

SPEAKER:

... Thirdly, VBR is a communitywide partnership that explores programs and resources that help innovators, entrepreneurs and small businesses.

Finally VBR is a listening... Or the voice of small businesses heard consolidated and acted upon to the benefit of the whole community. It is a brand, website, partnership and a conduit.

The second caution I would like to address is how it started?

It started with candid conversation between small number of businesses and some of our local business and organizations.

By 2021, that had become a countywide business survey.

With the survey input in hand and the affiliation of community partners join together to begin addressing the needs and concerns that were cited in that survey. In short, VBR started by getting unfiltered communication from a large number of businesses, into the hands of local business surveying organizations like those you will be introduced to today.

Much has been accomplished, because of the good response to that 2021 survey.

It is our hope, that is distribution of the 2022 survey begins this week, you will choose to participate and once again help us respond to the needs you have. If you would like to see a bit more about last year's survey, 2021 survey summary and the response to that, (the things we have been working on) is on Volusia website, under news tab.

Let's continue our journey and I will turn it back over to Katrina.

(Video plays)

SPEAKER:

... Once you've open your browser type Volusia business resources.com, in the URL address bar. When you first open a site you will be presented with an option to provide feedback through our survey. The survey will be updated with new questions regularly.

Respondents feedback to the survey helps us to develop relative new programs. It is not necessary that you take the survey to access the site, but we would appreciate it if you did.

Let's check out... To figure out what VPR does, and how we do it.

You can access the resource navigator, the resource calendar and the business guides by clicking on the title of each on this page or by scrolling back up to the navigation bar.

The resource navigator allows you, the user, to sort applicable resources, resource directory based on your stage of growth and by area of need.

This streamlined research project by not overwhelming you with results that you are not looking for. The navigator does not for you.

For example, if your business is in a growth phase of development, and you have expanded beyond your current footprint, you may be looking for employees workforce. And a new larger facility.

You will be presented with resources that can help you with your needs. And contact information of those resource providers organizations.

If you click on any of the resources, on the resource card, you'll be taken to a list of resources that provided that service.

A user can go directly to the resource directory, and search by subject title.

Let's take a look at the resource calendar.

The resource calendar lists events and webinars that offer opportunities to further expand your business knowledge and to network with. Many of the programs you find on the calendar are free, but not all.

To use the calendar, simply click on the select an event category button, and the calendar will sort by the subject that you were looking for.

My calendar offers multiple new options by month, week, by day, by calendar view or by list view.

The VPR team continues to develop and expand our list of business guides. These guides provide step-by-step instructions on different subjects important to business owners while trying to establish... Businesses.

If you have not found what you're looking for on our website, you can always contact us directly.

You will find links to the contact page and of the survey, throughout the site.

If you would like to receive the most recent economic development news, there is an option for you Tabitha contact information to our mailing list.

Thank you for taking the time to learn more about the VBR website. Our team continues to develop new programs. Please do not forget to sign up for newsletters to learn more.

KATRINA FRIEL:

I'm back again.

Before I get started with all of the presenters today, it is chambered day. What that means is, you are going to not only meet people in your cities, regions that help the businesses market, develop etc. they are the fun people too.

Every time they have some event going on, networking, educating, this is my party crew right here. With that being said, we are going to hand control over to the Holly Hill Chamber of Commerce President, Lura Willhite.

LURA WILLHITE:

Good afternoon, can everyone see the first slide?

KATRINA FRIEL:

We can.

LURA WILLHITE:

Founded in 1960 the Hollywood Chamber of Commerce is the place of business in the Holly Hill area. There is a number of initiatives that support our mission of promoting the interest of the members through advocacy, education, community and network. The chamber is a not-for-profit organization with deep roots in the Holly Hill community.

Our chamber uses the COVID downtime last year to rebrand. We took new look, and made a new look including logos, colour scheme and worked all of our internal and external documents. Standards recreated for usage to make it easier for staff and our board to implement to the new plan.

Doing so also created procedures that our member companies can use as they get back to business as usual.

We rarely get a second chance to make a first impression rebranding gave us that chance. You will see some of the work here.

Every chamber has its goal to accomplish this business-oriented list and most accomplish it. Our chamber wants to assure first we serve as an advocate to our members internally and with the city, county and state. We watch for opportunities to educate members on trending topics, work with communities on their events and above all provide chances of networking in the modern world with social media online communication and to the old-fashioned face-to-face meetings.

Our advocacy starts at home in our wonderful city. Because of our strong relationship with the city, its officials and staff, we can help members with issues and give answers quickly. We are the constant voice in the city actively growing and improving.

Every chamber... Members. We especially educate in trending topics and things that will affect our members as we work together to identify solutions quickly, because of our relationships.

We get members involved and push for each member to attend our events.

We jump in when an event happens by volunteering time and to coordinate. Like every chamber we have the core group who is always raising their hands to volunteer but we are always encouraging others to get involved.

The city is our home. We want each citizen and business owner to feel the growing pride as a chamber and as the city.

The city manager, economic development manager and City Councilman all regularly sit in on our monthly Board of Directors meetings as well as our events.

We get up close chance to stay tuned in with the city's activities and decisions we share advice with them and they share advice with us.

Whether you enjoy our riverbanks, growing businesses or especially our pickle facility, Holly Hill is the place to be.

First class, we will have a place for (unknown term) visitors to stay with the RV facility going enclosed by and entertainment at our concerts as always places to shop and eat close by.

We are here to help. Thank you.

KATRINA FRIEL:

Thank you Lura, that was fantastic.

Our next panelist... Is Debbie Connors. Welcome Debbie.

DEBBIE CONNORS:

Thank you Katrina, and thank you everyone.

The Daytona Chamber of Commerce was formed in 1977 by a group of business visionaries that wanted to work together to strengthen the community. The chamber's vision is to lead efforts to increase economic prosperity for businesses and citizens.

We currently have over 665 investor partners who share our mission to enhance the quality of life in the community, by advocating for business development, building relationships and supporting economic opportunity.

Our primary source of funding is investor members, sponsors and chamber events.

You are invited to visit our website pschamber.com for an overview of the chamber. It is a great resource for information on business resources and Volusia business resources, is one of our links on

there now.

Demographics chamber activities and other local events are also on the website. There is a business directory, to find services and products available.

Collaboration, development and advocacy describes the chamber's action plan. We collaborate organizations with organizations that provide information, resources and solutions.

By collaborating we develop plans and lead efforts to improve the community.

The chamber advocates for businesses with elective officials and government offices and as Lura says we are very involved with our city to make sure we are representing the interests. We have an open dialogue to address issues and provide input.

We provide opportunities throughout the year to meet elected officials to discuss issues.

Through the chamber you can work with other leaders on programs to increase economic development, improve government relations, develop mentorship, elaborate with various schools on education and workforce development and other areas of interest.

Chamber members develop networks to exchange ideas, sales leads and referrals.

This can be through small groups that meet weekly, or opportunities to meet larger circles at our morning mix and mingle on Friday mornings or business after hours networking events.

The monthly events are held at locations throughout the community, giving sponsors visibility for their businesses or organizations.

For more informal networking, there is a Wednesday evening golf league the league rotates weakly through a number of courses from March to October playing nine holes with partners signed by...

This is often called the chambers most popular lead groups. Larger events... Restaurant and cater... Tasteful affair. Chambers annual meeting and golf tournament... Mega mixer, which hosts more than 500 people from seven Volusia County chambers.

Great communities result from great leadership and to the chamber plays a role in developing strong leaders. The annual leadership program, provides 10 days of education on all aspects of the community over 10 weeks, from September to November.

You get hands-on opportunity to interact with local government, education and healthcare organizations learning about the environment culture and history of the area while building a team of colleagues and mentors.

The program is a family of businesses and organizations working together to help the entire

community grow and prosper. We are proud to work with other federal stay in Volusia business resource organizations, to use best practices as we work to accomplish our mission.

I am very happy to say, all of the chamber executives work very hard to make everything look so fun.

Thank you!

KATRINA FRIEL:

Thank you Debbie.

... Thank you Debbie let's welcome Debbie. Let's welcome our next panelist, the (unknown term) Chamber of Commerce, President and CEO Debbie Cotten.

DEBBIE COTTON:

Good afternoon. It is always a pleasure to follow my colleague Debbie Connors it is not unusual that we are next to each other all the time.

(Multiple speakers)

KATRINA FRIEL:

Can you turn on your WebCam please?

DEBBIE COTTON:

In my own?

KATRINA FRIEL:

Yes.

DEBBIE COTTON:

What happened?

We have 664 members to date, located on 165 W. Granato Boulevard and our website is

It is 76 years old and growing every day.

We are also the visitor centre for (Name) Beach. We have about 3000 visitors, people relocating to the area who want to start a business. They come through our office every year. We are very proud about that.

Our mission is similar to my colleagues, we advocate for members, develop leaders and promote economic development.

Much like my other chamber colleagues which you will hear as we go along this morning, we all have programs that promote networking and building relationships.

I want to talk about what makes Foreman Beach chamber a little bit unique.

We have a great, as other people have already said, relationship with our city. City officials, elected officials. We feel like the government chamber relationship is really what makes as strong as a community and promote our businesses.

One of the projects we collaborate on is... I will do a little show and tell, are doing business in (unknown term) publication which reproduce with our economic development program or (Name).

It is a Q&A and guide to help businesses understand how to do business with the city... What the processes to do that and who the resources are available for them.

Some of the other programs we offer, that I think are unique to our chamber, is our teacher of the quarter program. We promote our teachers and recognize our educators as much as we possibly can.

This program has been going on for 20+ years. We honour eight teachers quarterly, in their classrooms in front of their students and really make sure they understand that this community supports them at is there to help them.

The other program we offer, that was started in 2014 that I am really proud about is our (Name) scholarship fund. Its inception was in 2014 and since then, we have given away 35 \$1000 scholarships.

If your business, or your employees at work for you, are members of the chamber they are eligible to receive this scholarship. It is not just for businesses... Covers all Volusia County schools. Watch our website or asked me for more information.

We also do our startup grind program. It supports entrepreneurial's informant beach and Volusia County. The goal is to educate them, learn from other auctioneers about their successes and challenges, as they figure out how to grow their business.

Our boss program was created during COVID, by accident (Laughs).

It features business owner sharing solutions. Part of the things we heard from members and businesses, is that they want more educational opportunities this is something we developed with the help of our businesses.

It is a four-person panel that talks about different topics, twice a year. It is industry-specific so we make sure we have all industries, small and large represented.

Some of the topics have been how to develop workplace culture, how to give amazing customer service and set business goals etc.

We have leadership Foreman Beach that is going on his 19th year next year. It is to educate people about the area.

The newest program we launched the school year is our youth leadership program, which is 18 high school students in the area, who are going through the program. We have been talking about filling the pipeline to keep our kids local once they graduate. This is our effort to try and show them the opportunities that Foreman Beach has, for career growth so they do not have to leave after they graduate.

Some of our special events that we just had yesterday was our women to women for lunch and we hold this event twice year. We had 250 people there yesterday, to hear an amazing speaker. We were really happy about that program.

In closing, I would be remiss if I did not mention, as Debbie did, the Volusia chamber reliance. This is a group of dedicated, chamber executives, that are very passionate about helping Volusia County businesses be strong and successful.

We collaborate all year long with this program. We are very happy to be a part of it. Thank you and if you have any questions please let me know.

Thank you Katrina.

KATRINA FRIEL:

Thanks Debbie.... (Laughs) Some robust programs you have over there.

All of our chambers are so amazing

Janet, the floor is yours.

JANET KNAUFF:

Thank you and good afternoon. Thank you to the Volusia business resources and Katrina for hosting this event. We appreciate all the effort going into this initiative. It is a real pleasure to be here along all of my chamber colleagues who are so value.

I do love the way we work together especially through our Volusia chamber alliance.

For my presentation today I hope to answer one question for you; the land area chamber of commerce in Orange city alliance, who are you? There is a saying that we have in the chamber wrote that if you have seen one chamber, you have seen one chamber.

That is so accurate.

While our organizations are structured the same, each of us are unique based on members interests and needs geographical area and our missions.

Today I will share with you three things, first a snapshot of our past a snippet of who we are today and I am even going to share our secret sauce.

First a snippet of our past; the commerce was founded in 1890. Do not worry I will do the math for you. That is 132 years.

As anyone who likes and prefers to age gracefully, we do not say old. We prefer 132 years strong.

We are a nonprofit nonpartisan organization that sees our role as educating and informing our members so that they may make their own decisions and choices.

As the largest business network in the region we serve the 14 communities that make up the west side of Volusia County. Our main office is located in the County seat of the land on the second floor of City Hall.

We also have three satellite offices located in Orange city, DeBerry and (Name). I will give you a snapshot of the numbers by who we are today.

It is no secret that there is an incredible growth happening in the west side of Volusia County. Our chamber engagement reflects that. Here is a snapshot of our year by the numbers.

This year and 2022, we have facilitated over 100 networking meetings and events including our 2022 hobnob with over 500 attendees. We average 50 attendees. We had... And welcomed 100 new members...

... Who have contacted and on-site visits to 150 sites representing...

(reads)

We are currently running to schools of government with 41 students enrolled from DeLand hi and university high this is a six-month program to... Which culminates in a program to Tallahassee and our...

We have continued to champion our two chamber initiatives, chamber women in power initiative which is a partnership with Stetson University and the West solution wellness initiative in partnership with West Volusia terrorism.

Our chamber when that wellness initiative network currently has over 190 providers in the network that offer complementary and discounted services to chamber members as well as the community at large – WIN

We have maintained large standing events,... And keep the land beautiful environmental day which has been around for 40 years.

We celebrated almost 40 W. Volusia teachers for their amazing efforts in developing our future workforce and awarded over \$6000 in supplies and gifts to our four Crystal Apple award winners.

We have recognized 21 new chamber legacy investors. We have doubled our chamber staff to six this year. We have 21 board members. 570 business members, and over 100 of those have been with us 25 years or more.

This year we upgraded to a state-of-the-art platform with cutting edge digital technology that offers our members up to 99 digital ads all included in their membership has a free e-commerce platform, it offers texting keywords and apps for all of our members, the business catalogue with dedicated members support team and online community welcome Centre, virtual tradeshow booth and a monthly ROI report.

Finally, what is the secret sauce?

It is relationships. Strong, sustainable relationships. We have spent well over a century cultivating our network which in turn allows us to help business owners and professionals establish a strong network for success.

We believe in authenticity, transparency that is the form an answer to the question, who is the DeLand area ncy and a genuine passion for community commerce...

Thank you.

KATRINA FRIEL:

I had so much fun. I have not stopped smiling since you all started presenting. That was fantastic.

The next presenter we have, being in the room with this gentleman, every time there is a problem to be solved I always walk away saying "he is just so insightful and laser focus in on a problem or issue and then clearly, here's a solution."

I am impressed every single time I get to sit with the Vice President of resource development of Daytona region of commerce Mr. Ken.

KEN PHELPS:

Thank you for than introduction.

I feel like I do not have to present after that, you did such a great job.

Really thrilled to be a part of this business resources week. We have been involved with this initiative almost from day one I think. I'm sure some of the background on that... On the last light of my presentation.

I want to start with answering why the Daytona regional chamber? In part it is a mission similar to our

other chamber colleagues. Our mission is to advocate for strong economic business environment so that our members and the entire business community can thrive.

That is some variation of what we have seen in most chambers of commerce.

I think for me, the key is the primary function of each Chamber of Commerce, is to do collectively, what you as individual business owners and professionals do not have the time to do individually.

I am going to share a little bit about ways we can help you do the things that you do not have the time to do because you are busy running your business from a day-to-day operation standpoint.

For us, advocacy is is cornerstone of what we do whether working at the federal, state or local level. We see this conduit being two ways; we provide opportunities for you as individual businesses in the community to share your needs, wants, frustrations with our elected officials at every level of government. We also provide opportunities for you to hear from those individuals, what is happening at the government level and how it is going to have an impact on your business.

I think most notably, the best example of this which will preview one of the collaborations I will refer to, is at the onset of COVID in a very short period of time our federal government passed the (Name) act. It was a thousand pages of legislation and a variety of opportunities and resources to help individual businesses survive a pandemic that we had no idea, how long it was going to last.

You do not have time to read a thousand pages of legislation or the background to understand it, even if you did have the time maybe.

At our chamber he reached out broad and a colleague from the US Chamber of Commerce, who is an expert on this and had followed this very closely, to help individual businesses navigate what they need to do and what the resources are available for them to get through an unprecedented, challenging time in business.

We advocated the state and local level as well. Just this past summer we hosted for candidate forms to help our members become informed on candidates for state legislature, County Counsel and the school board- forums

They all serve different functions but are equally important on how they have an impact on our businesses.

In addition to advocacy, we are very proud of our efforts in the workforce development world. We have built a very strong relationship with Volusia County schools and in partnership with career source (Name) Volusia we are providing the use of ion skills assessment to students of Volusia County middle schools and high schools – youth - at this point no cost to the district

In a nutshell, it provides web-based skill assessment that helps students discover their... ..

The students are measured on 14 metrics. Whether telling a student they are smart or not smart enough to do something, this assessment says student to think like you, have been successful in these careers.

Science has taken these skills like visualization, spatial reasoning, logic numerical reasoning and have overlaid those skill sets with information from the occupational information network from the Bureau of Labor and statistics and other resources at the national level to help students explore career pathways that fed them up for success.

Once they get at some information on what they might be good at they can talk about what they are interested in. If you had an interest before aptitude, it is often getting in the cart before the horse.

It has been a great partnership we are in year two and have had great success rolling this out. Amazing data that has been revealed in this and what we are finding is that the data, when the students take their aptitudes and understand what they are good at versus what they have been interested at, there more often erected in demand careers and job sectors that we need in our communities... – Directed

This has been about two or three years in the making. Slowed a bit because of COVID but has a tremendous impact on our student population as well as local businesses.

We also have a fantastic leadership develop program, leadership Daytona we just graduated the 42nd class of that program. Is a program we do annually, launched in 1981.

Our alumni of Who's Who in community leadership.

The purpose for leadership Daytona is twofold from your perspective as a business owner; the first piece is identifying individuals in your organization who are established leaders and new to the community or emerging leaders who need a little bit of growth and development.

The leadership detainer program will take them through about 13 weeks of content, introduce them to a cohort of other established emerging leaders in the community and help develop their leadership skills so they can make your business, more successful.

The other part of the mission for leadership Daytona is to develop a pool of talent that can serve in a servant leadership role, in various areas to the community. That might be running for public office, holding a city Council or city commission seat. It may be serving on a Board of Directors, for one of our many nonprofits of the community.

Nonprofits place a critical role and they need good leaders to help guide their organizations, so that that need is fulfilled throughout the region.

The last point I want to touch on for the Daytona chamber is collaboration. Debbie, Deb... Everyone has mentioned it. It is seven chambers throughout Volusia County that work well together and diluted

to the information on the care act earlier – alluded

Unbeknownst to us when we reached out to the US chamber in early April 2020, Debbie Cotten and her colleagues had done the same. Rather than compete or try to claim individual credit for that, we put our efforts together and provided to opportunities for local businesses to get information and help them navigate that, thousands of pages legislation.

I can tell you that all of the chamber of executives and even down into their teams, collaborate so well. Trust me, you are fortunate in Volusia County to have that because it is not like that everywhere else. To the point that the chamber alliance has been used for a model of alliances in other parts of the state.

Folks saw how we collaborated and one to be able to do that for their own regions as well. We are a model for the chamber industry and many aspects.

We work very closely with many other organizations (Name), team Volusia. You name it... There are several. It is interesting to see this point come to fruition with Volusia business resources because right around the same time as the... We had some feedback from some of our members that they were struggling to find resources.

We had a couple of conversations with individual businesses, analysts and community stakeholders to try to identify in terms of support for entrepreneurial endeavours, what is there in terms of inventory of services and providers and what is not?

Brad Harris was one of the participants in the conversation and most of the conversations he had a pretty rice smile on his face. He came up to me after one of our meetings and said let's chat off the side a little bit to have this conversation. We have been working on something very similar to this, that got halted, much by COVID.

Rather than again, having pride of ownership, we absolutely partnered with Brad, Helga and the team because there is no point in duplicating resources. We do not individually have the bandwidth to all do the same thing for all parts of our region. It is great to see this come to fruition.

I will tell you can get more information about our commerce at our website Daytonachamber.com

You can pick up and call us, any member of our team is willing to help.

There has not been an individual chamber that says you have to join our chamber versus any others.

I am on board with that 100%.

I hope you would join ours, but I hope you will join and support as many chambers of commerce as makes sense and is relevant for your business. As a regional chamber, we get some different things but if you are in Port Orange, I hope you would join ours and support Debbie Connors and her team. I

would say the same about Southeast Volusia..

It is a great place to do business there was a lot going for us and I am looking forward to see where this goes in the future so that we are able to recruit new businesses in the area and help existing businesses grow.

With that I will turn it over to Katrina and say, thank you for allowing us to be part of this effort and I hope we can continue contributing to its excess.

KATRINA FRIEL:

Thank you Ken. That was wonderful. You never failed to... You never just point.

Up next, I have the great honour of presenting Kennedy Jacobs. He is an adjunct in religion and philosophy and is also the urban Chamber of Commerce President and founder.

Doctor Jacobs, welcome

KENNEDY JACOBS:

I am the President of the urban Chamber of Commerce of Volusia... County. I first want to thank the Volusia business resource for this opportunity this year.

The urban Chamber of Commerce Volusia...

What does urban Chamber of Commerce... Some have termed in academia as black communities as well these communities are normally populated in... Filled with poverty.

Many times in overwhelming influence of liquor stores, hookah lounges etc. that dwell within these communities. We know these communities are thriving communities with thriving business owners and aspirations to grow their businesses as well one resource suggest the following helps to build sustainable resources... Ecological integrity, sustainable housing, sustainable clean energy, recycling, picking up trash, economic stability and investment.

For me it is vitally important for any culture, people or community to create an environment where families can live, work and play.

This evening as we are sharing with our colleagues on today and this presentation, as an urban Chamber of Commerce it is vitally important... We are a volunteer... Businesses and professionals and committed to working together to build a healthy community to improve the quality of life within the Volusia County the urban Chamber of Commerce will work to accomplish these goals by championing functions, economic evolution, planning,... Cultivating entrepreneurship with business persons like yourself.

There are three objectives at the urban Chamber of Commerce which we have decided to make for the first three years; first to identify and galvanize and organize local business stakeholders. It is going

to be a part of a cohesive plane... Community of transformation. We are going to do that economically, socially and environmentally.

Secondly we are to assess our fellow resources in our local area through effective asset mapping as well as seeking financial opportunities that align with the objective of bringing equity to an underserved population within the cities and counties represented.

Thirdly, we are to assemble a competent group of thought leaders, business subject matter experts and interdisciplinary professionals within the community that can ... Who are committed to implementing strategies, programs and solutions that will ensure the success of business owners and putting sustainable business community as well.

How will we do this?

First, we believe education is the key. Educating business owners... Business owners can grow their businesses that also comes to the community development. To understand that economic development is important as well. Membership services to under... Means of every business owner and more importantly, changing policy, changing the direction of our communities.

Allow me to say that most small business owners, are doing local business. But here at the urban Chamber of Commerce our desire is to create a global mentality. Can you imagine doing business from the urban community by touching the entire caucus of not only Volusia, but the state of Florida and beyond?

Our objective is to help business owners expand their businesses. The chamber has a direct objective. First to revitalize... Districts, creating a walking urbanism with walking traffic where owners can survive. But also very strategic in building public-private partnerships. We have done that and have a great success with wonderful partnerships like you were present today. Secondly the chamber desires to celebrate culture

The lenses there which we look through our valuable and the city of Daytona Beach and Volusia County can be enhanced by all of our celebrating those valuable traits that we carry. Lastly, we as an urban Chamber of Commerce are looking to impact what we call the tourism market in Volusia and... County.

I realize over the 50 something years are more I've been here, we have never had a viable opportunity to deal with the tourism market. That is one idea with business owners that we are seeking to sit down and ask how we participate in this economy at home and flag like counties. I want you to know that all of us here want to do these things now in a very real way.

... Executive team meetings... Our monthly meetings are every fourth Friday at 7:30 PM. There are corded meetings that will take place as well.

I want to say thank you again to the VPR for this opportunity to introduce the urban Chamber of

Commerce of Volusia... I want to say to you as well you can reach out to us@businesswiththeyouth.org or by phone at 386 400...

You have been listening to Kennedy Jacobs introducing urban chambers of Volusia County.

KATRINA FRIEL:

Thank you so much for that presentation. That was very informative and chock full of information.

All of these presentations will be posted on Volusia resources.com

Go ahead and look at the websites, please directly go to all of the presenters websites. If you do not remember or find them you can always goes to Volusia business resources.com and search "urban chamber" and it will come up for you.

Our next presenter has a very special skill set. Whenever you are in his presence, he makes you feel like you are just the most important, smartest, most attractive person in the room. He makes you feel good about being here and yourself.

I would like to welcome (indiscernable) Vice President for the Hispanic Chamber of Commerce Joe.

Joe are you there?

Do you have a presentation?

JOE HEARN:

No.

KATRINA FRIEL:

Stop sharing your screen.

JOE HEARN:

I am excited to be here and give huge kudos to Helga, Brad and Katrina and Heather and Tatiana in the entire Volusia County economic development team. Just for assembling this, really bringing together the leaders in our community... That are really there to help the economic vitality and continue the positive growth in Volusia County.

It is amazing what you do. I am just enjoying the Volusia business resource collaborative that you have put together. I am grateful that we live in a county that puts a focus and afford thinking mission with an incredible team of professionals to make that happen – and a forward

Thank you so much for that.

I also want to say, what Ken said which was it is amazing that the chamber professionals, collaborations that all of them have. I have been blessed to be a part of many of the chambers in

different capacities. It is amazing how they all work together.

I have to say, we are truly blessed in Volusia County have so many great professionals, working for our small businesses and making sure we are bringing in good jobs and large organizations.

It is incredible to see the collaboration, and ask and said we are probably a model for many areas. I fear not, we should be.

I am happy to be here today on behalf of... I am the Vice President on behalf of our President, who sends her regards, and thanks everyone for turning and today.

We are very proud at the Hispanic chamber, to help connect Hispanic businesses with non-Hispanic businesses and to broaden their market and to mentor a high level of entrepreneurship and encourage that we bring diversity and equity and inclusion into all of our communities.

We had the pleasure of an amazing... We are going on our 12th year as an organization. We just had a huge celebration in Daytona for our ten year. It seems like yesterday but I think it has been about a year and 1/2 now.

We have alliances with about just about every chamber, and more in the works.

Over the past year, we have broadened our area. We are now serving Seminole County as well. We always served (Name), we always putting emphasis on helping those businesses and now serving Seminole County.

What we found based in West Volusia is that there is so much crossover on the eye for quarter with businesses who have a small business in Sanford or DeBerry for instance - 14

Or they have construction businesses doing business in both of the counties.... Engaging in our chambers. I think that made us realize there is an opportunity for our current membership to grow their businesses and have an opportunity to serve a larger group and help them succeed and continue in their efforts.

Our mission statement is really just to be there for the Hispanic community but for all of our communities as well and work with them and how they can work together to build their business, build opportunities, help the transition. If there is a language barrier.

Our President is really taking the workforce very seriously. It is a major concern for many organizations right now. Even as a small business owner myself, I see the challenges we have.

She will be in DC next week, working on some immigration things she has been asked to sit on to see how we can get help workforce get more workforce here, especially for our farmers organizations and big factories and how we can collaborate.

Also very involved in all the different consulates. I cannot tell you... Miami or this one. It is very exciting that she can help transition those people coming to our country and getting them work ready.

We also work with other organizations. I was super excited this week to see an email come through from our business manager Brad Harris, that the Spanish platform is now available.

Helping businesses understand that there is a huge Hispanic population within our market in Volusia County and also within the state of Florida. And having making sure that there is a connection, a feeling of inclusion, that they are a big part of the success of the whole for the state of Florida for the economic growth in the state of Florida and how they contribute, is critical in what we do.

The fun stuff; the culture comes in. Our events are so much fun. We do a couple of major events each year. One is healthcare awards there is a lot of Hispanics in the healthcare industry and healthcare is a vital part of our everyday lives.

We are fortunate to have major organizations and hospitals who support us from adamant health to Halifax... (Name).

We recognize... Last year we partnered with Daytona State College and we had a wonderful healthcare legacy. We recognized everyone from the CEO to the janitor to have her was nominated and actually one. To the doctors to the CNA to the RNs to everyone.

That is one of our big events and we are looking forward to that in the spring of 2023.

Our big event or we have an opportunity to and power and levitate Hispanics in our community is our Latino... Which started out as a luncheon years ago and has escalated into this amazing... Where you see all of these inspiring and incredible Hispanic women, from all different cultures.

On our board alone we have Peruvian, Colombian, Venezuelan. They will forget me if I forget somebody. Mexican, Puerto Rico.

This event here really elevates the female entrepreneurship, female leadership in our community. Companies have an opportunity to nominate someone. Everyone from a doctor to a scientist to artist.

We have this huge gala with lots of energy and so much fun. Salsa, live band and bring them up on stage and celebrate the efforts they put forth.

On a regular basis Katrina, I could talk all day so I will try to pull this in right now.

I get excited about this industry and what Volusia County is doing and how you are really supporting the growth and business. Needless to say, we have weekly networking event called café con Leche. We do them on different sides of the county from east to west so everyone can take part.

Please go to www.volusiachamber.org

And please join us at one of our events.

Like Ken said, join every chamber! Build your business. There is so much work out there and opportunity to build your network and make a difference for your organization, your staff and for your growth!

Thank you so much for having us today.

KATRINA FRIEL:

Thank you so much. Your passion is contagious!

We have come to the end of our presentations and I am so humbled by all of these amazing professionals, these chamber professionals. Everything they have to offer... I'm humbled.

And I am so right full to all of you for being here.

Quickly I want to say please go to volusiachamberresources.com

Please do the survey, it is your voice. Please use it. We share this information back and forth among the chambers and all of the different organizations that have presented.

Thank you for being here for day four of the Volusia business resources week.

To all my panelists, thank you again so much. We cannot do this without you.

Goodbye!

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