



# On the Economic Scene



A weekly economic development briefing from the Volusia County Division of Economic Development

September 23, 2019

[ONLINE VERSION AT FLORIDABUSINESS.ORG](http://ONLINE VERSION AT FLORIDABUSINESS.ORG)

**U.S./CHINA TRADE DISPUTE: CAN FOREIGN TRADE ZONES HELP YOUR BUSINESS?** – Foreign Trade Zones, or [FTZs, are designated secure areas located inside the U.S.](#), but are considered outside U.S. commerce by Customs. FTZs allow participants to handle, store, exhibit, assemble, manufacture and process goods before they are considered officially imported. This enables otherwise applicable duties and taxes to possibly be deferred, reduced or even eliminated on raw materials and component parts. Duties can be eliminated if parts are imported, manufactured in the U.S., and then exported to a different market. Learn more about FTZ advantages for your business and Volusia County's FTZ No. 198 by contacting [Virgil Kimball](#) or calling [386-248-8048](tel:386-248-8048).

**MASTER THE USE OF LINKEDIN FOR PROSPECTING AND SELLING** – If your business provides products and services to other businesses, the effectiveness of the LinkedIn platform should not be ignored. LinkedIn is responsible for 80% of the business-to-business sales leads created on the internet. If you're not leveraging this professional social network, you are missing a significant opportunity. Join Charlie Van Derven from Social Advisors for a deep dive into LinkedIn and LinkedIn Sales Navigator through this SBDC sponsored, free workshop on digital sales. It will be held from 11 a.m. to 1 p.m. Sept. 26 at Daytona State College, Building 150, Room 305, Daytona Beach. To register, call [386-506-4723](tel:386-506-4723) and provide your name, email and phone number.

**DAB OFFERING TSA PRE✓® SCREENING PROGRAM** – Daytona Beach International Airport (DAB) invites passengers to enroll in the popular TSA Pre✓® expedited screening program from October 14-18. The event will be held on the main floor of the DAB terminal in the baggage claim area. Online pre-enrollment is required to participate in this local event; you can access the pre-enrollment form by [visiting the identogo.com website](#). The application process will be completed onsite at the DAB event. The \$85 fee can be paid by credit card, money order, company check or certified/cashier's check. Cash and personal checks are not accepted.

**IRS UPDATES OZ FREQUENTLY ASKED QUESTIONS** – The 2017 Tax Cuts and Jobs Act included a new federal incentive – Opportunity Zones (OZs) – which are designed to provide capital gains tax incentives to spur investment in designated economically distressed communities. There are 12 designated Opportunity Zones in Volusia County. The Internal Revenue Service has updated its [Opportunity Zones Frequently Asked Questions \(FAQs\) page](#) with guidance on topics such as when investors can adjust basis to fair market value, where a list and map of opportunity zones (OZs) can be found, and how to become a qualified opportunity fund.

**VOLUSIA COUNTY NET MIGRATION** – The latest migration flow data from the U.S. Census Bureau offers a glimpse into Volusia County's net migration activity from 2013 to 2017. The American Community Survey monthly data is compiled over five years measuring where people lived when surveyed and where they lived one year prior. For this data set, Volusia County's population for those ages 1-year old and over was noted as 513,121. Movers from other Florida counties coming to Volusia County led the migration flow totals with 16,555 for the period. Those arriving from other states amounted to 15,714, and movers from abroad totaled 3,275.

**WHO WILL FIX OUR HIGH-TECH CARS?** – U.S. Bureau of Labor Statistics occupation data for 2018 indicates there were 770,100 auto technicians and mechanics in the country with a median annual pay of \$40,710. Job opportunities for qualified jobseekers are forecast to be very good through 2028. [Daytona State College offers the Automotive Service Technology Vocational Certificate Program](#) as a local opportunity for those seeking automotive training. The program's mission is to provide the knowledge, practice and skill development necessary for a successful automotive service industry career. For more information, contact [Bridgette Cherry](#), Administrative Specialist, at [386-506-4165](tel:386-506-4165).

**ACADEMY OF COMPUTER SCIENCE** – The academy at Mainland High School offers students a variety of courses to prepare for careers in computer science, technology implementation and integration. Divisions within the academy include technical support, programming, web development and networking. Multiple opportunities exist for industry certifications. Students are exposed to not just the physical technology, but also the science and art aspects that are the foundation of technological creation. This academy is affiliated with the [Cisco Networking Academy](#). For more information, contact [Dan Lundy](#).

**REPORT ADDED TO FLORIDABUSINESS.ORG** – Florida is now the third most populous state. By 2030, 26 million Floridians will call Florida home and 1.5 million more jobs will be needed. To prepare for this continued growth and ensure continued statewide success, the Florida Chamber Foundation prepared and released a strategic blueprint for Florida's future – Florida Chamber has continued to hold events in support of this initiative. [Review the full report on key targets identified in the blueprint.](#)

**NEWS ITEMS WANTED!** – Please send your business news items to Joanne Magley, Volusia County Community Information director, at [jmagley@volusia.org](mailto:jmagley@volusia.org). If you wish to be removed from this weekly broadcast, please let us know.