



On the Economic \$cene



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

Dec. 5, 2016

ONLINE VERSION AT FLORIDABUSINESS.ORG

PSS TRAINING -- Professional Selling Skills is being offered Dec. 12 and 13 by the SBDC at Daytona State College. The two-day class is based on extensive and ongoing research into the skills salespeople need to excel. It's designed to create world-class capabilities toward quota achievement, new business development, and growth of existing accounts. Call [386-506-4723](tel:386-506-4723) to learn more or to register.

NEXUS INVESTMENTS -- The Florida Angel Nexus (NEXUS) supports a growing community of accredited investors, funds, trusts and family offices interested in the early-stage venture asset class and investing in businesses scaling quickly in Florida. In the past year, NEXUS members have invested \$5.5 million, which compares favorably to the \$11 million invested since 2013. NEXUS is looking for great companies raising funding and investors interested in funding Florida companies. To learn more, visit www.floridaangelnexus.co.

ELEVATE DAYTONA -- Elevate Daytona Beach will hold its next event Thursday, Jan. 5, at the News-Journal Center in downtown Daytona Beach. Speaker slots, sponsorship opportunities and general admission tickets are still available. Learn more at www.ElevateDaytonaBeach.com.

LINEMAN COLLEGE -- Northwest Lineman College (NLC) has opened its fourth campus at 501 Pullman Road, Edgewater. NLC trains entry-level pre-apprentices in the field of electrical power line workers and other ground-level trade-related positions. Graduates have the opportunity to begin long-term careers in the electric utility industry. NLC's Edgewater campus has scheduled an open house and tour at 5 p.m. Friday, Dec. 9. For more information, contact Operations Manager Karen Bosch at [678-283-1134](tel:678-283-1134) or kbosch@lineman.edu.

SMALL BUSINESS CONGRESS -- Registration is open for the National Small Business Association (NSBA) 2017 Small Business Congress, which will be held Feb. 16 and 17 in Washington, D.C. Every two years, NSBA brings together small-business leaders from across the country to discuss and develop a small-business agenda for the upcoming session of Congress. The event will be held as the 115th session of Congress kicks off. For more information, visit www.nsba.biz/sbc.

BETTER BUSINESS MEETINGS -- Daytona State College will offer the course Business Meetings: Achieving Efficiency and Productivity from 10 a.m. to 3 p.m. Thursday, Jan. 12. Don't miss this opportunity to improve meeting efficiency and effectiveness with training led by a certified parliamentarian. Consider attending if you are interested in leading and participating in effective meetings and are an elected or appointed official, board or committee member of a nonprofit corporation, or homeowner association board member. Register today! Contact Joanne Parker at [386-506-4224](tel:386-506-4224) or Joanne.Parker@DaytonaState.edu.

FLORIDA METRO MARKET HOME SALES INCREASE -- New single-family home sales for the first three quarters of 2016 across six of Florida's metro market areas were up 22 percent over the first three quarters of 2015, although the pace of sales slowed between Q2 and Q3 2016. This is according to a recent RCLCO market research advisory. Florida's new home market continues to trend back to "normal," thanks to strong population and employment growth, foreign and domestic migration, and a decline in bank-owned properties. At the end of Q3 2016, only 5.5 percent of Florida homes listed for resale were distressed, down from 10.6 percent at the same point last year, indicating a smaller pool of discounted inventory. For more information, go to www.rclco.com/advisory-market-monitor-florida-q3-2016.

NEW FORM -- The U.S. Citizenship and Immigration Service has issued a new version of Form I-9, "Employment Eligibility Verification." This new version is dated Nov. 14, 2016, and has an August 31, 2019, expiration date. Employers must use the new form beginning Jan. 22, 2017. Until then, the version dated March 8, 2013, may also be used. Form I-9 helps employers verify an employee's identity and employment authorization.

NEWS ITEMS WANTED! -- Please send your business news items to Joanne Magley, Volusia County Community Information Director, at jmagley@volusia.org. If you wish to be removed from this weekly broadcast, please let us know.