B. Braun celebrates 400,000-square-foot distribution center in Volusia County
B. Braun celebrates 400,000-square-foot distribution center in Volusia County

On hand to celebrate completion of the new B. Braun distribution center are John Albright (Consolidated-Tomoka Land Co.), John Carey (VanTrust Real Estate), Mayor Derrick Henry (City of Daytona Beach), Bruce Heugel (B. Braun), Hyatt Brown (Brown & Brown Insurance), Deb Denys (Volusia County Council), Jim Chisholm (City of Daytona Beach), Dr. Kent Sharples (CEO Business Alliance) Nancy Keefer (Daytona Regional Chamber), and Glenn Ritchey (Jon Hall Automotive Group). Messrs. Albright, Brown, Heugel and Ritchey are members of the CEO Business Alliance.

B. Braun, a 179-year-old German company that is the largest privately owned medical device company in the world recently opened its second major facility in Volusia County, a massive distribution center in Daytona Beach. In doing so, company officials spoke of the possibility of still more B. Braun investment and more B. Braun jobs in our future.

It all began in February 2015 when Gov. Rick Scott visited Philadelphia as part of the Governor's business development mission, which showcased Florida to B. Braun. Hyatt Brown, chairman of Brown & Brown and a founding member of the CEO Business Alliance, said alliance representatives arranged a meeting with B. Braun officials and cited the Governor’s efforts in recruiting B. Braun Medical to Daytona Beach.

In 2016, Gov. Scott visited Daytona Beach International Airport to officially welcome B. Braun Medical to Florida and Volusia County. The company had purchased the former Gambro manufacturing facility in Daytona Beach from its then-owner Baxter Corp. At that event, company officials spoke of local expansion, capital investment and new jobs.

“This is only our second intravenous solutions plant in the United States, and we are pleased to create it right

Continued on next page
B. Braun celebrates 400,000-square-foot distribution center in Volusia County

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here in Daytona Beach,” said Bruce Heugel, senior vice president and chief financial officer of B. Braun Medical, Inc. B. Braun increased the 160,000-square-foot manufacturing facility by an additional 54,000 square feet and invested $100 million in the former Gambro facility, clearing the way for the creation of 175 new jobs at an average wage of more than $42,000.

The September 2018 ribbon cutting ceremony was at the company’s newly constructed 400,000-square-foot distribution center on Clyde Morris Boulevard in Daytona Beach. The facility represents a $40 million investment and will generate at least 30 new jobs.

Two days before the ribbon cutting, Mr. Heugel told the Volusia County Council his firm was considering an investment of another $100 million in Daytona Beach that could bring additional jobs to Volusia County.

To underscore the county’s interest in hosting more B. Braun operations, the County Council then approved the 20 percent match of performance-based economic incentives (as required by Florida Statute) for a proposed second manufacturing facility that could be built on recently acquired property in Daytona Beach, just east of the current B. Braun facility.

Volusia County Economic Development Director Rob Ehrhardt explained that to qualify for the incentives, B. Braun will have to create an additional 100 new-to-Florida jobs paying more than 125 percent of the county’s current annual average wage. While the county will contribute 20 percent of the incentive payout if the performance criteria are met, the Florida Department of Economic Opportunity will pay the remaining 80 percent, he said.

Dr. D. Kent Sharples, president of the CEO Business Alliance, which was instrumental in landing the initial B. Braun project and played a key role in winning the company’s additional investment in the new distribution center, cited community collaboration as the key to success in welcoming B. Braun to Volusia County.

“We appreciate B. Braun’s confidence in our community and its faith in the collaborative effort mounted by several organizations to convince the company that it can thrive in Volusia County,” said Dr. Sharples. “Working with the CEO Business Alliance were the County of Volusia, the City of Daytona Beach, Consolidated Tomoka and several other entities.”

“We like it here, and our business is doing well,” said Mr. Heugel. “If all goes according to plan, B. Braun’s total investment in Volusia County could exceed $240 million and the firm will have generated 300 new jobs – jobs with medical insurance, 401Ks and other benefits.

B. Braun Medical is based in Germany and is a leading manufacturer of infusion therapy and pain management products. Its products include intravenous solutions sets; IV solutions; drug delivery systems; clinical nutrition solutions; IV safety catheters; needle-free IV systems; smart IV pumps; dialysis machines and disposables; pain control catheters, needles and trays; and surgical instruments. Its primary manufacturing presence in the United States is in Pennsylvania, Texas, California and, soon to be, Florida.
Two growing Volusia County manufacturers honored as Florida Companies to Watch in GrowFL Program

Germfree’s bioGO(tm) Mobile Cleanroom, built into a 53-foot trailer, is ideal for biopharmaceutical companies doing small-batch bioprocessing production as well as startups that need immediate space.

Cornerstone Fabrication works in carbon, stainless steel and aluminum and has one of the largest laser tables in the country.

GrowFL has announced the 50 statewide companies expected to see significant growth over the next several years. Among them are Germfree in Ormond Beach and Cornerstone Fabrication in DeBary. They are two of the 50 companies selected from among 500 nominees for the recognition. The winning company’s management team, competitive market position and strong community involvement were among several factors that put them in contention for the award.

Florida Companies to Watch is a statewide program managed by the economic development group GrowFL in association with the Edward Lowe Foundation, whose entrepreneurship initiatives are focused on second-stage companies – growth oriented firms that have moved beyond startup, but are still growing and developing.

Precision, economy, reliability define Cornerstone Fabrication

In the high-tech world of precision metalworking, few companies command the kind of customer loyalty and respect that Cornerstone Fabrication does. This is the foundation of the company’s reputation as a preferred supplier for many companies that are engaged in leading edge manufacturing and assembly throughout Florida and across the nation.

The Volusia County company is based in DeBary, although its reputation reaches far beyond “The River City.”

“We are fortunate to have a blue-chip roster of clients and the kind of workforce, equipment and expertise to meet their needs with precision products, produced economically and delivered punctually,” said Marshall Puckett, sales manager for Cornerstone Fabrication.

Specifically, the company is a full-scale metal processing shop and welding company that serves the original equipment manufacturing industry. It produces products tailored to the exacting specifications of its customers. Company officials note that in addition to delivering products that meet precise specifications in a timely manner, it’s not unusual to deliver the products at a cost lower than its customer would have incurred had it manufactured the products in-house. Add to this the fact that Cornerstone Fabrication has one of the largest laser tables in the country, which allows the company to cut metal plate 24 hours a day.

The company works in carbon, stainless steel and aluminum, three metals that are essential in the design and manufacture of many high-tech products.

“Our shop is equipped with a 3-Axis machining center and a lathe for light to mid-range machining,” said Puckett. “We also have a 14-foot, 400-ton press break, which allows us to form large jobs easily. But our

Continued on next page
Two Growing Volusia County Manufacturers Honored as Florida Companies to Watch in GrowFL Program

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greatest asset is our skilled team, each of whom has a commitment to uncompromising quality and a great understanding of materials, procedures and processes.

Locally, the company has worked with the City of DeBary and with Volusia County’s Economic Development staff to make educational connections with the Daytona State College welding lab program and the Pine Ridge High School Manufacturing Academy.

Germfree innovations among pharmacies and lab

Serving pharmacy and laboratory markets is an exercise in precision. Germfree has established itself as a leader in the field thanks to constant research and innovation.

Germfree was founded in 1962 to manufacture isolators for gnotobiotic or “germfree” research. Today, Germfree produces a complete line of stainless steel laminar flow hoods for cleanroom applications and isolators for the IV pharmacy market. It also manufactures primary engineered industrial ventilation controls for the containment of high-risk biological and chemical agents. This includes biosafety equipment including mobile and modular laboratories.

This is groundbreaking technology. In 1999, Germfree collaborated with the United States Army at its Edgewood Chemical and Biological Center to design advanced biological and chemical filtration systems. The company continued to develop new technologies through multiple agreements through the Cooperative Research and Development Agreements program and with the U.S. Army.

The company’s military mobile projects – including mobile laboratories – include installations in Asia, Africa, the Caribbean and South America.

With more than 50 years experience in the life science equipment industry, all aspects of each project are managed in-house. Germfree’s leading edge fabrication technology, engineering teams and subject-matter experts are located in the company’s 173,000-square-foot US manufacturing plant in Ormond Beach. The company is known as a single-source solution for original equipment manufacturers that meets exacting specifications, allowing mobile, modular and cleanroom projects to be operational in a fraction of the time required for traditional construction.

The company has previously received support from the City of Ormond Beach and the Volusia County Economic Development staff for participation in trade missions to other countries aimed at increasing export sales.
Copper Bottom Distillery, a family business competing among giants

As a family business, everyone has a role, including Jeremy Craig, who oversees the distilling process. The Copper Bottom name is a nod to the durable copper-lined hulls of 18th Century British Royal Navy ships.

Some challenges are bigger than others. When assessing the degree of difficulty of establishing a local distillery, most would agree it is not for the faint of heart. But that did not deter the Craig family from launching Copper Bottom Craft Distillery in Holly Hill in 2015.

"It was a daunting proposition," said Mark Craig, CEO. "Regulations, distribution challenges and competition by well-funded behemoths caught our attention, but nothing could extinguish our entrepreneurial spirit, so we stared down the risk and decided to press on."

Copper Bottom Craft Distillery has a strong sense of history. This includes a fascination with the rum running that was a major enterprise in the area during the 1800s. With another nod to history, the distillery is named after an 18th century seafaring term used to describe someone who was thoroughly reliable, trustworthy and determined. That term emanated from boats in the British Royal Navy whose hulls were outfitted with copper bottoms to preserve the beneath and add strength and durability in the harsh ocean environment.

Copper Bottom Craft Distillery is on North Beach Street in Holly Hill. In the 1700s part of the property was included in the Three Chimneys plantation and sugar mill, which was also a rum distillery. Today, the distillery produces Copper Bottom Vodka, Copper Bottom Silver Rum and Copper Bottom Gold Rum. Already, Copper Bottom has won awards for its products.

Contributing to the award-winning taste of Copper Bottom spirits is its distilling method, which uses dehydrated cane sugar instead of molasses, as most distillers use.

"We make it by hand adding no artificial flavors," said Jeremy Craig, who oversees the distilling process.

While his background is in chemistry and biology, Craig learned the art of distilling through his studies at Moonshine University in Kentucky.

"To say we love the business – and being in business – is an understatement," said Mark Craig. It is very much a family enterprise, and each of us is excited to come to work every day (and night). We are fortunate to have found niches that help sustain our sales, and we are especially grateful for area residents and visitors who find us and visit our tasting room, often taking home a bottle or two."

As for the future, the Craig Family is optimistic about finding more niches and developing more relationships with restaurants and bars throughout the state, many of which take pride in offering food and beverages of local origin. Every new relationship helps build the Copper Bottom brand and expands the universe of people who enjoy Copper Bottom spirits.

The City of Holly Hill and the County’s Economic Development staff assisted the company with the process of obtaining its state license to manufacture spirits, and each provides ongoing support to assist business growth.
Outfitting boats is only the beginning at Fab-Tech

Fab-Tech has earned a reputation as a preferred resource for t-tops and a wide variety of marine-related products as well as a growing portfolio of products that have nothing to do with boating or fishing.

Outfitting boats with custom T-Tops, towers, leaning posts and endless types of aluminum fabrication is what Fab-Tech in South Daytona is best known for. The company also specializes in custom marine canvas and upholstery for T-Tops, boat covers, awnings and enclosures.

As a native Floridian and avid fisherman, owner Ed Burfield has been in the marine fabrication business for 21 years and has enjoyed every minute of it.

“Of course, we build only the highest quality products, products with the kind of quality we would want for ourselves,” Burfield says with pride. “But equally important is maintaining good customer relations with each and every customer on each and every assignment. Absolute customer satisfaction is number one to us.”

But while its core product line can be found on boats of all sizes and shapes, the company’s portfolio of products is limited only by the imagination of its customers.


“We love a challenge,” said Burfield, commenting on his company’s collection of non-fishing products. “If our customers have a need, we can design and build a solution for them. We work efficiently and economically, which is especially appreciated by local customers with a preference for doing business with a local supplier. That’s our wheel house.”

As for the outlook, Fab-Tech sees smooth sailing ahead as boating is on the upswing and custom products can greatly enhance the boating experience. The company has worked with the City of South Daytona and Volusia County’s Economic Development staff to make connections with the welding lab at Daytona State College and to receive general consultation and support.
“From restricted doorways to large openings, a folding sliding bi-fold door can be installed in situations that many people think are not possible,” said company CEO David Shearman. “We love a challenge. In fact, we often design multiple solutions to seemingly impossible situations, giving our clients flexibility and choice.”

The Folding Sliding Door Company is an independently owned company specializing in the design, manufacture and distribution of folding sliding doors. Its manufacturing facility in DeBary covers 80,000 square feet. The company also has facilities in North America, Europe and Asia. It produces more than 100 commercial and residential products lines, many of which are in use in 25 countries.

The company’s chief procurement officer/UK, Danny Patefield says product versatility and reliability have contributed to high confidence in its products.

“You would be surprised at just how versatile our products are, from restricted doorways to large openings, windows to greenhouses, room dividers to garden rooms. Our products are limited only by the imagination,” he said.

“We manufacture products in our own state-of-the-art facilities, giving us the ability to tailor every product to meet customer needs and specifications. We want to give customers the full freedom of choice to make their projects perfect and customized to their needs.

In addition to shipping domestic and exported products, the company sources materials from across the nation and around the world. In fact, the company may one day utilize Volusia County’s Foreign Trade Zone (FTZ) program, which could offer certain advantages relative to taxes and tariffs when manufacturing products with internationally sourced components. The company has met with the City of DeBary and Volusia County’s Economic Development staff to help them determine the potential benefits of a usage-driven site in FTZ No. 198.

Meanwhile, with a workforce of 25 and a growing domestic and international customer base, Folding Sliding Door Company projects a bright future for its DeBary headquarters and its international facilities.

Most of us take sliding doors and folding doors for granted. Yet, a well-placed door system is more than a closure, it can add beauty to a home and function to a commercial establishment. While such door systems can present design and engineering challenges, The Folding Sliding Door Company in DeBary stands ready to overcome challenges with beautiful and functional door systems.
Miller-Leaman manufactures three unique filtration products; a patented line of stainless steel liquid filters/strainers commonly known as the Thompson Filter/Strainer; the Helix Screen/Disc Series; and the evolution of automatic disc filtration, the Turbo-Disc filter. The company also offers many custom filtration systems to meet the challenging needs of its customers.

“The range of applications is limitless, and the demand for high-performance filtering is critical in every one of them,” said David Romeo, Miller-Leaman’s sales engineer. “Mining, beverages, power plants, swimming pools, agriculture, refineries, HVAC, marine, industrial recycling, irrigation, engines, food and dairy processing, laundry and thousands more. Virtually anywhere the movement of fluids is important, Miller-Leaman products and systems keep the flow going.”

As varied as the Miller-Leaman product applications are, so is the range of distribution of those products. Of course, as a company located in Florida, the Miller-Leaman name is well known among industries across the nation. But its products also are in use in many countries.

The company’s international clientele includes customers in Europe, typified by an original equipment manufacturer in Italy. Sales to various entities in the United Arab Emirates have been significant and include multiple transactions that were consummated through the U.S. government. The company’s products are in use in HVAC applications in Bahrain and in a variety of applications in Canada and Mexico.

Company officials have recently consulted with the Volusia County Economic Development staff to discuss expanding exports and to meet with EXIM Bank to facilitate growth in international sales.

Miller-Leaman markets and sells its products and systems through a network of dealers, distributors, manufacturer representatives and original equipment manufacturers. Its manufacturing operations and management personnel are located in Daytona Beach in a renovated building that is listed on the National Registry of Historic Places. It is a state-of-the-art 52,000-square-foot complex that includes the company’s manufacturing facility and executive offices.
TAF USA, LLC trusses offer strength and speed

TAF aluminum trusses are used in a wide variety of applications including staging and event rigging, exhibitions, portable displays, building construction and more.

Truss Aluminum Factory (TAF) was founded in 1998 as a high-standard aluminum truss manufacturing company. Part of an international corporation, it recently moved to a new larger location in New Smyrna Beach.

The company produces aluminum trusses that can accommodate a wide variety of applications that call for strength and rapid assembly. Its trussing systems are sold worldwide as leading products on the market. Typical features include variability, lightness, flexibility and user friendliness. TAF is committed to supplying the market with products that meet and exceed these standard qualities. The high-quality material, together with precision-controlled welding processes, careful testing and high-standard packing make TAF products market leaders.

The company has grown its global employment from five employees to almost 100. In 2009, TAF entered the U.S. market and since then it has excelled at building "value added" relationships with its customers.

Throughout the years, TAF has established itself as a leading aluminum trussing wholesale company in the United States. Its products can be found all over North America. The company offers services including designs, static calculations and custom engineering to any field in which its products can be used. TAF aluminum trussing, accessories and other products are mostly used in the entertainment industry, sports events, exhibitions and corporate events. Most recently TAF entered the fields of building construction, architectural design and the advertisement market.

TAF products can be found under various labels such as stage truss, lighting truss, DJ truss, exhibition truss, etc. The many applications of the TAF product range include church sets, finish lines, exhibition booths, aluminum stages, trade show exhibit booths, exhibit display booths, trade show displays, DJ trussing booths, truss roofs, portable displays and many others.

TAF has grown to a 15,000-square-foot facility with office and warehouse space in New Smyrna Beach and receives frequent shipments "container direct" from the factory so stock can be refilled every week, allowing for shipment-ready products in most cases.

The company projects continued growth and market share. The Volusia County Economic Development Division provides business introductions and the City of New Smyrna Beach Economic Development staff assisted the company with the city permitting and a tax abatement incentive application.
SS&Si Dealer Network gives independent security companies purchasing muscle

The electronic security industry is growing in both residential and commercial markets. Thousands of locally owned and operated security companies compete with a handful of national companies – the largest of which accounts for approximately 30 percent of the market share. SS&Si Dealer Network is a wholesale distributor of burglar alarm, smart home and video surveillance products. They differentiate themselves by offering marketing support and vendor programs to their customers. With the weight of millions of dollars in purchasing power, SS&Si helps independent security companies lower their hardware costs without compromising on product quality.

“Our network gives local alarm companies – companies with a connection to the community – the opportunity to compete with the big guys,” explained Jake Voll, president of SS&Si Dealer Network.

Voll’s experience in the security industry began in high school while working for a family alarm business. He began soliciting the wholesale business from other alarm companies, and by 2010, had built a stand-alone security distribution company offering free shipping nationwide.

SS&Si Dealer Network gives dealers access to the highest quality security and smart home products. They ship thousands of alarms, camera systems and home automation products to hundreds of dealers throughout the United States.

“But there is much more to the network than competitive pricing and fast free shipping!” Voll notes.

By offering professional marketing solutions, they save companies a significant amount of time and resources that can be dedicated to selling and installing more systems.

“We are more than a vendor to our customers,” said Voll. “We provide a tremendous amount of support in various aspects of their business – from product training and marketing, to business capital and succession planning. They call us for everything!”

And that one-stop-shop model has translated into serious growth for SS&Si. In 2017, the company acquired a 10,000-square-foot facility with office and warehouse space, and it plans to launch multiple regional fulfillment centers early next year.

The company has met with the City of Deltona and the Volusia County Economic Development staff to assist in determining the economic feasibility of the SS&Si Dealer Network operating in the Foreign Trade Zone environment.
Volusia County Residential "New Construction" Building Permit Trend

Volusia County Residential "New Construction" Building Permit Data

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Source: City and County permit offices reporting new construction activity.
### Volusia County Commercial "New Construction" Building Permit Data

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<td>$950,000</td>
<td>6</td>
</tr>
<tr>
<td>South Daytona</td>
<td>0</td>
<td>$0</td>
<td>0</td>
<td>$0</td>
<td>0</td>
<td>$0</td>
<td>0</td>
</tr>
<tr>
<td>Unincorporated</td>
<td>1</td>
<td>$2,442,000</td>
<td>3</td>
<td>$7,386,055</td>
<td>18</td>
<td>$19,413,395</td>
<td>2</td>
</tr>
<tr>
<td>Totals for Quarter</td>
<td>18</td>
<td>$237,104,216</td>
<td>25</td>
<td>$43,636,700</td>
<td>64</td>
<td>$91,219,979</td>
<td>63</td>
</tr>
</tbody>
</table>

Note: 4Q17 Orange City permit number and value reflect corrected information.
Source: City and County permit offices reporting new construction activity.

### Volusia County Commercial "New Construction" Building Permit Trend

![Volusia County Commercial "New Construction" Building Permit Trend](image)

Note: 3Q 2017 includes $202.9 million for Daytona Beach Convention Hotel at 500 N. Atlantic Ave.
Source: City and County permit offices reporting new construction activity.
On the Economic Scene goes digital

On the Economic Scene, the popular weekly rapid-read newsletter of the Volusia County Economic Development Division, is now distributed exclusively by email. The e-publication also is posted at http://www.floridabusiness.org/economic-reports/scene.stml.

If you wish to be added to the On the Economic Scene distribution list, send your email address to doed@volusia.org with your request.

Volusia County Economic Development Quarterly is a publication of Volusia County Government and is produced by the Volusia County Economic Development Division. It is dedicated to readers who have an interest in the area's business, economic development and real estate market. As an economic development tool, it is intended to provide information and statistics that have meaning to your business. To submit story ideas or offer comments, please contact Community Information Director Joanne Magley at 386 822 5062 or jmagley@volusia.org. For more information about economic development in Volusia County, visit floridabusiness.org.