

**Indian River County**  
*Chamber of Commerce*

**Indian River County  
Chamber of Commerce  
Economic Development Division**

**FY 2014-2015 Annual Report  
to the  
Indian River County  
Board of County Commissioners**

December 15, 2015

1216 21st Street, Vero Beach, FL 32960 | Phone: 772-567-3491  
[www.indianriverchamber.com](http://www.indianriverchamber.com)

# **Economic Development Annual Report October 1, 2014 – September 30, 2015**

## **ADMINISTRATIVE**

### **Local Government Funding**

The Indian River County Chamber of Commerce is designated as the primary economic development organization in the county. As such, the Board of County Commissioners has appropriated funds from General Revenue to the Chamber's Economic Development Division (EDD) to conduct economic development activities on their behalf.

In April of each year, EDD submits a detailed budget requesting funds for the upcoming fiscal year through the county's budget process. In fiscal year 2014-15, the County encumbered \$182,198 to the EDD, for reimbursement of eligible expenses. This amount included \$37,500 for a detailed target industry study and action plan.

### **Administrative Costs**

Economic Development administrative costs are shared between county funds and private sector funds. A total of \$86,245 in county funds was expended for administrative costs which include salaries, building insurance, and an annual audit as required by the county. Additional staff plus general overhead costs, such as facility use, office space, and utilities are provided pro bono by the Chamber.

### **Private Sector Funding**

Over the years, the private sector has also invested in economic development. In FY2014-15, \$56,810 was invested in the **Economic Leadership Alliance**. We provide opportunities for our ELA investors to be more engaged. All economic development funds are kept in a separate account from Chamber-generated funds. A complete list of ELA investors is on the following page.

**ELA investors are:**

**Policy Sponsors (\$10,000)**

AT&T Florida

**Chairman Level (\$5,000)**

Florida Power & Light  
Piper Aircraft, Inc.  
Treasure Coast Newspapers

**Corporate Level (\$2,000)**

Donadio & Associates Architects  
Dyer Automotive  
Marine Bank & Trust  
Seacoast National Bank  
TD Bank

**Leadership Level (\$1,000)**

Business Development Alliance  
CenterState Bank  
Coldwell Banker – Ed Schlitt Paradise, Inc.  
Realtors  
Corrigan Ranch

George E. Warren Corp.  
INEOS New Planet BioEnergy  
Northern Trust Bank  
Oculina Bank  
Republic Services  
Wells Fargo

**Supporter Level (\$500)**

Bill Bryant & Associates, Inc.  
Robert Brackett Family Foundation  
CareerSource Research Coast  
Dale Sorensen Real Estate, Inc.  
Disney's Vero Beach Resort  
EGP-The Document Imaging People  
Florida Atlantic University-Harbor Branch  
Oceanographic Institute  
HBS, Inc.  
Huryn Construction

Indian River State College  
Laurel Homes, Inc.  
MBV Engineering, Inc.  
National Bank of Commerce  
Orchid Island Golf & Beach Club  
Proctor Construction Company  
Rossway Swan Tierney Barry  
Schlitt Services  
Spectrum Interior Design  
Sun Aviation

**Friends of Alliance (<\$500)**

Alex MacWilliam, Inc. Realtors  
Boyle & Drake, Inc.  
Brewer International, Inc.  
Carter Associates, Inc.  
Creative Floors Carpet One  
Croom Construction Company  
Hayhurst Land Surveying Inc.  
John's Island Real Estate Company  
Kimley-Horn & Associates, Inc.  
Lambert Commercial Real Estate

New Vision Eye Center  
Northwestern Mutual Life  
Parker Hannifin  
Rogers Brothers Groves, Inc.  
School District of Indian River County  
SLC Commercial-Bird Realty Group  
Strunk Funeral Home  
Jeff and Peggy Thompson  
Vero Beach Municipal Airport  
Vero Millwork, Inc.

## **BUSINESS DEVELOPMENT**

### **Positioning Analysis and Action Plan**

In April 2014, the Chamber's EDD partnered with the Board of County Commissioners to conduct a countywide economic development positioning analysis along with development of a follow-up work plan. The goal was to better position Indian River County in the marketplace - differentiate the county's strengths from those of our competitors, and understand how we are perceived as a business location internally and by those outside our area. Ady Advantage was the selected firm to lead this process and conduct the studies.

The plan includes a detailed positioning statement, providing information on the county's key business location factors, and an "elevator" pitch summarizing the county's attributes for business location and expansion.

The Positioning Analysis and Action Plan was accepted by the County Commission in March 2015. The action plan included six recommended strategies:

- #1 Focus on business retention and expansion (BRE) first
  - #2 Expand the Target Industry Assessment with a more thorough Target Industry Analysis to focus recruitment efforts
  - #3 Refresh the Indian River County brand for economic development purposes
  - #4 Develop a stand-alone economic development website and related collateral materials
  - #5 Provide leadership in the presentation of sites and buildings
  - #6 Continue to support regional economic development efforts
- Items 1, 5 and 6 are continuing initiatives under the EDD marketing plan.

### **Recommendation #2 - Detailed Target Industry**

The Board of County Commissioners approved funding for strategy #2, to conduct a detailed targeted industry analysis and action plan. Numerous conference calls between the consultants, county staff and EDD were held to discuss each section and potential industries to include in the report.

The report was completed in late October 2015. It was presented to the Commission on 12/1/2015 and approved. The report is available for review on the Chamber's economic development [website](#) and the county's Community Development Department [site](#).

As noted in the report, the revised targeted industries are listed below and will be used to better focus our recruitment efforts. The County will maintain the original targeted industries as listed in the county's Comprehensive Plan for incentive purposes.

- Manufacturing
- Professional, Scientific and Technical Services, to include Computer Systems Design Services, and Environmental Consulting Services
- Transportation and Warehousing
- Agriculture, to include Aquaculture Farming, and Crop Services
- Health Care, specifically Specialized clinics

### **Recommendations #3 - Branding Audit and Marketing Plan**

#### **Recommendation #4 – Economic Development Website**

The Commission also agreed to partner with the Chamber in providing partial funding for strategy #3, a branding audit and marketing plan, which is currently underway.

Strategy #4, development of a stand-alone economic development website, is funded by the Chamber's Economic Development Division. This project began in late October.

### **Vero Beach Regional Airport Master Plan**

The ED Director was invited to participate in a series of meetings to provide insight and recommendations to update the Vero Beach Regional Airport Master Plan and Layout Plan. All meetings were open to the public. The airport secured a consultant to facilitate, and develop maps and site plans depicting potential uses to accommodate the future needs of the airport. Recommendations from the countywide positioning analysis, as noted previously, were integrated into the plans. With City Council approval, the final report was submitted to the Federal Aviation Administration.

## Recruitment/Promotion

### Promotional “Thumb” Drives

EDD worked with a local production studio to update the economic development promotional thumb drive, which offers a visual overview of the county’s business environment. EDD arranged for a new voiceover recording, and provided photos and statistical information. The new devices were distributed to County Commissioners, members of the county’s Economic Development Council, commercial realtors and site location consultants. They are included in prospect proposals and follow-up packets to site location consultants, and are distributed at industry trade shows.



### National Site Consultant Events

Site location consultants are invited to serve on speaker panels, providing insight on industry trends, and suggestions on promoting communities for new business. Programs provide opportunities for networking with consultants and economic development colleagues.

- *Area Development* magazine “Site Consultants Forum”
- Southern Economic Development Council (SEDC) “Meet the Consultants”

### Prospect Activity/Customized Assistance

Provided detailed location and demographic information, and hands-on assistance as noted, to the following projects:

- Biomass Genesis – a Palm Beach-based company, proposing to convert former citrus groves into pineapple plantations, and utilizing other parts of the plant for its fiber and potential nutraceutical components. Facilitated a company presentation to the county’s Economic Development Council, and arranged meetings with several local banks to discuss financing alternatives. The company needed 100% financing for their project.
- Enterprise Florida leads:
  - Boat manufacturing company – required 100,000-150,000 square foot facility on the water with 300-800 feet of dockage, expandable to 300,000sf. Access to the ocean with a minimum 6 foot channel depth. Relayed the project to St. Lucie EDC, possibly the Port of Ft. Pierce.
  - Manufacturer of “Retail-Ready” plastic containers - 100,000sf building required, plus enhanced incentives, 100 full time employees within 5

years, including 15 management type positions (\$40,000/year +) and 85 general laborers (\$10/hour average wage).

- In-bound contact center serving a variety of customer types including financial services and medical related services - 50,000sf of space minimum with a required parking ratio of 8:1000, 500+ seat in-bound customer contact center "Plug and Play" space.
- Active Projects:
  - Algae To Omega – convert commercially produced algae into nutraceuticals, oil extracts and animal feed. The company is purchasing the former juvenile corrections facility site (99 acres) south of the county landfill. The CEO anticipates creating 35 new jobs. EDD is working with company executives regarding local incentives.
  - Call center operations – provides telephone, direct mail and social media fund-raising services for associations, political action committees, national political organizations and non-profits. The CEO anticipates creating 20 new jobs, with preference for a more “mature” workforce. The company has two locations outside FL; this will expand their national presence. The ED Director conducted a site tour with the CEO during one of his visits and has provided information on many suitable buildings.
  - Aircraft parts manufacturer from Spain, interested in establishing a presence in the U.S. The company was drawn to Vero Beach, expressing an interest in partnering with Piper Aircraft. Coordinated meetings for company executives – city and county officials, Enterprise FL, a local business owner, and a tour of Piper’s facility. The company anticipates 35-50 new jobs.
  - Agricultural-based research facility in FL is expanding its production operations into Fellsmere, adding up to 200 employees. Arranged for representatives of CareerSource Research Coast and Indian River State College to meet with company officials to explain training programs and funding available.

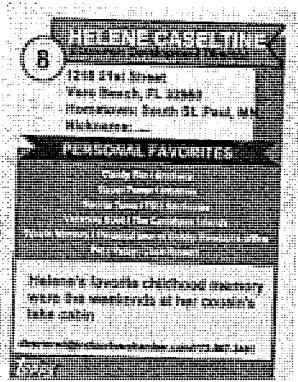
- Team Florida

EDD is a member of Enterprise Florida’s “Team Florida”

Partnership. Team FL Partners are invited to participate in EFI’s site consultant events held throughout the year, including: in-market consultant visits and FL Grapefruit League site consultant tours. The events provide an



opportunity to share location and community information with the consultants in an informal and/or small group settings.



Enterprise FL printed baseball cards for each participant to give to consultants during the Grapefruit League Tours

- Participated in the FL Grapefruit League tour in Orlando. EFI invites 10-12 site location consultants to Florida to attend spring training baseball games, encouraging Team FL partners to participate.
- One of 15 economic developers to participate in the Chicago in-market site consultant event; included small-group meetings with representatives from three firms and an informal networking event.
- Continue partnership with Enterprise FL as a member of the Florida International Trade Partnership (FITP). The network is designed to promote a coordinated approach to trade promotion statewide and includes federal partners, statewide organizations and trade associations. FITP's emphasis is on joint marketing of trade programs, information sharing, trade advocacy and coordination of trade activities.

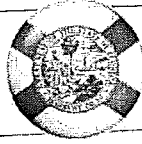
### Print/Electronic Advertising

Purchased print ads in nationally distributed industry focused publications, all of which include electronic links on the publications' websites and distribution at industry-focused trade shows

- *Expansion Solutions* – ½ page ad plus editorial in two issues: Sept/Oct 2014, aviation focus; May/June 2015, FL review
- *Trade & Industry Development* – December 2014, Resource Guide listing; featured agency on publication's website
- *Business Facilities* – ½ page ad in FL section, Nov/Dec 2014, and listing in annual Site Seekers' Guide



## FLORIDA: AEROSPACE FLIES HIGHER, JOBS TAKE OFF



>> Florida is continuing on a path of major economic development begun essentially in 2010, when the recession faded away and more businesses were either resuming their operations or reworking their development objectives. The result has been an explosion in jobs in the state.

Florida Gov. Rick Scott wrote in his monthly newsletter in September that Florida's businesses created more than 20,000 private-sector jobs during the month of August. "In total, more than 940,000 jobs have been created across our state since December 2010, which is great news for Florida families," he wrote.

In addition, Florida's private-sector job growth month-to-month has been positive for 46 consecutive months. The private-sector industries spurring the most jobs over the month in August were education and health services with 14,600 new jobs, leisure and hospitality with 7,800 new jobs, and professional and business services with 3,900 new jobs.

Also in August, Florida's workforce system, which includes the 24 regional workforce boards, reported more than 39,000 Floridians, including 2,174 veterans, were placed in jobs. "We want Florida to be first in the nation for jobs," Scott wrote. "I

believe that we are well on our way to reaching that goal."

In Enterprise Florida's Annual Report, 2013-14, Scott wrote that in addition to good jobs, Florida families want two other things: a good education for their children, and to keep the cost of living low. "That's why we cut \$500 million in taxes and fees for Florida families this past year alone, made historic investments in education, and continue to hold the line on college tuition," Scott wrote in his introduction to the report.

The administration has worked to remove nearly 3,000 regulations on small businesses, and turned a \$3.6 billion state budget deficit into a \$1.2 billion surplus. "While Florida was among the hardest hit states during the recession," Scott wrote, "now Florida's amazing turnaround makes our state a leader in job gains, unemployment rate decline, and growing job demand."

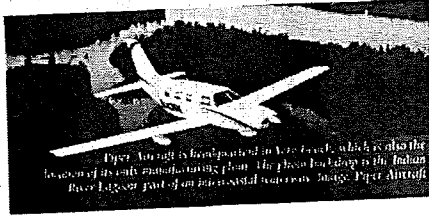
Some of the competitive economic projects that include multiple-year wins: Hertz Corp. (700 new jobs, \$68.75 million in capital investment); Numark Granman Corp. (1,000 new jobs); Navy Federal Credit Union (1,500 new jobs, \$200 million in capital investment); Vertam Wireless (750 new jobs, \$70 million in capital investment); and The Boeing Co. (350 new jobs, \$163 million in capital investment).

**INDUSTRIES AND INNOVATIONS**  
Space and aviation have long had a home in Florida. The state ranks first for aerospace manufacturing attractiveness and is home to more than 470 industry leading corporations.

Embree, one of the world's largest manufacturers of commercial jets, is creating 150 jobs and making a \$3.7 million capital investment in Titusville on Florida's Space Coast. The company recently broke ground on its new Aero Seating Technologies facility, which will house the design, development and production of its executive jet seating solutions.

Embree has already invested more than \$50 million in capital investment in established facilities in the county. In 2014, an \$18,000-square-foot manufacturing and assembly building and associated paint facilities were opened for Embree's Phenom 100 and Phenom 300 aircraft, and later that year, a 58,000-square-foot customer delivery center was added.

Blue Origin, the aerospace company of Amazon's founder and CEO, Jeff Bezos, has selected Florida as the site for the launch, manufacturing and support facilities for its orbital launch vehicle (OLV) program. The project will create 530 new jobs and a capital investment of \$200 million in the region over the next five years. Along with human spaceflight, Blue Origin's vehicles will provide streamlined launch opportunities for satellites and research payloads. The company will refurbish Complex 36 at Cape Canaveral, the site of 145 launches, including the Mariner missions, Pioneer 10 and Surveyor 1 — the first U.S. spacecraft to land softly on the moon. "The Blue Origin spacecraft will be manufactured here and there will be some testing areas as well," says Greg Weiser, senior director of business development for the Economic Development Commission of the Florida's Space Coast.



Piper Arrow II is featured in the Florida, which is also the location of its only manufacturing plant. The plant has been in the Indian River County part of an industrial corridor. Image: Piper Aircraft

- *Business Xpansion Journal* – full-page ads in two issues plus editorial in both: Sept. 2014, Annual Directory plus logistics industry focus and outdoor recreation focus; Nov/Dec 2014, ad plus editorial, "Quality Places/Florida Profile"

- *FL Marlins 2015 Annual Directory* – ½ page ad, promoting the county to 2015 season ticket holders and attendees

### Board Room

(Indian River County, Florida)

It's all here. All year.  
360 days - 365 days a year.  
FL 33912

You work hard - play hard. When the work is done, you want excitement. In Indian River County, Florida, the perfect location for your company. It's all here. All year, enjoy watercraft and either fishing, tennis, or boating. Enjoy all the wonderful golf courses. With the shopping, dining and beaches.

Plus, there's a full service airport and jetport, lots of prime industrial and commercial sites, and easy access and relocation.

For details, contact the Director of Commerce, Economic Development Division, at (888) 987-3441, or visit us at [www.indianrivercountytourism.com](http://www.indianrivercountytourism.com) or [www.indianrivercountytourism.com](http://www.indianrivercountytourism.com)

Indian River County  
FLORIDA

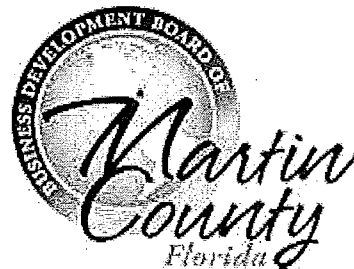
Indian River County is a member of the Florida Department of Economic Development.



**Florida's Research Coast Economic Development Coalition (RCEDC)** began in 1996. It is a 4-county collaboration among the primary economic development organizations in Indian River, St. Lucie, Martin and Okeechobee counties, and the President of CareerSource Research Coast. Partners collaborate to promote the region as a viable business location. The Chamber is one of the founding partners.

**Partnership Activities**

- Met with the *Treasure Coast Newspapers* Editorial Board to discuss policies and procedures associated with local incentives awarded.
- Promoted the region via in-market meetings with site location consultants in Atlanta and Chicago. The group scheduled pre-arranged meetings with six firms in each city. Follow-up information on Indian River County was sent to each consultant.



## BUSINESS RETENTION

- National Aperture – With Commissioner O'Bryan, met with the CEO to discuss local incentives, training programs and hiring resources available, and the potential to find local suppliers. Introduced the CEO to a local manufacturer who could possibly provide necessary parts and machining services. The company manufactures precision micro-apertures used in surveillance equipment on fighter jets, and in the medical industry (spectrometers).
- MWI – Discussed local incentives available for potential expansion of the company's local operations. Based in Deerfield Beach, the company manufactures high efficiency axial and mixed flow propeller water pumps. Its Vero Beach location focuses on pump rental and repair.
- Boston Barricade – Met with the CEO and Executive Vice President to discuss location options as his business expands its local operations. EDD facilitated the company's Local Jobs Grant award in 2011; they have met their goal of 28 new jobs. The company manufactures window barricades used in retail locations throughout the U.S. that are undergoing renovations.

**Boston**  
**BARRICADE**



- Triton Submarines – Discussed potential locations as the business expands its local production, including a visit to the FIT Tracking Station site. Arranged for a company presentation to the County Commission. EDD facilitated the company's Local Jobs Grant award in 2013; they have hired 7 of the anticipated 24 new employees. Triton manufactures two-and-three person submersibles for the yachting and ocean discovery industries.
- Golf Carts of Vero Beach – Met with the owners and toured their facility, discussing location options for their growing business, local incentives available, and financing opportunities.

- PCP Ammunition/Gorilla Ammo – Toured the facility with Commissioner O’Bryan, discussed state and local programs for hiring and training, provided information on the HUB-Zone program. The company manufactures polymer encasings for live ammunition.



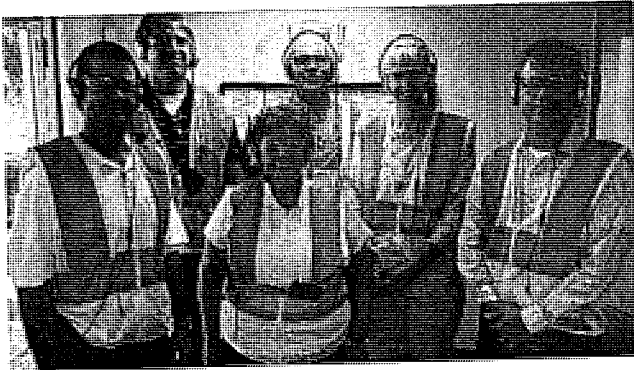
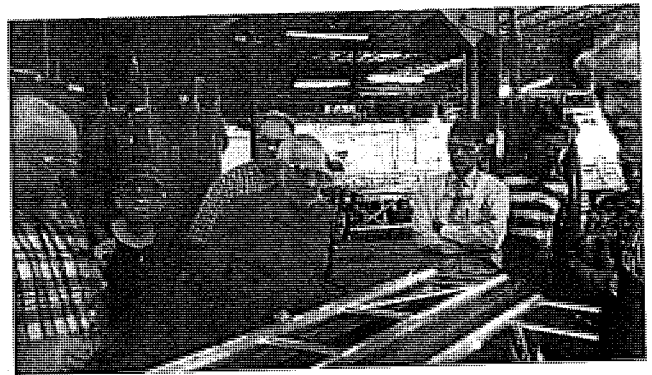
- Arranged a tour of the INEOS New Planet BioEnergy facility for Commissioner Peter O’Bryan, County Administrator Joe Baird, and Vincent Burke with the County Utilities Department. EDD facilitated the company’s Local Jobs Grant award in 2011, and a Tax Exemption award in 2013. The company has filled 50 of the 53 anticipated new jobs.

- Voge Composites – Met with the company President, toured the facility, discussed programs available, including local incentives and hiring resources, as the company grows and adds employees. The company produces braided carbon fiber flyer bows, using ultrahigh modulus epoxy resin, compression molding, and CAD-produced designs.
- Facilitated industry tours to CVS Distribution Center, Riverfront Packing, and Dragonfly Boatworks, a total of 28 residents participated.



*Riverfront Packing (left) and CVS tour (above)*

- In recognition of National Manufacturing Month:
  - Developed and delivered a Proclamation to the Board of County Commissioners recognizing the importance of manufacturing to our economy
  - Coordinated a virtual tour of Dragonfly Boatworks for Vero BuzzTV; the YouTube video includes an interview with the owner
  - Arranged for the CFO of Profold to present information to Charter High School students regarding careers in manufacturing. Profold manufactures machines to handle high-speed mail processing, and magnetic security strips for the credit card and key-card industries.
  - Coordinated industry tours to manufacturers listed below, with a total of 19 residents participating
    - Aluma Tower - manufactures aluminum telescoping towers, shelters and trailer units, much of which is sold to the U.S. government (photo at right)
    - Nylacarb - plastic injection molding
    - Parker Hannifin manufactures industrial hoses used in hydraulics, oil fields, chemicals

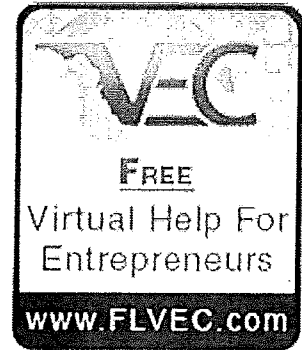


*Tour of Parker Hannifin (left) and Nylacarb (above)*

- Distributed monthly Enterprise FL international trade leads to manufacturers, information on Export Trade Missions, as well as updates from the South FL Manufactures Association.
- Formed a networking group focused on the information technology industry, to discuss issues facing their firms and share ideas and/or resources. The informal group meets on an as-needed basis.

### Small Business Development

EDD partners with the University of Central FL and the FL High Tech Corridor to provide a “FL Virtual Entrepreneur Center” as a direct link on the Chamber website. The program provides local, state and federal resources for start-ups, while offering an opportunity for local businesses to promote their services – all at no cost to the business or the start-up.



### General Business Assistance

Assisted 43 individuals, and those interested in starting a business, with information on local demographics, statistics, and details on establishing a business in Indian River County.

## PROGRAMS

- The Chamber has participated in the **ACCRA Cost-of-Living** survey since 1996, with Chamber volunteers assisting in the data collection. The program compares the relative price levels for 60 consumer goods and services among 300 communities nationwide. The Council for Community and Economic Research (C2ER) produces the *ACCRA Cost of Living Index* report three times per year. The data is used by business executives and site selectors in comparing the cost of business in select communities. The Chamber maintains a cost-of-living calculator on the [Economic Development webpage](#).

ACCRA Cost of Living figures, October 2015	Overall Cost of Living*	Housing Costs	Apt. Rents	Doctor Visit
Indian River County	98.2	\$ 254,734	\$ 771	\$ 92
Ft. Lauderdale, FL	114.0	\$ 447,598	\$ 1,519	\$ 85
McAllen, TX (lowest in U.S.)	77.2	\$ 224,439	\$ 700	\$ 68
Manhattan (highest in U.S.)	223.7	\$ 1,664,829	\$ 4,069	\$ 119
*Based on a national average index of 100.0				

- As a component of our business retention activities, the **Industry Appreciation Awards program** recognizes local companies for their architectural achievements, success within their industry and community involvement.
  - Organized and facilitated the 2015 awards luncheon, with 200 attendees and 20 awards presented
  - Facilitated eight Industry Appreciation Committee meetings
  - Developed and delivered a Proclamation to the Board of County Commissioners recognizing Industry Appreciation Week in Indian River County

*Small, Mid-sized and Large Companies of the Year*



*Small and Mid-sized Manufacturers of the Year*



*Entrepreneur of the Year*

*Latin Business of the Year*



**Property Search Website [www.indianriversites.com](http://www.indianriversites.com)**

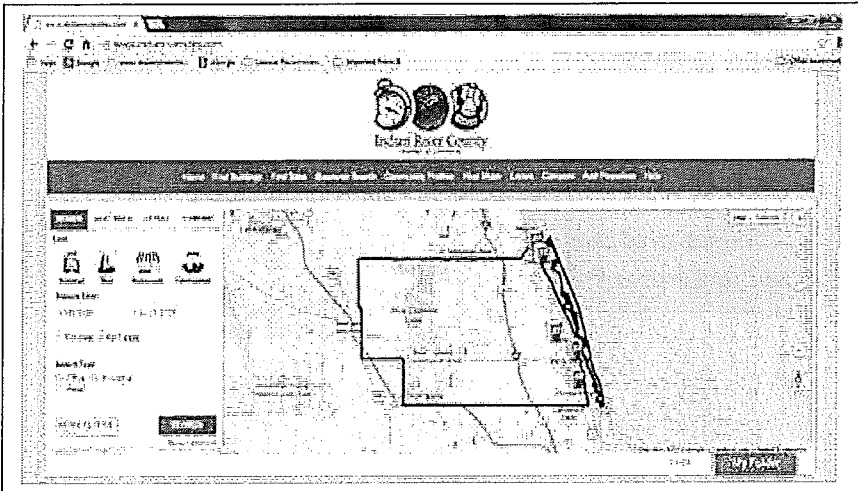
In 2013, FL Power & Light partnered GIS-Planning to offer the primary economic development offices in their region access to ZoomProspector software program. The program is used by site selectors and business executives as they conduct their site location due diligence.

The upgraded site includes heat maps, city-to-city or county-to-county comparisons, and mobile capabilities. An additional "layer" was recently added to locate oil and gas energy pipelines and suppliers.

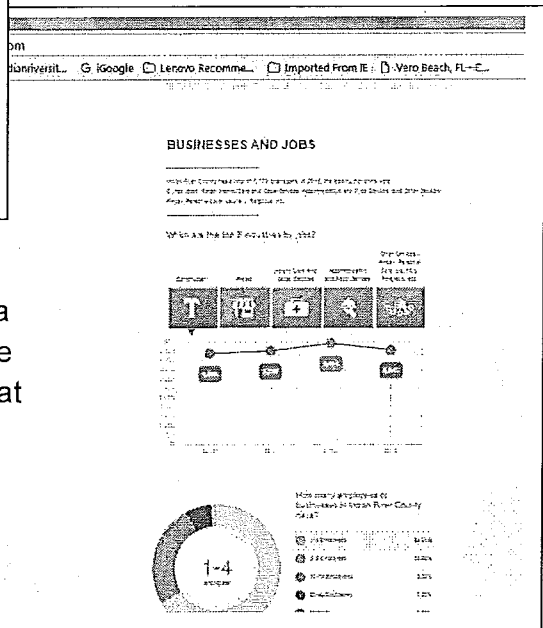
The site has 71 Users (realtors) with 364 properties listed. This service is available to all non-residential realtors who have properties available for lease or for sale in Indian River County. A local volunteer is assisting with notifying realtors that their property listings are soon to expire (current for 6 months).

All buildings over 10,000sf and sites larger than 10 acres are automatically uploaded to Enterprise Florida's property search website.

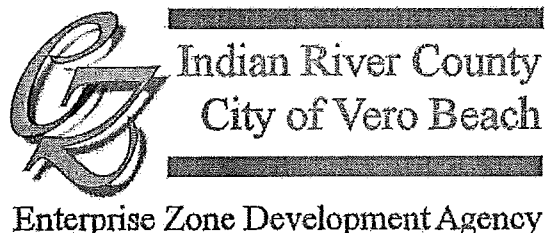
In the period covering 10/1/2013 to 10/1/2014, analytic data demonstrates that there were 4088 searches, including: 1014 property reports, 132 demographic reports, and 357 community profile reports.



The website also provides a host of business intelligence data, both countywide and at the municipal level.







### Enterprise Zone Activities

<u>Refunds Processed</u>	<u>Total Amount Refunded/Credited</u>	<u>Equipment Purchased</u>	<u>New Jobs</u>	<u>Businesses Assisted</u>
2	\$25,962	\$16,535	7	12

The Florida Enterprise Zone Program offered refunds and credits of certain state sales and corporate taxes to encourage private investment with designated geographic areas, those with excessively high unemployment and high poverty rates. The Indian River County/City of Vero Beach Enterprise Zone was a 4.7 square mile area encompassing the Vero Beach Regional Airport and the adjacent Gifford community in unincorporated Indian River County.

EDD administered the local Enterprise Zone program, submitting quarterly activity reports and an annual report to the Board of County Commissioners, Vero Beach City Council, and the Governor's Office.

Leading up to the 2015 Legislative Session, the EDD Director participated in numerous conference calls with the FL Economic Development Council, the FL Department of Economic Opportunity and other enterprise zone coordinators. The goal was to seek legislative support to reauthorize the program for another ten years, emphasizing the importance the program had on recruiting and retaining business.

The ED Director presented information to the local legislative delegation, facilitated a Resolution of Support from the County Commission and City Council, and hand-delivered reauthorization request letters to each member of Legislative Committees that discussed the program's continuance.

Legislators chose not to reauthorize the program. The program will terminate on 12/31/15.

## Communication and Public Relations

### Communication/Presentations

- Planned and facilitated the following workshops:
  - Local Government Procurement
  - “Working with Site Location Consultants”, inviting commercial realtors and property owners
- Guest on:
  - *Vero’s Voice* radio show
  - *Local News Magazine* radio show
  - *Around Town with Marcia Littlejohn* on TV-10
  - *Community Outreach & Public Service (C.O.P.S.)* radio show
  - *The Vero Insider* radio show
  - Conducted four interviews for the “Chamber Buzz” on Vero BuzzTV
- Presentations
  - Leadership Indian River County - Organized “Economic Development and Tourism” Day for 30 participants; included a tour of Piper Aircraft
  - Entrepreneur Summit, Indian River State College - Panel presentation
  - Treasure Coast Builders Council
- Provided content and contact information for articles featured in “*Progress and Innovation*”, a quarterly publication of Treasure Coast newspapers
- Submitted numerous media releases to local and statewide publications and media outlets regarding special events, reports, activities, and other pertinent information. Copies of medial releases are emailed to the Board of County Commissioners.
- Signed a Memorandum of Understanding with the **Small Business Administration District Office**. The EDD assists in promoting SBA programs and events.
- In a partnership with **Sun Aviation**, EDD maintains an economic development display in the company’s main lobby at the Vero Beach Regional Airport, promoting the county for business location to visiting private jet owners and charter flights.



*Janet Ady, of Ady Advantage, addresses participants of the “Working with Site Location Consultants” workshop*