COMPETE. CONNECT. MARKET.











2017 ANNUAL REPORT

TEAMVOLUSIA
GREATER DAYTONA REGION
ECONOMIC DEVELOPMENT CORPORATION

IT WAS A VERY GOOD YEAR



Dwight DuRant, P.E.
Chairman



Keith A. Norden, CEcD
President & CEO

To say 2017 was an extraordinary year in Volusia County is an understatement. The community is undergoing a renaissance that not only serves residents and local businesses well, but attracts the attention of companies considering expansion or relocation to Central Florida.

Examples of confidence in our community include some projects that landed in Volusia County independently or in collaboration with one or more of our economic development partners. Others landed here under the counsel of the Team Volusia staff, its directors and other investors. Collectively, the record for 2017 is enviable by any standard. More importantly, it is a sign of things to come as we work together to attract the kind of jobs and investment that most closely align with our community.

Of course, these things are not left to chance. Team Volusia is helping Volusia County compete at a higher level in the economic development arena. Six initiatives contributed to the remarkable year that was 2017.

- We have begun implementing our three-year comprehensive Strategy for Success
- Investor support remained strong, with growing support from the private sector
- Seven successful projects made 2017 a record year for Team Volusia
- More than 30 outreach initiatives included Team Volusia representation
- Four familiarization tours brought prospects to Volusia County
- Dozens of presentations were made to local governments and community groups
- Our new website has gone live and our library of marketing materials is growing
- Investors' return on investment has resulted in a highly engaged membership

Our focus was (and is) to:

COMPETE for projects
CONNECT with investors
MARKET the community

Dwight DuRant, P.E.

Keith A. Norden, CEcD

COMPETE. CONNECT. MARKET.

THE TIP OF THE PIPELINE

At each meeting of our investors, we review our "Pipeline", which accounts for all leads generated and/or managed by Team Volusia. This includes early undeveloped leads, committed projects and everything in between. In 2017 a record seven projects migrated to "committed" status, meaning they have already committed to expansion or relocation to Volusia County.



TELETECH
A NASDAQ company (TTEC), Employing 48,000 world-wide, engaged in customer support services via multiple platforms. The company took over the space formerly occupied by TopBuild, an NYSE company (BLD), that moved to its new headquarters building, also in Volusia County. Plans call for hundreds more jobs to be added this year, including about 100 management-level positions.

900 jobs
$34,667 average wage
$31,200,300 payroll
$3,800,000 CapEx



SEAMAX
This is the United States affiliate of the Brazilian company, AirMax Construções Aeronáuticas. Volusia County was selected for its US headquarters at the John Mica Engineering and Aerospace Innovation Complex at Embry-Riddle Aeronautical University Research Park (aka MicaPlex). The company is an award-winning designer and manufacturer of light sport aviation aircraft.

80 jobs
$42,749 average wage
$3,419,920 payroll
$2,172,000 CapEx

BUC-EE'S
This Texas-based company, which places its iconic travel stores in strategic locations, has committed to building a 50,000+ square foot store in Volusia County with 120 fueling positions, its first outside the State of Texas. The Volusia County Buc-ee's will be in close proximity to Interstate 95 at the LPGA interchange (Exit 273). Buc-ee's joins several other entities being developed in that vicinity.

205 jobs
$31,219 average wage
$6,399,895 payroll
$33,000,000 CapEx



SCHULTZ ENGINEERED PRODUCTS
Schultz Engineered Products is in the business of designing, fabricating, and manufacturing a comprehensive line of products for the aviation fuel handling industry. The company has more than 20,000 manufactured fueling products in service. Its original plant in Connecticut continues manufacturing. The company's new Volusia County plant will enhance manufacturing capacity.

16 jobs
$42,000 average wage
$672,000 payroll
$2,790,000 CapEx

POUCHFILL PACKAGING
Pouchfill Packaging is a contract packer supported by two U.S. subsidiaries of Japanese global companies, Toppan USA, Inc. and Mitsui Plastics, Inc. Pouchfill Packaging is a premier flexible beverage and food contract packer for stand-up pouches in the United States and has one of the industry's fastest cold/hot filling capabilities and retort capability with the highest quality. It offers pouch design and structure development, pouch sourcing and more.

75 jobs
$53,503 average wage
$4,012,725 payroll
$12,000,000 CapEx



JET MACHINE & DESIGN
The company offers leading-edge design, machining and manufacturing services to customers in aerospace, defense, medical and commercial markets across North America and in Europe. The company also has a fully equipped and staffed Finishing and Assembly Department. It works with multiple alloy grades in aluminum, stainless, carbon and alloy steel and epoxies. All manufacturing processes are controlled by ISO 9001:2008 compliant work instructions.

17 jobs
$41,288 average wage
$701,896 payroll
$908,000 CapEx



STANDARD RIVET COMPANY
Standard Rivet Company is a leading provider of rivets, staples, setting machines and tools. Established in 1888, the company's product line has evolved from saddle and leatherwork fasteners to fashion and accessory lines. Its product applications include motorcycle apparel, leather, shoes, saddlery, clothing and toys. In the world of entertainment, Standard Rivet's products adorn costumes for the rock band KISS and many others.

10 jobs
$38,240 average wage,
$382,400 payroll
$628,000 CapEx

New Jobs: 1303
Total Payroll: $46,788,836
Capital Investment: $55,298,000
Economic Impact: $101,847,729

COMPETING AT THE HIGHEST LEVEL

Projects are often discussed – or discovered – at key forums. At such events we form alliances and learn of companies that may align with our target industries, create high-paying jobs and generate substantial capital investment. Among the critical forums at which Volusia County was represented by Team Volusia:

CoreNet Global New Years Event & TVEDC Consultant Mission, New York City
Annual commercial real estate conference hosted by a real estate organization.

Florida / Japan Summit, Orlando
Gathering of Florida and Japan representatives with mutual business interests.

International Economic Development Council (IEDC), Jacksonville
Leadership Summit of leading economic development professionals.

Site Selectors Guild (SSG) Conference, Tucson
By-invitation gathering of site selectors and economic development professionals.

Sun 'n Fun International Fly-in & Expo, Lakeland
The nation's second largest air show, aviation exposition.

Industrial Asset Management Council (IAMC) Spring Forum, Tampa
Spring asset managers forum focusing on 21st century industrial real estate.

MRO Americas, Orlando
Comprehensive conference program on aircraft maintenance, repair and overhaul.

Governor Scott's Mission to Buenos Aires, Argentina
Sales mission for Florida's business and economic development leaders.

Southern Economic Development Council (SEDC) Meet the Consultants, Atlanta
A forum to introduce consultants to economic development professionals.

Florida Economic Development Council (FEDC), Ft. Lauderdale
Comprehensive forum for discussion of issues and opportunities in economic development. Keith Norden is Vice-Chair / Professional Development and Board member.

French American Chamber of Commerce Annual Awards Banquet, Miami
An awards event honoring French companies doing business in Florida.

Team Florida Consultant Event, Ponte Vedra
In-market site selection consultant networking event to encourage project activity.

Area Development Consultants Forum, New Orleans
By-invitation forum to discuss economic development trends, strategies, solutions.

Medical Device & Manufacturing (MD&M) Forum, New York
Largest medical technology event on the east coast; engineers, executives, suppliers.

Select USA Investment Summit, Washington, DC
U.S. Department of Commerce forum for investors enabling them to find markets.



Site Selectors Guild (SSG) Conference



National Business Aircraft Association (NBAA)



MRO Americas


Specialty Equipment Manufacturing Association (SEMA) Show



International Paris Air Show


Governor Scott's Mission to Buenos Aires, Argentina



International Paris Air Show, Le Bourget, France
World's biggest air show and forum for the global aviation and aerospace industries.

International Council of Shopping Centers (ICSC) Conference, Orlando
Annual forum for investors, owners, developers, brokers, municipalities.

Southern Economic Development Council (SEDC) Annual Conference, Charlotte
Forum for exchange of information among southern economic development professionals. Keith Norden is Florida Director and Board member.

Team Florida New York City Consultant Mission
In-market visit and sales calls for Florida economic development professionals.

Southeast US / Japan 40th Joint Meeting, Greenville, SC
Meeting of global business leaders from Japan and seven U.S. states.
Keith Norden is Chair of the Florida Delegation of SEUS/Japan.

Team Florida Atlanta Consultant Mission
Networking forum for prospects and Florida economic development professionals.

International Economic Development Council (IEDC) Annual Conference, Toronto
Conference of community leaders, industry experts and policy makers.

Site Selectors Guild (SSG) Conference, Seattle
By-invitation meeting of site selectors, economic development professionals.

International Boat Builders Exhibition (IBEX), Tampa
North America's leading technical boat-building and marine industry showcase.

Industrial Asset Management Council (IAMC) Fall Forum, Richmond
Fall forum of asset managers focusing on 21st century industrial real estate.

National Business Aircraft Association (NBAA) Convention, Las Vegas
Essential three-day event for 25,000 aircraft owners, manufacturers, buyers.

Specialty Equipment Manufacturing Association (SEMA) Show, Las Vegas
World's premier automotive specialty product trade with 60,000+ buyers.

Aerospace Alliance Annual Summit, New Orleans
Forum to promote aerospace industry in Florida, Alabama, Georgia and Mississippi.

MEDICA World Forum for Medicine, Düsseldorf, Germany
World's largest medical device and development forum.

Area Development Consultants Forum, St. Petersburg
By-invitation forum to discuss economic development trends, strategies, solutions.

EconomiX Forum, New Orleans
Consultant Connect forum to enhance economic development in communities.

THERE'S NO PLACE LIKE HOME

Most people's preconceived ideas about our community are changed once they visit. They experience an inviting, vibrant and growing community. They learn of our highly ranked colleges and universities; new home and business construction; impressive cultural offerings; extraordinary health care facilities and a healthy business climate. In addition to our beautiful beaches along the coast, our inland areas boast of parks, trails and natural springs. Bringing prospects to our community and arranging for them to meet other business professionals is always a good investment. It helps them see first hand how Team Volusia and its partners can help aid them with expansion or relocation projects. In 2017, TVEDC had the opportunity of showcasing the community on several occasions.

Florida Quebec Chamber of Commerce Familiarization Tour. In an effort to strengthen the bond with one of Florida's largest foreign direct investors, we welcomed more than a dozen Canadian business owners and chamber of commerce officials to tour our area. This included a tour of east and west Volusia County, briefings about selected companies and resources as well as a boat tour of homes along the Intracoastal Waterway. In addition, the guests were treated to the Taste of the 24, held in conjunction with the Rolex 24 race.

Team Florida Daytona 500 Familiarization Tour. We partnered with Team Florida, an affiliate group of Enterprise Florida, Inc. to bring site selectors, business owners and other influential people to the area. They were hosted at a VIP suite at Daytona International Speedway with trackside seats for the Daytona 500, The Great American Race.

Team Florida Coke Zero 400 Familiarization Tour. Continuing our partnership with Team Florida, we welcomed more than 20 site selectors and business owners to experience the Coke Zero 400 race from a VIP suite. TVEDC extended their stay to exclusively highlight Volusia County by taking the guests on a windshield tour of west and east Volusia County, a meet-and-greet with local land owners and real estate professionals and a presentation on One Daytona by NASCAR/ISC officials. While in DeLand, County Manager, Jim Dinneen, welcomed the special guests. Their Volusia County visit also included a private tour of the MicaPlex and a special presentation by Dr. Stephanie Miller and Senior Vice President Rodney Cruise of Embry-Riddle Aeronautical University.

DeLand Sport Aviation Showcase. Team Volusia was the primary sponsor for the Second Annual DeLand Sport Aviation Showcase held at the DeLand Municipal Airport. Team Volusia also sponsored the inaugural event in 2016. The event, which brings light sport aviation companies and enthusiasts together, also highlights the construction of the DeLand Light Sport Aviation Village. The event is an opportunity not only to showcase DeLand Municipal Airport, but also the City of DeLand and Volusia County.

Community support presentations. We routinely address local governments, chambers of commerce, civic and professional groups, real estate professional groups and attend live media interviews providing them with updates on economic development progress within Volusia County. In 2017, we were featured at dozens of such forums and granted numerous media interviews.

Film Commission. When film and video producers want to shoot on-location in Volusia County, they contact Team Volusia for information on access, permitting, support services and more. In 2017, dozens of commercials were shot here, along with scenes by independent filmmakers, video producers, news crews and more.


Team Florida Coke Zero 400 Familiarization Tour


Florida Governor RIck Scott visits Kermit's Key West Key Lime Shoppe in DeLand


Florida Quebec Chamber of Commerce Familiarization Tour


Team Florida Coke Zero 400 Familiarization Tour

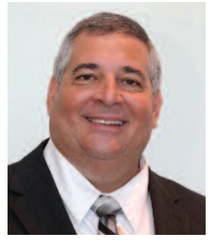

DeLand Sport Aviation Showcase

2017 LEADERSHIP


Dwight DuRant, P.E.
Chair
Zev Cohen & Associates


Charles Duva, M.D.
Vice Chair
DuvaSawko

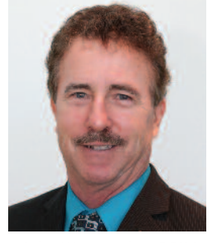

Jordan Jiloty
Secretary
NASCAR


John Olivari, CPA
Treasurer
Olivari & Associates CPAs & Consultants


John Ferguson
Legal Counsel
Cobb Cole PA


Jim Dinneen
Volusia County Manager


Lisa Ford Williams
Immediate Past Chair
Ford Properties


John Wanamaker, CCIM
Past Chair
Coldwell Banker Commercial AI Group


October 2017 Board of Directors Meeting.

INVESTING IN THE FUTURE

These companies, organizations and individuals invest in Team Volusia Economic Development Corporation, demonstrating their support for attracting, business, industry, jobs and capital investment to the area.

EXECUTIVE INVESTORS
City of Daytona Beach, Jim Chisholm
City of DeLand, Michael Pleus
City of Deltona, Heidi Herzberg
City of Edgewater, Christine Power
City of New Smyrna Beach, Pam Brangaccio
City of Ormond Beach, Joyce Shanahan
City of Port Orange, Jake Johansson
DuvaSawko, Charles Duva, M.D.
Florida Health Care Plans, Wendy Myers, M.D.
Florida Hospital Volusia/Flagler Market, Ed Noseworthy
Halifax Health, Bob Williams
NASCAR / International Speedway Corporation, Jordan Jiloty
Olivari & Associates CPAs & Consultants, John Olivari
Teledyne Marine, Mike Read
Volusia County, Jim Dinneen
VyStar Credit Union, Ashley Bigg

BOARD INVESTORS
Bethune-Cookman University, Hubert Grimes
Boston Whaler, Nick Stickler
Boulevard Tire Center, Earl Colvard
CareerSource Flagler Volusia, Robin King
Chamber Alliance, Debbie Connors
City of DeBary, Mike Brady
City of Holly Hill**, Joe Forte
City of South Daytona, Joe Yarbrough
Cobb Cole PA, John Ferguson
Coldwell Banker Commercial AI Group*, John Wanamaker
Council on Aging*, Sarah Gurtis
Daytona Beach Area Association of Realtors®, Mark Dougherty
Daytona Beach Racing & Card Club, Fred Guzman
Daytona Regional Chamber of Commerce, Nancy Keefer
Daytona State College, Dr. Tom LoBasso
Daytona Tortugas Baseball, Ryan Keur
DeLand Area Chamber of Commerce*, Lacey Ekberg
Embry-Riddle Aeronautical University, Rodney Cruise
Farmton Deering Park, LLC, David Fuechtman
Fairwinds Credit Union, Tanya Boggs
Florida Power & Light, Larry Volenec
Florida Public Utilities, Mark Thompson
Ford Properties, Lisa Ford Williams
Geosam Capital US, James Stowers
Giles Electric*, Brad Giles
Hazen Construction, Chad Hazen
ICI Homes, Nellie Kargar
Keiser University, David Champlin
Lassiter Transportation Group, Sans Lassiter
Practitioners Council, Samantha Bergeron
Root Company, Phil Maroney
SunTrust Bank, Robert Ludlow
Stetson University, Robert Huth
University of Central Florida, Dr. Linda Bradley
Volusia County Council, Ed Kelley
Zev Cohen & Associates, Dwight DuRant

PARTNER INVESTORS
City of Orange City
Duke Energy
James Moore Certified Public Accountants
New Smyrna Chrysler Jeep Dodge / New Smyrna Beach Chevrolet
RE/MAX Signature

AMBASSADOR INVESTORS
AI Group
AlphaStaff
AVCON, Inc.
Bank of America
BB&T Bank
Brent Millikan & Co. PA (BMC)
Bruce Rossmeyer's Daytona Harley Davidson
CenterState Bank
City of Lake Helen
City of Daytona Beach Shores
Commercial Construction, Inc.
Daytona Employment / MacData
Dredging & Marine Consultants, LLC
Fairfield Inn & Suites by Marriott
Hilton Daytona Beach Oceanfront Resort
HomeBridge Financial Services
Intracoastal Bank
Lamar Outdoor Advertising
M.L. Underwood Construction
Michael J. Jiloty, Marketing Consultant
Ormond Beach Chamber of Commerce
Page Insurance Agency
Palmer College of Chiropractic
Randstad, USA
Regions Bank
RC Hill Mitsubishi
Snell Legal, PLLC
SVN Alliance Commercial Real Estate Advisors
TD Bank
Universal Engineering Sciences
Volusia Flagler Family YMCA
Waste Pro
Wells Fargo Bank, N.A.
Wharton-Smith, Inc.

FRIEND INVESTORS
Batten Madewell CPA, LLC
CBC Benchmark
Cotton Enterprises
JRB of Ormond, Inc.
Massey Properties
Nova Property Management
Reames Employee Benefit Solutions
Selby Realty, Inc.

* At Large
** Volusia City Managers Association
***Chamber Alliance

WORKING IN PARTNERSHIP



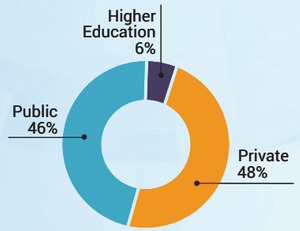
STRATEGY FOR SUCCESS
The goal of TVEDC's Strategy for Success is to identify the community's competitive advantages and develop a plan to help guide the organization over a three-year period. As a more competitive community, new job opportunities will become available for Volusia County residents. The plan includes collaboration with all partner organizations. It was developed following research, planning and consultation with more than 200 local leaders. Strategies include:

- Strategic business recruitment
- Integrated marketing communications
- Facilitation of entrepreneurship and innovation
- Workforce development and talent retention
- Organizational services and delivery

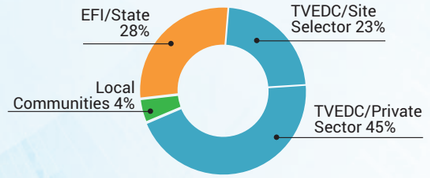
MARKETING PLAN
Based on stakeholder research, site selector surveys, staff input and the recently completed Strategy for Success a new marketing plan was created in 2017 designed to:

- Develop a cohesive and recognizable business identity for the community that can be leveraged by Team Volusia EDC and its partners
- Increase consideration by site selectors and executives as a business destination
- Raise the overall profile of Volusia County

INVESTORS BY TYPE

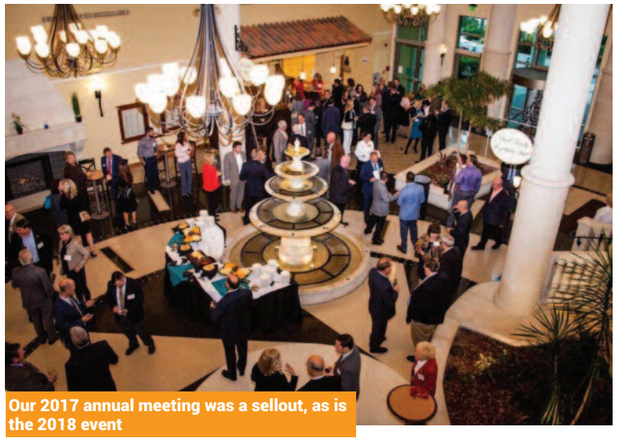


ACTIVE PROJECTS BY SOURCE



COMPETE. CONNECT. MARKET.

INVESTOR MEETINGS AND EVENTS



Our 2017 annual meeting was a sellout, as is the 2018 event



Keith Norden, Ed Kelley with special guest speaker Neal Wade at the Decmber Board Meeting

Board meetings are well attended



2017 Annual Investor Appreciation Event - A night out to watch the Daytona Tortugas play draws a crowd of Team Volusia investors.



We are happy to report that Team Volusia investors are highly engaged in our events. This past year was the first year since the organization's inception that we outgrew our traditional meeting space at the International Motorsports Center. Therefore, it was decided to rotate the Board meeting venues throughout the county, highlighting a different city at each meeting It was the first year that networking opportunities for investors were offered immediately following each Board meeting. 2017 also was the first year TVEDC hosted its annual meeting event in the evening to allow for more people to attend and participate in pre-event networking The annual meeting sold out and many investors complimented TVEDC's staff, which expressed gratitude for the support of Team Volusia investors and their generous sponsorships. It is easy to see why Team Volusia has become such an important part of the community.

Team Volusia is fortunate to have the folowing committees of actively engaged investors:

- Executive Committee
- Board of Directors
- Finance and Audit Committee
- By-Laws Committee
- Investor Relations Committee
- Compensation Committee
- Marketing Committee
- Nominating Committee
- Practitioners Council
- Strategic Plan Implementation Task Force

Proposed Committees for 2018:

- Real Estate Advisory Committee
- Workforce/Education Committee
- Entrepreneurship/Innovation Committee

C O M P E T E. C O N N E C T. M A R K E T.

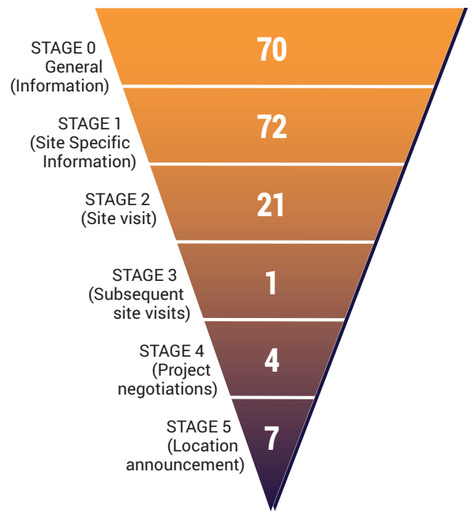
TEAM VOLUSIA BY-THE-NUMBERS

ANNUAL METRICS

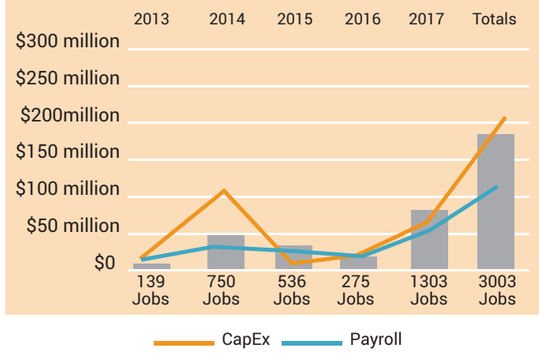
Metrics/Actions	2016 Actuals	2017 Goals	2017 TVEDC Led Projects	2017 TVEDC Supported Projects	2017 Actuals YTD
Outreach	31	26	31	–	31
Proposals	29	12	31	6	37
Site Visits	58	15	48	3	51
Marketing Packages	71	50	54	10	64
Prearranged Meetings	49	36	56	–	56
Project Wins	5		4	3	7
CapEx	$38.4m	$5.9m-$17.6m	$9,390,000	$45,908,000	$55,298,000
Payroll	$11.1m	$8.4m-$14.1m	$35,674,320	$11,114,516	$46,788,836
Job Creation	275	236-394	1006	297	1,303

Metric	2013	2014	2015	2016	2017	Totals
CapEx	$7,079,992	$100,610,000	$3,600,000	$38,400,000	$55,298,000	$204,987,992
Payroll	$5,888,000	$24,099,900	$19,303,000	$11,100,000	$46,788,836	$107,179,736
Job Creation	139	750	536	275	1303	3003

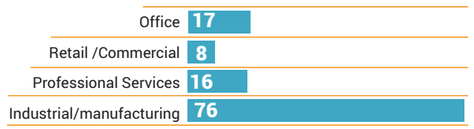
PROJECT PIPELINE



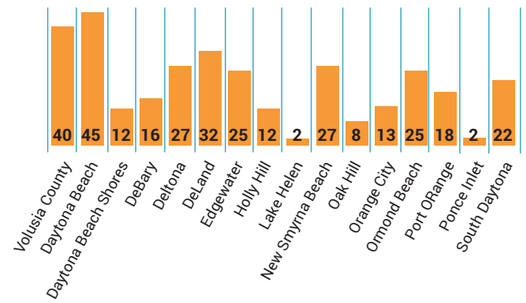
ECONOMIC IMPACT



ACTIVE PROJECTS BY USE



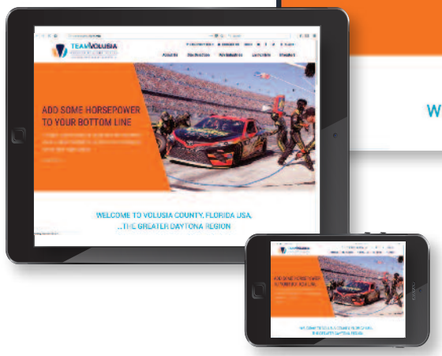
PROJECT SUBMISSIONS BY COMMUNITY



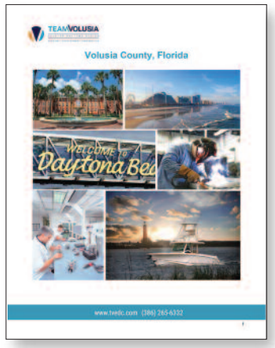
MARKETING LIBRARY

While we continue to build our library of marketing materials, 2017 saw the completion of several critical pieces. The following are now available online, in print or both.

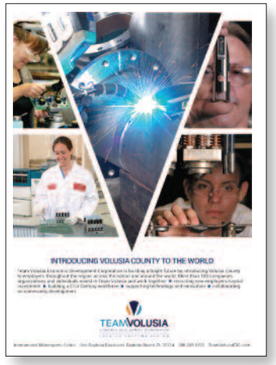






























Florida Hospital Memorial Medical Center is invested in the health and wellness of the local community, employing over 2,000 team members who both work and live in the area.

As the only local hospital to receive Straight A's from the Leapfrog Group for Hospital Safety since the award's inception, we recognize the importance of providing world-class, comprehensive care — and it shows! In 2017, Florida Hospital Memorial Medical Center was named one of the nation's 100 Top Hospitals by Truven Health Analytics for 2017.

We recognize that these achievements could not have been made without each and every member of our care team and we are grateful for their commitment to serving our community.

Dedicated to the health and wellness of the community, Florida Hospital stands ready to serve you and your family.

FloridaHospitalMemorial.org | (386) 231-6000

FHMMC-17-16955

2017 ANNUAL MEETING SPONSORS

Platinum

Florida Hospital · ISC · NASCAR · VyStar Credit Union

Gold

LTG Engineering & Planning · HC Hazen Construction · FPL · DUVA-SAWKO EM Billing & Management Solutions · Teledyne Marine

Silver

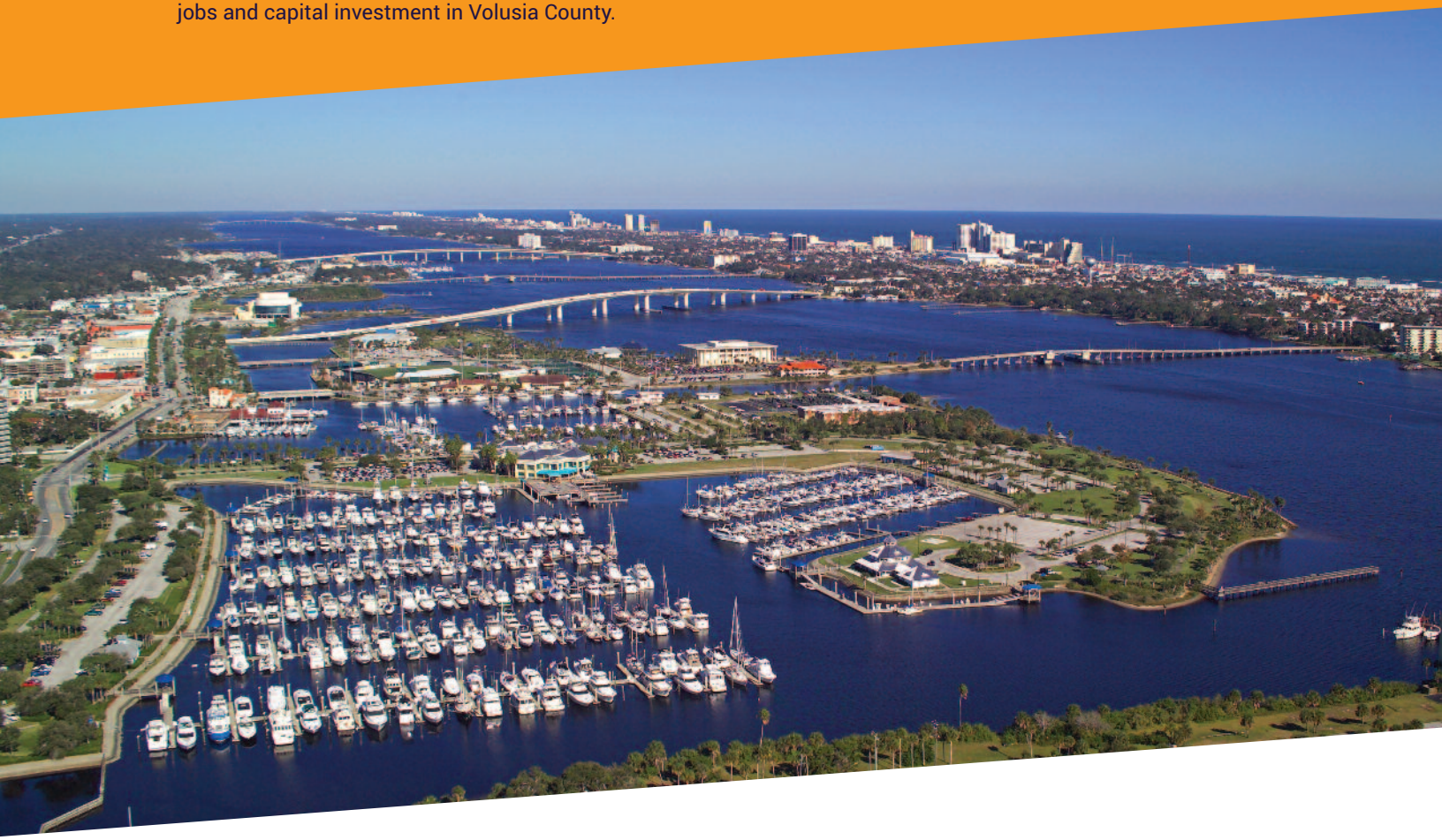
CareerSource Flagler | Volusia · CenterState · Ford Properties · ICI Homes Florida's Custom Home Builder · AlphaStaff · Duke Energy · DMC Engineers • Scientists · LAMAR · Coldwell Banker Commercial AI Group · AVCON · Olivari & Associates Certified Public Accountants & Consultants · Wharton-Smith, Inc. Construction Group · Intracoastal Bank

Venue Sponsor

Daytona State College

OUR MISSION

Team Volusia Economic Development Corporation is a collaborative organization. Working with our partners, we develop strategic economic development activities and business recruitment initiatives to generate more jobs and capital investment in Volusia County.



ABOUT TEAM VOLUSIA

Team Volusia is a public/private not-for-profit corporation. The organization was founded in 2010 and is designated by the State of Florida and the Volusia County Council as Volusia County's official economic development organization. While Team Volusia is an autonomous organization, it works closely with state and county agencies, municipalities, chambers of commerce and other resource partners to achieve county-wide economic goals.

Programs and services are funded in part through a contract with Volusia County Government and many of the county's municipalities. Additional funds are raised from the private sector through membership investment dues, special event revenues and other sources. Today, Team Volusia continues to grow and help increase economic prosperity and diversification throughout Volusia County.

Professional staff:
Keith A. Norden, CEcD, President & CEO
Chris Wimsatt, CEcD, Vice President/Business Development
Matt Chesnutt, CEcD, Vice President/Business Intelligence and Operations
Debbie Ott, Executive Assistant/Office Coordinator
Deana Reilly, Project Manager
Trisha Tobey, Bookkeeper

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