

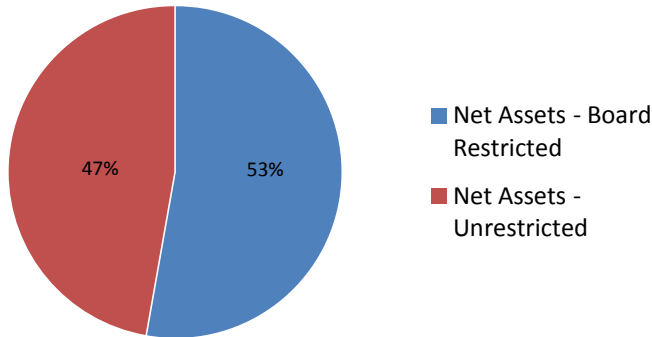


ANNUAL REPORT

2014

STATEMENT OF FINANCIAL POSITION

Net Assets - Board Restricted	\$400,000
Net Assets - Unrestricted	\$357,960
<i>As of 12/31/14</i>	



2014 ACTUAL OPERATING EXPENSES (Jan-Dec)

Personnel Services	\$418,525
Operating Expenses	\$156,373
Competitive Intelligence	\$50,624
Recruitment/Business Development	\$145,081
Marketing/Communications	\$57,929
External Relations	\$39,089
Organizational Excellence	\$6,412
TOTAL	<u>\$874,033</u>

As of December 31, 2014
 Unaudited/uncompiled financial statements as of 1/12/15

GOALS

	CY 2012	CY 2013	CY 2014	3-Year Cumulative Total
Jobs	55-85	225-375	225-375	505-835
Capital Investment	\$1.3M - \$3.8 M	\$5.6M - \$16.8 M	\$5.6M - \$16.8 M	\$12.5M - \$37.5M
Payroll	\$2M - \$3.08M	\$8M - \$13.5M	\$8M - \$13.5M	\$18M - \$30M

	2012	2013	2014	3-Year Cumulative Total
Jobs Announced	44	139	750	933
Capital Investment	\$1,150,000	\$7,079,992	\$98,960,000	\$107,189,992
Payroll	\$1,408,000	\$5,888,000	\$21,249,900	\$28,545,900

	ACTIVE PROJECTS	JOBS POTENTIAL
STAGE 0	1	---
STAGE 1	17	---
STAGE 2	3	410
STAGE 3	5	1593
STAGE 4	0	---
STAGE 5	2	750
As of December 31, 2014		

STAGE 0

Referral or request for information

STAGE 1

Substantive conversation with company executive or representative who expresses interest in Volusia County

STAGE 2

Site visit being scheduled or has occurred

STAGE 3

Company has expressed interest to continue looking at Volusia County; another site visit scheduled

STAGE 4

Negotiations occurring for building/incentives

STAGE 5

Announcement has been made by the company to locate in Volusia County

2014**OUTREACH****JANUARY****FEBRUARY****MARCH**

FEDC Winter Conference
Rolex 24 FAM Tour

EFI Team Florida Mission/Dominican Republic
Site Selectors Guild

CEBIT Tradeshow & German Mission
AMCON Tradeshow
EFI Grapefruit League Signature Event

APRIL**MAY****JUNE**

California Consultants Mission
IAMC Spring Professional Forum
Team Florida Consultant Event

New York/New Jersey Consultants Mission
Florida- Japan Summit
ICSC Recon

FEDC Annual Conference
Headquarters Visit
Consultants Forum

JULY**AUGUST****SEPTEMBER**

Farnborough Airshow
EFI Team Florida Atlants Consultant
Mission and Event

EFI Team Florida Dallas Consultant Mission
SEDC Conference
ICSC Kissimmee

EFI Tem FL New York Consultants
Mission and Event
SEUS Japan Florida Delegation
IAMC Fall Professional Forum

OCTOBER**NOVEMBER****DECEMBER**

NBAA
CoreNet Global
Consultants Forum
Roundtable Consultants Forum
Daytona Beach Regional
Chamber
Intercity Trip

APEX/SEMA Tradeshow
Powering Florida: Illumination

Team Florida Aviation Forum
Consultants Forum

MARKETING / COMMUNICATIONS

- Promoted the message of Volusia County as a premier location for business expansion and/or relocation through a variety of targeted mediums in order to shape the perception of the area’s business brand.
- Continued to develop and utilize the following tools and platforms to present Volusia County as a vibrant business environment:

	Business Owners & C-Suite	Site Selectors
Targeted Mail Campaign		X
Optimize Website	X	X
Social Media Campaign	X	X

- Affirmed Volusia County’s standing as a contender in the economic development field through continued participation in the following :
 - International Economic Development Council (IEDC)
 - Florida Economic Development Council (FEDC)
 - Industrial Asset Management Council (IAMC)
 - Southern Economic Development Council (SEDC)

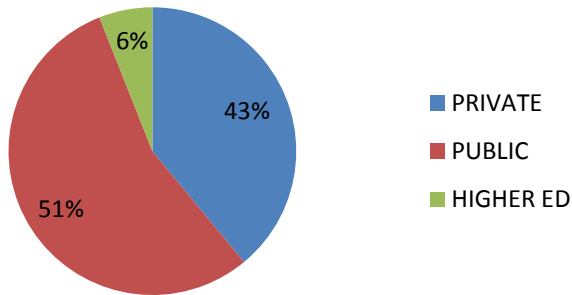
COMPETITIVE INTELLIGENCE

- Maximized Volusia County’s advantages by garnering knowledge regarding competitive issues, maximization of assets and identification of areas of improvement.

During the 2014 year, Team Volusia accomplished the following to augment our competitive intelligence

Strategic Targeting	Site Assessments	Automated Sites and Buildings Database
<ul style="list-style-type: none"> • Develop personalized marketing materials specific to key executives of strategically targeted leads. 	<ul style="list-style-type: none"> • Engage Boyette Strategic Advisors to conduct and assessment of high-impact sites/buildings in each of 11 East Volusia cities, revealing valuable insight on how to best market those sites. 	<ul style="list-style-type: none"> • Continue to develop the automated site which allows MLS feeds to automatically populate into the Volusia Sites database on a nightly basis. Volusia Sites feeds directly to PoweringFlorida.com which feeds into eFlorida.com.

Investors by Type
2014



2014	No. of Organizations	Funds	% of Total
PRIVATE	72	\$386,636	43%
PUBLIC	12	\$458,154	51%
HIGHER ED	5	\$50,000	6%
TOTAL	89	\$894,790	100%

No. of Investor Organizations

	1st Qtr 14	2nd Qtr 14	3rd Qtr 14	4th Qtr 14
PRIVATE	54	60	66	71
PUBLIC	11	11	11	12
HIGHER ED	5	5	5	5
TOTAL	70	76	82	88

Funding per Type

	1st Qtr 14	2nd Qtr 14	3rd Qtr 14	4th Qtr 14	TOTAL 2014
PRIVATE	\$86,544	\$91,127	\$98,045	\$110,921	\$386,636
PUBLIC	\$114,362	\$114,362	\$114,362	\$115,068	\$458,154
HIGHER ED	\$12,500	\$12,500	\$12,500	\$12,500	\$50,000
TOTAL	\$213,406	\$217,989	\$224,907	\$238,489	\$894,790

2014**INVESTOR PLEDGE DETAIL – PRIVATE SECTOR**

As of December 31, 2014

	Private Sector	Amount
1	AVCON	\$ 2,500.00
2	Bank of America	\$ 2,500.00
3	Batten Madewell CPA, L.L.C.	\$ 1,000.00
4	BB&T Bank	\$ 2,500.00
5	Benedict Advertising	\$ 1,000.00
6	Boulevard Tire Center	\$ 10,000.00
7	BPC CPAS, Inc	\$ 2,500.00
8	Bright House Networks	\$ 10,000.00
9	Bruce Rossmeyer's Daytona Harley Davidson	\$ 2,500.00
10	CareerSource Flagler-Volusia	\$ 25,000.00
11	Chase Bank	\$ 1,000.00
12	Cobb Cole, P.A.	\$ 10,000.00
13	Coldwell Banker AI Group	\$ 2,500.00
14	Coldwell Banker Commercial Benchmark	\$ 1,000.00
15	Commercial Construction	\$ 2,500.00
16	CompuSys	\$ 1,000.00
17	Consolidated-Tomoka Land Company	\$ 5,000.00
18	Cotton Enterprises, Inc.	\$ 1,000.00
19	Council on Aging	\$ 2,500.00
20	Daytona Beach Area Association of Realtors	\$ 10,000.00
21	Daytona Beach Kennel Club	\$ 10,000.00
22	DeLand Chamber of Commerce	\$ 2,500.00
23	DME Holdings LLC	\$ 10,000.00
24	Dredging & Marine Consultants, LLC	\$ 2,500.00
25	Duke Energy	\$ 5,000.00
26	Duvasawko	\$ 25,000.00
27	Fairwinds Credit Union	\$ 10,000.00
28	Florida Healthcare Plans	\$ 25,000.00
29	Florida Hospital Volusia Flagler Market	\$ 25,000.00
30	Florida Power & Light	\$ 10,000.00
31	Florida Public Utilities	\$ 10,000.00
32	Foley & Lardner	\$ 2,500.00
33	Ford Properties	\$ 10,000.00
34	Gateway Bank	\$ 2,500.00
35	Giles Electric	\$ 5,000.00
36	Hilton Daytona Beach Oceanfront Resort	\$ 2,500.00

	Private Sector	Amount
37	ICI Homes	\$ 10,000.00
38	Intracoastal Bank	\$ 2,500.00
39	JRB of Ormond, Inc.	\$ 1,000.00
40	Lassiter Transportation Group	\$ 10,000.00
41	Lohman Apartments	\$ 10,000.00
42	Mainstreet Community Bank of Florida	\$ 2,500.00
43	Marketing and Advertising Consultant	\$ 2,500.00
44	Massey Properties	\$ 1,000.00
45	Merrill Lynch & Co.	\$ 2,500.00
46	NASCAR/ISC	\$ 25,000.00
47	New Smyrna Beach Jeep Chrysler Jeep Dodge	\$ 5,000.00
48	Nova Property Management	\$ 1,000.00
49	Olivari & Associates	\$ 25,000.00
50	Ormond Beach Chamber of Commerce	\$ 2,500.00
51	PNC Bank	\$ 2,500.00
52	Port Orange/South Daytona Chamber	\$ 2,500.00
53	Randstad USA	\$ 2,500.00
54	Raydon Corporation	\$ 5,000.00
55	RC Hill Mitsubishi	\$ 2,500.00
56	Reames Employee Benefit Solutions	\$ 1,000.00
57	Regions Bank	\$ 2,500.00
58	Rice & Rose Law	\$ 1,000.00
59	Root Organization	\$ 10,000.00
60	Selby Realty	\$ 1,000.00
61	Shores Resort & Spa	\$ 2,500.00
62	Space Coast Credit Union	\$ 2,500.00
63	SunTrust Bank	\$ 5,000.00
64	Swallowtail LLC - Deering Park Center	\$ 5,000.00
65	TD Bank	\$ 2,500.00
66	Teledyne Oil & Gas	\$ 25,000.00
67	Tyler Properties	\$ 2,500.00
68	Volusia Flagler YMCA	\$ 2,500.00
69	Waste Pro	\$ 2,500.00
70	Wells Fargo Bank, N.A.	\$ 2,500.00
71	Zev Cohen & Associates	\$ 10,000.00

2014**INVESTOR PLEDGE DETAIL – PUBLIC SECTOR**

As of December 31, 2014

	Public Sector	Amount
1	City of Daytona Beach	\$ 31,000.00
2	City of Daytona Beach Shores	\$ 2,500.00
3	City of DeBary	\$ 9,681.00
4	City of DeLand	\$ 25,000.00
5	City of Deltona	\$ 42,640.00
6	City of Holly Hill	\$ 5,816.00
7	City of New Smyrna Beach	\$ 25,000.00
8	City of Ormond Beach	\$ 25,000.00
9	City of Orange City	\$ 5,613.00
10	City of Port Orange	\$ 28,024.00
11	City of South Daytona	\$ 10,000.00
12	Volusia County	\$ 250,000.00

	Higher Education	Amount
1	Bethune-Cookman University	\$ 10,000.00
2	Daytona State College	\$ 10,000.00
3	Embry-Riddle Aeronautical University	\$ 10,000.00
4	Stetson University	\$ 10,000.00
5	University of Central Florida	\$ 10,000.00