

SPEAKER:

Let's take a look at the resource calendar.

The resource calendar less events and webinars that provide opportunities that allow you to expand your business knowledge and network your business. Many of the programs you find on the calendar are free, but not all.

The calendar will break down events based subject....

The VPR team continues to expand our list of business cards....

If you have not found what you're looking for on the website, you can always contact us directly. You will find links to the contact page and the survey throughout the site.

If you would like to receive the most recent economic news you can Aja contact information to our mailing list. Thank you for taking the time for learning about the VPR website.

We continue to develop new programs. Please do not forget to sign up for the newsletter to learn more.

SPEAKER:

We are going to move to the next presenter which is Tricia. She will talk to us about the small business development Centre over at the State College. You should be the presenter at this point.

Tatiana ?

SPEAKER:

The SBDC is an overcast business solution for entrepreneurs in the area.

SPEAKER:

I am sorry.

Can you click show screen and select... Do you have another monitor ? – screen

I apologise.

If you open up your audience tab, very good.

SPEAKER:

All right now?

Is a no cost business solutions entrepreneurs. We provide services for market research, second...

Organisations that we work with . So that we help businesses to grow and be successful..

A little bit about us, we were established nearly 50 years ago, as a nationwide network of small business development centres. We are a pretty strong. Over 1000 centres throughout the United States. In that, we have been funded by the SBA in part as well as – SAP

You would have to have more of an understanding... We have regions.

Throughout our region, UCF is the University of Central Florida, our regional office we report out. Daytona State College hosts us. We represent all of the Volusia County with our efforts in Daytona.

Some of our services include; no cost consulting services from expert consultants. Whether you are looking for raising capital, to be able to or again money for their organisations whether it be second stage or start off a brand-new business we help businesses with those tapes of services.

As well as confidential one-on-one coaching and special programming which we work with CEOs throughout the area. One is called the CEO exchange group and the other is the growth exchange group.

It is based on 2nd to 3rd and beyond stage businesses that helps them to have a peer to peer networking opportunity to come together on a monthly basis to share what they are doing and how they can further their business efforts. And how they can get extra help as they work along the way.

Being able mentor each other and share.

We also provide business seminars and webinars whether it be in person or via online tape programs as well.

What would happen for a client, at the next step once they have identified they want to work with us they would request our services by visiting our website. I put the URL rate here on the slideshow.

You can request consulting services.

If you have already been working with the SBDC and or have not worked with them for a while and...forgot. People reaching out to us for a culvert relief and ways to help their businesses thrive and continue to grow with the changes of the marketplace - covid

If someone is already working with us they can reach out to us and set up an appointment so we can reconnect.

Here is how you can to contact us@thesbdcdaytonastate.edu. Our telephone number is three at 6506 4723.

SPEAKER:

That SBDC has such a robust programmatic menu of options to help small businesses, anybody who is looking to start a small business and needs extra help. I can certainly say they have a plan for you.

I would like to present our next panellist which is the Executive Director of professional education, Mr bod Hansen speaking on behalf of...

The presentation is all yours. I just want to make sure my screen is being shown.

SPEAKER:

... By the time they reached 40, will hold 10 different positions. This number is projected to grow. We have technological advances that are displacing chum jobs, and creating others.

Even with all the destruction of the pandemic, you had all the workforce which one into new industries, changing careers, pivoting finding a position that is pandemic proof.

Employers are reporting the highest talent shortages since 2009.

What is the reason why people are considering jobs? If you said compensation, you would be wrong but it would be number two.

Next slide?

The number one reason why McKenzie saw and surveying 13,000 people at various stages of looking, satisfied or maybe have already left a position. They are number one reason is lack of career development and advancement.

Employers need to be conscious of providing career pathing, development opportunities and training not just to have a trained workforce but to keep their people engaged in their companies.

Next slide?

What do we do here at Stenson. I always say we are learning and not education. That is not a nuance of terms, one is a verb and one is a noun.

Learning is something that you do for yourself.

Education is typically what people do for you. We prescribe a particular track of courses that you need to achieve your certificate to go out and get a job. But the pay solution are all noncredit courses, based on the needs of employees and employers in the market.

We have a variety of delivery methods, taught by some of our faculty as well as adjuncts and other consultants.

Next slide?

We have three legs to our stool. We have open access online learning, which I will talk about each of, open access workshops that are faculty led in person at our campus and a custom corporate training side of this.

Next slide?

We have over 200 asynchronous, a word we use in higher Ed which basically means go at your own pace, video based online learning.

You can see there is a variety of these topics, fairly priced and offered by a partner we use which is called (Name). It gets high student feedback and many of these courses have been embedded by her own faculty. Next slide?

We have a few open access workshop as the needs arrived. These are high demand on trend project topics like teambuilding, women in leadership etc. This is where we would offer open access to business community and fill a class of 12 to 15 or 20 folks.

If you are company has a specific problem, we can learn from and work with, we can develop a course just that meets your needs. What is keeping you up at night? We can come to you or you can come to us on campus. We even have a ropes course where we build teambuilding leadership, close to our campus.

This segment of the business has grown dramatically as companies are wanting to send a cohort of their folks, to these courses.

Next?

They coalesce around three specific topic areas that we are pretty good at here; sales, we have a Centurion sale program where we graduate students who take great jobs. We take secret sauce and help sales division, leadership classes and more hard skills like project management etc.

Next?

What do I need from you?

I would love some social love on LinkedIn and Facebook for Stenson collective corporate education... We are offering corporate training for individuals and company groups and also come to me with any workforce skill gaps that you have, or business needs you have and talk about a custom program.

As Stephen (Name) would say, think about sharpening your own saw witches and his seven habits book. That metaphor basically means, we will need to preserve and enhance the greatest asset we have which is ourselves. – Sharpening your own saw

There is my contact information.

SPEAKER:

Slide three is really poignant. If a business is looking to develop employee retention program and the lower their attrition rates, that is probably going to be something they would want to get in posterior size and put on their wall to remind themselves where we can do better.

With that said, I am going to now take the opportunity to introduce our next presenter which is our friend, everybody is our friend, we have a close partnership with the University of Central Florida and the business incubator. Today presenting on behalf of that incubator, is the site manager (Name).

SPEAKER:

Thank you for this amazing initiative. I love to be a part of this and to see everybody here, and under the same roof planning is amazing.

(indiscernable) this is something we have been looking to do for many years and now the small business owners have a website to find us.

Anyway, a little bit background about the incubator. In 2010, Volusia... Entered into a partnership with the incubation program. They wanted to diversify the local economy, nothing wrong with the restaurants and hospitality industry. What the county wanted was for us to make Volusia more entrepreneurial.

Next slide?

Back in 2010, this is how Volusia... I was part of the small development business Centre...

We were doing good.

When we started this incubator, we needed to... Start up, innovators, inventors. We started to do a lot of training... Seminars, everything. We partnered with the local universities and worked very hard to get these startups going.

It has been 11 years and I want to show you how the entrepreneurial system looked like today.

Next slide?

This is how Volusia County entrepreneurial ecosystem looks like. We have all the partners together. We have all the universities, government, chambers, cities, municipalities. Everyone working together for the benefit of the business community.

Not only that, when you are working with the Volusia County incubation program you are immediately part of the centre Florida entrepreneurial system. I usually take the class to Orlando, and they pitch in front of investors. We are part of that community as well which means we bring a lot of knowledge

from Orlando to Volusia County and vice versa.

Our entrepreneurs are competing in Orlando competitions and most of them have won a lot of prizes which is good. Next slide please?

This is what we offer when the client becomes part of this incubator. We offer mentorship, teach a lot how to... Companies especially in the idea stage. We start with the (indiscernable) program, help them to refine their idea, customer discovery.

We do a lot in house with the clients until they get to the point that we are ready to scale the company. That is what they want to see. They want to see companies that are high paying jobs. They want to see company that we scale from one employee to (indiscernable) 100.

We also offer business development means our... To follow. We help them with business operations, teach them how to... Investors, with their pitch and introduce them to investors that are looking for those ideas or research.

We help them when they are growing with the leadership development because one of the challenges when the startup starts growing, is the management of personnel. We help get to know the local resource... HR manager. That is what they need sometimes.

We also... Space. If they need a lab or manufacturing facility we partnered with (indiscernable). We do not have a space for this big machine but let's go to Stephanie and (indiscernable). That is what we help companies that are doing manufacturing.

We also have a (indiscernable) lab which is a place that we started seven years ago and is growing. That lab is helping these entrepreneurs to do prototypes with 3D printers. Those for prototypes are shown to investors who give money... And then we offer office space... Economic development... Founded this program it is giving this building for us to help entrepreneurs. Next slide please?

This is our economic impact in the next 11 years. I want to go to numbers because I only have four minutes but for every dollar... But they put in this program, we returned to our clients.. \$8.35 in the form of taxes. Their employees are making money and this is how this works.

We have held more than 200 companies, created more than 100 jobs. We have developed an innovation challenge in partnership with the... Foundation. We have found nine winners and 70% of those students are still in business, which is huge.

We have thousands of... Visitors. We are busy here.

Next slide please?

These are the services we have open to the public. We offer meet up which is for tech community here in Volusia County. It is the first Monday of every month.

We have a research library, if you are a business owner that would like to do more research, we have a computer you can access... Databases. We offer co-working space so if you do not want to work in a local café you can come here from 8 to 5 and we assign you a desk in which you can work without any noise.

We offer a booth cam, business model cam... Those boot camps are usually (indiscernable) for three consecutive weeks which usually helps business owners to add more innovation to their businesses.

We have a Volusia... Program and a website in which you can see what we offer that initiative.. We have (indiscernable) companies called the soft landing program which has been very successful. We help out of the county companies or out-of-state companies or international companies to relocate to Volusia County... Especially national counties. No immigration attorneys... We know everybody and it has been beneficial to be part of this incubator.

I am from Columbia so I know what it takes to move to another country. You are in another country and you want to move to the United States, please find us here in Volusia County and I will help you.

We offer a lot of education with small business innovation research grants or small business technology transfer grants.

Next slide please?

These are our clients and our partners that are based here in the incubator... Incubator. We have the Hungarian... wheel and you are hungry and you want to be part of the Hungarian community this is the place where they conduct business.

We also have the African-American entrepreneurship Association.

Next slide please?

For our clients we offer the... Our last winner was (Name). If you have any questions please reach out to us our phone numbers 3687 231 00.

Or go to our website which is [www.incubator.ucf.edu](http://www.incubator.ucf.edu).

Thank you Katrina.

SPEAKER:

We will have all of these resources on the website. Volusia business resources.com and type in (Name) and the incubator and it will come up with her information and do you can contact her directly.

We are now going to turn this presentation over to Frank Mercer. You will love listening to Frank. He is always fun to listen to. He is the director of business and industry at Daytona State College. I believe

you are in control of the screen now Frank.

SPEAKER:

Thank you for this wonderful opportunity, Volusia business resources. I appreciate all the work you have done. At the Centre for business and industry we help growing and thriving businesses of Volusia County become more profitable and productive by providing customized training, open access workshops and seminars and also technical assistance.

Please visit our website@ thecbi.com

You see on your screen some examples of customers we have right now. I will work you through with Boston Whaler right now, we are providing some training for two cohorts of Spanish-speaking workers that they have, in workplace English, helping them be more productive at work both in Spanish and in English. We love our partners at Boston Whaler and thank them for giving us that opportunity.

@(Name), both companies we have done a lot of job instruction training... Both of those companies do a lot of training on the job. We have worked with their workforce to help them on how to train those workers in that workplace environment to be better trainers.

The city of Port Orange gave us a good opportunity to provide leadership training and frontline supervisor training for their employees. Thompson pump came to us with the need for some root cause analysis training that we have developed for them.

Those are some of the examples of some kind customized training we can do from soft skills, leadership, lean implementation type training to technical types of training as well.

. With one of our customers we did a micro welding training they had a very specific need for micro welding. We have expertise in the area as well and our faculty were able to help them with that.

We try to tell our customers "if you can dream it we will try as hard as we can to do it with you and for you".

Those are some examples of our corporate customized training customers.

We also provide a lot of workshops and courses and seminars. The best example I can give is our skills for supervising course. It is a course we offer 3 to 4 times a year, it sells out every time we offer it and it is an ideal course for that first time front line supervisor.

Yesterday we may have been coworkers, teammates and today all of a sudden I am the team lead, supervisor of six-day people. I have to lead those people. This is an ideal course for that first line 1st time front line supervisor.

As well as for that season supervisor who may need to update their skills as well. Other popular courses that we have our live hands-on computer courses. We do a lot of training in Microsoft Excel,



PowerPoint. These are live hands-on classes, every student has their own computer and so we do them in our computer labs. We also do them online live version of this course as well.

All of these courses with our computer courses and skills... They can be found on our website [thecdi.com](http://thecdi.com)

We have 400 self-paced online courses as well, for those smaller businesses that maybe you are working 80 to 90 hours a week and you need the online self-paced course. These are ideal for you. We encourage you again to go to the website and check out those courses as well.

Finally, we provide technical assistance to companies as well. That technical assistance can be anything from helping them develop their own customized training on-site.

If you think of on-the-job training, we assist companies they have an expertise in a particular subject matter but may not be experts on how to develop hands-on on job instruction. We have done a lot of that over the years especially in our technical programs.

We will go on site and assist companies on how to develop customized on job training, as one example. Another one is one of our local companies (Name) is a renal disease migratory testing company. We have worked with them the last 3 to 4 years in accessing state funding that is available for companies that are increasing the number of employees growing and adding jobs. There are state incentives out there available for that and so we work closely with (Name) in accessing that state money. Drawing it down, tracking it and helping to make sure they get reimbursed for the training expenses, for the new high-paying jobs that they are creating.

In all the work that we do, we work closely with our local community partners, Volusia economic development is a great source for our community. There are some partners there that we work closely with, Volusia Manufacturing Association, local Society for human resource, management as well as team Volusia. As they are looking at recruiting businesses into the area we work closely with them as well.

We would love to work with you our local businesses that are growing and thriving and helping you to be more profitable and productive. Please reach out to us. You see our contact information and website their. Let us help you.

Thank you very much.

**SPEAKER:**

Thank you so much.

I want to go back and mention again, when Bud presented his third slide about why employees that are leaving their jobs and professional development was a thing, what you are hearing from these colleges and universities/postsecondary institutions, is that that does not have to be the case.

These programs are out there for businesses to contact. We can upscale their employees, the fluidity of the programs are there. What you need is the business you can find when it comes to providing that professional development for your employees.

I know I say this every time how amazing and wonderful this next presenter is, but I will tell you one of the benefits of my position is that I get to deal with a level of brilliance, every single day. All of these presenters, all of these panelists... I am so thankful that I get to be around them in my daily work life.

I am not gushing, but our next presenter definitely falls into that level of brilliance. I'm so pleased to introduce (indiscernable) Executive Director, Doctor Stephanie Miller and Stephanie thank you for being here.

You have control.

SPEAKER:

Thank you for that incredibly kind introduction, I appreciate that. You're very excited to be part of the Volusia business resources network and participate and help out businesses in our local community.

I will take a few minutes to tell you about the (Name) and incubator. We help aviation, aerospace and engineering company start and grow.

We do this by bringing together startups with (unknown term) talents which means our students and teachers come together with our network. Any of the people you see here and on the other days of the presentation as well as mentors, investors in the area.

We also bring... Facilities and research part on campus to help those companies develop their products.

If you have not been aware but you have driven down Clyde Morris in the last 5 1/2 years you may have noticed a large building that looks like glass fishbowl. That is the research park called the (Name) where our business incubator resides. We have also added on to include the wind tunnel facility which opened up in 2018.

One of a couple planned research hangers, the first one opening up in 2020. We have a business and construction I will be lease space for companies. It is already pre-leased out, but will be finished around the end of the year.

Starting next year we will break ground on the CC and higher Brown Centre for aerospace technology, a building and expansion made possible by a generous gift from higher Brown.

Those are the building and the research Park. Within them there are several research labs, I will not read them off but they are all listed on our website with what they do, what kind of equipment is in those labs and the type of research that they carry out.

The people in those labs are the talent I was referring to which can help startups to get access to particular equipment they need or to solve a problem, figure out what the right next test is for their R&D and many other things.

In this next slide, it will probably take a minute to load, these are the logos of all the companies that were involved in the research Park since we opened in 2017. The top grouping are the 13 companies that are here today in the research Park.

Many of the ones down in the bottom are still going concerns. They are no longer here in the research Park for various reasons.

To give a quick example of how the research Park works with companies I wanted to talk about senses technologies, the second logo on the slide. They started out as three student founders who were about to graduate and had the idea to start a company that would manufacture custom beyond visual line of sight drones for many industries but for professional use.

They joined our business incubator one reopened up in 2017. They worked through some of the programs we offer, we hooked him up with some business services from the local area to help them out, help to them with investor pitches in anything and incubator doubts. They graduated and were able to... Start their manufacturing of their drones and eventually had to leave us for a good reason. They needed much more space than we could offer.

Today they have a very large manufacturing centre that is heavily located Indochina Beach, still taking advantage of the students we have here, creating jobs in local community – Daytona Beach

... Using the services in the incubator and the research Park but I would point out you do not have to be a student, alum, employee or necessarily have a connection with (Name) before coming into the incubator or research Park. We are looking to serve companies in the aviation, engineering and aerospace industries because that is the resources that we have and bring for those companies.

A quick bit of stats about the impact we have been able to have since we opened up.

We have had 25 different companies, 13 are resident in the research Park today. Over 200 students have been able to work as interns in those companies, those are valuable for our students and the companies as well. Many of them turn into full-time employees after they graduate and we have been able to create several over 160 high-paying jobs with a salary of \$75,000 generally which is great for the local area and the students coming out of our universities but those in Volusia County.

Finally the companies that have gone through our programs have raised the cumulative total of over \$100 million in grants and equity-based financing we are so proud to have reached that milestone goal of over \$100 million.

I think it is going to accelerate and go even faster as we have more space available and are able to help more companies.

That is a bit about the park. You can find us on social media ((Name) you can contact us at (website name)

SPEAKER:

Most importantly, you do not have to be affiliated with the park to have a home in the... Just contacted Doctor Stephanie Miller.

The next presenter is Roshanda.

This is a professional who is so busy all of the time. She has so much going on. She is the program manager and instructor and the internship coordinator at bassoon cook menu University.

You are in control.

SPEAKER:

Thank you for that introduction.

It is an honour to be here today to talk about the different resources we have available for Volusia and... Counties.

I am also with the college in business entrepreneurship.

Are you able to see my presentation?

SPEAKER:

Perfectly.

SPEAKER:

Great.

The University actually had an opportunity to become the first HBC you, historically black university or college to assign agreement between SPA back in 2013 – HBCU

We have been able to put on a number of workshops and do a number of different things within the community sense. Our mission, for our entrepreneurial peace is that we want to be purposed of the driver for supporting economic development with an entrepreneurial approach. Our goal is to build a sustainable ecosystem by encouraging internal and external collaboration and opportunities and partnerships.

What we have done at both noon have worked through a couple of different lenses. We have been a part of the Mentor protégé... Since 2006. With this program, we have been able to work with certain government contractors in order to provide entrepreneurial aspects. We have contributed over the years, to 8 (indiscernable) winners.

We have been able to... To these organizations as well as to local companies and we have internship opportunities as well. With those, we are able to pull students from all of our major areas here at the University to be able to go and work with those particular companies. That piece of it has affordable and competitively value priced opportunities.

Most people new Bathoon for our degree programs but we do have non-degree opportunities as well. We have a consulting opportunity, where we bring our students and to be able to go out and assist businesses in solving some of the challenges that they may face.

We have been able to put together certain opportunities to help small businesses in startups and also partner up with the SBA to host some workshops.

Some of the other ways we are able to connect with you and help get the resources you need, are through offering different certification opportunities, I mentioned the consulting which can work with our faculty members being a part. We also have strived to get our students to fill some of those positions as well. Students can provide a unique insight to your business. We have technology opportunities and business competencies.

The internships are one of the areas that I oversee. We have students who are available to intern with our local companies. Our students also intern throughout the United States as well.

We also are able to provide customized training opportunities for you, if there is a specific theme that you are looking to fill.

That gives you an overview of Bathoon, and some of the entrepreneurial opportunities we have. If you have any questions, or are looking for any particular partnership information and how we can get some interns to help your business please feel free to give me a call at 386 481 2811

Thank you so much.

SPEAKER:

Thank you so much.

Once again, there is an opportunity to have a program to train your employees. The response from these universities, colleges, is fantastic please reach out directly to these program directors, if you are looking for a program like that.

We are going to go back to Brad and he is going to tells about the next steps and future development of BPR.

Brad?

SPEAKER:

I will start off with a quote, something a row from an article 3 or four years ago, "the growing shift to an online world has reduced face-to-face interaction making it harder to understand what consumers and in this case customers need."

I think we can all agree with that statement. Surveys are a great way to connect with constituents and identify current trends and they are essential for providing valuable insights that will help improve goods and services. I wanted to read that because that epitomizes what we are trying to do with this survey. Our annual survey for businesses is very important to us.

As I mentioned earlier in this session, the annual survey plays a significant role in the guiding development of the resources that are provided in this community. That direct input keeps current business knees in front of us, front and centre and in clear view. It is so important for the work we do.

Go to the next slide please?

The work we do is depicted here, a few of the steps in the process of doing the survey. I call your attention to the third point to start. Which is in the centre of this you see Volusia County economic development, play a part as the structure and data collection function.

All of the other points you see on the slide, are driven by the BPR affiliates. Whether it is a team member or a larger affiliate group, it is the communitywide group which you have heard from today and have for the last few days that are investing the energy to pull off this survey.

It is important to us and I wanted to highlight as you look at some of the oversight that goes on here, there is a lot of work but not one organization. This is a community business services, agencies and organizations that have been trying to do this.

Go to the next slide please.

That is the value of the survey for the community, businesses want to hear from you.

This survey is exclusive to Volusia, there are only 20 questions on it and it will only take you 10 minutes at the most. Do the survey. We use online survey monkey tool so all of the data is collected electronically, it is aggregated from that and then from there analysed and presented back to our BB are affiliate group. - BBR

Monday of this week... You will see that distributed by affiliates of this month and at the end of this month, December 2, we will close out the survey and do the summary work that needs to be done. It will go out in three ways I mentioned on the slide if you go down to the fifth point; face-to-face interviews. Some of us would like to hear from you directly, and adds context to some of your answers and we like to have that.

Some of those will be invitations, like an email.

And then you will see electronic solicitations, emails newsletters otherwise it will come out. I ask you look for that and tell you how important it is for us as a business servicing entity in the community to hear from you.

That is what the survey is all about. It is already being released as we speak. We ask that you look for it and we encourage you to participate. It will help us serve you better.

Back to you Katrina.

SPEAKER:

Thank you. One other way you can see, you can go ahead and take the survey if you are a business and you would like to take the survey, you can go to [Volusia business resource.com](http://Volusia.businessresources.com).

As soon as you open up the screen, you will see a pop-up that says "take the survey". Take the survey!

It helps us develop programs for you. It is an immediate response to what businesses need and with that being said, please join us tomorrow. It is chamber day here at Volusia business resources.

You are going to hear from all of the local Chambers and what they can do for you, why membership is important, all of the networking opportunities.

I want to thank all of my panelists, this is a wonderful day. It has been a beautiful session, I really appreciate you being here.

Thank you everyone out there for joining us for Volusia business resources week. We will be back tomorrow like I said with a new group of panelists. Please do not forget to check out Volusia businesses resources.com if you have any questions please send them to BBR all feedback is welcome and I hope everyone is kind to you and you have a wonderful day.

Thanks guys.

Captioning by AI-Media