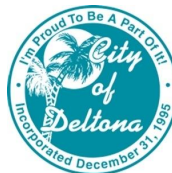




Deltona Quarterly Report – Q1



TEAMVOLUSIA
GREATER DAYTONA REGION
ECONOMIC DEVELOPMENT CORPORATION



March 20, 2024

Who We Are



Private

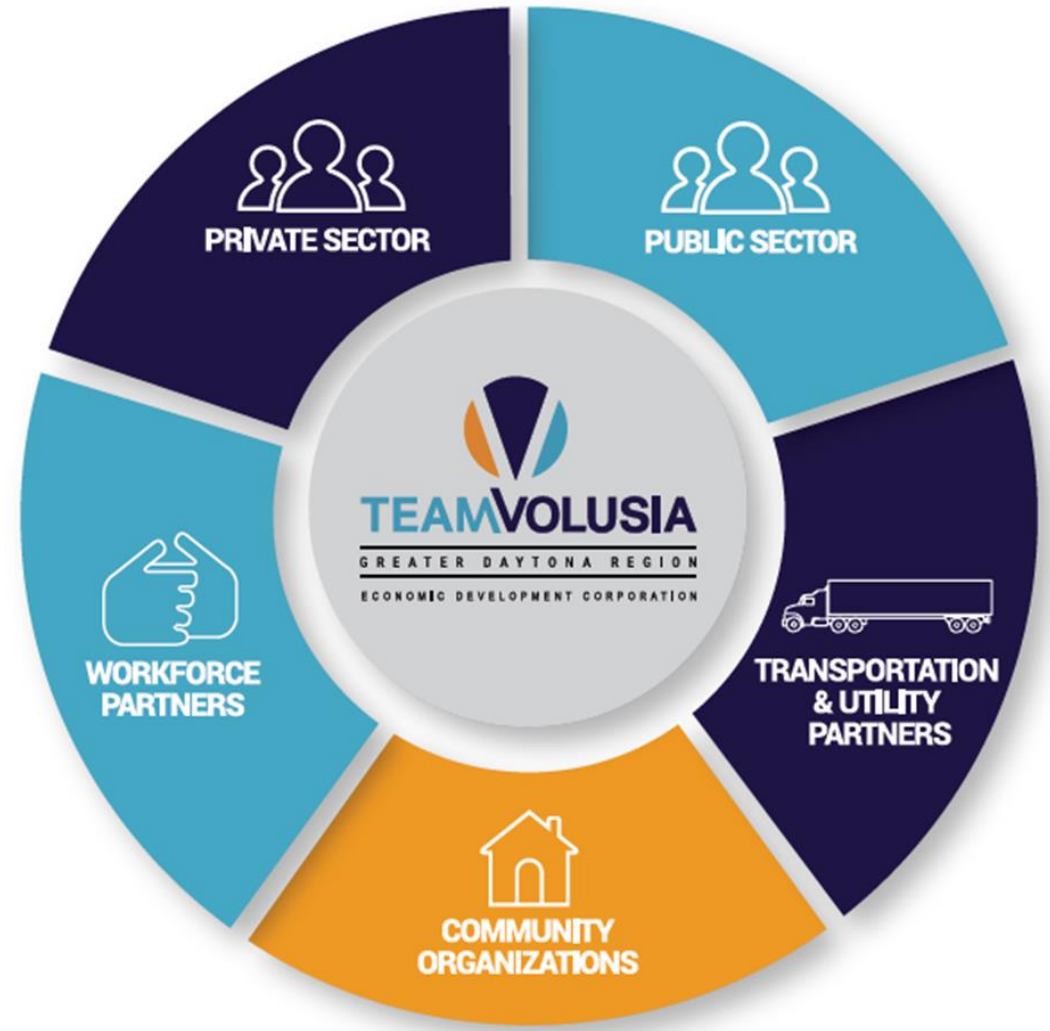


Education



Public

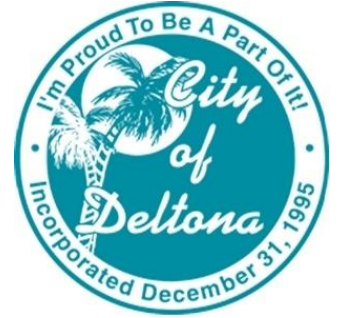
- **Serve as the official P3 (Public/Private Partnership) EDO for Volusia County focused on business recruitment**
- **Incorporated in 2010 as a 501c6**
- **Represents Volusia County and 16 Municipalities**
- **80+ Private Sector Partners**
- **6 Colleges & Universities**



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

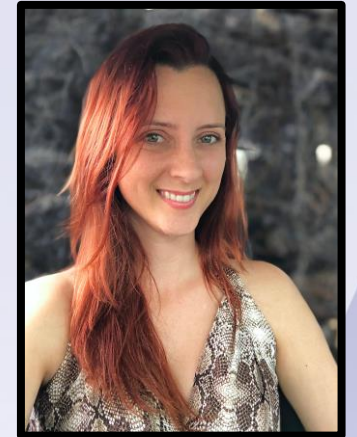
December 15, 2023 – TVEDC Board Meeting

The Cici & Hyatt Brown Museum of Arts & Sciences
Daytona Beach

FEATURED SPEAKERS



Wes Hudgens
Lead Economic Development
Manager, Florida Power & Light



Kristina Circelli
Volusia Young Professionals Group,
President-Elect



NEXT TEAM VOLUSIA EDC BOARD MEETING



➤ **Friday, APRIL 19, 2024 at 9:00 a.m. at The Sanborn Activity Center, DeLand**



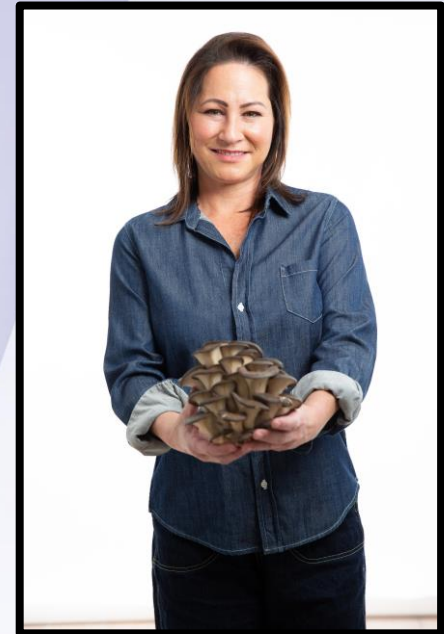
ANNOUNCEMENT OF NEW INVESTOR

Ambassador Level



MASTERMIND MUSHROOM
(DBA of Seed2Source Corporation)

Assigned Designee:
JENNIFER WAXMAN
CEO



ANNOUNCEMENT OF NEW INVESTOR

Ambassador Level



SALTY DOG VACATIONS

Assigned Designee:
KRISTA GOODRICH
CEO/Director of Sales



Team Volusia Economic Development Corporation
EXECUTIVE COMMITTEE MEETING

March 1, 2024



TEAMVOLUSIA
GREATER DAYTONA REGION
ECONOMIC DEVELOPMENT CORPORATION

OVERVIEW AND ADOPTION OF STRATEGIC PLAN

Executive Summary

TRACY KING SHARP

COO
BOYETTE STRATEGIC ADVISORS



Development of the **TeamVolusia 2030** Economic Development Strategic Plan was led by the Team Volusia Economic Development Corporation working with Boyette Strategic Advisors.

TARGET SECTORS & SUBSECTORS



Advanced Manufacturing

- Food & Beverage Manufacturing
- Semiconductor & Electronic Component Manufacturing
- Solar or Clean Energy Component Manufacturing



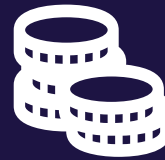
Aerospace / Aviation

- Navigational and Control Instruments Manufacturing
- Spacecraft and Components Manufacturing



Corporate / Regional HQ

- Corporate HQ
- Regional HQ
- Professional Services



Finance / Insurance

- Financial Operations
- Insurance Agencies



Information Technology

- Data Centers
- Software Development



Life Sciences

- Medical Device Manufacturing
- Pharmaceutical Manufacturing
- Life Sciences R&D



Logistics

- Cold Storage
- Logistics Services



Strategic Goals & Recommendations

Continue and Expand Lead Generation Activities

- Focus lead generation efforts on identified target sectors
- Capitalize on Aerospace/Aviation Assets in Volusia County
- Enhance Corporate/Regional Headquarters Recruitment Strategy
- Promote and expand Foreign Direct Investment (FDI) activities
- Develop long-term strategy to attract newly identified target sectors and sub-sectors.

Collaborate to Address Economic Development Challenges Countywide

- Encourage collaborative efforts countywide
- Understand current product (sites and buildings) situation and plan for future
- Engage with partners on talent recruitment initiatives
- Support workforce housing development
- Support development of competitive local incentives
- Advocate for transportation improvements

Continue to Evolve Communications/Marketing Activities

- Continue to strengthen partner communications and relationships
- Educate related to the importance of economic development
- Continue to enhance the business brand of Volusia County and its municipalities
- Improve existing marketing tools

Work with Partners to Support a Vibrant Startup Ecosystem

- Bring partners together to explore development of the entrepreneurial ecosystem
- Establish relationships with and support incubator companies

Ensure Future Sustainability of Team Volusia

- Explore new funding options for the organization long-term
- Show value to investors



TEAMVOLUSIA 2030

An Economic Development Strategic Plan

BUSINESS SHINES BRIGHTER HERE

ANNOUNCEMENT OF NEW INVESTOR

Ambassador Level

**PARADIGM DEVELOPMENT
PARTNERS**

Assigned Designee:
RICK FRIEDMAN
Vice President & Treasurer



PARADIGM



VISION 2023 – Report Card

- Increase Marketing Nationally & Internationally → 
- Continue Focusing on Aviation, Aerospace and Innovation; along with a Deeper Focus on Manufacturing/Logistics → 
- Initiate a 5-Year Strategy for CY 2024 – 2029 → 
- Complete Phase I and II – AEDO Accreditation
 - Phase I – Complete → 
 - Phase II – In Progress – IEDC Accreditation Committee Site Visit held February 20 & 21, 2024. Awaiting final decision/report in April/May of 2024.
- Increase Private Sector Investment → Continuous Effort
- Finalize Proposed Public & Private Sector Funding Adjustments → 

VISION 2024

- **Collaborate with Florida Trend Magazine to Facilitate the Greater Daytona Region/Volusia County Insert for November 2024 Issue**
- **Continue to Diversify Outreach to Domestic and International Markets**
- **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**
- **AEDO Accreditation – Complete Phase II & Become Accredited**
- **Promote Talent Recruitment through FPL's WonderFL Campaign and the Launch of LifeinVolusiaFL.com**
- **Develop and Reinforce Existing Relationships with FloridaCommerce and SelectFlorida**
- **Retain and Increase Private Sector Investment**

Team Volusia Economic Development Corporation

2024 ANNUAL MEETING



TEAMVOLUSIA
GREATER DAYTONA REGION
ECONOMIC DEVELOPMENT CORPORATION

TVEDC 2024 Annual Meeting



DATE HELD: Thursday, March 7, 2024

Venue:

Daytona State College, The Mori Hosseini Center

Featured Presentation:

Boyette Strategic Advisors presentation of Team Volusia 2030 a 5-Year Economic Development Strategic Plan

Keynote Presentation:

TJ Villamil, President Business Development, FloridaCommerce; & President of International Commerce, SelectFlorida

FEATURED PRESENTATION



DEL BOYETTE

President & CEO
Boyette Strategic Advisors



TRACY KING SHARP

COO
Boyette Strategic Advisors





TEAMVOLUSIA 2030

An Economic Development Strategic Plan

BUSINESS SHINES BRIGHTER HERE

 Boyette

3.2024

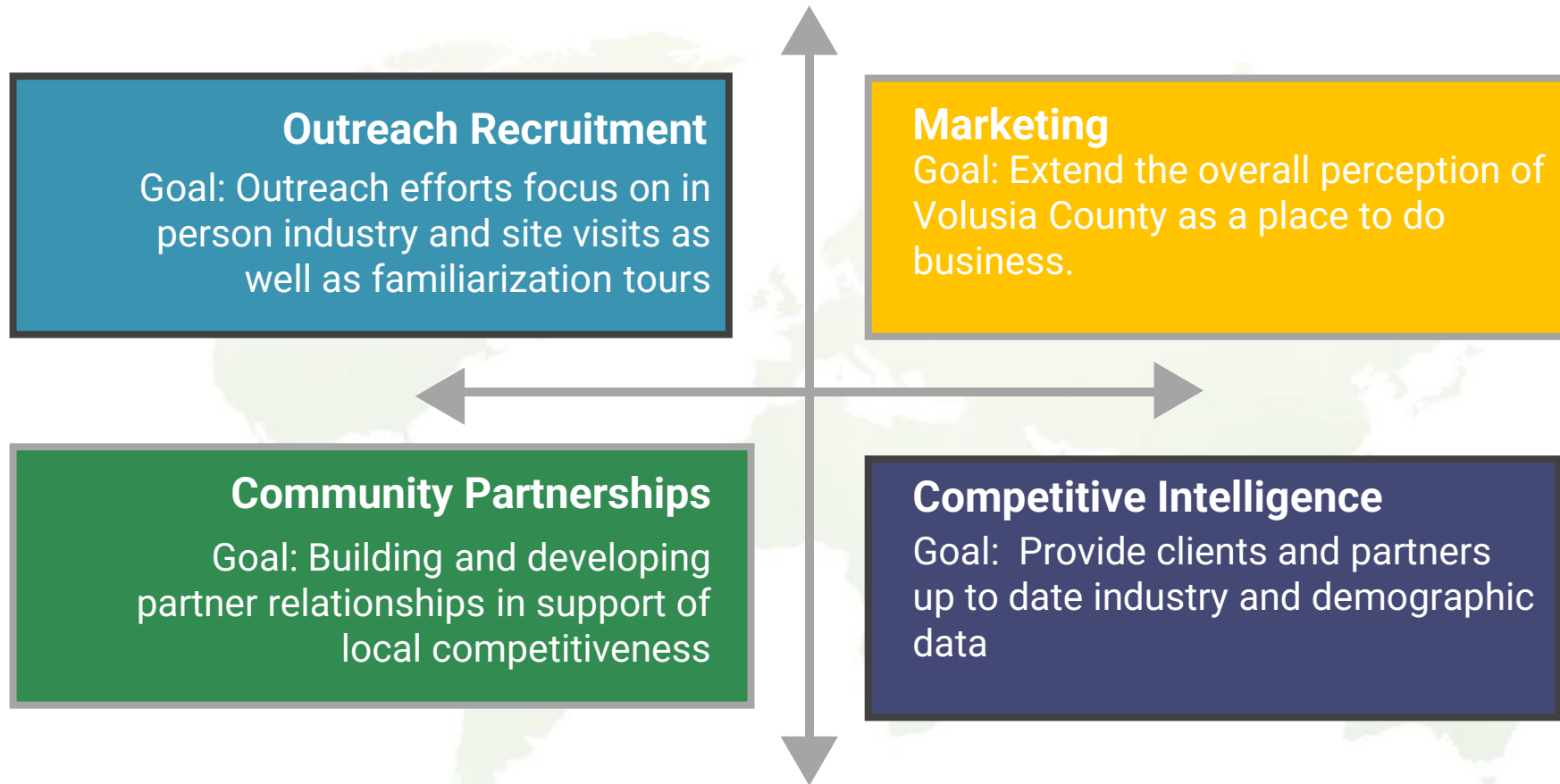
KEYNOTE PRESENTATION

TJ VILLAMIL

President of Business Development
FloridaCommerce &
President of International
Commerce SelectFlorida, Inc.



TEAM VOLUSIA EDC ACTIVITIES



SERVICES PROVIDED TO PROSPECTS

Site Selection Assistance

Project Assistance

Local Buyer & Supplier Information

Market Research

Local Resource Introductions

Government Relations

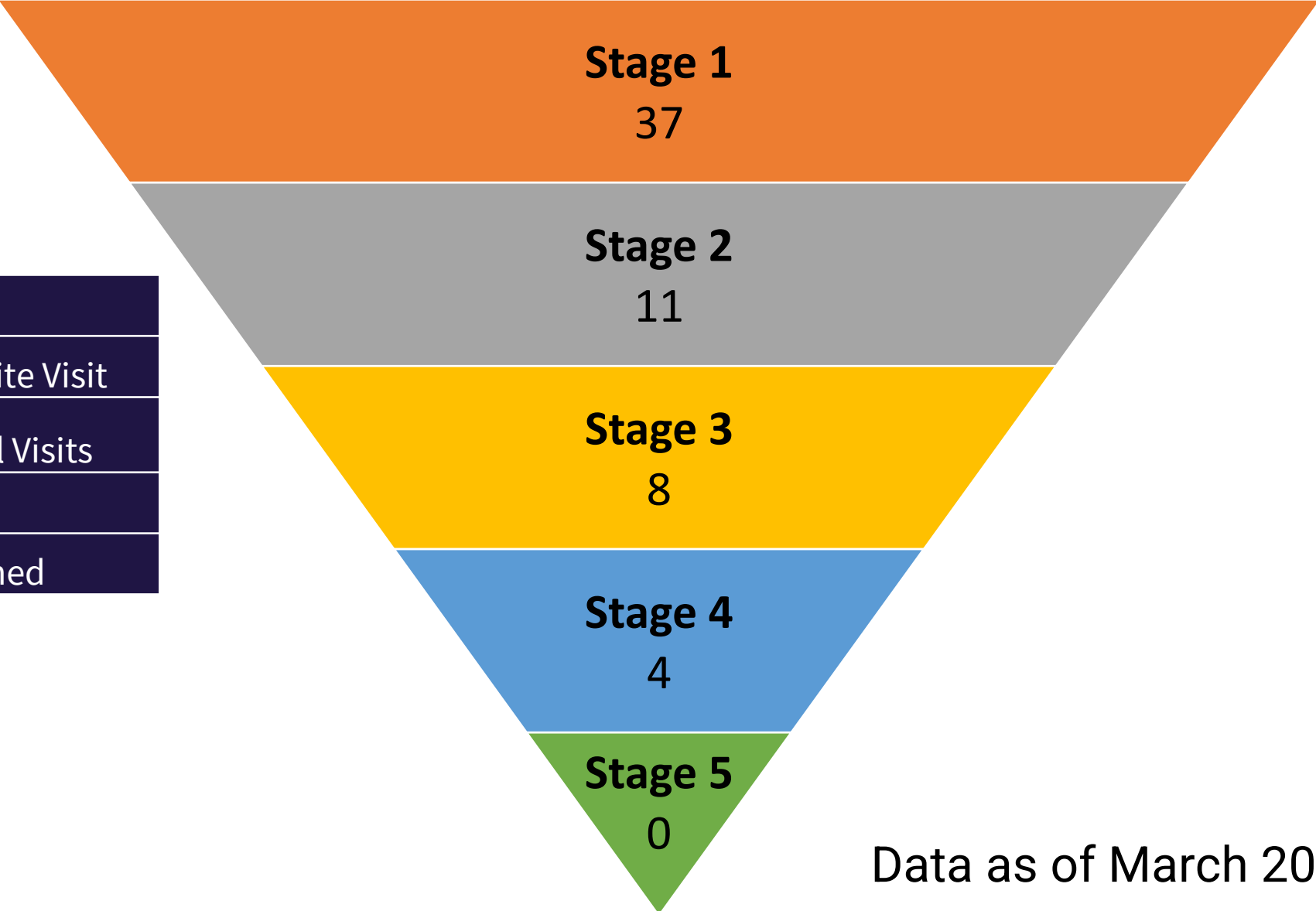




TOTAL ECONOMIC IMPACT

\$357,769,349

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 March 20, 2024

2023 OUTREACH ACTIVITY



Rolex 24 Consultant
FAM Event
January
Daytona Beach, FL



INTERNATIONAL
ECONOMIC DEVELOPMENT
COUNCIL
2023 IEDC Leadership
Summit
January
Tucson, AZ



FPL Powering FL:
Illuminations
February
Palm Coast, FL



2023 SelectUSA Brazil
Roadshow
February
Sao Paulo, Brazil



MD&M West Medical
Device Trade Show
February
Anaheim, CA



2023 Synapse Summit
February
Tampa, FL



SpaceCom 2023
Commercial Space Conference
February
Orlando, FL



2023 FL Companies
to Watch Awards
February
Orlando, FL



Satellite 2023
Conference
March
Washington, DC



Site Selectors Guild –
Spring 2023
March
San Antonio, TX



2023 Sun N Fun
Airshow
March-April
Lakeland, FL



IAMC Spring Forum
2023
April
Biloxi, MS



2023 Central FL
Signature Event
April
Orlando, FL



2023 Space
Symposium
April
Colorado Springs, CO



MRO Americas
2023
April
Atlanta, GA



SelectUSA Summit
2023
May
National Harbor, MD



SEDC Consultants
Event
May
Atlanta, GA



2023 Florida Economic
Development Conference
May
Orlando, FL



2023 NYC
Consultants Mission
May
New York, NY



Hungarian Summit Mission
June
Budapest, Hungary



Puerto Rican Summit XII
June
Orlando, FL



Paris Air Show
June
Le Bourget, France



LOGISTICS
DEVELOPMENT
FORUM
Logistics Development Forum
July
Beaver Creek, CO



SEDC Annual
Conference
August
Williamsburg, VA



ICSC Florida
August
Orlando, FL



Southeast U.S./Japan &
Japan - U.S. Southeast
Associations
SEUSJapan
45th Annual Joint Meeting
October
Tokyo, Japan



NBAA
NATIONAL BUSINESS AVIATION ASSOCIATION
2023 Business Aviation
Convention & Exhibition
October
Las Vegas, NV



SelectFlorida Credits &
Incentive Consultants Mission
November
Tampa, FL

OUTREACH PLANNED FOR 2024

AVIATION, AEROSPACE AND INNOVATION OUTREACH SCHEDULE

EVENT	DATES
SpaceCom – Orlando, FL (Exhibit)	Jan 30 – Feb 1
Synapse Summit – Tampa, FL	Feb 28
Satellite Conference – Washington, D.C.	Mar 18 - 21
Space Symposium – Colorado Springs, CO	Apr 8 - 11
MRO Americas – Chicago, IL	Apr 18 - 20
Space Tech Expo USA – Long Beach, CA	May 14 - 15
Aviation Interiors Show – Hamburg, Germany	May 28 - 30
Farnborough Airshow – Farnborough, UK	July 22 - 26
NBAA – Las Vegas, NV (Exhibit)	Oct 22 - 24
Space Tech Expo Europe – Bremen, Germany	Nov 19 - 21
Aerospace Alliance – Washington, D.C.	TBD

MANUFACTURING OUTREACH SCHEDULE

EVENT	DATES
MD&M West – Anaheim, CA	Feb 6 – 8
BioFlorida Annual Conference – Tampa, FL	Feb 23
Logistics Development Forum – Beaver Creek, CO	Jul 29 – 31
International Manufacturing Tech Show (IMTS) – Chicago, IL	Sep 9 – 14
ICSC – Orlando, FL (Exhibit)	TBD
Food Manufacturing (Show TBD) – TBD	TBD



OUTREACH PLANNED FOR 2024

SITE SELECTORS OUTREACH SCHEDULE

EVENT	DATES
SelectUSA Brazil Roadshow – <i>Rio de Janeiro & Sao Paulo, Brazil</i>	<i>Jan 29 – Feb 6</i>
Site Selectors Guild Annual Conference – <i>Nashville, TN</i>	<i>Apr 3 – 5</i>
IAMC Spring Professional Forum – <i>Greenville, SC</i>	<i>Apr 6 – 10</i>
SEDC Meet the Consultants Meeting – <i>Atlanta, GA</i>	<i>Apr 30 – May 1</i>
Area Development Consultants Forum (Spring) – <i>Virginia Beach, VA</i>	<i>Jun 10 – 12</i>
Select USA Investment Summit – <i>National Harbor, MD</i>	<i>Jun 23 – 26</i>
SEDC Annual Conference – <i>Savannah, GA</i>	<i>Jul 28 – 30</i>
IAMC Fall Professional Forum – <i>Quebec City, Canada</i>	<i>Sep 14 – 18</i>
C5 Summit – <i>Hollywood, FL</i>	<i>Sep 17 – 19</i>
Site Selectors Guild Fall Forum – <i>Detroit, MI</i>	<i>Sep 23 – 25</i>
Women in Economic Development – <i>Chicago, IL</i>	<i>Oct 15 – 17</i>
SEUS/Japan Joint Meeting – <i>Charlotte, NC</i>	<i>Oct 27 – 29</i>
Area Development Consultants Forum (Winter) – <i>Florida</i>	<i>Dec 11 – 13</i>
Puerto Rican Summit – <i>Florida</i>	<i>TBD</i>



TEAMVOLUSIA

GREATER DAYTONA REGION
ECONOMIC DEVELOPMENT CORPORATION

2024 OUTREACH ACTIVITY – Q1 & Q2 Upcoming



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
Upcoming - April
San Antonio, TX



IAMC Spring Forum
2024
Upcoming - April
Greenville, SC



MRO Americas
2024
Upcoming - April
Chicago, IL



2024 Florida Economic
Development Conference
Upcoming - April
Ponte Vedra Beach, FL



SEDC Consultants
Event
Upcoming- April
Atlanta, GA



Space Tech Expo
USA 2024
Upcoming- May
Long Beach, CA



Puerto Rican Summit XIII
Upcoming - May
Orlando, FL



Hungarian Summit 2024
Upcoming - May
Daytona Beach, FL



Aircraft Interiors Expo
2024
Upcoming - May
Hamburg, Germany



Area Development Spring
Forum
Upcoming - June
Virginia Beach, VA



SelectUSA Summit
2024
Upcoming - June
National Harbor, MD

MARKETING HIGHLIGHTS

National Print Ad Campaign

- Trade & Industry Development (4Q22 & 1Q23)
- Site Selections Magazine (2Q23)

Regional Print Ads

- Evolve magazine - *Evolve June* shown

Marketing Materials

- Industry outreach flyers - *Paris Air Show* shown

Social Media

- LinkedIn & Facebook

Talent Recruitment

- Livability 2023 edition
- WonderFL talent initiative (powered by FPL) – VolusiaFL microsite as part of the campaign, launched November 15, 2023

YOU HAVE ARRIVED.

Fast Volusia County is the Greater Daytona Region and Airway Hub. It's a premier business center, and a welcoming 400+ square foot airport hangar and ramp. For organizations in the South Florida region, it's all in the heart.

Work Volusia County On the west coast, the central and industrial job force. It's a premier business center, and a welcoming 400+ square foot airport hangar and ramp. For organizations in the South Florida region, it's all in the heart.

Southwest Volusia County From airport's proximity to the central part of the Space Shuttle to the new hangar, the airport is a premier business center, and a welcoming 400+ square foot airport hangar and ramp. For organizations in the South Florida region, it's all in the heart.

Call or visit us at 386.265.6322 or trade.com

FROM OPPORTUNITY TO COMMUNITY

Volusia County is a premier business center, and a welcoming 400+ square foot airport hangar and ramp. For organizations in the South Florida region, it's all in the heart.

Work Volusia County On the west coast, the central and industrial job force. It's a premier business center, and a welcoming 400+ square foot airport hangar and ramp. For organizations in the South Florida region, it's all in the heart.

Southwest Volusia County From airport's proximity to the central part of the Space Shuttle to the new hangar, the airport is a premier business center, and a welcoming 400+ square foot airport hangar and ramp. For organizations in the South Florida region, it's all in the heart.

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Greater Daytona Region
VOLUSIA COUNTY, FLORIDA

Discover the beauty of the region.

Local artists make an impact.

Coming soon: Downtown gets a new look.

Points of View

REGION OFFERS AN OCEAN VIEW BY DAY, A SKYLINE BY NIGHT.

GREATER DAYTONA REGION
The Northern Gateway to Florida's Space Triangle

Orlando Executive International Airport (EIA)
700 Catalina Drive, Daytona Beach, FL 32114
flydaytona.com

Daytona Beach Municipal Airport (DAB)
1000 Flight Line Blvd., Daytona Beach, FL 32274
daytonaairport.com

Daytona Beach Executive Airport (DBE)
635 Air Park Rd., Edgewater, FL 32132
mccoyairport.com

New Smyrna Beach Municipal Airport (NSB)
402 Skyline Dr., New Smyrna Beach, FL 32158
cityofnsb.com/1275/Airport-NSB

Orlando Executive International Airport (EIA)
770 Airport Road, Orlando Beach, FL 32174
orlandoexecutiveairport.com

Volusia County Airports and the Florida Space Triangle

40 Aviation & Aerospace establishments in Volusia County Industry (NAICS):

- Air Transportation
- Aerospace Product & Parts Manufacturing
- Air Traffic Control
- Other Airport Operations
- Other Support Activities for Air Transportation

4th BEST CLIMATE

2023 State Business Tax Climate Index, Tax Foundation

VOLUSIA COUNTY, FLORIDA

Population: 143,000 | Median Age: 38 | Regional Average Wage: \$42,000

Occupation	Regional Jobs	Annual Growth	Average Wage
Software Developers	1,653	2.2%	\$108,300
Team Assemblers	1,277	0.2%	\$24,900
Supervisors of Production & Operating Workers	847	0.9%	\$41,400
Welders, Cutters, Solderers, & Brazers	636	0.7%	\$43,900
Industrial Machinery Mechanics	406	2.2%	\$23,000
Mechanics	340	1.7%	\$48,300
Aircraft Mechanics & Service Technicians	287	1.6%	\$51,800
Industrial Engineers	262	1.8%	\$86,100
Electrical & Electronic Engineers	238	1.4%	\$92,300
CNC, Tool Operators	171	0.8%	\$42,800
Mechanical Engineers	167	1.0%	\$87,300
Architectural & Engineering Drafters	118	1.1%	\$35,400
Aerospace Technicians	47	1.6%	\$37,700
Computer Hardware Engineers	46	1.1%	\$38,600
Aerospace Engineers	40	1.8%	\$101,300

TEAMVOLUSIA
386.265.6322
www.teamvolusia.com

DISCOVER JOY, WONDER, PURPOSE AND SO MUCH MORE.

VOLUSIAFL

YOUR LEISURE | YOUR CAREER



2023 OUTGOING OFFICERS



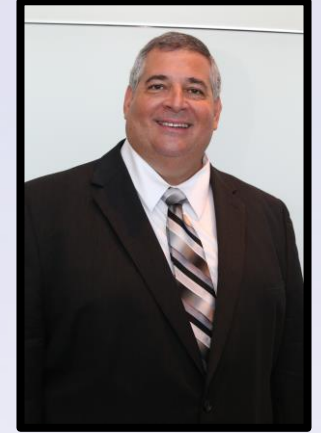
Philip Maroney, Chair



R. Sans Lassiter, Vice Chair



Joyce Shanahan, Secretary



John Olivari, Treasurer



John Ferguson, Legal Counsel



**Jordan Jiloty,
Immediate Past Chair**



**George Recktenwald,
County Manager**

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)



KNorden@tvedc.com
www.tvedc.com