

SPEAKER:

The webinar will begin shortly. Please remain on the line. The broadcast is now starting. All attendees are in listen only mode.

KATRINA FRIEL:

Good afternoon! My name is Katrina Friel and I'm euros for today. We have a few housekeeping tips. Please expand your control panel to be able to interact during the presentation. Audiences muted during the broadcast, please make sure your computer audio is on to hear the presentation.

Closed captioning is provided, please check the handout section of your control panel for the access link. If you would like to ask a question, please open up the question section of your control panel and type your questions there. They will be read at the end of the last presentation. If your questions were not answered during the time allowed at the end of the broadcast, please email those questions directly to vbr@volusia.org and we will respond.

Each days presentation will be recorded and uploaded to Volusia Business Resources.com. Now that the housekeeping has been completed, let me introduce our first presenter to you. Brad Harris is a Volusia County economic development business manager and he is going to explain the development of Volusia Business Resources. And... Let me turn this over. Here we go, Brad. It is all you. I have done you, sorry. Go ahead. You are all set.

BRAD HARRIS:

I have the privilege of kicking off the sessions. We will hear from Volusia County's economic development partners in some of our municipal economic developer offices. Before start let me address two questions that you may have. First, what is Volusia Business Resources? Or VBR as you will hear many of us refer to it.

That answer is forthcoming. That is what you will see through the lunch and learns this week but to get you started, let me mention four facets of VBR that you should understand.

First is VBR is a brand. It is a brand that will help elevate and expand awareness of the many helpful business related resources and activities that can be found locally or online. Second, VBR is a comprehensive business assistance website. And you will learn more about that in just a few minutes.

Third, VBR is also a communitywide partnership. It explores and develops new programs and resources to help innovators, entrepreneurs and businesses thrive in our community.

Fourthly, VBR is what I call a listening (indiscernible) is where the voice of small businesses are heard. Then consolidated and acted upon to the benefit of our whole community. That is what VBR is in a nutshell. The second question is: how did VBR start? It started with candid conversations between a

small number of local businesses and some business servicing organizations.

By 2021, those conversations have led to a countywide business survey. Then with survey input in hand, and affiliation of community partners joined together to begin addressing the needs and concerns that business shared in the survey. VBR started by getting unfiltered communication from a large number of businesses into the hands of local business servicing organizations.

Many of them you will meet today and through the week. So much has been accomplished because of the good response to the 2021 survey. It is our hope, is the distribution of the 2022 annual business survey goes out this week, that you will help us and respond to the survey. Many of you did last year and once again we ask that you let us hear your voice for the 2022 annual business survey.

With that brief introduction, let's go ahead and begin today's journey and meeting of our partners and I will turn it back over to Katrina.

KATRINA FRIEL:

Thank you, Brad! We will take a few minutes just to share with you the VBR website and how it enables users to access a variety of tools and resources to help support your business as you develop and grow.

SPEAKER:

Welcome to VolusiaBusinessResources.com, the one-stop portal to help entrepreneurs and business owners navigate resources... (indiscernible) this streamlines research process by not overwhelming you with results that you are not looking for. The navigator does that for you. For example, if your business... (audio issues).

KATRINA FRIEL:

We are having technical difficulties right now. We are going to jump ahead to the next presenter. OK (Laughs) I'm actually the next presenter as well. I'm sorry about that, we are having some audio difficulties with the video.

So let's jump ahead and go to the next presentation. Thank you for your patience, everybody. Excellent. Thank you once again. Once again my name is Katrina Friel and I am a very chuffed and slightly embarrassed business specialist from Volusia County economic developer. I'm presenting on behalf of Volusia County economic development and I would like to talk about what it is that we do here and how we assist businesses.

First of all, I would like to introduce you to our team, Cyrus Callum is the director of aviation and economic resources. Our economic development director is Helga van Eckert. A business manager is Brad Harris, that is me Katrina Friel, Riccardi (unknown name) is our newest member of the team, he is also Business Specialist. Heather Edwards is our marketing specialist and Tatiana (unknown name) is our staff assistant. With all that being said, what we do here at Volusia County economic development we have multiple missions but our primary missions are business recruitment, traction of new private center investment, creation of new businesses and business expansion and retention

which is facilitating the growth of existing businesses here in Volusia County.

I want to talk to first about business recouping. VCED, Volusia County economic development works with team Volusia, the CEO business alliance, enterprise Florida and local realtors to attract businesses from beyond the Volusia County borders.

When the company has shown an interest in locating with an Volusia County, VCED supports new businesses by acting as a liaison to County departments and local partners to facilitate their development, including land development workforce.

We also work with state and federal agencies to acquire grants that provide resources and support business attraction. Providing this resource helps to balance the local tax base. New businesses provide additional sources of revenue to the county and increase the quality of life by providing new and varied types of job opportunities. Creation of new businesses.

VCED advocates for the developing of new businesses by supporting the resource partner organizations that you are going to meet in the next days during the VBR week broadcasting. Support is provided financially and through participation in the organization's programs. One of the programs developed by VCED to support the mission of company creation is the Volusia County incubator located in the Daytona Beach airport. The incubator will present their programs during the Wednesday broadcast.

Now business expansion and retention. When it comes to what is important, taking care of existing local businesses is the heart of VCED. When businesses that outgrown their existing footprint, and need a new facility, when workforce is hard to come by, and employees need upskilling or business needs diverse recruitment alternatives, when disaster hits your business, and its employees, VCED has the expertise to provide connections to help your business keep their doors open.

For example, when COVID-19 left local business owners with more questions regarding their futures than answers, VCED responded quickly by establishing a one-stop resource of information, Volusia Business Resources, which has now evolved into what you are going to learn about this week.

That resource provides answers to their questions and connected them with the programs. It also provided them access to grants and loans necessary to keep operations going. Relaunch Volusia was one of those programs. As a result, 4200 applications were processed and over \$9 million in grants was provided.

All of this is accomplished by bringing together, I will put the script aside and quickly just tell you that none of this can be done without all of our partners. This is a cohesive impact. It is collective, it is pure, is organic and it is homegrown. When all of the businesses in the private, public partnerships, organizations get together, there is nothing that we cannot accomplish.

We can do it by ourselves, but you're just not going to get there and because of that, you are learning more about how we can impact businesses through the Volusia Business Resources program. And

with that said, I'm going to go ahead and turn it over to somebody else because I have talked way too much at this point.

So I'm going to turn it over to our dear friends over at Team Volusia which is Keith Norden and give me one second, I'm going to make it all about you.

KEITH NORDEN:

Good afternoon. I'm Keith Norden, thank you, Katrina for your presentation. We just wanted to tell you how excited we are to be one of the affiliated partners and we have been involved in the process since the beginning. Discussing excellent ideas and generating the needs, discussing the needs, the challenges and solutions that are important for Volusia County businesses.

We are actually on the VBR website. We are in the resource directory under marketing, networking and property. Just a little bit about us. Just a second. Sorry about this. Click over there? Hold on. I'm sorry. Just a second. Hover... Sorry about that.

I will continue on with my...

KATRINA FRIEL:

Would you like me to take over your presentation and put it on my screen?

KEITH NORDEN:

Thank you. That is plan B. I certainly appreciate it. Next slide.

Perfect. This breaks down our funding mechanism. We are a public-private funding mechanism that was founded in 2010. We recruit businesses that are relocating or expanding out of their original locations, outside of Volusia County and are considering a facility within Volusia County.

So we have municipal cooperative agreements with our municipalities as well as a contract with Volusia County to do the business recruitment. And receive funds for those contracts in cooperative agreements.

At 44% of our budget. And we are very proud to have the seven colleges and universities in Volusia County as funders and very engaged partners and 5% of our budget. Then 51% of our budget comes from the private sector.

The little wheel there shows the collaborative nature we have. As we recruit businesses to the area. We work work with chambers of commerce, community organizations, transportation utility partners, workforce partners and of course the public and private sector working broadly with real estate professionals as well as the same entities, that Katrina mentioned, the CEO business alliance, and the division of economic development for the Volusia County.

And the great team that we have there. Working hand-in-hand also with our private sector investors. The next slide, Katrina. This just shows you the breadth of our private sector engagement. These are

companies that are across-the-board law firms, accounting firms, engineering firms, utilities, we have got several key executive committee and board members including NASCAR, Advent Health, Halifax Health, B Braun, Kingsspan, the list goes on.

What is exciting about the companies as they are all at the table helping us with our recruitment efforts not only financially but also when we do have companies visit, there they are ready to help sell the region, they are business leaders and folks that are looking at Volusia County would much rather hear from an existing business about their experience, the quality of workforce, the quality of living, and just the ease of doing business here in Volusia County as opposed to a professional economic developer. They need to hear it from the folks that are actually operating businesses.

We are very pleased to have them at the table. The good thing with the private sector investment in leadership, it (indiscernible) the cost of our operations. The next slide is just talking about a collaborative environment. As you can see, I mentioned that we work very closely with my good friend Doctor Kent Sharples at the CEO business alliance and then all the team at Volusia County but also our chambers of commas, our workforce training partners, career source, (unknown name), the seven colleges and universities in their utilities.

Including FPL and Duke Energy. More importantly this is a map that we actually developed in-house and you can see it lists are 16 municipalities. The porch, we are equally distant from Jack's port and port (unknown name) and then it also lists Kennedy space Center because we are part of the important space triangle.

Is a map that we use in our marketing efforts and it just describes the many advantages we have here in Volusia County. Thank you very much.

KATRINA FRIEL:

Thank you, Keith. We are now going to turn this over to Doctor Sharples who you heard his name several times now. Doctor Sharples?

KENT SHARPLES:

Hello. Thank you very much and hello to everyone. Let me thank the County for putting this together because anytime a new business moves into the county or an existing business wants to expand, knowing who all of the players are, what each of them can do, and I think the most important point about today is understanding that we all work very closely together.

Brad and Keith mention partnerships. We are all good friends who work together for the benefit of a company that is either looking at moving here or expanding. The alliance, as you see these members listed on the screen are all very successful local Volusia County businesses.

Many of them started here, grew up here, I think you'll recognize some of those names. Each of them have a commitment to create a better quality of life in Volusia County through the creation of new jobs.

It is privately funded as Keith mentioned so we have no issues with sunshine laws are some of the things the public funds can't use for we can do is I will mention a few minutes. We have a single mission and that mission is very simply stated on this mission statement. And probably the bottom line is the fact that we are looking at creating new jobs, net new jobs, to the County with average wages which will overall increase the economy and quality of life of Volusia County.

To do that, let me mention a few things that we specifically can help the company do, either a new company or an existing company. A lot of times if it is a new company or an existing company, you are looking at new construction. There are entitlements and permitting that are required for new pieces of property.

We do a lot of great work with green sites that frequently need a review or comprehensive land use plans to help the client work with the municipality or the county to meet the intended use of the plan.

We also have been known to option a piece of lender to secure price so as you're going to the process the price will stay fixed. We've been known to give assistance with hiring consultants such as land-use attorneys or traffic engineers in order to expedite the process.

If you are buying an existing building, we can help with the permitting process for remodeling, again through the contacts that many of our members have with city and county officials. Again some assistance with consultants.

Many of our members are really anxious and eager to act as mentors for companies that may look for some ways in which the existing company here, the member company, can help them move forward. If you're looking at relocating to a larger facility, the alliance will collaborate with the commercial realtor. We work closely with the realtor community to help assist with the city economic development officers of the county and/or the owners themselves.

We work with the owner to option a site prior to a full entitlement. Legal and financial consulting, when needed, the alliance can provide limited legal services. We will direct the client to appropriate services and assist with approaching those services. Incentives, following state guidelines we will provide financial incentives for each net new job that meets (indiscernible) County's annual wage.

Additionally we provide some peripheral benefits like years number shipped in VMA if it is a new company or Chamber of Commerce and also with payroll assistance, many companies that exist that are getting much larger need to create a whole new payroll plan so we have a relationship with vision HR where we provide that service for you on the front end.

In a nutshell, that is what we do along with working with all of our other partners your meeting today and we hope you have an opportunity to sit down with you soon. Thank you.

KATRINA FRIEL:

Doctor Sharples, thank you very much for your presentation. That was very informative. Let's welcome our next panelist, Daytona Beach Shores recreation economic development and public affairs director

Nancy Maddox. Nancy I am just about ready to turn over the presentation to you. It is all yours.

NANCY MADDOX:

Good afternoon. Let me show my... Hopefully this is working. Good afternoon everyone. Thank you for inviting me to participate in this and it is my privilege to talk to you all about the city of Daytona Beach Shores.

Where our motto is "life is better here." We are a coastal city of about 5100 residents and we double that in the winter months. Lifestyle and recreation are a huge part of the culture here where we enjoy programs and events (indiscernible) tennis courts, dog parks, beachfront and parks throughout the city.

Daytona Beach Shores is home to many hotels and resorts. Outstanding restaurants, attractions, and many shopping opportunities and there are some properties still available here.

The city Council and staff prides itself in supporting our local businesses. In 2019, we worked with the University of Central Florida Institute of government to create and implement a five-year strategic plan. The plan is to create a vibrant, walkable city in Daytona Beach Shores with our redevelopment Westside and with destinations for residents and visitors including shops, sidewalk restaurants and local businesses.

The city defined targeted areas where re-development is desired. Those areas are the west side of South Atlantic Avenue and the (indiscernible) Boulevard quarter containing real properties that are zoned, commercial and mixed use.

The city Council created incentive programs to successfully reach our goals. The first incentive is our lease subsidy grant. The grant provides up to \$20,000 reimbursement over a three-year period. The first year is a 30% reimbursement of your monthly rent. The second is 20% and the third is 10%.

To qualify, successful applications shall score in the following criteria. The location shall be targeted in a targeted area. Business or development shall qualify as an improved targeted business or it can be approved by the city Council as a desired business.

Business or development shall be a permitted use. And shall have appropriate zoning consistent with the city's conference plan. The process of this grant is the applicant meets with the staff to discuss her economic development program and potential project eligibility. The applicant then submits a complete application for staff review.

Staff conducts an eligibility review (indiscernible) recommendation report and the city attorney draft an agreement for city Council's consideration. Counsel then evaluates the application staff report and drafts agreements to determine whether it is appropriate and in the best interest of the city.

The second incentive program is the alternative tax relief. This program is available for select development properties and is determined on a case-by-case basis. The process of this program is

similar to the lease subsidy grant program. But it has no specific dollar amounts because the population is determined by the property and the approval of the city Council.

Thanks to all the businesses for participating in this, and please do not hesitate to call me if you have any questions about doing business here in Daytona Beach Shores. Where life and work and play is better here. Have a great day!

KATRINA FRIEL:

Thank you so much for that presentation. Up next, presenting on behalf of the city of Deland is the economic development manager, Nick Conte. Are you ready, Nick?

NICK CONTE:

Good afternoon. Thank you for the invite. I am Nick Conte, and with the city of Deland, it is a pleasure to be here. Thank you to the County for putting this together.

This snapshot you're looking at right now is the first light, I wanted to preview. We went out and shot new video, film I guess now. For the city. We have shot two, this is a one minute video then there will be one that is 30 seconds, that we will have on the website to basically promote the area.

And how we promote the area is going to be kind of, yes there are incentives but in our pursuit here it will be about a way of life, our lifestyle, and a great place to live. A good chance for everybody to see that first bit of b-roll, there will be more to come. Next slide.

I'm sure a lot of people already know this but we have a number of North American headquarters here at this city. We are also considered the skydive capital of the world. I use both of these examples to sort of remind people that because of our proximity between Daytona Beach in Orlando, we sort of market ourselves is that halfway point.

You get to the beach, you can have a day at Disney or to rest but being able to live here and have a corporate job here that pays well to allow you that sort of lifestyle. Next slide.

On number of international companies are here. Keith mentioned earlier Kingspan from Ireland. And a great company to work with. They have been here 25+ years at this point and they are currently in expansion locally. MT Propeller which is out of Germany, they have a US location here at our airport and a great company to work for. They are looking at expansion.

Then we have ALTI-2 from England. We have a large contingent of UK residents in the area, especially in the parachute industry as well. Not on the slide but somebody that the county is working with as well as myself is aerodyn research (?) from South Africa. We are excited about their extensions plan as well. Next slide please.

Everybody knows we have a historic and famous downtown. We considered our beach. Since we do not have a beach, this is our beach. We have a lot of pride to this. MainStreet has won numerous awards for its downtown.

The MainStreet DeLand Association puts on events almost every weekend to draw people here. It is also the home of Stetson (?) universities. We like to celebrate that inclusive community. Very diverse community here where everybody is welcome. Next slide.

I think I'm almost done with the slides. DeLand has been the County seat. It has certainly allowed us to have a strong day business of retail. At the other side of it, our population like everybody else's has grown substantially. When I first was here, we were closer to the mid-20s and now we will certainly be way over 40,000 people probably before the end of the year.

We have certainly seen an uptick in homebuilding. Since I already promoted the website, I would like to do so again because they just upgraded it and have done a whole redo of the website. We have an entire section dedicated to economic development which you will see my face there, unfortunately. You will be able to see that.

We have mostly CRA programs that are dedicated to exterior improvements in the downtown area and the gateways. It is not large money but it's good things if you need a sign or you need something specific for your business exterior related.

The city also has a tax abatement program. It is done on a case-by-case basis based on what the business is. Obviously for a target industry with overly large drop count that is usually when those come into play. But I welcome everybody that is listing today to go to DeLand.org and check out the economic development section and take a look, email me, my email information is on that page.

Thank you for your time and everybody else for your time today.

KATRINA FRIEL:

Thank you, Nick! Our next presenter is going to be... Oh goodness gracious, Brian Rademacher, economic development director from the city of Ormond Beach. Brian, give me one... You are on, sir.

BRIAN RADEMACHER:

Good afternoon, thank you everybody. It is great to be here. I am going to start sharing my screen. Could I get a thumbs up if you see the slide there? OK, great, thank you.

My name is Brian Rademacher, director of economic development for the City of Ormond Beach. Beautiful East Coast of Florida. The mission of our department is to implement a strategy that results in creating a stronger economy for our community, diversifying job opportunities and improving our quality of life.

The purpose of economic development is to improve the community's economic well-being and quality of life. But quite frankly I think economic development is making the place you live awesome. That is my job and it is all of our jobs here affiliating with Volusia Business Resources, working with our businesses and our communities.

Our strategy here is to help retain and expand our existing manufacturing and high-tech businesses that we have and our business parks along our major corridors. We work with team Volusia, the CEO business alliance and the County economic development department to recruit new jobs and capital investment into our city. We also support the growth of small businesses and entrepreneurs through a variety of programs which I will discuss in a second.

And of course we promote downtown redevelopment and visitation partnership with our chamber and our Mainstreet organization.

The services that we provide to businesses, community, we can provide confidential project guidance, if you are looking to expand your company, start your business, or relocate to the area, we can help guide you through the process. We do help with site selection come as you are looking at specific locations along one of our core doors are business Park we can help you understand the use if it is appropriate and connecting with our planning department.

We do provide economic data and research if you're trying to understand the demographics of our community or what might make sense from a competitive advantage for your business. And we also can help provide business connections, which for the large part as possible through something like the Volusia Business Resources where you are able to see the ecosystem that we have here and really help support businesses starting and growing in our community.

One of the project that we have done recently in cooperation with our chamber is the release of a book called Doing Business in Ormond Beach. This is a booklet that takes you from soup to nuts on how to do business in the City of Ormond beach, people to contact locally and regionally and also some insight and guidance on things to do in the area. You can access this on our website.

There's a digital copy and we are also happy to send out snail mail copies as well. A recent tool that we implanted here for the city is called Size of Ormond Beach. This is a free business analytics tool for businesses in Ormond Beach where you're able to benchmark the performance of your business to other businesses in the area as well as the region.

Throughout you can identify new customers whether it is business-to-business or if you wanted to find suppliers to your business locally, or within the area, you are able to do that through this. It also helps you achieve ways to optimize your advertising.

You can again, I access the site 24/7/365, you are also more than welcome to contact me here at the department we can walk you through a couple of scenarios to see how your business is performing more for us to run the reports for you.

When it comes to small business and entrepreneurs, there are two programs we are excited about. One is Startup Grind Ormond Beach which we do in partnership with our chamber. This is affiliated with Google for for entrepreneurs and we post fireside chats at least once per quarter and showcase entrepreneurs that have gotten into second stage or beyond in their growth and they come to these fireside chats to share their experience and give some best practices and is a great opportunity to

network with fellow entrepreneurs and small businesses in the area.

We also recently launched Kauffman Fasstrac. The city provides a course for entrepreneurs or small businesses. We do that in partnership with the Volusia Falgner SCORE. A lot of guest speakers in the program a part of our ecosystem and are all here to support the growth of businesses in our community.

There is always something next year in our department. We will be coming out with some new programs and new initiatives to help support the growth of businesses so we are happy to connect with you and talk to you about any needs that you might have and do not hesitate to contact us and there is my information there so you can email me or connect with us on LinkedIn, we will be happy to connect with you. Thank you again very much for this opportunity and Katrina, it is back to you.

KATRINA FRIEL:

Thank you, Brian. If you have never been to fireside chat with startup, I recommend it. I have been to my first one and it was fantastic.

We are going to take back control and our next presenter we are going to go back to Brad Harris, business manager, with VCED and Brad, you are on muted and ready to speak.

BRAD HARRIS:

Volusia Business Resources annual business survey plays a significant role in guiding and aligning and developing this assistance resources in our community. The direct input we get helps keep current business needs front-end center and in clear view of those who use that information to develop those resources.

The annual surveys very important and there's many VBR associates working together to get this launched every year. Again, it takes everybody to make sure it is relevant and that the integrity is what needs to be so there's a lot of people that participate in that. What I would like to do here in the brief time that we have is just mention a few of the highlights of how this is structured. If you go to the next slide, Katrina.

In terms of what (indiscernible) oversight and analysis, first know that this whole process is directed by the Volusia Business Resources affiliates. We talk about business input every meeting. And the focus of this year's survey was really directed by the members of the Volusia Business Resources group.

Once their direction is set, they hand that off to the business input team which is a subset of the Volusia Business Resources larger affiliate group. That team then develops all the questions, they show them to the affiliate and again, one of the large group work sessions and they are decided, they are determined to be appropriate or not.

Once that decision is made, this whole process gets administered by Volusia County economic development office. Then it is sent out to all of the affiliates. So they can reach out to the individual businesses that they have relationships with or happen to be constituents of the organization.

Then finally, when that feedback comes back in, it is all analyzed again by the business and put team and fed back into the larger business affiliate group at Volusia Business Resources. Once again, the process is renewed with new vision, new site, new voices from business and we do the work that needs to be done. So that is essentially how this process works, again, pretty much driven by the Volusia Business Resources entity that has been created here in the last year.

If you go to the next slide, let me talk about some of the details about this year's survey. First of all, this is a survey that is exclusive to Volusia County businesses.

It only contains 20 questions. It takes about 5 to 10 minutes to complete. And it is done on the survey monkey tool that you find online. You probably used it on many other surveys. It is all captured electronically. It goes to a common source but the survey itself as I mentioned here is distributed by affiliates and it begins today.

Those notice and request for participation will be going out for many affiliates over the course of the next month through December 2. Those of you watching, be looking for that. It should be going out shortly.

There's also a dimension to this that we like to do which is face-to-face interviews. Many times we have relationships with businesses and want to hear with them directly so it will also be done through face-to-face interviews. Personal invitations and as I mentioned, electronic solicitations.

Those results, once they are done are aggregated to maintain the anonymity of the people responding and that is an important part of the survey process. That will be presented to the Volusia businesses resource group and then there will be a summary of that sent out in our community that participated in the survey.

Again, that is a great tool for us to make sure we are aligned with the needs of the business and I invite you to please participate in this year's survey.

Just as an aside, if you are interested in last year's results, you can find a page on that in Volusia Business Resources under the news category, you will see something there that shows you what the summary was of last year's survey and what are the things we have been working on since then.

That is a survey, again please participate in let us hear your voice. Back to you, Katrina!

KATRINA FRIEL:

Well done Brad, thank you for that. Now we are going to go into the question and answer portion of our presentation. And with that, I am going to be opening up the microphone for Tatiana (unknown name) my associate, Tatiana do we have any questions?

SPEAKER:

At the moment we do not. We are searching. Heather Edwards is going to hop on and she will read

aloud any questions that we do have.

SPEAKER:

Hello. One of the questions is: what resources are available for minority owned businesses?

KATRINA FRIEL:

Is not directed towards anyone specifically?

SPEAKER:

Anyone in general that they want to jump in and answer.

KATRINA FRIEL:

Any of the cities want to respond to the question? Hold on. Raise your hand and I will unmute you. Audio... Did anyone raise their hands? No? We don't have anyone responding to that question.

If your questions do not get answered during the session you can email them directly and we will get answers for you.

SPEAKER:

Another question is simply would like the material sent to them.

KATRINA FRIEL:

We can definitely send presentations to you. Email us at VBR@volusia.org and we will make sure that gets you. Another question, Heather?

SPEAKER:

Those were the only ones that I thought the moment. Other than that someone would like all of the contact information from all of the presenters today.

KATRINA FRIEL:

If you go to VolusiaBusinessResources.org, all of our presenters are listed there. You can just go add and search for the presenter's name that you want or the municipality or whatever organization they represent, Team Volusia, CEO business alliance, type in the search bar and you will get the person you need to contact. Alright, Nick? Hold on a second. Let me get you. Go ahead.

NICK CONTE:

I just wanted to add to anybody listening that something that Doctor Sharples had earlier is really valid which is we work with all of these people work together. It is not uncommon on any project that I have come even if it is not within my city, to have conversations with Brian or Nancy or anybody else within the practitioner's counsel.

If the project is large enough I need input from Keith and Doctor Sharples and the County. It is not like we work... We feel like that because our job is to work with small businesses through the process as best we can, but it is a lot of handoffs and we lay racing in this job. I just want to make sure people

understood even though we are separated by little boxes that we are not really separated at all. In the way we operate.

KATRINA FRIEL:

Thank you, Nick, we really appreciate that both. On my screen right now you will see the Volusia Business Resources.com website. If you are interested in taking the survey I would login right here and just click "begin the survey" tomorrow but also the video we are not able to show because we had technical difficulties can be found on the about page.

Write down here. You can click on it to view the website and the website instructions. With all of that being said, please, please, please go ahead and go to Volusia Business Resources.org. Tomorrow we will be back with another list of panelists. It is cities.

We have three more days after that. We have incubators and post secondary education, we have chambers then we have other organizations such as Score, the African-American Entrepreneur Association, a source of all of the resource partners that are going to present it all on different days. Please visit Volusia Business Resources.org. Please register.

You can see us on Facebook and LinkedIn. Once again, you can see us on the go to when you register. By Friday we should have all of our kinks worked out. Thank you so much for your patience. Thank you so much for being here. This is the very first time we have done this and I want to thank all of my panelists, all of my presenters, Keith Norden from team fully, Doctor Kent Sharples from CEO business alliance, Nick Conte from the city of Deland, Nancy Maddox from Daytona Beach Shores and Brian Rademacher from the city of Ormond Beach and Brad Harris from Volusia County economic development.

Thank you everybody, and we are ending the production now.