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ONLINE VERSION AT FLORIDABUSINESS.ORG

BUILD TO SCALE 2020 FEDERAL GRANT COMPETITION OPENS FOR APPLICATIONS – The U.S. Economic Development Administration (EDA) Office of Innovation and Entrepreneurship is now accepting 2020 competition grant applications. EDA is accepting Concept Proposals through 11:59 p.m. EST March 24. Under the Build to Scale Program, EDA manages a portfolio of grant competitions that further technology-based economic development initiatives and support the next generation of industry leading companies. One of 2019's winners was the new Life Sciences Incubator at the Mayo Clinic in Jacksonville. The Build to Scale Program is composed of three separate grant competitions and builds regional economies through funding for scalable startups. Visit the Build to Scale [web page](#) for more information.

FARNBOROUGH INTERNATIONAL AIRSHOW 2020 – Plan now to exhibit in the Florida Pavilion at Farnborough International Airshow in Hampshire, United Kingdom, from July 20 to 24. The [Farnborough International Airshow is a global showcase for the aerospace industry](#). For manufacturers, it is an opportunity to demonstrate their aircraft and engines to prospective customers. For suppliers, it offers a platform to showcase products and services to a targeted audience. Enterprise Florida Inc. (EFI) is offering individual booths for Florida companies within the Florida Pavilion on a first come, first served basis. [Go to the Enterprise Florida website for more information](#). EFI is offering [Target Sector Trade Show Grants](#) to qualified companies that will pay for 75% of the cost of a turnkey booth up to a maximum of \$7,500. For details, contact [Mike Cooney](#) or call 407-956-5678.

SBDC DAY 2020 – The annual America's SBDC Day will take place on Wednesday, March 18. SBDC Day is a national celebration of the success and impact that the nearly 1,000 America's Small Business Development Centers (SBDCs) have had in economic development and the small businesses community. America's SBDC Network has helped clients create more than 93,400 jobs and \$7 billion in new sales. Locally, the experienced team at the SBDC at Daytona State College is ready to support businesses anywhere in Volusia County. Contact them about [SBDC Day and access their many resources](#) or call 386-506-4723. Nationwide SBDC Day information is available [here](#).

BOSTON WHALER JOB FAIR – Boston Whaler is looking for dynamic and conscientious persons with good employment records. [The job fair takes place at Boston Whaler](#), 100 Whaler Way, Edgewater, from 7 a.m. to noon Feb. 28. [Applicants must apply online](#) before the job fair and bring a résumé to the event. Please dress appropriately and wear closed-toe shoes. Veterans are encouraged to apply.

UNIVERSITY OF FLORIDA/VOLUSIA COUNTY EXTENSION OFFERS HOMEBUYER CLASS – The University of Florida/Volusia County Extension will present classes to help potential homebuyers prepare to purchase a house. Extension Agent Lisa Hamilton, a HUD-certified housing and financial counselor will present the classes at the Volusia County Agricultural Center, 3100 E. New York Ave., DeLand, from 9 a.m. to 5 p.m. with the next class to be held on March 6. Participants will receive a certificate of completion that enables them to apply for a federal down payment and closing cost assistance program available through Volusia County, Seminole County and the City of Deltona. [Advance registration is required](#). For more information, email [Patricia Caradonna](#) or call 386-822-5778.

CENSUS BUREAU RELEASES 2020 TIMELINE – Between March 12 and 20, invitations to participate in the [2020 Census](#) will start arriving in households across the country. Response is important because statistics from the census are used in distributing hundreds of billions of dollars in funding for school lunches, hospitals, roads and much more. The invitations will remind respondents to include everyone living in the household, whether they are related or not, and this includes young children. The invitation will include instructions on how to respond to the 2020 Census online or by phone. [Click to view the complete timeline](#).

SMALLER INDUSTRIAL SPACES IN DEMAND – [As reported by Site Selection online magazine](#), the real gap in the industrial/logistics real estate market today is the ability to deliver smaller industrial warehouse units in choice locations. That demand is being driven by the accelerating expansion of e-commerce and the ever-shrinking delivery times promised by major online sellers. These companies need inventory in more places and closer to their customer base. [CBRE's recent market study](#) was used to show that light industrial warehouses measuring 70,000 to 120,000 square feet registered the biggest decline in availability, down 3.9%, and the largest gain in average rents, at 33.7%.

FLORIDA RANKED THIRD BEST FOR BLACK ENTREPRENEURS – As reported, according to an [inaugural study from FitSmallBusiness.com](#), a digital business publication, half of the best states for African American entrepreneurs are concentrated in the South. Georgia topped the charts with Texas taking second and Florida rounding out the top three. The leading states possessed robust economic incentives, a reasonable average corporate tax rate and a high number of African American-owned businesses. The report found that those states in the Top 10 enjoy a robust, overall financial outlook.

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