



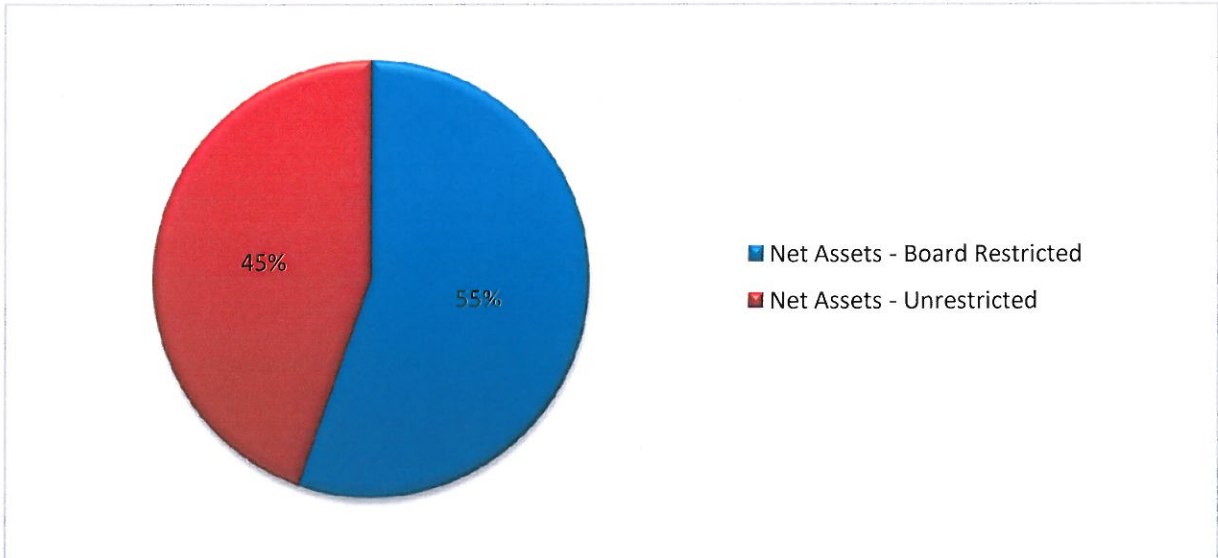
Annual Report 2013

BUSINESS SHINES BRIGHTER HERE™

One Daytona Blvd., Suite 240 | Daytona Beach, FL 32114 | PHONE: 386.265.6332 | www.teamvolusiaedc.com

STATEMENT OF FINANCIAL POSITION

Net Assets - Board Restricted	\$400,000
Net Assets - Unrestricted	\$322,676
<i>As of 12/31/13</i>	



2013 ACTUAL OPERATING EXPENSES (Jan-Dec)

Personnel Services	\$369,378.89
Operating Expenses	\$184,589.68
Competitive Intelligence	\$53,848.33
Recruiting/Business Development	\$166,251.27
Marketing/Communications	\$75,149.28
External Relations	\$36,762.43
Organizational Excellence	\$10,018.73
	<u>\$895,998.61</u>

As of December 31, 2013
 Unaudited/uncompiled financial statements as of 1/15/14

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	\$5.6 M - \$16.8 M	\$5.6M - \$16.8 M	\$12.5 M - \$37.5 M
Payroll	\$2 M - \$3.08 M	\$8 M - \$13.5 M	\$8 M - \$13.5 M	\$18 M - \$30 M

RESULTS

	2012	2013
Jobs Announced*	44	139
Industry	Manufacturing	Commercial, Aviation, Office
Capital Investment*	\$1,150,000	\$7,079,992
Payroll*	\$1,408,000	\$5,888,000

*Number of projected jobs, capital investment, payroll over 3-years approximated by the company. Volusia County incentives were not awarded for projects announced in 2013.

	ACTIVE PROJECTS	JOBS POTENTIAL
STAGE 0	2	20
STAGE 1	14	1615
STAGE 2	7	305
STAGE 3	6	1394
STAGE 4	1	500
TOTALS*	30	2,199

*Totals does not include Stages 0 and 1

STAGE 0

Referral from a representative of a company or the actual company requesting information, but we have not yet spoken to actual company executive

STAGE 1

Substantive conversation with company executive who expresses interest in Volusia

STAGE 2

Site visit being scheduled or has occurred

STAGE 3

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

STAGE 4

Negotiations occurring for building/incentives

JANUARY

NEW YORK, German American Chamber Annual Meeting
CHICAGO, ProMat & Automate Tradeshow

FEBRUARY

NEW ORLEANS, Site Selectors Guild 2013
MIAMI, Consuls General – France and Japan

MARCH

ORLANDO, Jones Lang LaSalle Academy
ORLANDO, PLASTECH South;
DAYTONA BEACH, PIA Symposium
CHARLESTON, Industrial Asset Management Council
PROJECT RINGTONE, Headquarters Visit

APRIL

NEW SMYRNA BEACH, Balloon & Sky Fest
WASHINGTON DC, Site Selector Mission
LAKELAND, Sun n' Fun Fly-In
ATLANTA, MRO Americas
GREENVILLE AND CHARLOTTE, Site Selector Missions

MAY

LAS VEGAS, International Council of Shopping Centers
CHILE, Team Florida

JUNE

MINNESOTA, The Consultants Forum
PALM COAST, Roundtable in the South
PROJECT DIAL, Headquarters Visit
MONTREAL AND TORONTO, Canadian Business to Business Mission

JULY

DALLAS, Consultant Mission & Event
MIAMI, Consulates General

AUGUST

NEW YORK, Consultant Mission & Event
KISSIMMEE, International Council of Shopping Centers Tradeshow

SEPTEMBER

DAYTONA BEACH, LPGA Symetra Tour Daytona Invitational
ATLANTA, Consultant Mission & Event
PHILADELPHIA, International Economic Development Council

OCTOBER

CHICAGO, Consultants Forum
LAS VEGAS, CoreNet Global
MONTREAL, Business to Business Mission

NOVEMBER

BILOXI, SEUS Japan Association Annual Meeting
CHICAGO, FABTECH Tradeshow

DECEMBER

CHARLESTON, Consultants Forum
GERMANY, Aviation Forum 2013
ORLANDO, I/ITSEC

Promoting Volusia County as one of the world's best places to do business, TVEDC published a broad range of print and digital marketing materials. As a result, TVEDC's web properties have received more traffic than ever, providing visitors with important and relevant information about our vibrant business community.

STRATEGIC TARGETING

The TVEDC marketing team routinely searches the SEC filings of publicly traded companies for specific keywords that indicate plans for future expansion or relocation of facilities. When the searches uncover a lead, the Team develops personalized marketing materials targeted at the key executives of the company. This helps position Volusia County as an option that is congruent with the company's long-term goals.

MANUFACTURING IN VOLUSIA COUNTY

Geared to deliver pertinent information in a simplified manner, the manufacturing industry report was developed and delivered to qualified company leads in the advanced manufacturing industry. The report outlines the many benefits of doing business in Volusia County for advanced manufacturers, and is customized to reflect each company's sub-industry sector.

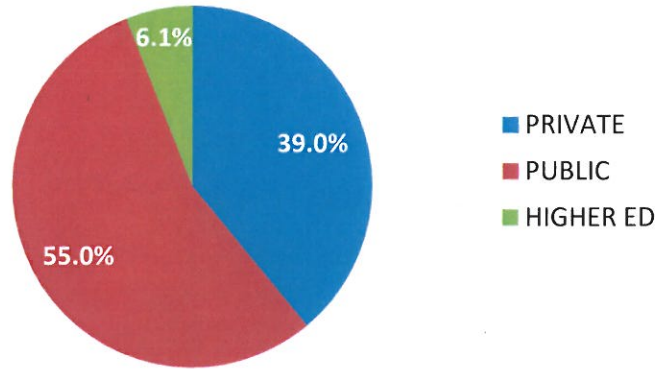
WEST VOLUSIA SITE ASSESSMENTS

Team Volusia EDC engaged Boyette Strategic Advisors (BSA) to conduct an assessment of sites and/or buildings located in four cities in West Volusia County, which included the Cities of DeBary, DeLand, Deltona and Orange City. Representatives of each city selected up to two sites in their community for a total of seven sites reviewed. BSA provided recommendations on how to best market each site.

AUTOMATED SITE AND BUILDING DATABASE

A strategic effort deployed to enhance user adoption, Team Volusia EDC rolled out an automation system within VolusiaSites.com allowing local MLS feeds to automatically populate into the Volusia Sites database on a nightly basis.

Investors by Type
4th Qtr 2013



4th Quarter 2013

	No. of Orgs	Funds	% of Total
PRIVATE	52	\$321,132	39.0%
PUBLIC	11	\$452,692	55.0%
HIGHER ED	5	\$50,000	6.1%
TOTAL	68	\$823,824	100.0%

No. of Investor Organizations

	1st Qtr 13	2nd Qtr 13	3rd Qtr 13	4th Qtr 13
PRIVATE	41	45	46	52
PUBLIC	10	10	10	11
HIGHER ED	5	5	5	5
TOTAL	56	60	61	68

Funding per Type

	1st Qtr 13	2nd Qtr 13	3rd Qtr 13	4th Qtr 13
PRIVATE	\$320,008	\$321,340	\$318,674	\$321,132
PUBLIC	\$451,107	\$451,107	\$451,107	\$457,447
HIGHER ED	\$50,000	\$50,000	\$50,000	\$50,000
TOTAL	\$821,115	\$869,688	\$819,781	\$828,579

	Private Sector	Amount
1	Bank of America	\$ 2,500.00
2	Batten Madewell CPA, L.L.C.	\$ 1,000.00
3	BB&T Bank	\$ 2,500.00
4	Benedict Advertising	\$ 1,000.00
5	Boulevard Tire Center	\$ 10,000.00
6	Bright House Networks	\$ 10,000.00
7	CBC Benchmark	\$ 1,000.00
8	Center for Business Excellence	\$ 25,000.00
9	Chase Bank	\$ 1,000.00
10	Cobb Cole, P.A.	\$ 10,000.00
11	Coldwell Banker AI Group	\$ 2,500.00
12	CompuSys	\$ 1,000.00
13	Consolidated-Tomoka Land Company	\$ 5,000.00
14	Cotton Enterprises, Inc.	\$ 1,000.00
15	Council on Aging	\$ 2,500.00
16	Daytona Beach Area Association of Realtors	\$ 10,000.00
17	Daytona International Auto Mall	\$ 10,000.00
18	DeLand Chamber of Commerce	\$ 2,500.00
19	Duke Energy	\$ 5,000.00
20	Florida Healthcare Plans	\$ 25,000.00
21	Florida Hospital Volusia Flagler Market	\$ 25,000.00
22	Florida Power & Light	\$ 10,000.00
23	Florida Public Utilities	\$ 10,000.00
24	Ford Properties	\$ 10,000.00
25	Giles Electric	\$ 5,000.00
26	Hilton Daytona Beach Oceanfront Resort	\$ 2,500.00
27	ICI Homes	\$ 10,000.00
28	Intracoastal Bank	\$ 2,500.00
29	JRB of Ormond, Inc.	\$ 1,000.00
30	Lassiter Transportation Group	\$ 10,000.00
31	Mainstreet Community Bank of Florida	\$ 2,500.00
32	Marketing and Advertising Consultant	\$ 2,500.00
33	Massey Properties	\$ 1,000.00
34	Merrill Lynch & Co.	\$ 2,500.00
35	NASCAR/ISC	\$ 25,000.00
36	Nova Property Management	\$ 1,000.00
37	Olivari & Associates	\$ 25,000.00
38	Ormond Beach Chamber of Commerce	\$ 2,500.00
39	PNC Bank	\$ 2,500.00
40	Port Orange/South Daytona Chamber	\$ 2,500.00
41	Raydon Corporation	\$ 5,000.00
42	Reames Employee Benefit Solutions	\$ 1,000.00
43	Regions Bank	\$ 2,500.00
44	Rice & Rose Law	\$ 1,000.00
45	Root Organization	\$ 10,000.00
46	Selby Realty	\$ 1,000.00
47	Space Coast Credit Union	\$ 2,500.00
48	SunTrust Bank	\$ 5,000.00
49	TD Bank	\$ 2,500.00
50	Waste Pro	\$ 2,500.00
51	Wells Fargo Bank, N.A.	\$ 2,500.00
52	Zev Cohen & Associates	\$ 10,000.00

	Public Sector	Amount
1	City of Daytona Beach	\$ 30,500.00
2	City of DeBary	\$ 9,669.00
3	City of DeLand	\$ 25,000.00
4	City of Deltona	\$ 42,640.00
5	City of Holly Hill	\$ 5,832.00
6	City of New Smyrna Beach	\$ 25,000.00
7	City of Orange City	\$ 5,613.00
8	City of Ormond Beach	\$ 25,000.00
9	City of Port Orange	\$ 28,193.00
10	City of South Daytona	\$ 10,000.00
11	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