



# On the Economic Scene



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

April 25, 2016

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

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**QUARTERLY ECONOMIC BRIEFING** -- The next quarterly economic development briefing from the Volusia County Economic Development Division is scheduled for 7:45 a.m. Friday, May 6, in the Dennis R. McGee Room on the second floor of Daytona Beach International Airport. Patricia Boswell, director of the Florida Department of Health in Volusia County, will be the featured speaker. For more information call [386-248-8048](tel:386-248-8048).

**MEDICA 2016** -- This global life sciences/medical trade show is scheduled for November 14 to 17 in Düsseldorf, Germany. Florida's top medical companies will promote their goods and services from the Florida Pavilion for the 21st consecutive year. Last year's event attracted 130,000 visitors from nearly 120 countries; 40 percent were from countries other than Germany, with a high percentage of visitors from overseas markets such as Asia, Australia, North Africa, Latin America, and Arab countries. Trade grants are available to help offset your exhibition cost in this show. For more information visit [www.medica-tradefair.com](http://www.medica-tradefair.com).

**ACADEMY OF DESIGN AND MANUFACTURING TECHNOLOGY** -- The Academy at Mainland High School is designed for students interested in architecture, engineering, construction, computer-aided manufacturing, drafting, electronics, and interior design. Students have an opportunity to work with computer numerical control machines, robotics and lasers. The academy is affiliated with Project Lead the Way, a national pre-engineering curriculum. Tracks include engineering, technical design and manufacturing. Opportunities for dual enrollment are in the areas of welding, automotive and HVAC. For more information visit [www.mainlandhighschool.org](http://www.mainlandhighschool.org)

**GOLD KEY GRANT** -- Eligible small- and medium-sized manufacturers and professional services providers can apply to Enterprise Florida for a Gold Key/Matchmaking Grant to help them generate or increase export sales overseas. The grant serves as a market development tool for companies that are new or infrequent exporters by subsidizing the cost of meeting with pre-screened and pre-qualified buyers, agents, importers and representatives with an interest in their products or services. For more information contact Leigh Shapleigh or Virgil Kimball at 386-248-8048.

**VENDOR WORKSHOPS** -- Volusia County's Purchasing and Contracts Division will hold two workshops for companies that want to learn how to do business with the county. The workshops will be held from 9 to 11 a.m. April 26 and 5:30 to 7:30 p.m. April 27 in the first-floor training rooms of the Thomas C. Kelly Administration Center, 123 W. Indiana Ave., DeLand. For more information call the Volusia County Purchasing and Contracts Division at [386-736-5935](tel:386-736-5935), ext. 12490.

**SCORE SEMINAR** -- The local SCORE Chapter is presenting a FREE seminar on how to develop a great business plan in six easy steps. The seminar will be held from 6 to 8 p.m. Thursday, April 28, at Daytona State College. Reservations are required and can be made at [www.score87.org](http://www.score87.org) or [386-255-6889](tel:386-255-6889).

**TRANSPORTATION FRINGE BENEFITS** -- According to bestworkplaces.org, qualified transportation fringe benefits are like money in the bank. In December 2015 President Obama signed into law the Consolidated Appropriations Act (H.R. 2029), which established parity between parking and transit/vanpool benefits. It also extends parity retroactively to January 1, 2015. The result is a \$255 per month exclusion amount for 2016 parking, transit and commuter highway vehicles. For more information visit <http://tinyurl.com/zdohrll>.

**BODY LANGUAGE SECRETS OF EXCEPTIONAL PEOPLE** -- According to Harvard Professor Amy Cuddy, two minutes of power posing -- standing tall, holding your arms out or toward the sky, or standing like Superman with your hands on your hips -- will dramatically increase your level of confidence. The nonverbal signals you send affect others but they also affect your own performance, creativity and level of stress. To learn more visit <http://goo.gl/OnJG9n>.

**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.