



February 11, 2019

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

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**TRANSPORTATION AND THE LOCAL ECONOMY** – The River to Sea TPO's Ninth Annual Retreat and the Daytona Regional Chamber of Commerce Tallahassee Speaker Series will present a panel discussion on Transportation and the Local Economy from 3:30 to 5:30 p.m. Monday, Feb. 25, at Embry-Riddle Aeronautical University's Henderson Welcome Center, 600 S. Clyde Morris Blvd., Daytona Beach. A social hour will follow. Panelists include Mike Shannon, P.E., FDOT District 5 secretary; Florida District 25 Rep. Tom Leek; John Crossman, CEO for Crossman & Company; and Rusty Roberts, vice president of government affairs for Virgin/Brightline. They will discuss their experiences in aligning economic development and transportation projects, including the successes and challenges they've encountered. This event is free and open to the public. Registration is requested; contact Pamela Blankenship at [PBlankenship@r2ctpo.org](mailto:PBlankenship@r2ctpo.org) or 386-226-0422, ext. 20416.

**VOLUSIA COUNTY TO HOLD WORKSHOPS FOR PROSPECTIVE BUSINESS VENDORS** – Volusia County's Purchasing and Contracts Division will hold two workshops for vendors who want to learn how to do business with county government. County representatives will demonstrate how to register as a vendor; explain how to submit bids, proposals and quotes; and discuss state and local ordinances relevant to working with the county. The workshops will be held from 5:30 to 7:30 p.m. Feb. 13 and 9 to 11 a.m. Feb. 14 in the first-floor training rooms of the Thomas C. Kelly Administration Center, 123 W. Indiana Ave., DeLand. Participants may attend either workshop. Reservations are not required. For more information, call the Volusia County Purchasing and Contracts Division at 386-736-5935, ext. 12490.

**CRAFTING AND COMMUNICATING YOUR VALUE PROPOSITION** – The Small Business Development Center at Daytona State College (DSC) will present a free seminar, Crafting & Communicating Your Value Proposition, from 9 to 11 a.m. Thursday, Feb. 14, in DSC Building 150, Room 305, 1200 W. International Speedway Blvd. Businesses can't survive without a compelling value proposition, but many struggle in actual practice. This workshop is designed to help participants define and express their unique business value proposition to capture revenue more frequently and effectively. Space is limited to 30 attendees. Call 386-506-4723 to register. Details are available at <http://tinyurl.com/y9qzhd0x>.

**AGRISCIENCE ACADEMY** – The Agriscience Academy at New Smyrna Beach High School prepares students for careers in agriscience, horticulture, veterinary assisting and aquaculture. Through the school farm and area marine environments, students have opportunities to connect with local projects in agricultural sciences. For details, contact Academy Director Joanna Crawford at [jpcrawfo@volusia.k12.fl.us](mailto:jpcrawfo@volusia.k12.fl.us). The numerous Volusia County Schools career academy programs provide industry sector focused preparation and student engagement. As our future workforce, academy students gain early career knowledge, skill development and workplace exposure. Business owners are encouraged to consider the significant advantages of participating with career academies.

**MANUFACTURING SKILLS GAP CRISIS EXPLORED IN MANUFACTURING INSTITUTE STUDY** – A joint 2018 study by Deloitte and The Manufacturing Institute finds that a widening skills gap exists in U.S. manufacturing. It potentially leaves an estimated 2.4 million positions unfilled between 2018 and 2028, with an economic impact of \$2.5 trillion. If the industry is unable to fill the anticipated open jobs, the study reveals a risk of failing to capture manufacturing added value which, in the year 2028 alone, would reach \$454 billion. Though manufacturing consistently ranks as one of today's top-paying industry sectors, nearly five of 10 open positions for skilled workers remain unoccupied due to the skills gap crisis. Vacancies will include positions for skilled production workers, supply chain talent, digital talent, engineers, scientists, software engineers and operational managers. Learn more at <http://tinyurl.com/ycbwdwch>.

**STATE METRICS INDICATE ECONOMIC GROWTH** – According to the Florida Chamber Foundation, the state remains positioned for success. Florida's population continues to grow, and [TheFloridaScorecard.org/](http://TheFloridaScorecard.org/) estimates more than 21.4 million people will call Florida home in 2019. Also, the state's economy topped \$1 trillion in 2018, making it the 17th largest economy in the world. Florida's 2.8 percent job growth over the last year makes it the No. 1 state in the Southeast for job creation.

**DIGITAL TRADE EXPORT ACTIVITY** – A new report from the Internet Association (IA), a trade group that speaks for many web-based leaders, shows Florida is a national leader in a state-by-state tally of jobs supported by digital service exports. According to the IA, the U.S. Economic Statistics Administration defines digital service exports as "services that can be delivered almost instantaneously online at a relatively small cost." On a national basis, the report shows U.S.-based companies produce some 1.5 million digital service exports jobs and over \$470 billion in goods a year in multiple sectors of the economy. Florida is fourth nationwide, behind California, Texas and New York, and ahead of Washington state, in producing 74,000 digital trade jobs. Also, digital trade and digital trade-enabled businesses in Florida contribute more than \$21 billion in exports annually.

**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.