



**Indian River County
Chamber of Commerce
Economic Development
Annual Report
FY2015-16**



FY2015-16 Funding

County Funding = \$163,445

Promoting *all* of the County

- Business Recruitment
 - Retention
 - Expansion
- Entrepreneurship

NOT co-mingled with Chamber funds

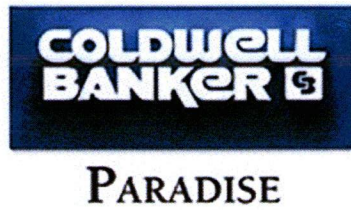
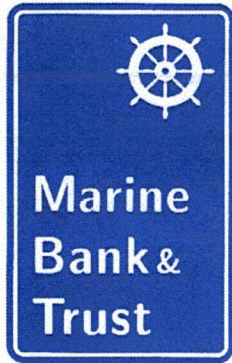


FY2015-16 Funding

Economic Leadership Alliance

Private Sector Funding = \$51,110

**Used ONLY for economic
development purposes**



TCPALM.COM



George E. Warren Corporation



NATIONAL BANK of COMMERCE



Bank

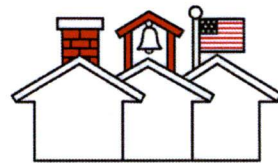
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CareerSource RESEARCH COAST



CenterState BANK



School District of Indian River County



DONADIO & Associates, Architects, P.A.





Return on Investment

- \$3 million invested by the county since 2007
- IRC receives economic benefits **15 times greater** than investments made
- 639 direct and indirect new jobs



Business Development Positioning Analysis

1. Focus on business retention/expansion
2. Target industry analysis
3. Refresh IRC brand and marketing material
4. Develop economic development website
5. Sites and buildings presentation
6. Regional economic development



Business Development

Target Industry Analysis

- Manufacturing
- Professional, Scientific and Technical Services – Computer Design, Environmental Consulting
- Transportation and Warehousing
- Agriculture & Aquaculture
- Specialty Health Care

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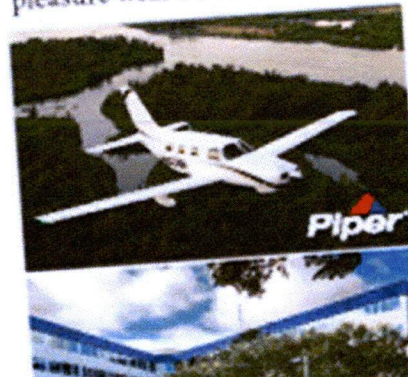
Business Development Branding and Marketing

New collateral
materials:

Industry profile
sheets, community
profile



For those who enjoy this idyllic location year round, the cities of
Vero Beach, Fellsmere & Sebastian
offer the best of both worlds: a desirable location for business and
pleasure with a balance that helps build your business in the sun



Located on the east central coast of Florida midway between Cape Canaveral and West Palm Beach, Indian River County strikes a perfect balance between business and pleasure. Surrounded by miles of pristine beaches, canals, and citrus groves, Indian River County's superb quality of life has attracted innovative businesses and talented professionals from around the country. Advanced industries from aviation to agriculture and emerging tech to healthcare benefit from our low cost of doing business, large, well-trained workforce, and some of the lowest taxes in the nation.

Indian River County has a high concentration of companies in advanced industries such as aviation and aerospace, emerging technologies, agriculture, life sciences, manufacturing, and specialized healthcare. With convenient access to highways, rail, and ports, many transportation and distribution companies have chosen to locate here. With our favorable climate, agriculture



Indian River County's central position on the Florida east coast makes it an ideal location for distribution centers. An excellent transportation network provides direct access to highways, rail, and ports, making it easy to ship products anywhere in the world. All of this in a beautiful location with miles of beautiful beaches, superb cultural amenities, and a climate that makes your annual vacation not only possible, but pleasurable.



POPULATION
147,919

PER CAPITA INCOME
\$18,028

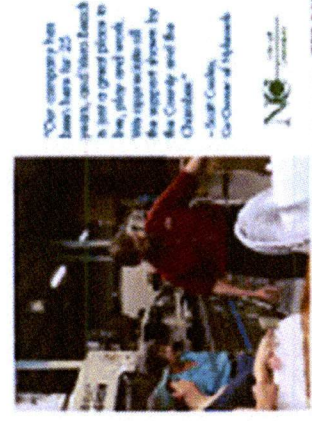
Median U.S. County Income: \$18,028

Indian River County has a thriving and diverse manufacturing industry. Manufacturers benefit from our low cost of doing business, excellent transportation, distribution, and supply chain networks, and some of the lowest taxes in the nation. All of this in an idyllic location with miles of beautiful beaches, superb cultural amenities, and a climate that makes your annual vacation not only possible, but pleasurable.



NO TAXES MEANS YES TO GROWTH!

With no corporate income tax, no temporary tax, no net new business tax, and no sales tax, the lowest income tax in the nation, reduced impact fees for specific industries, and a variety of local and state incentives, Indian River County is a cost-competitive place to grow or expand a business.



"Our company has been here for 25 years, and when I look back, I can't believe how far we've come. We're proud to be a part of the community and support all the great things that are happening in Indian River County and the 'Sunshine State'."

-Scott Conley, Co-Owner of Niblock

INDIAN RIVER COUNTY FLORIDA ECONOMIC DEVELOPMENT

Representative Employers

Company	Industry	Employment
Piper Aircraft	Small Aircraft Manufacturing	950-700
Farmer Stevedore	Industrial Free Manufacturing	30-50
M.A. Reed	Cutting Tool and Die Steel	50-99
General Equipment	Powertrain Valve-Cap Manufacturing	50-99
Remittance of America	Steel Manufacturing	50-99
Non-Mechanics Institute	Machine Shop	25-49
W/Block Corp.	Custom Plastic Injection Molding	25-49
Aluminum Tower Co.	Aluminum Tower Spindle Sizing	25-49
Plastic Corp.	Aluminum Bar Tubing Manufacturing	25-49
Truax Subcontract	Formwork Subcontract for Manufacturing	1-24
Profil, Inc.	Molding Equipment Manufacturing	1-24
LePrestre Aviation	Aviation Products Manufacturing	1-24
Empirey Aerospace	Aviation & Steel Market Craft Manufacturing	1-24
PT Products International	Aviation Manufacturing	1-24



Jobs & Workforce

For visitors to the transportation and distribution sectors, Indian River County offers significant advantages for employers with a great labor and a diverse workforce.

	Indian River County	Alachua	Collier	DeSoto	FLA. AVERAGE
Unemployment Rate	10.1%	10.1%	10.1%	10.1%	10.1%
Population	147,919	100,000	100,000	100,000	100,000
Per Capita Income	\$18,028	\$18,028	\$18,028	\$18,028	\$18,028
Median Household Income	\$18,028	\$18,028	\$18,028	\$18,028	\$18,028
Median Home Value	\$18,028	\$18,028	\$18,028	\$18,028	\$18,028
Median Rent	\$18,028	\$18,028	\$18,028	\$18,028	\$18,028
Median Commute Time	18.0	18.0	18.0	18.0	18.0
Median Age	38.0	38.0	38.0	38.0	38.0

Representative Employers

These employers show that Indian River County is a great location for distributors and logistics.



Training

Indian River State College offers a certificate in commercial vehicle driving. It also partners with SAGE Corporation, the nation's largest operator of professional truck driving schools.

772.567.3491

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ECONOMIC
DEVELOPMENT

Business Development E. D. Website www.indianrivered.com

INDIAN RIVER COUNTY, FLORIDA
ECONOMIC DEVELOPMENT

Let's Connect: 772.567.3491
Email: directored@indianrivered.com

HOME SITE SELECTION BUSINESS ASSISTANCE OUR COMMUNITY NEWS ORGANIZATIONS

Incentives
Target Industries
Workforce Training
Transportation
Local Manufacturers

SITES & BUILDINGS

TARGET INDUSTRIES

VIRTUAL ENTREPRENEUR

Welcome to Indian River County - Vero Beach, Fellsmere, Sebastian - perfectly located for your business.

For those who enjoy this idyllic location year round, Indian River County, Florida offers the best of both worlds: a desirable location for business and pleasure with a balance that helps build your business in the sun.



Business Development Property Search Website www.indianriversites.com

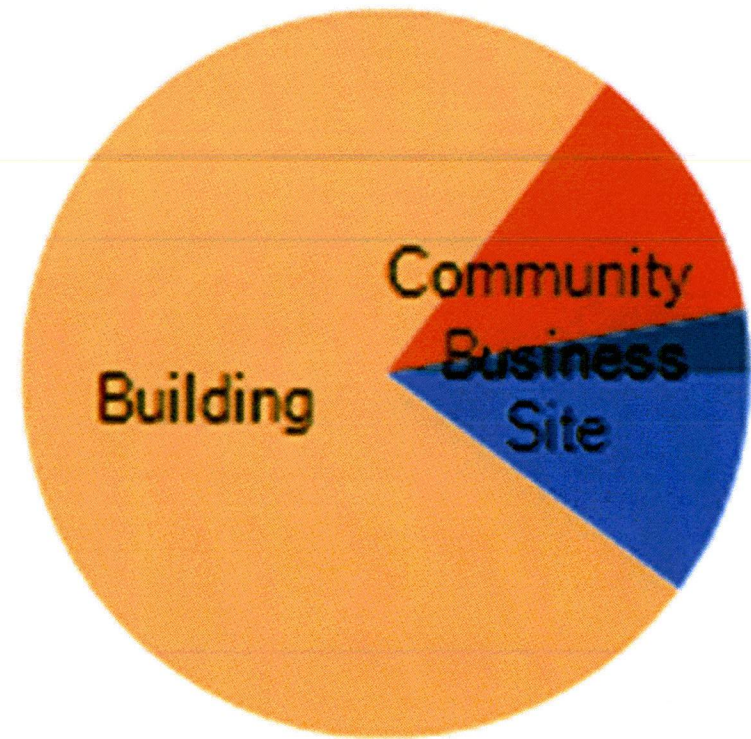
Total Searches: 3,544

Buildings: 2,832

Communities: 351

Sites: 202

Businesses: 129





Labor Force - IRC

Labor Force Report (Indian River County, Florida)

Total Establishments

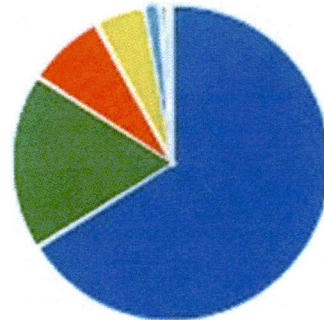
7,635

Total Employees

63,437

Total Establishments by Size (2016)

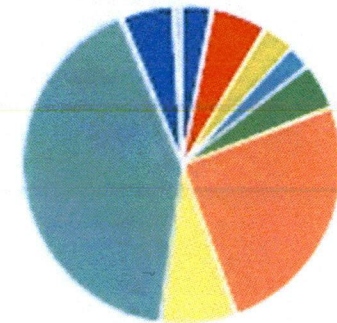
- 1-4 Employees
- 5-9 Employees
- 10-19 Employees
- 20-49 Employees
- 50-99 Employees
- 100-249 Employees
- 250-499 Employees
- 500-999 Employees
- 1000+ Employees



	TOTAL	%
1-4 Employees	5,061	66.29
5-9 Employees	1,366	17.89
10-19 Employees	61	8.00
20-49 Employees	389	5.09
50-99 Employees	119	1.56

Total Employees by Major SIC (2016)

- Agricultural, Forestry, Fishing (SIC Range 01-09)
- Mining (SIC 10-14)
- Construction (SIC 15-17)
- Manufacturing (SIC 20-39)
- Transportation and Communications (SIC 40-49)
- Wholesale Trade (SIC 50-51)
- Retail Trade (SIC 52-59)
- 1 / 2 ▼



	TOTAL	%
Agricultural, Forestry, Fishing (SIC Range 01-09)	1,953	3.08
Mining (SIC 10-14)	22	0.03
Construction (SIC 15-17)	3,600	5.67
Manufacturing (SIC 20-39)	2,025	3.19
Transportation and Communications (SIC 40-49)	1,575	2.48
Wholesale Trade (SIC 50-51)	2,977	4.69
Retail Trade (SIC 52-59)	16,112	25.40
Finance, Insurance And Real Estate (SIC 60-69)	4,896	7.72
Services (SIC 70-89)	26,357	41.55



Business Development Prospect Activity Announced Projects

Parabel Production & Research Facility

- 43 new jobs to start, up to 170 additional
- Average annual wage \$40,000
- \$10-M capital investment
- Facilitated Local Jobs Grant of \$177,000



Business Development Prospect Activity Announced Projects

NY-based wealth management firm

- 25 new jobs - average annual wage of over \$70,000
- Facilitated Local Jobs Grant and FL QTI refund of \$175,000



Business Development

Prospect Activity

Active Projects

- Out-bound call center – 20 jobs
- Aircraft parts manufacturer – 35-50 jobs
- NY-based manufacturer – 40 employees at current location
- Medical device manufacturer/research start-up



Business Development



Referrals

- Project Bing - 60-80 jobs paying \$18,700/year
- Project Luna – gun manufacturer expansion
- Project Gelato – Italian ice cream production facility, 10 jobs



Business Development



Team Florida – Research Coast EDC

- Grapefruit League Tour – East Coast teams
 - Elliott Museum dinner
 - St. Lucie Mets game
 - Tour of Historic Dodgertown

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Business Development Advertising

Expansion Solutions

- Sept./Oct. 2015: Aviation focus, NBAA distribution
- Jan./Feb. 2016: Logistics focus, FL feature
- May/June: Food Processing, Medical Device Manufacturing



Trade & Industry Development

- Sept./Oct. 2015: FL spotlight, manufacturing focus
- Jan./Feb. 2016: Food & Agricultural Related industries
- Mar./Apr.: Corporate headquarters focus
- May/June: Aerospace & Aviation, FL spotlight



PERFECT BALANCE BETWEEN BUSINESS AND PLEASURE!

- Workforce of 630,000 within a 50-mile radius
- Easy access to highways, rail and ports
- Within 3-hours of 7.5 million customers – 30 million within 500 miles
- Tropical climate – no weather delays or downtime in production
- Superb quality of life attracts innovative businesses and talented professionals
- Cost-competitive location to grow or expand a business

Central to where your business needs to be.
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a partnership with the Florida Department of Economic Development

INDIAN RIVER COUNTY, FLORIDA

ECONOMIC DEVELOPMENT



Business Development Recruitment/Promotion

Industry Trade Shows

- Simulation Show
- National Business Aviation Association
- FL Distributors Event in IRC

Site Consultant Events

- *Area Development Consultants' Forum*
- SEDC "Meet the Consultants"



Florida's Research Coast EDC

- 4-county collaboration
- Share resources
- Work *cooperatively* rather than *competitively*
- Connect local companies
- Increase competitiveness of the region



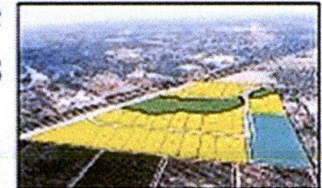
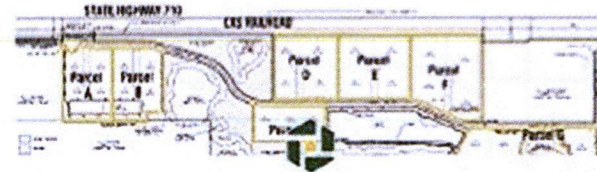
Florida's Research Coast Economic Development Coalition

- In-market meetings with site location consultants in Dallas and Chicago
- Booth at National Business Aviation Association

Treasure Coast Newspapers - 05/22/2016 Copy Reduced to 83% from original to fit letter page

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Research Coast's commerce parks open for business



Western Park in Indiantown offers parcel ready sites ranging from 2 to 15 acres.

The 200-acre Florida Commerce Park in Indiantown offers some of the largest blocks of cost-effective, shovel-ready sites available in the region.

By Richard Westlund
For the Treasure Coast Newspapers

TREASURE COAST — On Nov. 12, Skyfarm Strategic Capital broke ground on Florida Commerce Park, a 200-acre industrial development in Indiantown. "Industries locating in our park will be extremely well situated to immediately capitalize on regional and international trade growth," said Jonny Shapiro, director of corporate real estate development for the Miami-based company.



The Treasure Coast Commerce Center's third phase gave it a jump to the Florida Turnpike and Interstate 95, plus the industrial park has special access rights to the International Waterway.

Shovel-ready parks

Martin County economic development leaders and public officials hope the "shovel-ready" industrial park will appeal to distribution, manufacturing and logistics companies seeking a secure, inland location.

"It's very difficult to find large industrial tracts in South Florida," said Tim Douglas, executive director, Business Development Board of Martin County (BDBMC). "We expect a great deal of interest from regional and international companies wanting several acres for build-to-suit facili-

ties."

Extensive portfolio

The Indiantown development is the latest addition to the Research Coast's extensive portfolio of commercial and industrial parks. Located along the I-95 corridor, on east-west highways and near re-

gional airports, more than a dozen large-scale business parks and many mid-to-small-scale sites are open for business.

"We have the land, the workforce and the amenities," said Indiantown, economic development director, Indian River Chamber of Commerce in Vero Beach.

Transportation is one of the region's biggest advantages. Indian River, St. Lucie and Martin counties are located midway between the state's urban population centers in South and Central Florida.

Target industries

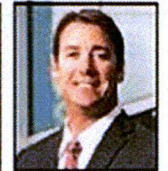
"We have just finished a target industry study, and

It's very difficult to find large industrial tracts in South Florida. We expect a great deal of interest from regional and international companies wanting several acres for build-to-suit facilities."

Tim Douglas, executive director, Business Development Board of Martin County



Historic Creative accepts the development of the Indian River County Chamber of Commerce



Tim Douglas, executive director, Business Development Board of Martin County

warehouse and manufacturing operations are high on the list," Casakine said.

For example, CVS has a major distribution facility in Indian River Industrial Park on S.R. 60 west of I-95 in Vero Beach. The commerce park has space to accommodate up to 1 million square feet of commercial space for build-to-suit or multi-tenant facilities.

To the north in Melbourne is the Courtyard property, one of the largest available tracts on the Treasure Coast. Located on both sides of I-95, the 450-

acre site is zoned for commercial, agricultural and residential development. Near the U.S. 1 corridor, both Vero Beach Regional Airport and Sebastian Municipal Airport have commercial space, and Vero's 45th Street Industrial area has about 44 acres zoned for light industrial use.

St. Lucie County has 20 industrial sites zoned for industrial, light industrial, medical, business park, office, R&D, commercial, distribution and mixed uses.



Business Retention

Industry Tours

- 3 Industry Tours, 33 participants
- CVS Distribution Center (2 tours)
 - Schact Groves



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Business Retention

National Manufacturing Month

- Proclamation to BCC
- Roundtable discussion between educators and manufacturers
- Industry tours for teachers in Career & Technical Education





Business Retention Industry Appreciation

*Small, Medium and
Large Companies of the Year:*

- Coordinated
Annual Industry
Appreciation
Awards luncheon
- 20 awards
 - 200 attendees
 - BCC Proclamation



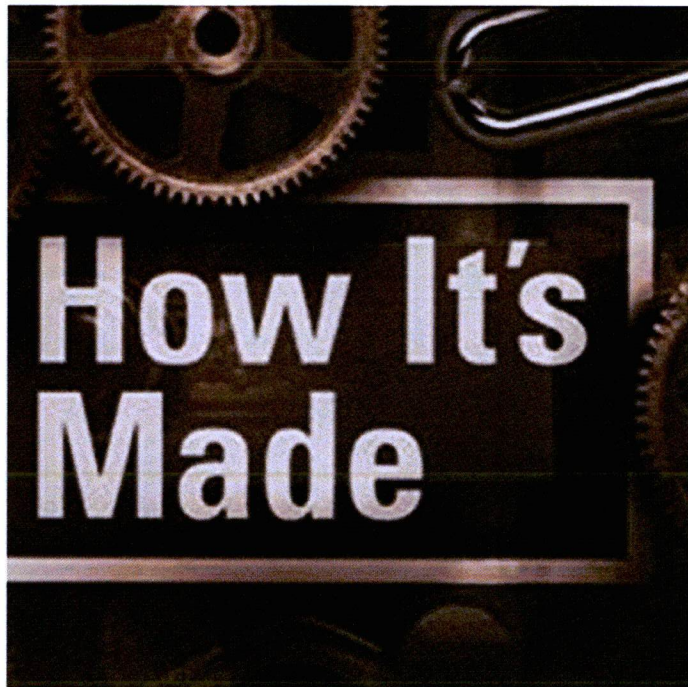
"The Friendly Bank"





Business Retention

Facilitated “How It’s Made” Crew for
Filming at Girard Equipment, aired on
Discovery Channel



GIRARD
EQUIPMENT USA



Business Retention Government Contracting

- Partner with Space Coast EDC
- One resource for federal, state, local governments
- Free to local manufacturers and Chamber members

www.indianriverbids.org



Small Business Development

Partnership with the University of Central FL and the FL High Tech Corridor “FL Virtual Entrepreneur Center”

- Resources for start-ups
- Promotes local businesses
- Direct link on e.d. website



www.flvec.com/indianriver.com



Programs

ACCRA Cost-of-Living Survey

October 2016	Overall Index*	Housing Costs	Apt. Rents	Gas Prices
Indian River County	96.6	\$276,142	\$801	\$2.15
Ft. Lauderdale, FL	114.7	\$495,620	\$1,733	\$2.16
McAllan, TX (lowest)	76.4	\$230,300	\$600	\$1.97
Manhattan, NY (highest)	232.0	\$1,672,500	\$4,330	\$2.18
<i>*Based on a national average index of 100.0</i>				



Communication and Public Relations Presentations

- Leadership Indian River County
- Exchange Club of Vero Beach
- Rotary Club of Vero Beach
- United Against Poverty “Symposium on Poverty”
- Interview for Vero Beach Regional Airport Promotional Video



Communication and Public Relations

- Provide content and contact information
- Submit numerous media releases to local and statewide media outlets





Communication and Public Relations

Committee Involvement

- Moonshot Moment
- TC Regional Planning Council/CEDS
- CareerSource Research Coast
- School District Career & Technical Education Committee
- Historic Downtown Vero Beach E. D. Zone Advisory Committee

Guest on:

- WTTB Local News Magazine
- Rhett Palmer *Live*
- David Walsh Radio



***Thank You for Your
Continued Support!***
