



Legislation Text

File #: 15-5577, **Version:** 2

TO: Mayor and Commission

AGENDA DATE: 9/9/2021

FROM: John A. Peters, III, PE, Acting City Manager **AGENDA ITEM:** 8 - A

SUBJECT:

Request for approval of the contract renewal of Team Volusia Economic Development Corporation (TVEDC) Contract 2021-2022 - Jerry Mayes, Economic Development and Ecological Tourism Sustainability Manager, (386) 878-8619.

Strategic Goal: Economic Development - Team Volusia coordination.

LOCATION:

City Wide

BACKGROUND:

The City of Deltona has received the contract from TVEDC for contractual year 2021-2022. The City has been a member of TVEDC since its inception in 2010. TVEDC is one of the City's primary recruiting agencies and plays a major part in the recruitment of businesses to the City of Deltona, like Amazon, and Volusia County. TVEDC is also serves as a primary source of business recruitment leads from Enterprise Florida, the State of Florida's economic development recruitment department. The contract amount of \$46,835.50 is based on the population of the City. The subject contract is attached.

OPTIONS:

SCENARIOS FOR AND AGAINST:

1. Do not Approve the Contract with TVEDC

The City of Deltona's Office of Economic Development would bear sole responsibility for the recruitment of businesses into the City of Deltona. To remain competitive, the City would need to prepare to attend out of state and out of country trade conferences at a cost to the City. In addition, the City of Deltona would lose the ability to utilize the State of Florida Enterprise Florida leads, as the City of Deltona is not eligible to receive said leads. The City of Deltona's Office of Economic Development would need to increase staff to manage leads and recruitment now done be TVEDC.

2. Approve the Contract with TVDEC

The City of Deltona's Office of Economic Development would continue to receive the assistance of TVEDC, consisting of the recruitment of businesses into the City of Deltona. This City would not need to send representatives to attend out of state and out of country trade conferences that are currently handled by TVEDC. The City of Deltona would retain access to

State of Florida Enterprise Florida leads, as the City of Deltona is not within the reception list for said leads. The City of Deltona's Office of Economic Development would not need to increase staff to handle development recruitment activities.

COST:

Forty-six thousand, eight hundred and thirty-five dollars, and fifty cents (\$46,835.50)

SOURCE OF FUNDS:

General Fund

ORIGINATING DEPARTMENT:

Office of Economic Development, Jerry Mayes, Economic Development & Ecological Tourism Sustainability Manager, (386) 878-8619.

STAFF RECOMMENDATION PRESENTED BY:

Jerry Mayes, Economic Development & Ecological Tourism Sustainability Manager, - Staff recommends that the City Commission approve the 2021-2022 contract to continue the partnership with the Team Volusia Economic Development Corporation and direct the Acting City Manager to execute the contract.

POTENTIAL MOTION:

"I hereby move to approve the 2021-2022 contract to continue the partnership with the Team Volusia Economic Development Corporation and direct the Acting City Manager to execute the contract. The Acting City Manager has the authority to make corrections of scrivener's errors and the like."