

2021 ANNUAL REPORT

t h e f u t u r e i s u p o n u s



TEAMVOLUSIA
GREATER DAYTONA REGION
ECONOMIC DEVELOPMENT CORPORATION

LETTER FROM CHAIR & PRESIDENT



TEAMVOLUSIA
GREATER DAYTONA REGION
ECONOMIC DEVELOPMENT CORPORATION

Economic development is a marathon – but it's often run at the pace of a sprint. Either way, it's a race to the future... and the future is upon us.

Team Volusia Economic Development Corporation has navigated its way through a most unusual year. As the national response to the pandemic has allowed for a partial return to business as usual, **Team Volusia EDC** has maintained momentum through aggressive outreach, laser-focused marketing, robust project pipeline management, and welcoming new employers to Volusia County. This is only possible with the help of our partners and loyal and involved investors.

New employers that have landed in Volusia County will generate 1,860 jobs and will make capital investments of \$288,815,000 over the next three years. They include:

- Spectre Powerboats
- Interface Welding
- Cookies
- D&G Pharmaceuticals
- Amazon.com
- Alcom LLC
- GBI Intralogistics, Solaxx, AquaComfort Solutions, Oxygen Pools

Like many organizations, we realigned our professional staff this year. We are pleased to welcome Associate Director of Business Development Harry Jorgensen and Associate Director of Marketing Tracy Marino. Team Volusia EDC also benefitted from the support of our interns from Bethune-Cookman University, Stanley Belizaire, Jayson Michel, and Amaya Singleton.

Enterprise Florida, Inc. (EFI) honored Volusia County and made history by convening its quarterly Board of Directors meeting on the campus of Embry-Riddle Aeronautical University. Held for the first time in Volusia County, EFI recognized Team Volusia EDC for their diligence and dedication to this expansive opportunity to showcase the county. The board meeting included presentations by many of Florida's most influential business and economic development professionals including remarks by Embry-Riddle Aeronautical University President Dr. P. Barry Butler; NASCAR Executive Vice Chairperson Lesa Kennedy; NASCAR Managing Director of Government and Community Affairs and Team Volusia EDC Chair Jordan Jiloty; and business, education, and civic leader, Mori Hosseini.

Later in the year, the Volusia County Council unanimously approved its investment in **Team Volusia Economic Development Corporation** with a three-year agreement, to be reviewed annually.

Leveraging these and other factors, **Team Volusia EDC**, along with its partners, investors, and professional staff, is working to ensure a bright future for Volusia County.



Jordan Jiloty
Chair



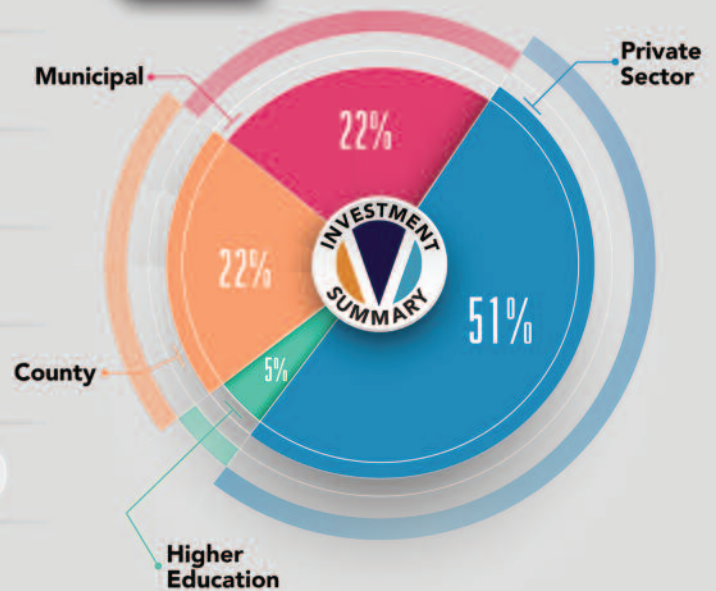
Keith Norden, CEd
President and CEO





TOTAL ECONOMIC IMPACT

491,511,348



Operational Metrics	Goal	Actual
Outreach	26	26
Proposals	12	46
Site Visits	15	22
Preset Meetings	36	54
Film Permit Inquiries	N/A	13

	Annual Unique Website Visitors (teamvolusiaedc.com)	24,465
	Total Number of Emails Sent	39,511
	Social Media Impressions	5,631 <small>Up 194.6% over 2020</small>
	VolusiaSites.com Engagements	1,388 <small>Users</small>
	Livability Total Impressions	386,718
	Trade & Industry Digital Impressions	377,751

THE FUTURE IS BUILT ON OPPORTUNITY



Advanced Economic Development Leadership Program

Heather Shubirg attended and earned her Master of Economic Development Practitioner Certification in 2021 through the Advanced Economic Development Leadership Program (AEDL). Partner universities (University of New Mexico, Texas Christian University, Southern Miss and Clemson) have developed a core curriculum that specifically addresses the demands of our complex profession. AEDL relies on experienced faculty, industry practitioners, business leaders and the country's foremost site consultants to present leading-edge strategies and techniques necessary to succeed in the evolving world of quality job creation.

AirVenture Oshkosh

TVEDC, in partnership with the DeLand Municipal Airport and Embry-Riddle, attended the famous EAA AirVenture Air and Tradeshow. The event draws over 600,000 aviation enthusiasts from 80 countries, with nearly 900 exhibitors, focused solely on the private aviation industry.



Keith Norden (center)
with Ye Mystic Krewe of Gasparilla, SEDC Opening Ceremony

AmCon Design & Contract Manufacturing Expo

The expo brings together suppliers and contract manufacturers that provide custom metal, rubber, plastic, electronic parts and finishing services to OEMs. TVEDC attended to develop relationships with this network of manufacturers and service providers.

Area Development Consultants Forum

Attended by TVEDC, the Area Development Consultants Forum in Tampa focuses on economic development trends, strategies, and solutions with key site selectors.

BioFlorida

TVEDC, in partnership with Florida Power & Light (FPL), attended this key industry event in Orlando.

Business Facilities LiveXchange

Business Facilities LiveXchange brings together executives at growing companies, leading site consultants, and economic developers. TVEDC attended the two day event, featuring site selection education and networking opportunities.



^ C5 Summit

TVEDC, in partnership with the West Volusia Realtors Association, attended this premier commercial real estate and economic development event, providing direct access to commercial investors and influential industry leaders primed and ready to make things happen, featuring three days of networking, learning and deal-making.

DeLand Light Sport Aviation Showcase

TVEDC sponsored and exhibited at the Showcase, which amplifies a great local partnership and featured an event focused entirely on recreational flying and sport aviation.

Florida Economic Development Council

The FEDC Annual Meeting is their premier event of the year, with TVEDC attending as a sponsor. The two-day agenda included project development protocols, talent development strategies and an update on the Florida 2030 Blueprint by the Florida Chamber of Commerce. TVEDC is a sustaining investor and Keith Norden currently serves on their Executive Committee as Vice Chair, Professional Development.

Florida Venture Capital Conference

Presented virtually this year by the Florida Venture Forum, the conference brought together over 1,000 participants and 200 investors, providing panel discussions, networking, education opportunities, and unparalleled access and information.

IAMC Spring & Fall Forums

The International Council of Asset Managers (IAMC) is the leading industrial and manufacturing real estate trade association with members in the U.S. and worldwide. Forums included leading corporate manufacturing executives, consultants, engineers, attorneys, and more. TVEDC attended both of these forums.

Logistics Development Forum

TVEDC attended this annual forum which delivers industry leadership and expertise to facilitate two-way dialogs between economic developers and site consultants, and the importance of logistics in decision making for new manufacturing, distribution, and warehousing locations.

MRO Americas

Aviation Week's MRO Americas show was the first in person trade show since the beginning of the COVID-19 restrictions. Held in Orlando, TVEDC participated with Enterprise Florida to promote Volusia County assets for aviation companies.

NAIOP CRE Converge

The NAIOP CRE Converge annual conference connected TVEDC to current and future commercial real estate partners, bringing together developers, owners, investors, and brokers from across North America, with information on the latest trends, tools, and networking and education sessions.

National Business Aviation Association

TVEDC attended the National Business Aviation Association (NBAA) which features a comprehensive conference program focusing on aircraft maintenance, repair and overhaul.

Satellite 2020 >

For 40 years Satellite has been serving professionals in the commercial satellite and space technology markets from media government, military, aviation, maritime, automotive, finance, healthcare and telecom fields. Team Volusia participated virtually this year.



Site Selectors Guild Spring and Fall Forums

TVEDC was selected to attend both the tenth annual Site Selectors Guild conference, in Orlando, and the Fall Forum in Dallas. The SSG is an organization of the world's foremost professional site selection consultants. Guild members are peer-nominated, vetted, and must demonstrate a significant amount of location and strategic advisory experience.



^ Southern Economic Development Council

The 17-state Southern Economic Development Council (SEDC) is the oldest economic development organization in the U.S. Keith Norden serves on the SEDC Board and was Co-Chair for the 75th Annual Meeting in Tampa. With resilience as the theme, the three-day conference closed with a top site selectors panel including Amy Gerber (Cushman Wakefield), Mike Mullis (J.M. Mullis), Gray Swoope (VisionFirst Advisors), and Mark Williams (Strategic Development Group), moderated by Heather Shubirg.

Space Symposium

The Space Symposium assembles global space leaders to plan for the future of space and is widely regarded as a vital event for interaction with all things space in the U.S. Team Volusia participated virtually this year.

Sun n Fun Aerospace Expo

Held in Lakeland, TVEDC participated along with a variety of Volusia County employers, local partners, and nearly 200,000 aviation enthusiasts from around the world.

Synapse Orlando

Team Volusia attended and sponsored Synapse Orlando, an annual exhibition of fields like finance tech, interactive tech, and sustainability. While highlighting statewide innovation, Synapse focused on Central Florida's tech assets and accomplishments.

Team Florida Marketing Partnership Events

Team Volusia joined corporate decision makers and consultants at three Team Florida events, held in Fort Worth, Kansas City, and New York.

2021 OFFICERS



Jordan Jiloty
NASCAR
Chair



Phil Maroney
Root Organization
Vice Chair



Joyce Shanahan
City of Ormond Beach
Secretary



John Olivari, CPA
Olivari & Associates
Treasurer



John Ferguson, Esquire
Cobb Cole
Legal Counsel



Charles Duva, M.D.
Ventra Health
Immediate Past Chair



Dwight DuRant
Zev Cohen
Past Chair



George Recktenwald
County Manager
Volusia County Florida



Team Volusia EDC Investors

INVESTORS

EXECUTIVE COMMITTEE

AdventHealth, Ed Noseworthy
City of Daytona Beach, Deric Feacher
City of DeLand, Michael Pleus
City of Deltona, Heidi Herzberg
City of Edgewater, Jonah Powers
City of New Smyrna Beach, Khalid Resheidat
City of Ormond Beach, Joyce Shanahan
City of Port Orange, Wayne Clark
Florida Health Care Plans, Dave Schandel
NASCAR, Jordan Jiloty
Olivari & Associates, CPA's & Consultants, John Olivari
Teledyne Marine, Mike Read
Ventra Health, Charles Duva, M.D.
Volusia County, George Recktenwald
VyStar Credit Union, Ashley Bigg

BOARD OF DIRECTORS

Avalon Park Group, Stephanie Lerret
Bethune-Cookman University, Dr. Hiram Powell
Boulevard Tire Center, Earl Colvard
CareerSource Flagler Volusia, Robin King
Charter Communications, Christopher Bailey
City of DeBary, Phyllis Butlien
City of Orange City (Volusia City/County), Dale Arrington
City of South Daytona, James Gillis, Jr.
Cobb Cole, P.A., John Ferguson
Coldwell Banker Comm. AI Group,
(At-Large – SW Volusia), John Wanamaker
Council on Aging (At-Large – SE Volusia), Eveline Kraljic
Daytona Beach Association of Realtors, Mark Dougherty
Daytona Regional Chamber of Commerce, Nancy Keefer
Daytona State College, Dr. Tom LoBasso
DeLand Area Chamber of Commerce & Orange City Alliance
(At-Large – NW Volusia), Janet Wilson
Duke Energy, Elizabeth Godwin
Embry-Riddle Aeronautical University, Rodney Cruise
Farmton Deering Park, LLC, David Fuechtman
Florida Power & Light, Linda Webster-Dubea
Ford Properties, Lisa Ford Williams
Foundation Risk Partners, Alan Florez
Giles Electric (At-Large – Halifax), Brad Giles
Halifax Health, Rafael Ramirez
Hazen Construction, Chad Hazen
ICI Homes, Nellie Lupoli
Keiser University, Dr. David Champlin
Kingspan, Alswinn Kieboom
Lohman Enterprises, Nancy Lohman
LTG, Inc., Sans Lassiter
Practitioners Council, Brian Rademacher
R & R Industries, Guy Beasley
Root Organization, Phil Maroney
Stetson University, Robert Huth
Truist Bank, Robert Ludlow
University of Central Florida, Maritza Martinez-Guerrero
Volusia County, Jeff Brower
Volusia County Chamber Alliance, Debbie Cotton
Zev Cohen & Associates, Dwight DuRant

PARTNER INVESTORS

B. Braun Medical
Bruno & Dinneen Relocation Authority
City of Holly Hill
New Smyrna Chrysler Jeep Dodge/
New Smyrna Chevrolet
RUSH Marine & RUSH Construction
Security First

AMBASSADOR INVESTORS

AJAX Building Company
AVCON, Inc.
Bank of America
Brent Millikan & Co., P.A. (BMC)
City of Lake Helen
City of Daytona Beach Shores
Daytona Beach & Orange City Racing & Card Club
DLR Group
Dredging & Marine Consultants, LLC
ECS Florida, LLC
Fairfield Inn & Suites by Marriott
Fairwinds Credit Union
Gilbane Building Company
Hard Rock Hotel
Intracoastal Bank
James Moore Certified Public Accountants
Lamar Outdoor Advertising
Mike Jiloty Marketing & Advertising Consultant
Pinnacle Signature Group, Inc.
Palmer College of Chiropractic
Portland Industrial Park/DOT Properties
Realty Pros Assured
SchenkelShultz Architecture
SouthState Bank
SVN Alliance Commercial Real Estate Advisors
TD Bank
The Daytona, Autograph Collection
The Town of Pierson
United Way of Volusia-Flagler Counties, Inc.
Universal Engineering Sciences
Urbanista Realty / Luxury Rentals
Vann Data Services, Inc.
Vision HR, Inc.
Wharton-Smith, Inc.
Wholesale Lighting
Wire 3, LLC
Zgraph, Inc.

FRIEND INVESTORS

CBC Benchmark
Cotton Enterprises, Inc.
Massey Properties
Nova Property Management
Selby Realty, Inc.



2021 TVEDC PROJECTS:



amazon

Amazon.com selected the City of Daytona Beach for a new fulfillment location. The company intends to create over 1,000 new full time positions upon completion of its over 2 million square foot facility, representing over \$200 million in capital investment.



ALCOM LLC

Based in Maine, with plants in South Dakota and Montana, **Alcom**, a leading manufacturer and distributor of premium trailers, is expanding their operations to DeLand. Alcom's planned capital investment of an estimated \$3 million includes building improvements and payroll for nearly 100 employees in year one.



INTERFACE WELDING

Inert Gas Welding Specialists

Interface Welding, a high-tech welding company that serves aviation, aerospace, and other technology-driven customers, is expanding from California to a new location in Edgewater. The company is projecting a workforce of about 10 people in the next three years, an annual payroll of \$500K, and a \$5 million capital expenditure.



Relocated from Ohio to a 26,000sf facility near DeLand Municipal Airport, **Spectre Powerboats** specializes in custom powerboats while also offering repair and testing services. Its initial workforce of 15-20 is expected to double in three years, with an average wage of \$40,000, an annual payroll of \$1.6 million, and a capital expenditure of \$3 million.



THE FUTURE IS UPON US

2

3



5

D&G Pharmaceuticals

D&G Pharmaceuticals, part of a three-company group engaged in research, development, and validation, has selected Daytona Beach for its expansion and relocation from California. The company will hire six to ten PhD-holding scientists. Its average wage is projected to be \$75,000, with an annual payroll of \$750K and a capital expenditure of \$1 million.

6

Cookies

Leading provider of top-of-the-line cannabis products chooses DeLand for Florida headquarters. Founded in 2012, **Cookies** has an established presence in the medical and recreational cannabis markets across the U.S. and internationally, with 43 retail locations globally. The project is a \$61.8 million capital investment and will eventually bring over 525 jobs to the community.

7

söla^{xx} Water Treatment Solutions

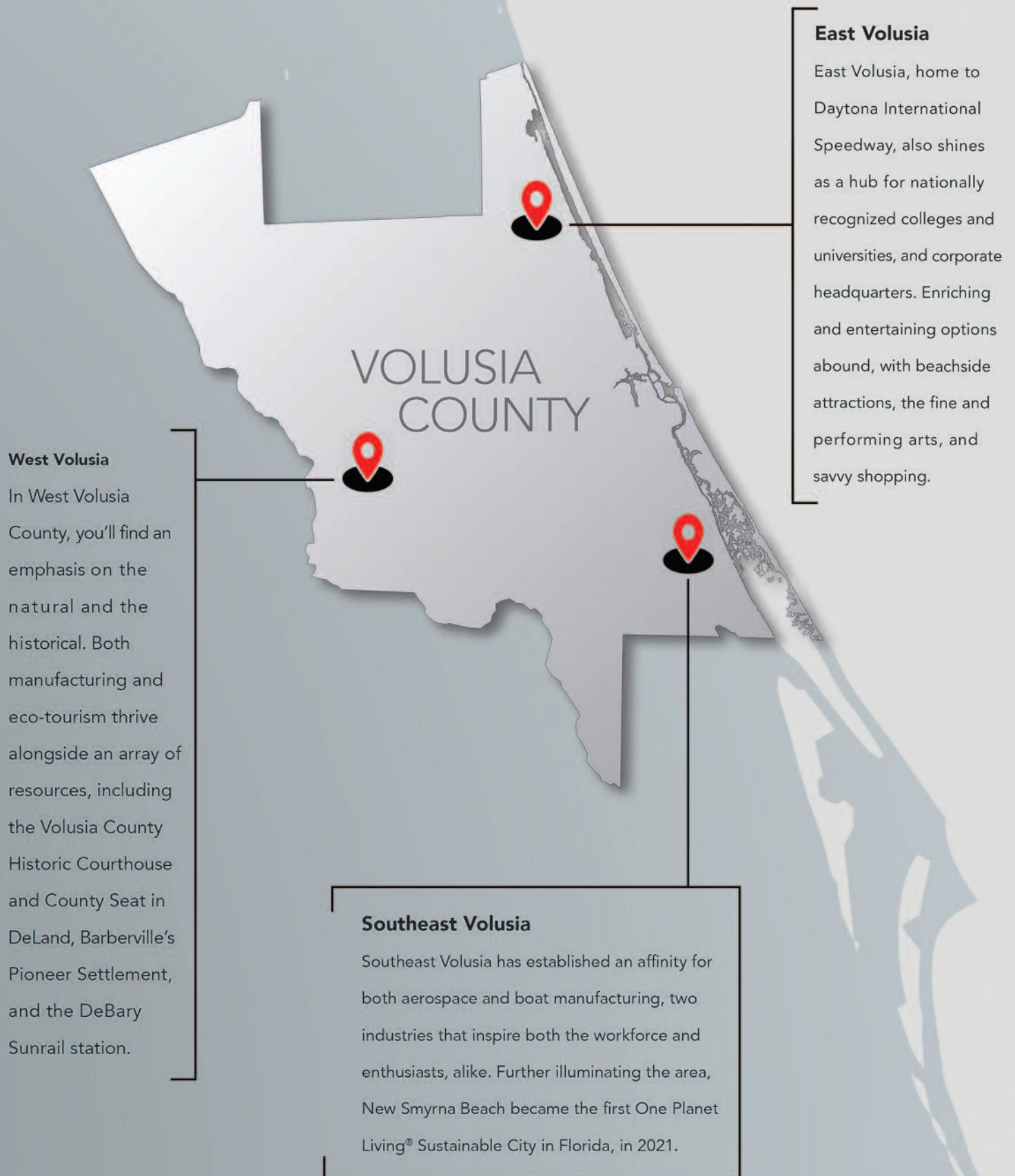
Consolidating operations of four business units from across the U.S. and abroad, **GBI Intralogistics, Solaxx, AquaComfort Solutions, and Oxygen Pools** chose a 65,000sf facility in DeLand Crossing Industrial Park. Assembly, R&D, and senior management functions will ultimately be combined with a shared HQ. The \$15 million capital investment includes 175 jobs projected over a 3-year timeline.



TEAMVOLUSIA
GREATER DAYTONA REGION
ECONOMIC DEVELOPMENT CORPORATION



YOU HAVE ARRIVED



East Volusia

East Volusia, home to Daytona International Speedway, also shines as a hub for nationally recognized colleges and universities, and corporate headquarters. Enriching and entertaining options abound, with beachside attractions, the fine and performing arts, and savvy shopping.

West Volusia

In West Volusia County, you'll find an emphasis on the natural and the historical. Both manufacturing and eco-tourism thrive alongside an array of resources, including the Volusia County Historic Courthouse and County Seat in DeLand, Barberville's Pioneer Settlement, and the DeBary Sunrail station.

Southeast Volusia

Southeast Volusia has established an affinity for both aerospace and boat manufacturing, two industries that inspire both the workforce and enthusiasts, alike. Further illuminating the area, New Smyrna Beach became the first One Planet Living® Sustainable City in Florida, in 2021.

IN MEMORIAM

In 2021, we lost two outstanding citizens in our community, George Mirabal and Michael J. Jiloty. Celebrated and beloved for their vision and leadership, both men personified the best of Volusia County, and were instrumental in the evolution of Team Volusia. Mr. Mirabal and Mr. Jiloty imprinted on our organization with their passion for their work and their pursuit of excellence, much as they did with all who had the good fortune to know them. Their legacy will live on in a myriad of ways, in our hearts and minds, as we strive to pay forward what they taught us about making a difference in the lives of our colleagues, friends, and neighbors.



George Mirabal
July 17, 1938 - August 10, 2021



Mike Jiloty
November 21, 1952 - December 25, 2021

They have slipped the surly bonds of Earth to touch the face of God.



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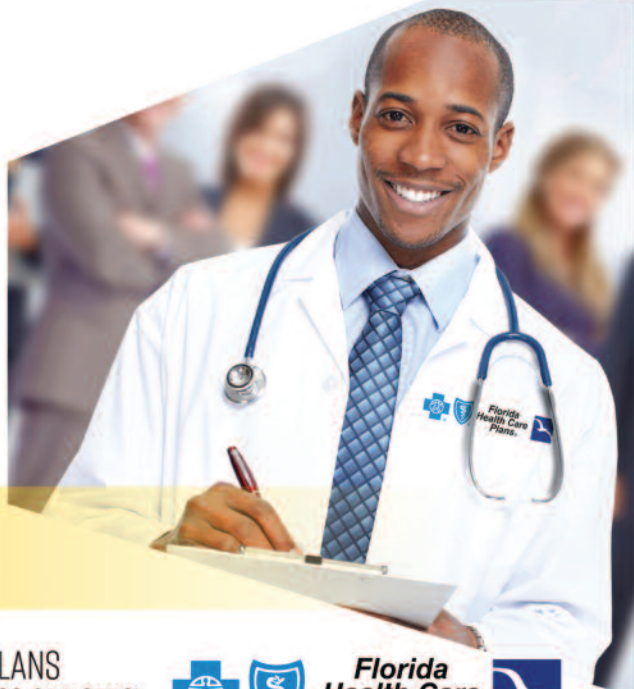
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*Deloitte 2021



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- Woodhaven, Port Orange

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FORD PROPERTIES

WHO WE ARE ...

Team Volusia Economic Development Corporation (TVEDC), through tremendous commitment and partnerships, works on strategic economic development activities and business recruitment initiatives in Volusia County, Florida.

Team Volusia EDC is a public/private not-for-profit corporation founded in late 2010 whose primary mission is to market and recruit business from outside the area to Volusia County. An autonomous entity, the organization is a valuable part of the economic development delivery system and works in partnership with state and county agencies, municipalities, chambers of commerce and other resource partners to achieve county-wide economic development goals for Volusia County.

Team Volusia 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 organization continues to grow in its mission to help strengthen our community's economic prosperity.



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ECONOMIC DEVELOPMENT CORPORATION

Team Volusia Economic Development Corporation

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/COMPANY/TVEDC/

Keith Norden, CEcD, President & CEO

Heather Shubirg, MEDP, Executive Vice President

Tywan Arrington, Director, Business Development

Harry Jorgensen, Associate Director, Business Development

Tracy Marino, Associate Director, Marketing

Debbie Robbins, Executive Assistant/Office Coordinator

Jen Boggs, Bookkeeper