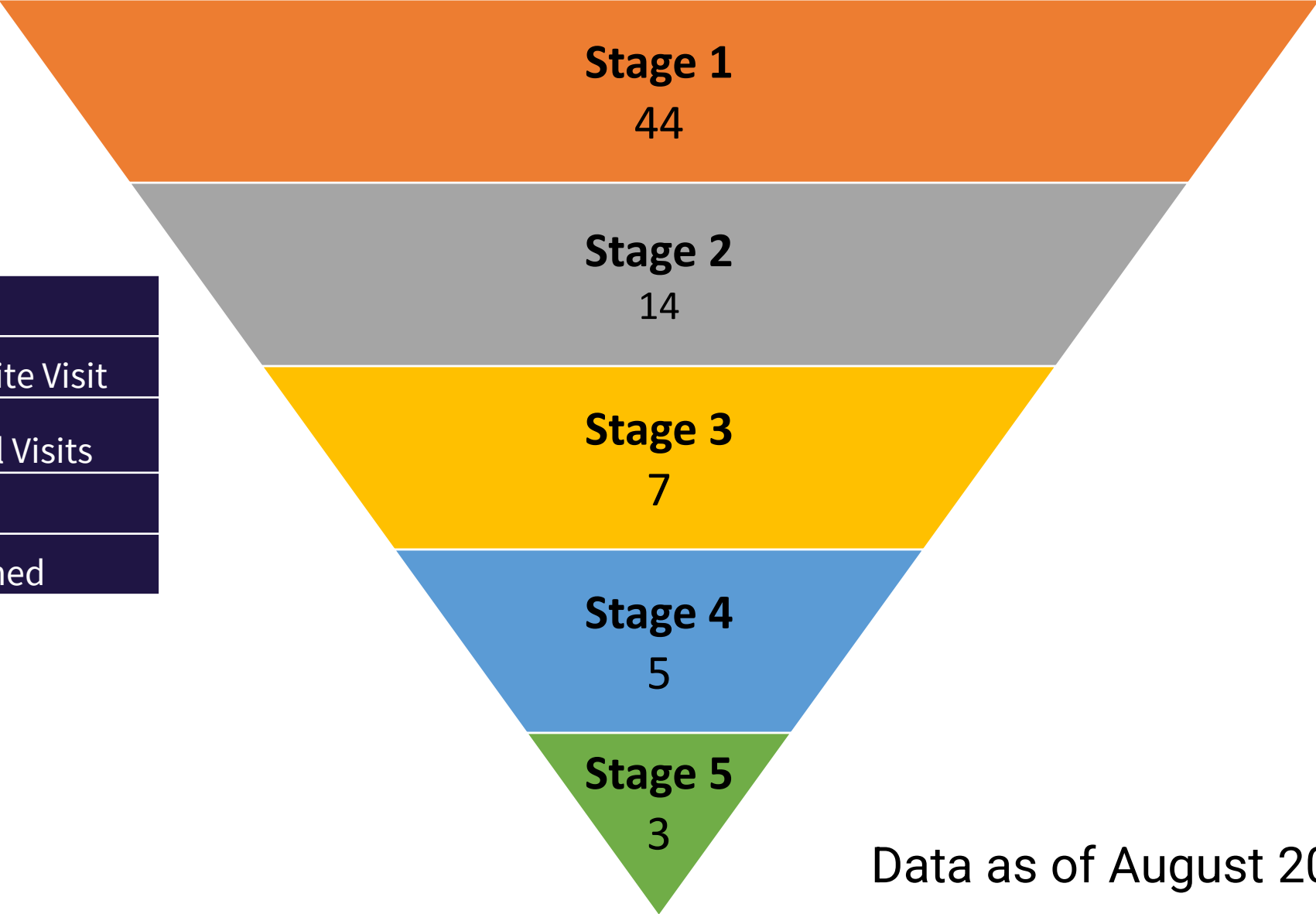
TEAM VOLUSIA EDC PROJECT UPDATES

TYWAN ARRINGTON

Director, Business Development
Team Volusia EDC



2024 PROJECT SALES FUNNEL



- 1 - Initial Inquiry
- 2 - Additional Inquiry/Site Visit
- 3 - Site Visit/Additional Visits
- 4 - Negotiations
- 5 - Project Established

Data as of August 2024

Lautrec

Stage 4

- CapX: \$200 million
- Jobs: 1,000+
- Avg Wage: \$72,000
- Aviation/Aerospace

Mockingbird

Stage 1

- CapX: \$250 million
- Jobs: Estimated 1,255
- Avg Wage: \$70,000
- Aviation/Aerospace

Anchor

Stage 1

- CapX: \$2 million
- Jobs: 15 end of Year 1
- Avg Wage: \$100,000
- Corporate/Regional HQ

Horus

Stage 1

- CapX: \$20 million
- Jobs: 300
- Avg Wage: \$70,000
- Aviation/Aerospace

Thor

Stage 1

- CapX: \$690 Million
- Jobs: 3,000
- Avg Wage: \$80,000
- Manufacturing

Delivery

Stage 3

- CapX: TBD
- Jobs: 20
- Avg Wage: TBD
- Advanced Manufacturing



Announced Jobs: 441

Annual Payroll: \$47.6 Million

Capital Investment: \$38.2 Million

Total Economic Impact (YTD):

\$625,223,022

TEAM VOLUSIA EDC MARKETING UPDATE

TRACY MARINO

Director, Marketing & Communications
Team Volusia EDC



MARKETING

Talent Recruitment

- Livability 2025 content outline to be finalized mid-November - Please share any story ideas incl contact information
- Named Best Community Partner for our promotion of WonderFL's LifeInVolusiaFL.com at the 2024 FPL Illuminations



Florida Trend's November 2024 edition will include the Greater Daytona Region/Volusia County business insert

- Once every 3 years, TVEDC partners with Florida Trend to develop a special business insert for our community
- Florida Trend is distributed monthly to 270K influential readers
- This will be our 4th targeted insert with Florida Trend

Regional Advertising

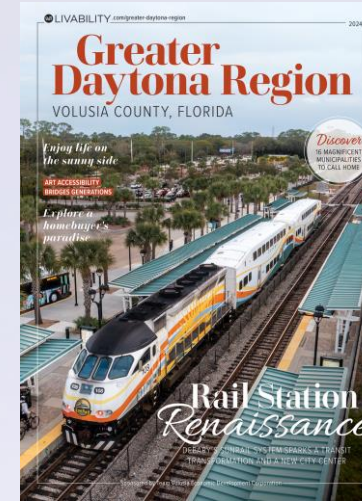
- EVOLVE magazine & EVOLVE News Volusia

Marketing Materials

- Industry outreach flyers

Social Media

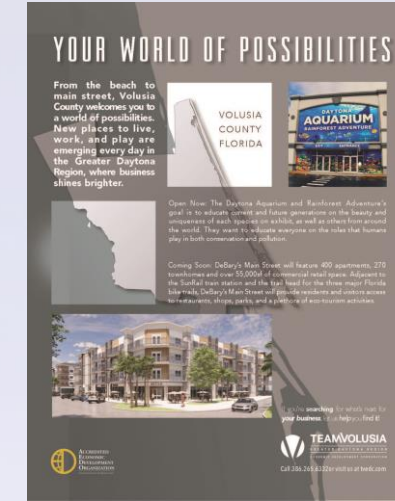
- LinkedIn & Facebook



Livability 2024



Livability 2024 AD



Evolve June 2024 AD

Digital Metrics 1H2024

	First Half 2024	2023	1H2024 vs 2023
Unique Website Visits	10,877	21,470	on pace
Total Website Users	6,599	5,310	24% increase
Total Emails Sent	14,868	32,213	on pace
Email Open Rate	27.65%	24.17%	14% increase
Social Media Impressions	69,162	59,570	16% increase
VolusiaSites.com Engagements	5,600	12,000	on pace

As first presented at the Volusia County Council Meeting, August 6



2024 OFFICERS



R. Sans Lassiter, Chair



**Randy Dye,
First Vice Chair**



**David Weis,
Second Vice Chair**



M. Jayson Meyer, Secretary



**Joyce Shanahan,
Treasurer**



**Michael Pleus,
Municipal Representative**



**John Ferguson,
Legal Counsel**



**George Recktenwald,
County Manager**



**Philip Maroney,
Immediate Past Chair**



Keith Norden, CEcD
President & CEO



Tywan Arrington
Director, Business
Development



Harry Jorgensen
Director, Business
Development & Research



Tracy Marino
Director, Marketing &
Communications



Debbie Robbins
Executive Assistant/Office
Coordinator



Jen Boggs
Bookkeeper

TWEDC

STAFF

Thank You

Team Volusia EDC, through tremendous commitment and partnership, works on strategic economic development activities and business recruitment initiatives to Volusia County, Florida. The organization is a valuable part of the economic development delivery system and works in partnership with state and county agencies, municipalities, chambers and other resource partners to achieve county-wide economic development goals for Volusia County. The EDC's program and services are partially funded through contracts with Volusia County and many of the municipalities located within the county. Additional funds are raised from private sector companies and organizations. Today, the organizations continues to grow and help strengthen the economic prosperity for the region.



Team Volusia EDC
One Daytona Blvd, Ste. 240
Daytona Beach, FL 32114



Keith Norden, CEcD
President & CEO
386 265-6332 (Office)
386-506-9542 (Cell)



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