

Highlights, New Investors, &
More

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Q3 2021 QUARTERLY BULLETIN



President's Comments

While one might have predicted a quiet third quarter on the business front, project activity and pipeline movement continued to soar. All in-person Team Volusia events and meetings were well-attended. On September 21st, the Volusia County Council unanimously approved its renewal of its \$250,000 investment. The approval is

for three years, subject to an annual review by council. I was joined by Team Volusia Chair Jordan Jiloty who offered opening remarks before my review of the funding request presentation. In addition, I am happy to report that all contracts with Volusia County municipalities were approved. Please take a moment to read through our e-newsletter to discover other highlights from Q3.

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HIGHLIGHTS



Team Florida Marketing Partnership In-Market Event in New York

Keith Norden attended the Team Florida Marketing Partnership Event and Mission to New York City. Team Florida hosted site location consultants and key corporate decision makers at Yankee Stadium, where the New York Yankees placed the Texas Rangers.

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Keith Norden Attends Enterprise Florida Board and Committee Meetings in Sarasota

The third quarterly Enterprise Florida (EFI) Board of Directors Meeting was held in Sarasota, and additional EFI Committee Meetings were planned in conjunction with the event. Keith Norden represented Team Volusia EDC throughout the two-day event.

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Heather Shubirg, TVEDC Executive VP, moderates Site Selectors Panel Discussion



Conference Co-Chairs, Keith Norden and Bill Cronin, hosting the 75th Anniversary Closing Reception



Keith Norden with members of Ye Mystic Krewe of Gasparilla prior to them making a surprise appearance at the opening of the SEDC Annual Conference

Southern Economic Developers Council Holds its 75th Annual Meeting & Conference

The 17-state Southern Economic Developers Council (SEDC) is the oldest economic development organization in the United States, and the SEDC held its celebratory 75th Annual Meeting in Tampa, Florida.

The theme of the conference was resiliency reflecting upon the unusual events caused by the pandemic and the successful ways communities and economic development organizations responded.

Closing the three-day conference was a panel of some of the top site selectors in the country including Amy Gerber with Cushman Wakefield, Mike Mullis with J.M. Mullis, Gray Swoope with VisionFirst Advisors, and Mark Williams with Strategic Development Group. The panel was moderated by Heather Shubirg, Team Volusia EDC Executive Vice President.

A 75th Anniversary Closing Reception was held at the Tampa Bay History Center which highlighted the organization's long history which complimented the museum's theme.

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Interface Welding Lands in Edgewater

Interface Welding, a California-based company, has been producing inertia/friction welding with particular emphasis on bi-metal fabrications for 54 years. That may be tech-speak to most of us, but to some of the world's largest and most prestigious high-tech

manufacturers, it is an essential specialty service. Growth among those high-tech manufacturers and increased demand for Interface Welding services has led the company to expansion plans that include establishment of manufacturing facilities in Southeast Volusia County at Edgewater.

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Powerboat Manufacturer Leaves Ohio for DeLand

Spectre Powerboats has moved from central Ohio to a 26,000 square foot facility near DeLand Municipal Airport. The company specializes in custom powerboats in the 32'-36' range. The company also offers repair and testing services. Most of its customers are in Florida, which was a critical factor in the decision to move. Its initial workforce of 15-20 is expected to double in three years. Average wage is \$40K and annual payroll is \$1.6 million. Capital expenditure is budgeted at \$3 million.

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California Pharmaceutical Company Selects Daytona Beach

D&G Pharmaceuticals, one part of a three-company group engaged in research, development and validation, has selected a Daytona Beach site for its expansion and relocation from the West Coast. The company may pursue plans to develop a research park locally, and encourage some of its partners to relocate to Daytona Beach. The company will be hiring six to ten PhD-holding scientists. Its average wage is projected to be \$75K, with an annual payroll of \$750K and a capital expenditure of \$1 million.

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Harry Jorgensen



Jayson Michel

Team Volusia Welcomes Harry Jorgensen and Jayson Michel

Team Volusia has hired Harry Jorgensen as its first Associate Director of Business Development. Harry will work with the staff and investors to shepherd projects through Team Volusia's pipeline, oversee research, and develop marketing materials. A political science graduate of the University of Central Florida, Harry is pursuing a master's degree in Global Studies and International Relations from Northeastern University. In addition, Team Volusia hired Jayson Michel as an intern. Jayson currently attends Bethune Cookman University as a senior. Harry and Jayson were introduced to the Board of Directors and other Team Volusia investors at the October 8th Board meeting in DeLand.

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Leading Site Selector Addresses Team Volusia

Christopher Lloyd, Senior Vice President and Director for Infrastructure and Economic Development at McGuireWoods Consulting was the featured speaker at Team Volusia's August Board of Directors meeting. Chris also chairs the Site Selectors Guild, an exclusive organization of leading site selectors. Chris reflected on the future of economic development and site selection, citing the power of public-private partnerships, the importance of key infrastructure assets such as transportation, and other factors.

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FloridaMakes CEO Addresses Team Volusia

Kevin Carr, CEO of FloridaMakes, was the featured speaker at the October meeting of Team Volusia's Board of Directors. FloridaMakes is an industry-led public-private partnership operated by Florida's regional manufacturing associations. Its focus is on strengthening and advancing Florida's manufacturing economy by accelerating technology adoption, talent development, and business growth. His presentation cited factors in the creation of more than 13,000 high-wage, high-skill jobs since 2015 (*adapted from Florida Trend's Florida 500 Most Influential Business Leaders*).

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BD Outreach/Activities

NAIOP

COMMERCIAL REAL ESTATE
DEVELOPMENT ASSOCIATION



CRE.Converge
Deals.Connections.Trends

NAIOP CRE.Converge

Chris Wimsatt had the opportunity to connect with current and future real estate partners by attending the NAIOP CRE.Converge event in Miami, Florida. NAIOP's annual conference covered all aspects of commercial real estate and is considered the premier commercial real estate event in the US. The event brings together developers, owners, investors, brokers and more from across North America and provides information regarding the latest trends, new tools of the trade, networking opportunities, and educational sessions.



**LOGISTICS
DEVELOPMENT
FORUM**

Logistics Development Forum

Chris Wimsatt recently attended the Logistics Development Forum in Colorado. This program delivered industry leadership and expertise to facilitate a two-way dialogue between economic developers and site consultants focused specifically on the logistics industry and addresses the importance of logistics in a corporation's decision for a new manufacturing, distribution, and/or warehousing location. The event provided opportunities for individual meetings, educational sessions, and a variety of

networking opportunities with peers in a relaxed business setting.



AirVenture OshKosh

TVEDC, in partnership with the DeLand Municipal Airport staff as well as Embry-Riddle, attended the famous EAA AirVenture Air and Tradeshow in OshKosh, Wisconsin. The event draws aviation enthusiasts totaling more than 600,000 from 80 countries to a weeklong event focused solely on the private aviation industry. This year the event pulled in nearly 900 exhibitors and proved to be a target rich environment for the local team.



Satellite 2021

This conference is considered among the globe's most important connectivity technology events. In 2021, SATELLITE Conference and Exhibition celebrated 40 years serving professionals in the commercial satellite and space technology markets from media, government, military, aviation, maritime, automotive, finance, healthcare, and telecommunications fields. SATELLITE provides an essential forum for this dynamic industry, including vital information about new end-user markets, manufacturers, service providers, and integrators. Team Volusia staff participated

virtually this year due to COVID-19 and is looking forward to attending in person in Spring of 2022. Team Volusia staff participated virtually this year due to COVID-19 and is looking forward to attending in person in Spring 2022.



Space Symposium

Held in Colorado Springs, Colorado, the Space Symposium assembles global space leaders to discuss and plan for the future of space and is widely known as the premier, can't miss event in the US for information about and interaction with all things space. This gathering of influential player from all sectors of the space industry is a prime networking opportunity to meet representatives from space agencies, commercial space businesses, cyber security organizations, government organizations, research and development facilities, think tanks, and space technology companies. Team Volusia staff participated virtually this year due to COVID-19 and is looking forward to attending in person in Spring 2022.



C5 Summit 2021

Held in Colorado Springs, Team Volusia's Heather Shubirg, in partnership with the West Volusia Realtors Association, attended the C5 Summit 2021 in New York City this September. The C5 Summit is the United States' premier commercial real estate and economic development event that provides direct access to commercial investors and influential industry leaders primed and ready to make things happen, with three days of networking, learning and deal-making. Shubirg represented Volusia County as one of four panelists speaking on The Future of Sustainability. In addition to the Summit, there was a reception for NYC area consultants and companies to attend presented by Florida, Power & Light, The Florida Realtors Association and Enterprise Florida. There were more than 40 people in attendance for this private networking reception.

NEW INVESTORS

Team Volusia would like to welcome the following companies to our private sector investor community.

Ambassador Level



Wholesale Lighting, Inc.
Rose Ann Tornatore
Owner



DAYTONA BEACH

Hard Rock Hotel Daytona Beach
Amanda Mrozek
Sales Development Manager



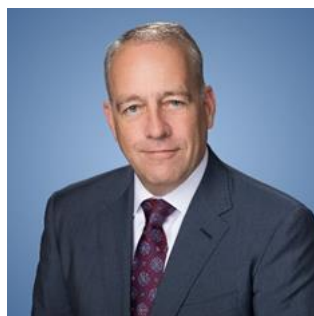
Board Level



R&R Industries, Inc.
Guy Beasley
President



Kingspan
Alswinn Kieboom
President



**We thank the following investors for their
annual renewal and continued support.**





UPCOMING EVENTS

DeLand Sport Aviation Showcase 2021

November 11-13 - Announcing the 5th annual DeLand (Florida) Sport Aviation Showcase at the DeLand Municipal Airport. An interactive trade show for the recreational aviation

community, more than 100 aircraft will be on display. Activities feature Demonstration Flights all day every day, Showcase Flights at 12 noon daily, STOL Exhibition 5:00 p.m. daily, Educational Forums, Keynote Speakers, Hands-On Workshops, Demonstrations, and Special Displays. Exhibits open 9 a.m. to 5 p.m. Thursday through Saturday. Admissions available on-line.



Ho! Ho! Ho!

December 9 - The December Team Volusia Board Meeting with the Chair's Holiday Reception immediately following. The meeting will be held at the Brannon Civic Center in New Smyrna Beach from 3:30 – 4:30 p.m. with the Chair's Holiday reception immediately following. Please be sure to have the assigned

designee (or designated alternate) present at 3:00 p.m. to represent each investor company/organization in the annual investor photo.

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Annual Meeting

January 20 - Team Volusia EDC will hold its 2022 Annual Meeting at Daytona State College in the Mori Hosseini Center on Thursday, January 20, 2022. Registration and Networking from 5:00 – 6:00 p.m., followed by the dinner meeting at 6:15 p.m. Nationally recognized site selector, economic development expert, and author Mark Williams will be the featured speaker. Please click on the link to access the form for current sponsorship opportunities available.

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