



## Q1 2020 QUARTERLY BULLETIN



### **President's Comments**

Welcome to *Team Volusia EDC's Quarterly Bulletin*. When we began compiling information for this inaugural edition of our new quarterly newsletter, our days were filled with travel, renewing contacts, forging new relationships, and managing dozens of projects in our ever-evolving pipeline.

THAT WAS THEN.....THIS IS NOW.

Of course, we wish you, your family and your colleagues the best as we all work together to overcome the coronavirus crisis. While we are complying with national and global guidelines regarding personal contact and travel, we continue to take care of business day-by-day. We are maintaining contact among prospects who have an interest in the Greater Daytona Region and Volusia County and who we hope will visit our community when it is safe to travel.

Here are a few events that have fueled our pipeline. These occurred in the weeks before the coronavirus crisis became a global issue. Now, while economic development forums have been postponed or canceled, we are maintaining contact with prospects via teleconference, internet and other real time communication.

As we are all living in uncertain times right now; we hope by the time the next quarterly newsletter is e-published we will all be back to normal working in our respective offices and meeting with prospective clients. [Please visit our website](#) for access to a wealth of information about COVID-19 and links to sources of that information.

Thank you for your continued support. We wish the best to you and your family for your health and safety during these uncharted times. Meanwhile, please take a moment to read our *Quarterly Bulletin*, which focuses on our recent events dealing with aviation and aerospace as we continue to reach for the stars.

Respectfully,

A handwritten signature in black ink that reads "Keith A. Norden". The signature is written in a cursive, flowing style.

Keith A. Norden, CEcD  
President & CEO

## HIGHLIGHTS



## International Conference & Expo on Advanced Ceramics and Composites

TVEDC Vice President Chris Wimsatt did not have to travel far to man the organization's exhibit at this important high-tech trade show. Held at the Daytona Beach Hilton Oceanfront Resort and the Ocean Center, the event drew more than 1,000 delegates including 299 students, from 37 countries with about 50% coming from outside the United States. Programming included a symposium on ultra-high temperature ceramics and a Pacific Rim engineering summit. Also attending the event were TVEDC President and CEO Keith Norden; CEO Business Alliance President Kent Sharples and Mary Garvin, the organization's Director of Business Development; and Brad Harris of the Volusia County Economic Development Division. Team Volusia and the CEO Business Alliance co-hosted a social event at the Streamline Hotel to welcome delegates to Volusia County.

## Team Florida takes to the ice

The economic development leaders of Team Florida welcomed prospects and corporate decision makers in Washington, DC to an exciting Washington Capitals hockey game. Prospects and guests were entertained at a corporate suite by Team Florida members including representatives of economic development organizations, utility companies, Enterprise Florida and other organizations.



## International Economic Development Council 2020 Leadership Summit

This important annual forum was limited to economic development leaders including certified economic developers.

This year, over 300 participants from the United States, United Kingdom and Canada were in attendance. TVEDC President & CEO Keith Norden was among the attendees for the Tampa event.

## Site Selectors Guild 2020 Annual Conference



Nearly 50 of the nation's leading site selectors gathered at the Site Selectors Guild Annual Conference in Atlanta in March. Site selectors and economic development professionals, including TVEDC President and CEO, Keith Norden. This invitation-only event is a highly coveted networking forum. The theme was *Foreign Direct Investment, Global Trade and the Impact on Site Selection*.



## SmallSat 2020

Silicon Valley was the setting for SmallSat 2020, the world's largest small satellite business conference. Within 10 years non-geostationary satellites, dominated by small satellites, will be responsible for the majority of the satellite industry's revenue.



This industry has a significant and growing presence in Florida's Space Coast and is expected to increase its footprint with investments in Volusia County. TVEDC Vice President Chris Wimsatt attended the event, where discussions of the latest technologies and market dynamics were hot topics. There was also a forum on understanding what it takes to secure market share and take part in the growth of small satellite industries.

## Commercial Space Symposium

TVEDC Executive Vice President Heather Shubirg attended this Washington, DC event along with Volusia County Manager George Recktenwald, County Council Member Deb Denys and Volusia County Director of Aviation and Economic Resources Rick Karl. The event was well represented by people and

organizations serving the commercial space industries, including corporate executives.

## SATELLITE2020

This event brought the satellite-enabled communications ecosystem to Washington, DC for a global event on satellite technology. SATELLITE provides an essential forum in the ever-changing satellite industry including vital information about new end-user markets, applications and technologies including manufacturers, service providers and integrators. TVEDC Executive Vice President Heather Shubirg attended this event, which had to be cut short as the coronavirus crisis emerged as a threat to the United States.



## Annual Meeting caps successful year

More than 270 community leaders gathered at the Mori Hosseini College of Hospitality at Daytona State College to review and celebrate a

successful year of Team Volusia economic development activity. The “Sky’s the Limit” program kicked off with a high-energy video and printed 2019 Annual Report, recapping the year and setting the stage for 2020. Special presentation was made by Team Volusia Treasurer John Olivari to George Mirabal, former president of the Daytona Regional Chamber, for his pioneering work in establishing Team Volusia in 2010. Keynote speaker Scott Henderson offered an overview of aerospace company Blue Origin and spoke of Volusia County’s role in aerospace technologies and commercial space activity. Team Volusia Chairman Charles Duva, M.D. delivered a comprehensive look back and an insightful look ahead. He commented on companies that committed to Volusia County in 2019. They include Future Foods (meat substitutes); Loën Laboratories (refined products for people and animals; Smart Baking Company (smart nutrition food products); Arralis (high-tech communications and radar technologies); Extended Stay America (lodging for business travelers); 1Up Logistics (“last mile” distribution for Amazon); and Amazon.com (regional fulfillment center). Scroll down for recaps of some important outreach initiatives from 2019.





## Team Volusia honored by the Daytona Regional Chamber

Team Volusia was honored with the Daytona Regional Chamber's coveted J. Hyatt Brown Enterprise Award. Adding to the honor is the fact that this is the inaugural edition of the award, and it was presented at the Chamber's 100th Anniversary Annual meeting on January 30, 2020. The presentation was made by business and community leader J. Hyatt Brown and was accepted by Team Volusia Chair Charles Duva, MD and Team Volusia President & CEO Keith Norden. The Chamber's outgoing chairman, Randy Dye, announced the award who was joined by Chamber President Nancy Keefer to be on hand to share the moment.

## Team Volusia March 13, 2020 Board of Directors Meeting Presentations

There were two guest speakers at the March 13th Board meeting. Lindsay Cannon from Quest Site Solutions presented the Quest Property Portfolio Assessment Final Report, which was spear-headed by the TVEDC Real Estate Task Force. Tracy Sharp with Boyette Strategic Advisors presented remotely by video an update on TVEDC's three-year Strategy for Success focusing on outstanding action steps to be completed in 2020.

## NEW INVESTORS

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



**URBANISTA REALTY INC.**  
**URBANISTA**  
LUXURY RENTALS



**REALTY PROS®**  
ASSURED  
[RealtyProsAssured.com](http://RealtyProsAssured.com)

**Urbanista Realty at Ambassador Level, with  
Eva Garcia as the designee.**

Urbanista is a full-service, luxury real estate brokerage and lifestyle company representing clients worldwide. They serve a broad spectrum of properties, including residential, new development, and luxury waterfront.

**Realty Pros Assured at Ambassador Level,  
with Bill Navarra as the designee.**

The Realty Pros Assured team specializes in commercial and residential properties throughout the Greater Daytona Region and Volusia County.

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





## PRESENT DEVELOPMENTS

Volusia County continues to coordinate daily with the Florida Department of Health on the latest information regarding COVID-19. Anyone with questions should call the Florida Department of Health COVID-19 call center at 866-779-6121. The call center is available 24 hours a day, seven days a week. For more, please visit [TVEDC COVID-19 Information and Resources](#)

## UPCOMING EVENTS

The next scheduled Team Volusia EDC Board Meeting is Friday, June 12, 2020 beginning at 8:30 a.m. for registration and networking. The meeting will commence promptly at 9:00 a.m. and we really look forward to seeing you there!

## Contact Us



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