



April 8, 2019

ONLINE VERSION AT FLORIDABUSINESS.ORG

“FLORIDA ONLINE GLOBAL” WEBSITE LOCALIZATION GRANTS – Don't look like a stranger to your international customers! Help them easily understand who you are and what you offer in their native language. Whether you sell directly or via distributors, a “local” website custom built to match your business strategy plays a crucial part in your international expansion success. Reaching new markets and strengthening your position in existing export markets will be much easier with a fully customized website. Even without having a local physical presence, websites translated and localized specifically for your export markets can increase your visibility, build your brand and grow your sales. Enterprise Florida has teamed up with IBT Online to bring the “Florida Online Global” program to help Florida exporters expand their overseas presence. Enterprise Florida also offers qualifying companies an \$8,000 grant for this service. For details, visit <http://tinyurl.com/y5fpkoj5> or contact Virgil Kimball at vkimball@volusia.org.

USING SALES INFRASTRUCTURE TO INCREASE COMPANY PRE-SALE VALUE – What are the most important things you can do to prepare your business for sale and attract quality buyers? The answer is three years of positive sales growth, clean books, and scalable practices and processes that ensure business continuity. Find out more at GrowFL's free webinar from 9 to 10 a.m. Wednesday, April 10. Kelly Hill, president of Sales Advisors of Florida, will explain the components of sales infrastructure and how incorporating them into your business before you decide to sell or transfer ownership sets your business up for sustained success and facilitates a higher valuation. Registration is available at <http://tinyurl.com/y3d7hrkq>.

SPORTS SCIENCE ACADEMY – The academy at Mainland High School provides a path for athletic training, sports administration, sports marketing and fitness physiology. Students work with existing athletic teams, wellness program faculty and the athletic department to gain hands-on sports science experience. For more information, contact Suzanne Gibson at sgibson@volusia.k12.fl.us.

TECHNOLOGY RECYCLING EVENT – Vann Data will host its free 12th Annual Technology Recycling Event from 10 a.m. to 2 p.m. Thursday, April 11. This recycling drive provides a valuable opportunity for Volusia County residents and businesses to dispose of old computers and electronic equipment and have them handled by a certified e-recycler. The collection event will be held in the Vann Data parking lot, 1801 Dunn Ave., Daytona Beach. Computers, servers, LCD and CRT monitors, printers, phones, office equipment, stereo systems, circuit boards, and many other types of electronics will be accepted – reusable or not. The only items not accepted are televisions. For further details, contact Vann Data at 386-238-1200 or visit <http://tinyurl.com/yxpof8zn>.

THE CORRIDOR – The Corridor is a place where research and innovation thrive across a 23-county region spanning from Florida's Sun Coast to Space Coast. Chaired by presidents of the University of Central Florida, the University of South Florida and the University of Florida, the Florida High Tech Corridor Council drives progress in the region. Its mission is to attract, retain and grow high tech industry and the workforce to support it. The organization has introduced a new website; visit <https://floridahightech.com/> to learn more.

AMERICAN INSTITUTES FOR RESEARCH REPORT RELEASED – What is the personal economic impact of post-secondary education in Florida? American Institutes for Research has released the 2018 Economic Security Report titled “Measuring the Economic Success of Florida's Graduates.” The research shows that economic outcomes are correlated with a student's selected degree or certificate, credential level and institution. The report details economic outcomes of recent completers from Florida's public postsecondary educational institutions and aims to document the variation in earnings, employment, continuing education and public assistance among completers who have earned degrees or certificates from these schools. Go to <http://tinyurl.com/y37dcbap> for more.

CLEAN ENERGY CREATING JOBS – According to a new report by E2, more than 110,000 net new clean energy jobs were created nationwide in 2018, bringing the total number of Americans who work in clean energy to 3.26 million. While jobs in solar declined in part because of tariffs on steel and solar panels, wind energy jobs grew by nearly 4 percent and now competes with fossil fuels in many markets. Driven by growing consumer demand, the number of jobs in clean vehicles manufacturing increased by 16%. Visit www.e2.org/reports/clean-jobs-america-2019/ to access the E2 report.

EMPLOYMENT GROWTH IN CANNABIS INDUSTRY – According to a report by Leafly, the number of full-time jobs in the legal U.S. cannabis industry is now at 211,000. The report said there are now more legal cannabis industry workers in the U.S. than dental hygienists. By comparison, coal mining jobs currently number 52,000, brewery jobs stand at 69,000, and textile manufacturing jobs total 112,000. Florida topped the states in terms of the absolute number of jobs added, as the state added 9,068 cannabis jobs in 2018, a 703% increase to 10,358, Leafly said. The Sunshine State is followed by Nevada, which has seen a 181% increase to 7,573 jobs. Visit <http://tinyurl.com/y4djiwgs> to view the report.

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.