



Deltona Quarterly Report – Q2



TEAMVOLUSIA
GREATER DAYTONA REGION
ECONOMIC DEVELOPMENT CORPORATION



June 13, 2024

Who We Are



Private

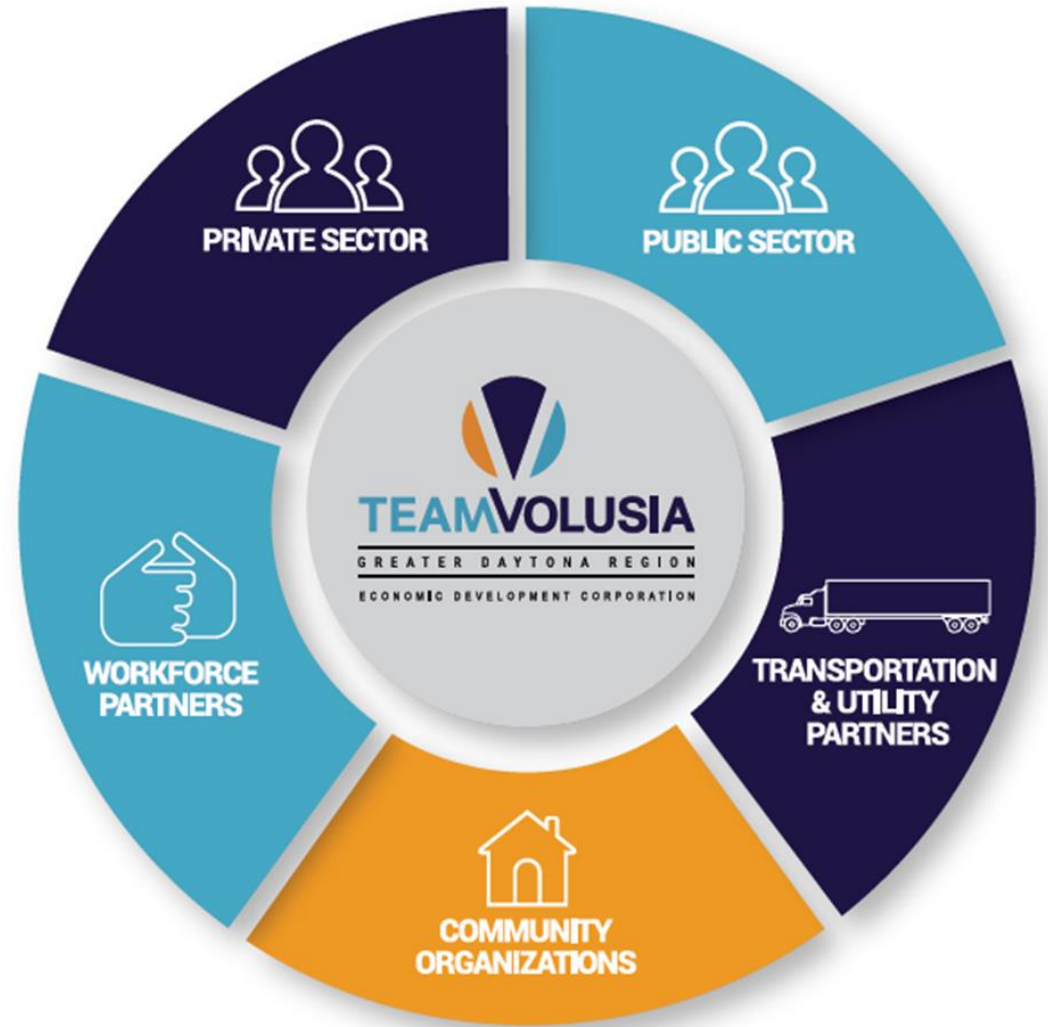


Education



Public

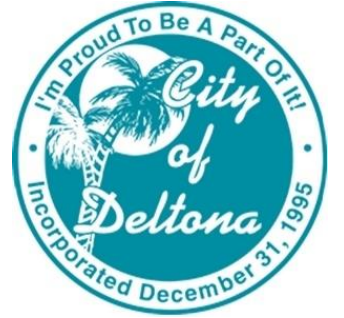
- **Serve as the official P3 (Public/Private Partnership) EDO for Volusia County focused on business recruitment**
- **Incorporated in 2010 as a 501c6**
- **Represents Volusia County and 16 Municipalities**
- **80+ Private Sector Partners**
- **6 Colleges & Universities**



A COLLABORATIVE ENVIRONMENT



TVEDC works with 16 Municipalities in Volusia County



Volusia County Incubator powered by



UNIVERSITY OF CENTRAL FLORIDA





Team Volusia Economic Development Corporation

BOARD OF DIRECTORS MEETINGS



TEAMVOLUSIA

GREATER DAYTONA REGION

ECONOMIC DEVELOPMENT CORPORATION

APRIL 19, 2024 - TVEDC BOARD MEETING

FEATURED PRESENTATION

BUILDING MAINSTREET FROM THE GROUND UP



SHARI SIMMANS

Director, Economic Development,
Communications, & Government Affairs,
City of DeBary

PHYLLIS BUTLIEN

Vice Mayor
City of DeBary



INTRODUCTION OF NEW INVESTOR

Ambassador Level

(Previously Approved on March 1, 2024 by Executive Committee)

**PARADIGM DEVELOPMENT
PARTNERS**

Assigned Designee:

RICK FRIEDMAN

Vice President & Treasurer



PARADIGM



INVESTOR UPDATE

New Board Member Designee

KEISER UNIVERSITY

Assigned Designee:
W. BEN SEDRINE
Campus President,
Daytona Beach



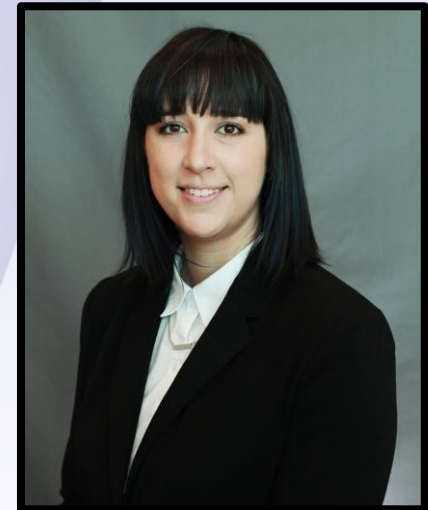
JUNE 7, 2024 - TVEDC BOARD MEETING

**ECONOMIC DEVELOPMENT AT THE EMBRY-RIDDLE
AERONAUTICAL UNIVERSITY RESEARCH PARK**

EMBRY-RIDDLE
Aeronautical University

DR. STEPHANIE MILLER

Executive Director, Technology Transfer
and Research Park Initiatives, ERAU



JUNE 7, 2024 - TVEDC BOARD MEETING

**DEVELOPMENT OF FLORIDA'S
SPACEPORT SYSTEM**



MATT CHESNUT, CEcD

VP Business & Economic Development
Space Florida



APPROVAL OF NEW INVESTOR

Ambassador Level

**SOUTHEAST VOLUSIA
MANUFACTURING and
TECHNOLOGY COALITION**

Assigned Designee:
E. BLISS JAMISON
President



2024 OUTREACH ACTIVITY – Q1-Q3



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
Upcoming - June
Virginia Beach, VA



SelectUSA Summit
2024
Upcoming - June
National Harbor, MD



AIRSHOW
Farnborough
Airshow
Upcoming - July
Farnborough, UK



SEDC Annual
Meeting
Upcoming - July
Savannah, GA



Logistics Development
Forum 2024
Upcoming - July
Beaver Creek, CO



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



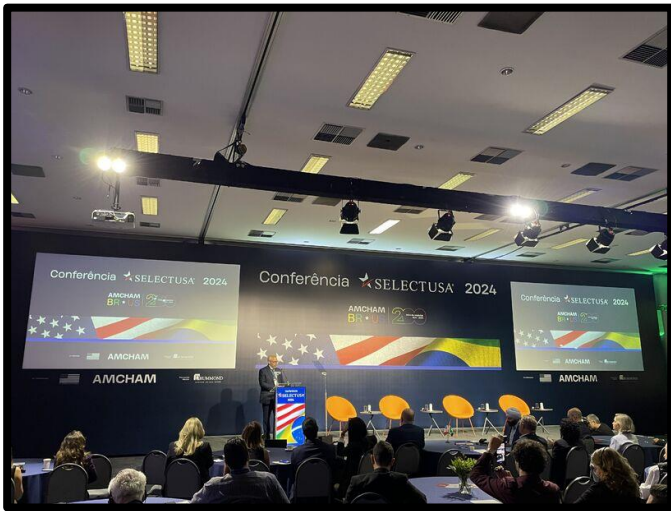
IEDC Annual Conference
2024
Upcoming - September
Denver, CO



C5 Summit
2024
Upcoming - September
Hollywood, FL



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



**2024 SelectUSA
Brazil Roadshow**
February
Sao Paulo, Brazil



**Satellite 2024
Conference**
March
Washington, DC



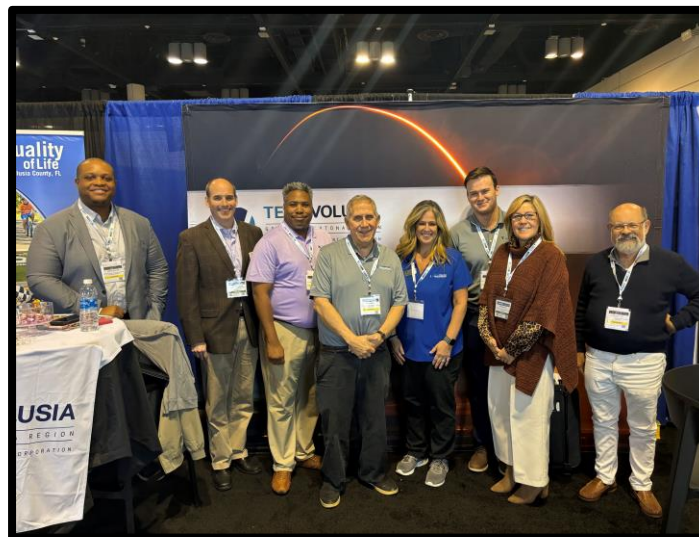
**Meeting with H.E. Szabolcs Takács,
Ambassador of Hungary to the US,
and a Hungarian business prospect**



**2024 Synapse
Summit**
February
Tampa, FL



**SpaceCom 2024
Commercial Space
Conference**
January
Orlando, FL



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



2024 OUTREACH HIGHLIGHTS – Q1



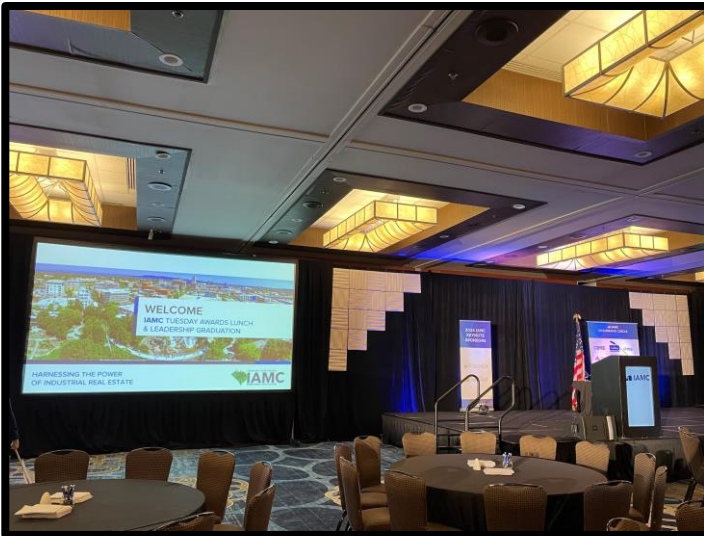
Site Selectors Guild
Annual Conference
2024

April
San Antonio, TX



MRO Americas
2024

April
Chicago, IL



IAMC Spring Forum
2024
April
Greenville, SC



2024 Florida Economic
Development Conference

April
Ponte Vedra Beach, FL



2024 OUTREACH HIGHLIGHTS – Q2 To Date



**Hungarian Summit
2024**

**May
Daytona Beach, FL**



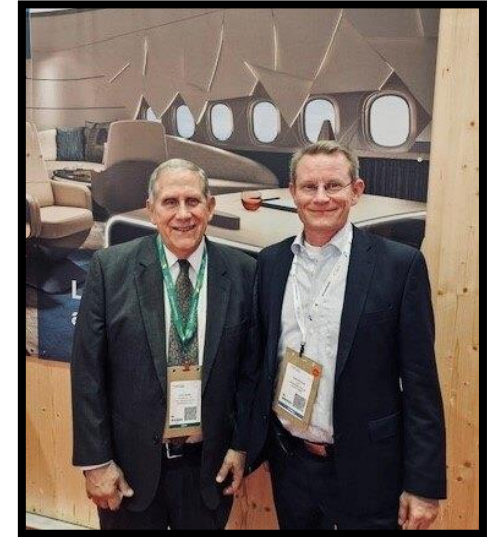
**Puerto Rican Summit
XIII**

**May
Orlando, FL**



**Aircraft Interiors Expo
2024**

**May
Hamburg, Germany**



VISION 2024 – Report Card

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

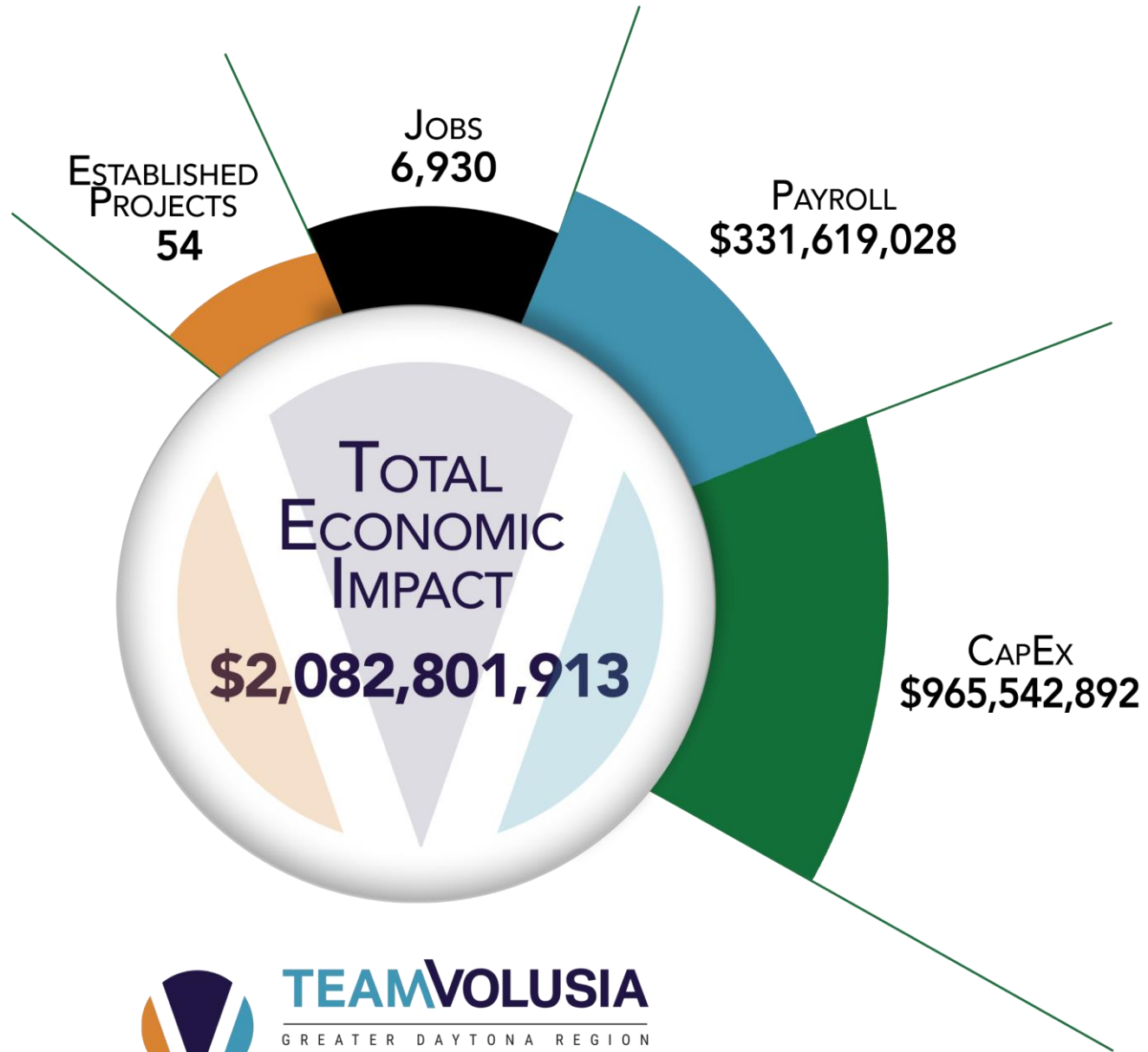
IEDC ACCREDITATION UPDATE



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.



2013 - 2023 METRICS



TEAMVOLUSIA

GREATER DAYTONA REGION

ECONOMIC DEVELOPMENT CORPORATION

JUNE 7, 2024 - TVEDC BOARD MEETING

**TEAM VOLUSIA EDC
PROJECT UPDATES**

TYWAN ARRINGTON

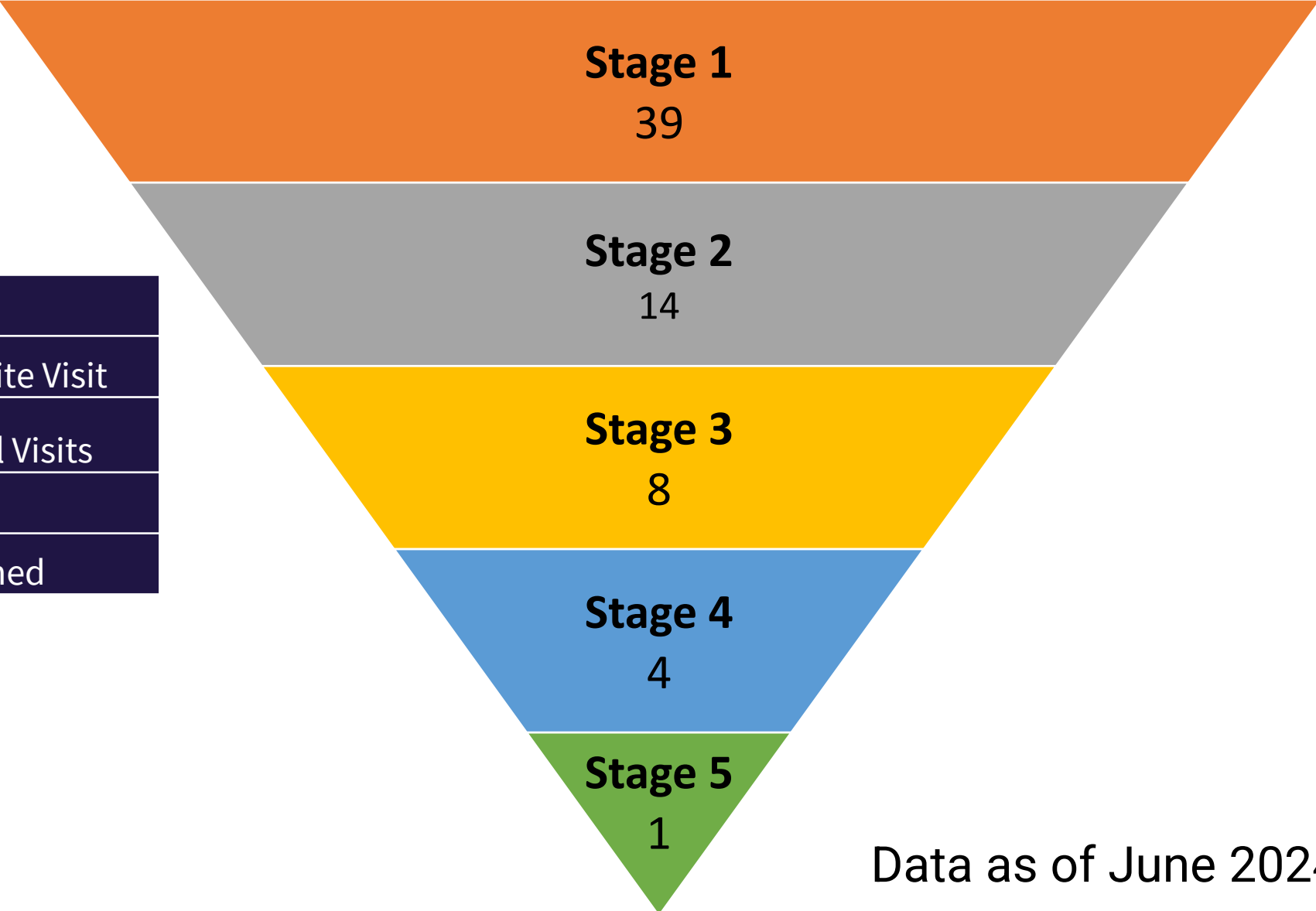
Director, Business Development
Team Volusia EDC

HARRY JORGENSEN

Director, Business Development
& Research, 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 June 2024

Mastermind

Stage 5

(Announcement Pending)

- CapX: TBD
- Jobs: 50
- Avg Wage: apprx. \$40,000
- Advanced Agriculture

Opal

Stage 3

- CapX: \$984 million
- Jobs: 268
- Avg Wage: \$68,391
- Aviation/Aerospace

KitWalker

Stage 4

- CapX: \$36 million
- Jobs: 200
- Avg Wage: \$115,000
- Aviation/Aerospace

Miniature

Stage 2

- CapX: TBD
- Jobs: 30
- Avg Wage: TBD
- Manufacturing

Lautrec

Stage 3

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

Skyfall

Stage 2

- CapX: \$1.26 billion
- Jobs: 2,500-7,500 jobs
- Avg Wage: \$95,000
- Advanced Manufacturing

JUNE 7, 2024 - TVEDC BOARD MEETING

**TEAM VOLUSIA EDC
MARKETING UPDATE**

TRACY MARINO

Director, Marketing & Communications
Team Volusia EDC



MARKETING

Talent Recruitment

- Livability 2024 edition
- LifeInVolusiaFL.com -- WonderFL campaign

Florida Trend

- Every 3 years, TVEDC partners with Florida Trend to develop a special Greater Daytona Region/Volusia County business insert
- The new 2024 edition which will be in this November's issue

Regional Advertising

- EVOLVE magazine & EVOLVE News Volusia

Marketing Materials

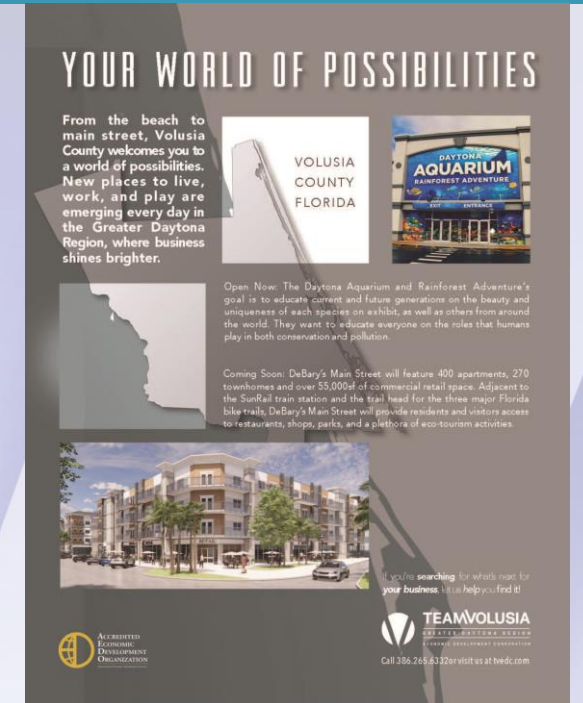
- Industry outreach flyers

Social Media

- LinkedIn & Facebook



Livability 2024 PRINT AD

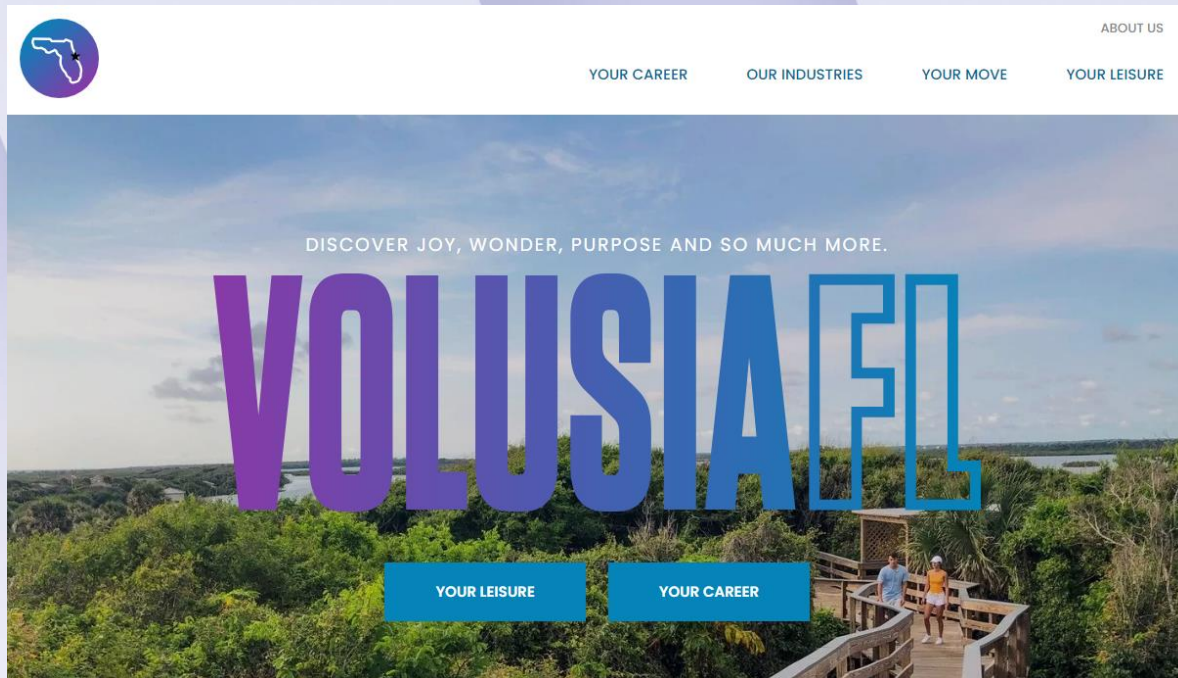


Evolve June 2024



LifeInVolusiaFL.com

TALENT RECRUITMENT MICROSITE UPDATE



WonderFL Talent Initiative (powered by FPL)

- VolusiaFL microsite as part of the campaign, launched November 15, 2023
- TVEDC Recognized by FPL as the **Top** local partner for promoting the initiative



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



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
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