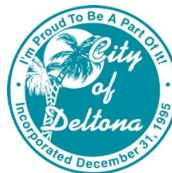




# Deltona Quarterly Report – Q4



**TEAMVOLUSIA**  
GREATER DAYTONA REGION  
ECONOMIC DEVELOPMENT CORPORATION

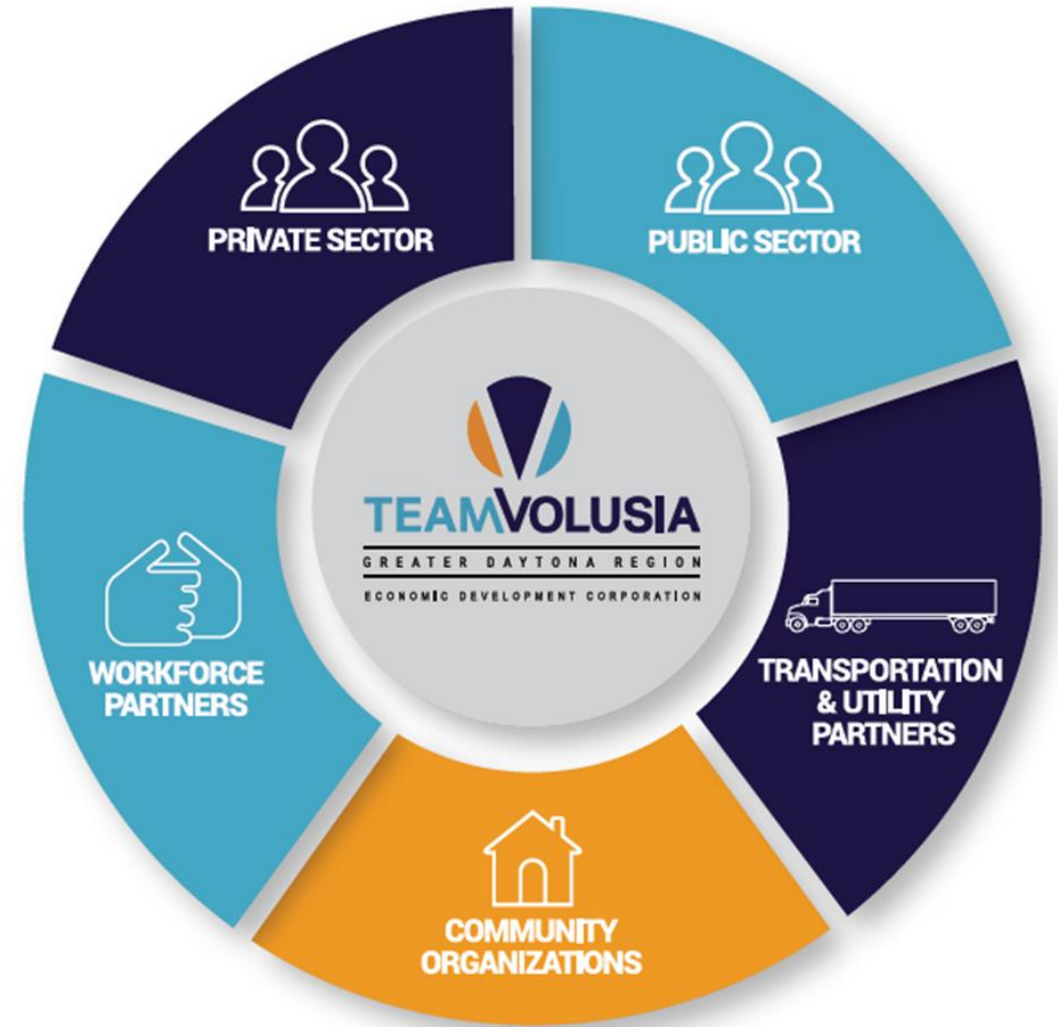


**December 12, 2024**

# 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 81<sup>st</sup> 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**



# VISION 2024 REPORT CARD

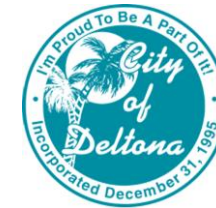
- **Collaborate with Florida Trend Magazine to Facilitate the Greater Daytona Region/Volusia County Insert for November 2024 Issue – Done** ✓
- **Continue to Diversify Outreach to Domestic and International Markets – Ongoing** ✓
- **Adopt Boyette Strategic Advisors (BSA) 5-Year Strategic Plan and Create an Implementation Task Force – Done** ✓
- **Validate TVEDC's Targeted Industry Sectors as Outlined in BSA Strategic Plan – Done** ✓
- **AEDO Accreditation – Complete Phase II & Become Accredited – Done** ✓
- **Promote Talent Recruitment through FPL's WonderFL Campaign and the Launch of LifeinVolusiaFL.com – Ongoing** ✓
- **Develop and Reinforce Existing Relationships with FloridaCommerce and SelectFlorida – Ongoing** ✓
- **Retain and Increase Private Sector Investment – Ongoing** ✓

# Business Recruitment: Cross-Organization Process Overview

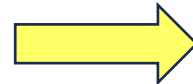
Lead Sources

FLORIDACOMMERCE

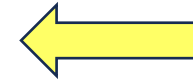
Site Selectors & Consultants  
Company Leadership



Contact Municipal Practitioner for properties, search CoStar & VolusiaSites.com, contact RE Brokers



Request for Proposal



Submit properties to TVEDC matching RFP criteria

Maintained by TVEDC as a databank for available properties

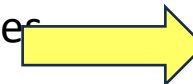


VolusiaSites.com

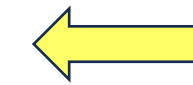


Listing Agents submit properties to TVEDC for inclusion.

TVEDC hosts a booth annually & welcomes municipalities to attend and/or send materials for display

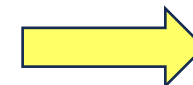


ICSC Orlando (August)  
SpaceFlorida (January)



Attend and/or submit materials

Held bi-monthly, TVEDC shares project updates, incl county & municipal practitioners who provide their community updates



Practitioners Council



Attend

# A Collaborative Environment

TVEDC works with 16 Municipalities in Volusia County



Volusia County Incubator powered by

 **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

# DECEMBER 6, 2024 TVEDC BOARD MEETING

## THE FUTURE OF SOUTHEAST VOLUSIA



**E. BLISS JAMISON**

PRESIDENT, SOUTHEAST VOLUSIA  
MANUFACTURING & TECHNOLOGY  
COALITION



*Guest Speaker*





# DECEMBER 6, 2024 TVEDC BOARD MEETING

## THE CITY OF DEBARY'S REDEVELOPMENT

**SHARI SIMMANS**

DIRECTOR, ECONOMIC DEVELOPMENT,  
COMMUNICATIONS, & GOVERNMENT  
AFFAIRS



*Guest Speaker*



# APPROVAL OF NEW INVESTOR

## AMBASSADOR LEVEL



### SEACOAST BANK

Assigned Designee:  
**BRANDON PHILLIPS**  
SVP, MARKET PRESIDENT



# INTRODUCTION OF NEW INVESTOR

## BOARD LEVEL

*(Previously Approved 8-16-2024)*



**CAREERSOURCE BREVARD  
FLAGLER VOLUSIA**

Assigned Designee:  
**MARCI MURPHY**  
Executive Director



# INTRODUCTION OF NEW INVESTOR

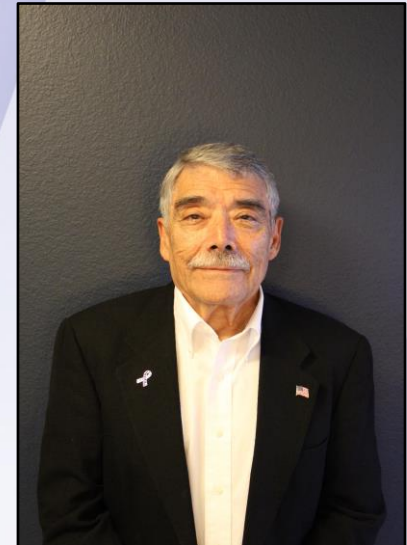
## AMBASSADOR LEVEL

*(Previously Approved 8-16-2024)*



**WEST VOLUSIA  
ASSOCIATION OF REALTORS**

Assigned Designee:  
**VICTOR RAYMOS**  
CEO



# INTRODUCTION OF NEW BOARD MEMBER DESIGNEE



**EMBRY-RIDDLE  
AERONAUTICAL UNIVERSITY**

Assigned Designee:  
**TYLER SIROIS**  
VP, External Affairs & Strategic  
Initiatives



# INTRODUCTION OF NEW BOARD MEMBER DESIGNEE

**Charter**  
COMMUNICATIONS

**CHARTER  
COMMUNICATIONS**

Assigned Designee:  
**ALEX REDKIN**  
SENIOR MANAGER,  
GOVERNMENT AFFAIRS



# INTRODUCTION OF NEW BOARD MEMBER DESIGNEE



**CITY OF NEW SMYRNA  
BEACH**

Assigned Designee:  
**KEVIN COWPER**  
CITY MANAGER

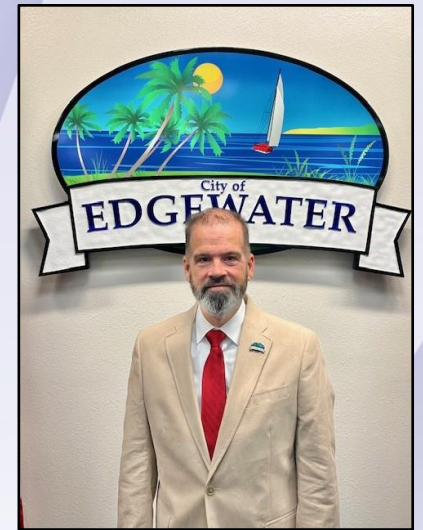


# INTRODUCTION OF NEW BOARD MEMBER DESIGNEE



## CITY OF EDGEWATER

Assigned Designee:  
**JEFFREY THURMAN**  
INTERIM CITY MANAGER





# INTRODUCTION OF NEW BOARD MEMBER DESIGNEE

**TVEDC PRACTITIONERS COUNCIL**

Assigned Designee:

**SAMANTHA BERGERON**

2024/2025 PRACTITIONERS COUNCIL CHAIR



# 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



**AIRSHOW**  
Farnborough  
Airshow  
July  
Farnborough, UK



**SEDC Annual**  
Meeting  
July  
Savannah, GA



**ICSC Florida**  
2024  
August  
Orlando, FL



**International Manufacturing**  
Tech Show 2024  
September  
Chicago, IL



**IAMC Fall Forum**  
2024  
September  
Quebec City, QC



**2024 NBAA Convention &**  
Exhibition  
October  
Las Vegas, NV



**SEUS/Japan**  
46<sup>th</sup> Annual Joint Meeting  
October  
Charlotte, NC



**Governor's Leadership Mission**  
November  
Italy



**Area Development**  
Winter Forum  
Upcoming - December  
Coral Gables, FL

**TEAM VOLUSIA EDC**  
**PROJECT UPDATES**



Year	Jobs	Payroll	CapEx	Total Economic Impact
2013	139	\$5,888,000	\$7,079,992	\$26,108,442
2014	750	\$100,610,000	\$24,099,900	\$256,208,087
2015	536	\$19,303,000	\$3,600,000	\$63,285,379
2016	275	\$11,100,000	\$38,400,000	\$132,651,073
2017	1,303	\$46,788,836	\$55,298,000	\$101,847,729
2018	135	\$5,100,000	\$12,100,000	\$23,903,380
2019	845	\$29,155,000	\$126,800,000	\$157,525,746
2020	385	\$18,625,000	\$154,000,000	\$209,438,146
2021	1,860	\$65,166,000	\$288,815,000	\$491,511,348
2022	167	\$8,112,992	\$160,500,000	\$262,553,234
2023	535	\$21,770,200	\$94,850,000	\$357,769,349
2013-2023	<b>6,930</b>	<b>\$331,619,028</b>	<b>\$965,542,892</b>	<b>\$2,082,801,913</b>

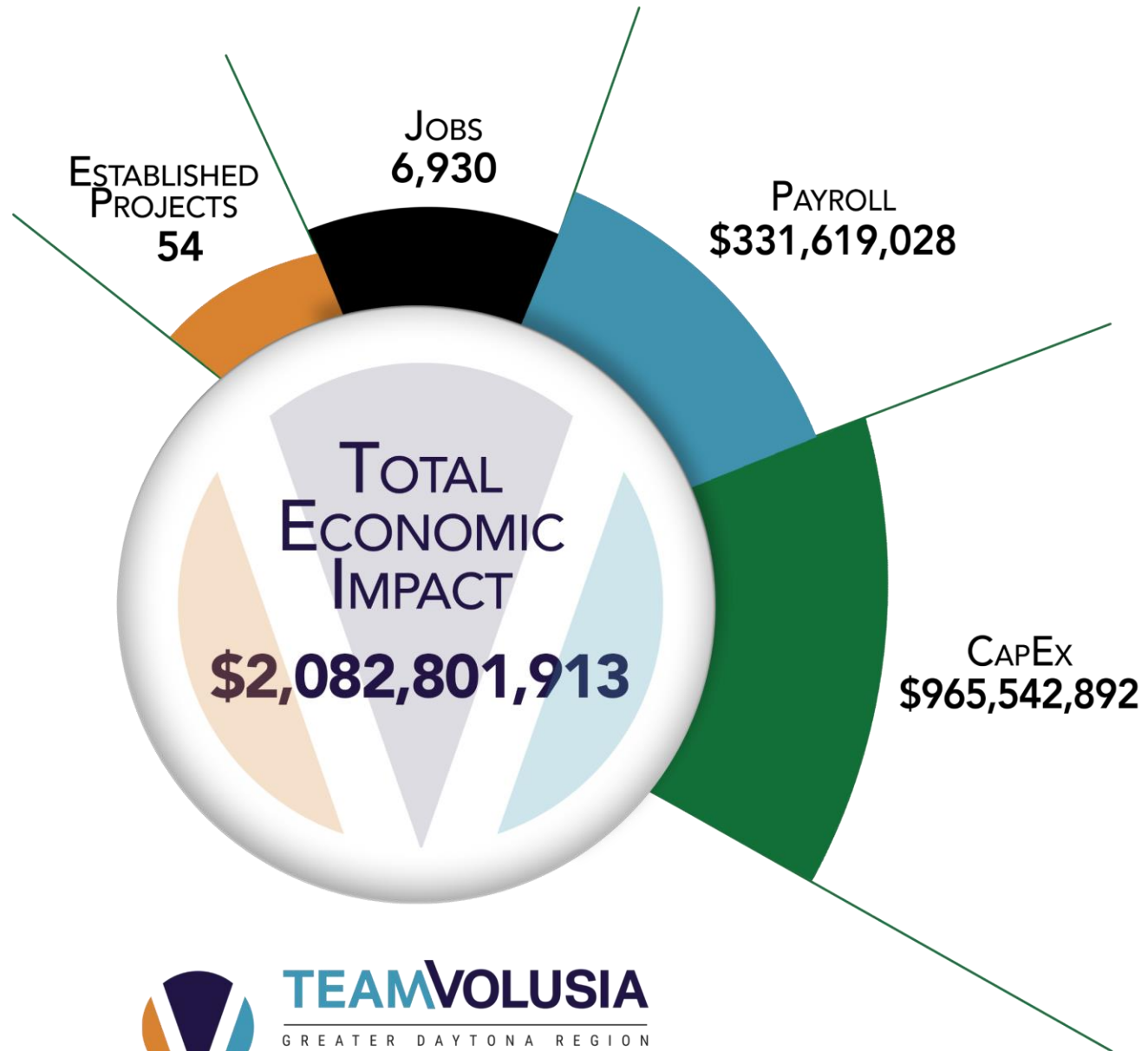
## 2021-2023 Project Wins:



## Project Wins by Industry Category From 2021-2023:

Aerospace/Aviation: **4**    Life Sciences: **3**    Services: **2**    FDI: **3**  
 Manufacturing: **8**    Logistics: **2**    Spec. Development: **1**

# 2013 - 2023 METRICS

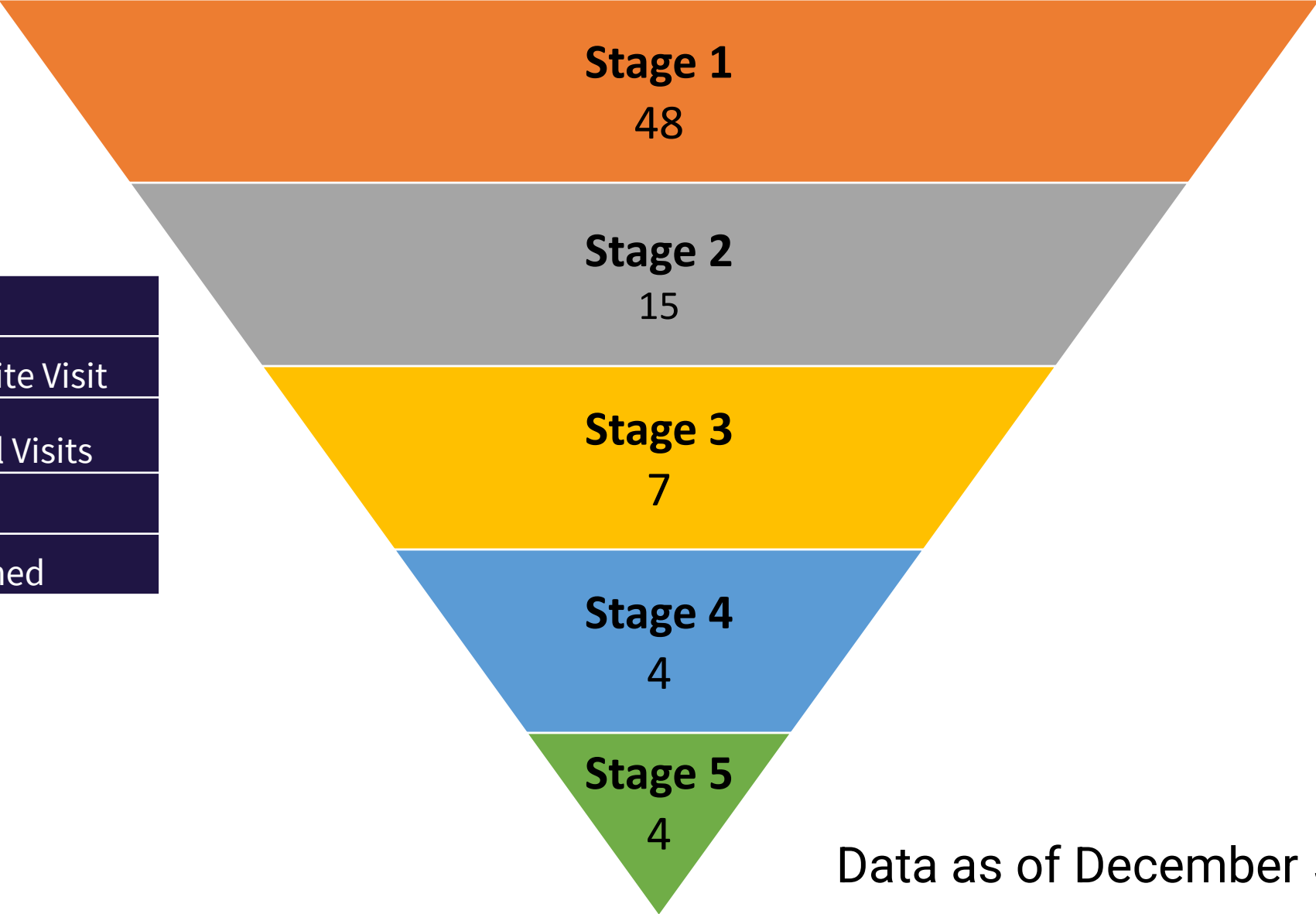


**TEAMVOLUSIA**

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

# 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 December 5, 2024



**Announced Jobs: 1,471**

**Annual Payroll: \$123,569,850**

**Capital Investment: \$210.8 Million**

**Total Economic Impact (YTD):**

**\$1,412,300,697**



- **Jobs: 1,030**
- **Payroll: \$75,905,850**
- **Average Wage: \$73,695.36**
- **CapX: \$172 Million (Over)**
- **Construction: \$110 Million**
- **Equipment: \$5 Million (Over)**
- **Manufacturing Equipment: \$55 Million**
- **Value Added to this Project \$270 Million**

*Announced October 17, 2024  
Daytona Beach International Airport*



**January 17, 2023**

*Initial Meeting*



**June 20, 2023**

*Project Bourget Announced Volusia County at the Paris Air Show:  
Aura Aero will occupy 10,000 square feet of space in the MicaPlex, the Research Park's  
cornerstone facility, and the adjacent Applied Engineering Research Hanger.*

**November 8, 2023**

*Dinner with community partners to discuss a future U.S. manufacturing headquarters project.*

**November 27, 2023**

*Met with company representatives via Zoom to discuss a new industrial plan for a U.S. facility*

**December 18, 2023**

*TVEDC introduces the project to Select Florida (Florida Commerce) to begin a  
state-wide site location search.*

**SNAPSHOT OF THE BUSINESS RECRUITMENT PROCESS  
HIGHLIGHTING PROJECT LAUTREC (AURA AERO)**

**January 3, 2024**

*Met with company representatives via Zoom to discuss a potential Volusia County location.*

**February 23, 2024**

*Volusia County sites submitted: Daytona Beach International Airport, Ormond Beach Municipal Airport, DeLand Municipal Airport*

**April 23, 2024**

*Site Visit I*

**July 8 – 9, 2024**

*Site Visit II*

**July 22, 2024**

*Florida is announced as the future home of Project Lautrec at the Farnborough Air Show.*

**September 19, 2024**

*Site Visit III*

**October 17, 2024**

*Aura Aero selects Daytona Beach International Airport*

**December 3, 2024**

*AURA AERO'S INTEGRAL E. performs maiden flight.*



**SNAPSHOT OF THE BUSINESS RECRUITMENT PROCESS CONT'D**

# SAVE THE DATE

## TVEDC 2025 ANNUAL MEETING



- ❖ **Date: Thursday, March 13, 2024**
- ❖ **Venue: Daytona State College, The Mori Hosseini Center**
- ❖ **Speakers:**
  - **In the process of finalizing**
- ❖ **Timeline:**
  - **5:00 – 6:00 p.m. Registration, Networking & Cocktail Hour**
  - **6:15 – 8:30 p.m. Dinner Meeting**

**SPONSORSHIP OPPORTUNITIES WILL BE AVAILABLE IN EARLY 2025**

# 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**

# TVEDC STAFF



**Keith Norden, CEcD**  
President & CEO



**Tywan Arrington**  
Director, Business  
Development



**Tracy Marino**  
Director, Marketing &  
Communications



**Debbie Robbins**  
Executive Assistant/Office  
Coordinator



**Jen Boggs**  
Bookkeeper

# 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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[www.tvedc.com](http://www.tvedc.com)