



Agenda Report

2725 Judge Fran Jamieson
Way
Viera, FL 32940

New Business - Miscellaneous

I.3.

5/7/2024

Subject:

Grant Agreement between Brevard County and the Economic Development Commission of Florida's Space Coast, Incorporated (EDC).

Fiscal Impact:

The fiscal impact associated with this request is ~~up to~~ \$1,400,050 of general fund revenue.

Dept/Office:

District 5 Commission Office

Requested Action:

The EDC is requesting that the Board of County Commissioners approve a one-year Grant Agreement between Brevard County and the EDC at the restored grant amount of \$1,400,050 for FY 2024/2025.

Summary Explanation and Background:

As provided for in the proposed Grant Agreement, the grant funds provided to the Economic Development Commission are to be exclusively for the EDC's efforts to retain existing businesses in Brevard County and to attract new businesses to the County.

The grant funds are given to enhance the Economic Development Commission's programs of work and strategic goals to improve the economic growth and stability of Brevard County. Use of grant funds must focus on:

- 1) Providing assistance to companies that are interested in investing in the County through relocation, retention and/or expansion of their businesses in the County.
- 2) Marketing the County and promoting its competitive advantages to targeted business industries through multiple outlets and trade missions.
- 3) Creating and distributing materials and publications with relevant and timely economic and demographic data for use by the business community.
- 4) Working with elected officials and community partners to develop a competitive business environment in the County.
- 5) Identifying and providing resources designed to expand opportunities for existing manufacturing and high tech businesses in the county.

On September 5, 2023, the Board of County Commissioners reduced the grant amount for the EDC by 10%. After meeting with the Economic Development Commission and reviewing their accomplishments during FY 2023/2024, the EDC is requesting that the Board reinstate the original grant agreement amount of \$1,400,050 commencing October 1, 2024, as provided within the attached one-year grant agreement.

~~approve a one-year Grant Agreement between Brevard County and the EDC with one of the following options:~~

- ~~1. At the restored amount of \$1,400,050;~~
- ~~2. At the current amount of \$1,260,450; or~~
- ~~3. Any other direction, as provided by the Board.~~

Approving a one-year grant agreement provides for the continued funding for the EDC for FY 2024/2025 and the opportunity for the new Board that sits in November 2024 the opportunity to establish their priorities.

Clerk to the Board Instructions:



Kimberly Powell, Clerk to the Board, 400 South Street • P.O. Box 999, Titusville, Florida 32781-0999

Telephone: (321) 637-2001

Fax: (321) 264-6972

Kimberly.Powell@brevardclerk.us

May 8, 2024

M E M O R A N D U M

TO: Frank Abbate, County Manager

RE: Item I.3., Grant Agreement between Brevard County and the Economic Development Commission of Florida's Space Coast, Incorporated (EDC)

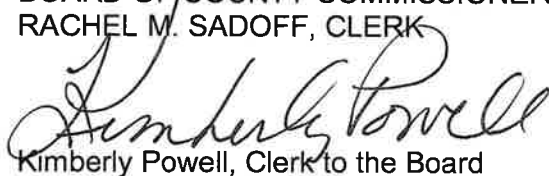
The Board of County Commissioners, in regular session on May 7, 2024, approved a one-year Grant Agreement between Brevard County and the EDC at the restored grant amount of \$1,400,050 for Fiscal Year 2024-2025. Enclosed is the executed Agreement.

Upon execution by the EDC, please return a fully-executed Agreement to this office for inclusion in the official minutes.

Your continued cooperation is always appreciated.

Sincerely,

BOARD OF COUNTY COMMISSIONERS
RACHEL M. SADOFF, CLERK



Kimberly Powell, Clerk to the Board

/ds

Encl. (1)

cc: Commissioner Steele
County Attorney
Finance
Budget

GRANT AGREEMENT
BETWEEN BREVARD COUNTY AND
THE ECONOMIC DEVELOPMENT COMMISSION

THIS GRANT AGREEMENT (hereafter referred to as the "Agreement") is entered into by and between the following Parties: BREVARD COUNTY, a political subdivision of the State of Florida (hereafter referred to as the "COUNTY"), and THE ECONOMIC DEVELOPMENT COMMISSION OF FLORIDA'S SPACE COAST, INC., a Florida Not-for-Profit Corporation (hereafter referred to as the "Economic Development Commission");

RECITALS

WHEREAS, the Board of County Commissioners has assigned the County Manager and his/her designated staff to function as the economic development agency for the COUNTY with legal assistance from the County Attorney; and

WHEREAS, under section 125.045(3), Florida Statutes, the COUNTY is authorized to make grants to private enterprises for the expansion of businesses existing in the community or the attraction of new businesses to the community; and

WHEREAS, the Economic Development Commission is a private, not-for-profit corporation engaged in the activity of attracting new business investment, retaining and expanding existing businesses, and encouraging entrepreneurship to and in all communities and jurisdictions within the County, including the 16 municipalities, the unincorporated area, the Melbourne International Airport Authority, the Titusville-Cocoa Airport Authority, the Canaveral Port Authority, and military installations; and,

WHEREAS, the Economic Development Commission has a focus on the manufacturing and high tech industry, which advances growth in corporate investment, job creation and business sustainability for the long-term vitality of the county economy through the direct and indirect impact associated with the investment of businesses within our community; and

WHEREAS, economic development efforts within a community must include a wide range of programs and resources to compete globally.

NOW, THEREFORE, in consideration of the following covenants and provisions, the Parties agree as follows:

1. **Recitals.** The Recitals above are true and correct and incorporated by this reference.

2. **Grant.** As authorized by section 125.045(3), Florida Statutes, the COUNTY agrees to provide a grant to the Economic Development Commission in the amount of \$1,400,050.00 (One Million Four Hundred Thousand and Fifty Dollars and no/100). This initial grant amount is for the fiscal year beginning October 1, 2024 and ending September 30, 2025. Payments shall be made on a quarterly pro-rated basis on or before October 10, January 10, April 10, and July 10.

3. **Use of Grant Funds.** The COUNTY grant funds provided to the Economic Development Commission shall be used exclusively for Economic Development Commission efforts to retain existing businesses in Brevard County and to attract new businesses to the County.

a. The grant funds are given to enhance the Economic Development Commission's programs of work and strategic goals to improve the economic growth and stability of Brevard County. Use of grant funds must focus on:

- (1) Providing assistance to companies that are interested in investing in the County through relocation, retention and/or expansion of their businesses in the County.
- (2) Marketing the County and promoting its competitive advantages to targeted business industries through multiple outlets and trade missions.
- (3) Creating and distributing materials and publications with relevant and timely economic and demographic data for use by the business community.
- (4) Working with elected officials and community partners to develop a competitive business environment in the County.
- (5) Identifying and providing resources designed to expand opportunities for existing manufacturing and high tech businesses in the county.

b. **Specific Annualized Work Plan.** The work plan for Fiscal Year beginning October 1, 2024 is attached as Exhibit B and incorporated by this reference.

c. Notwithstanding anything herein to the contrary, the Parties agree the Economic Development Commission has discretion to use grant funds for administration, travel, office expenses, salaries or other expenses directly related to the Economic Development Commission's program of work involving the retention or expansion of existing businesses and attraction of new businesses within the county.

4. Term; Termination and Survival.

- a. Unless terminated earlier in accordance with its terms, the term of this Agreement is one year, beginning on October 1, 2024 and ending on September 30, 2025.
- b. At the option of a non-defaulting Party and in accordance with its terms, this Agreement may be terminated for cause in the event the other Party is in default.
- c. Sections 3, 7, 8, 9, 11 and 12 shall expressly survive termination or expiration of this Agreement to the extent necessary to fully comply with the provisions of this Agreement.
- d. Termination or expiration of this Agreement shall not affect any other rights of either Party which may have vested or accrued up to the date of such termination or expiration.

5. Indemnification.

- a. The Economic Development Commission shall be fully liable for the actions of its agents, employees, partner, or subcontractors and shall fully indemnify, defend and hold harmless the COUNTY and its officers, agents and employees, from suits, actions, damages, and costs of every name and description arising from or relating to:
 - i. Bodily injury, property damage, personal injury, and damage to real or personal tangible property alleged to be caused in whole or in part by the Economic Development Commission, its agents, employees, partner or subcontractor;
 - ii. the Economic Development Commission's breach of this Agreement or the negligent acts or omissions of the Economic Development Commission.
- b. The Economic Development Commission's obligations under the preceding paragraph with respect to any legal action are contingent upon the COUNTY giving the Economic Development Commission: (1) written notice of any action or threatened action; (2) the opportunity to take over and settle or defend any such action at the Economic Development Commission's sole expense; and (3) assistance in defending the action at the Economic Development Commission's sole expense. The Economic Development Commission shall not be liable for any cost, expense, or compromise incurred or made the COUNTY in any legal action

without the Economic Development Commission's prior written consent, which shall not be unreasonably withheld.

- c. Nothing herein shall constitute a waiver by the COUNTY of its sovereign immunity or the provisions of section 768.28, F.S. Further, nothing herein shall be construed as consent by the COUNTY to be sued by third parties in any matter arising out of any contract or this Agreement.
- d. No provision in the Agreement shall require the COUNTY to hold harmless or indemnify the Economic Development Commission, insure or assume liability for the Economic Development Commission's negligence, waive the COUNTY'S sovereign immunity under the laws of Florida, or otherwise impose liability on the COUNTY for which it would not otherwise be responsible.

6. Insurance Requirements. At all times during the Agreement, the Economic Development Commission, at its sole expense, shall maintain insurance coverage of such types and with such terms and limits described below. The limits of coverage shall not be interpreted as limiting the Economic Development Commission's liability and obligations under the Agreement. All insurance policies shall be through insurers licensed and authored to issue policies in Florida. The minimum insurance requirements applicable to this Agreement are:

- a. Commercial General Liability - the contractor must secure and maintain a policy including bodily injury, property damage, products liability, completed operations, and personal and advertising liability, with a limit of not less than \$1 million per occurrence/\$2 million general aggregate for claims arising from the services, products and operations completed under the contract. The policy shall be endorsed to include Brevard County (Brevard County, FL) as additional insured with respect to liability arising out of the activities and/or services performed by or on behalf of the Economic Development Commission.
- b. Auto Liability Insurance - which includes coverage for all owned, non-owned, and rented vehicles with a One Million Dollars combined single limit for each occurrence, if applicable.
- c. Worker's Compensation – the insurance required by this section shall comply with the Florida Worker's Compensation Law and include employer's liability insurance with limits of not less than those required by the State of Florida or local jurisdiction, whichever is higher.

- d. **Professional Liability Coverage:** Professional (E&O) Liability must be afforded for negligent or intentionally wrongful acts for not less than \$1,000,000 for each claim. If any of the required policies provide coverage on a claims-made basis:
- The retroactive date must be shown and must be before the date of the contract or the beginning of the contract work.
 - Insurance must be maintained, and evidence of insurance must be provided for at least five (5) years after the completion of the contract work.
 - If coverage is canceled or non-renewed, and not replaced with another claims-made policy form with a retroactive date prior to the contract effective date, the CONTRACTOR must purchase "extended reporting" coverage for a minimum of five (5) years after completion of the contract work.

Insurance Certificates: The Agency shall provide the County with Certificate(s) of Insurance on all the policies of insurance and renewals thereof in a form(s) acceptable to the County. The Certificates of Insurance shall indicate that the policies (except professional liability) have been endorsed to cover Brevard County (Brevard County, FL) as an additional insured (a waiver of subrogation in lieu of additional insured status on the Workers' Compensation policy is acceptable) and that these policies may not be canceled or modified without thirty days prior written notice being issued by the insurer to the County. The AGENCY is also responsible for providing the COUNTY with thirty days prior written notice of any change or cancellation of the policies.

7. Public Records. The COUNTY and Economic Development Commission acknowledge that the Economic Development Commission is a private corporation and may be subject to Florida's Public Records law for various actions undertaken as part of this Agreement and shall follow the requirements of Chapter 119, Florida Statutes, and the requirements at Exhibit C, which is attached and incorporated by this reference.

- a. The COUNTY and Economic Development Commission acknowledge that the Board of County Commissioners has designated the County Manager and his/her designees as the economic development agency for the County, for the purposes of COUNTY Projects and applicability of the provisions of section 288.075, Florida Statutes.
- b. When the Economic Development Commission is working on a COUNTY Project, all records related to the Economic Development Commission's work on that project in coordination with the Economic Development Commission's private business client and

the COUNTY are deemed to be public records available for inspection by any person, unless those records are otherwise exempt or confidential under Florida Public Records law.

c. For purposes of this Grant Agreement, a "County Project" is defined as a project:

- i. where employees or officials of County government, or of any special district dependent to County government, have received a written request from a private business for a confidentiality/non-disclosure exemption in accordance with the provisions of section 288.075, Florida Statutes; or
- ii. where a business has filed a written request for one or more County economic incentives to induce that business to locate, expand or relocate in the County, regardless of whether the business has submitted a request for confidentiality under the provisions of section 288.075, Florida Statutes. Such incentives may include, but are not limited to, ad valorem tax exemptions; cash grants; or lease or conveyance of county-owned property.

The term "County Project" shall not include any EDC activities involving private companies, municipal corporations, airports, ports, chambers of commerce or other private organizations, but not involving the County.

8. Economic Development Commission's Ad Valorem Tax Exemption Advisory Role. The parties acknowledge and agree that the Economic Development Commission has no approval or decision-making authority in County government other than acting in an advisory capacity solely for the purpose of reviewing ad valorem tax exemption applications, in which circumstances the Economic Development Commission is responsible for that function, and must advertise and conduct public meetings in accordance with chapter 286, Florida Statutes (the Florida Sunshine Law). Any record or document generated as a result of the Economic Development Commission's activity in an advisory capacity related to the review of ad valorem tax exemptions shall be deemed public record and open for public inspection, unless otherwise exempt or confidential under Florida law.

9. Reporting Requirements. In performance of this Agreement, the Economic Development Commission shall keep books, records, and accounts of all County Projects, in compliance with generally accepted accounting procedures. All such documents for County Projects shall be open to inspection by the County during regular business hours, and shall be retained by the Economic Development Commission for a period of five (5) years after termination of this Agreement, unless returned to the County Manager upon completion of the Agreement.

a. Public Access to Certain Reports. The Economic Development Commission will post the following reports and financial documents on the website SpaceCoastEDC.org:

- (1) Annual Financial Audit
- (2) County Grant Annual Executive Report
- (3) County Grant Annual Financial Report
- (4) Quarterly Management Metrics Report
- (5) Return on Investment Study
- (6) Organizational Chart

b. Annual Report: Prior to November 30, 2025, in compliance with section 125.045(4), Florida Statutes, the Economic Development Commission shall submit a report to the Board of County Commissioners setting forth as to County Projects, the specific use of Grant funds and the specific results of the Economic Development Commission's efforts on behalf of the COUNTY in retaining existing businesses, attracting new businesses, or relocating businesses from other areas during FY 2024/25. The portion on the specific use of grant funds will include the information contained at Exhibit A. The COUNTY shall file a copy of the report with the Office of Economic and Demographic Research and post a copy of the report on the COUNTY's website.

c. Annual Audit. Prior to March 1, 2026, the Economic Development Commission agrees to provide a copy of its FY 2024/25 annual audit of its financial records and operations conducted by a certified public accountant.

d. County Grant Bi-Annual Financial Report: Prior to April 30, 2025 and October 30, 2025, the Economic Development Commission will furnish this additional report to the Brevard County Manager specific to the use of COUNTY Grant Funds. This Financial Report will include the information contained in Exhibit A. To the extent that the information is not exempt, or confidential and exempt, under section 288.075, Florida Statutes or any other provision of law, the Economic Development Commission shall report the total amount of COUNTY Grant Funds expended in the following manner:

- (1) Advertising expenses
- (2) Economic development client projects incentives, including the funding provided to each private and public sector recipient of funds

(3) A list of each event held by the Economic Development Commission including the number of participants per event, and a detailed list of expenditures including, but not limited to:

- i. Food and beverages
- ii. Facility rental
- iii. Sporting event tickets
- iv. Entertainment

(4) Travel expenditures including, but not limited to

- i. Names of travelers
- ii. Destination
- iii. Event/s attended
- iv. Total travel reimbursement for each trip

(5) Lobbying organizations including, but not limited to

- i. Name of lobbying group
- ii. Expenditures per individual lobbyist

(6) A list of all employees by name, and title

(7) Total compensation paid to all employees

(8) Individual compensation for President & CEO and Senior Director(s) including:

- i. Salary
- ii. Bonuses
- iii. Stipends and/or allowances

(9) Reimbursements to each board member, respectively, by name and nature of reimbursement

10. Effective Date; Prior Agreements Superseded; Authority. All prior agreements between the Economic Development Commission and the COUNTY are superseded and rendered inoperative as of the effective date of this Agreement. This Agreement is effective on the date the last Party executes the Agreement below. The Parties warrant that each is possessed with all requisite lawful authority to enter into this Agreement, and the individual executing this Agreement is possessed with the authority to sign and bind each Party, respectively. This

Agreement is binding upon the successors of the Parties. This Agreement may be executed in counterparts, all of which, taken together, shall constitute one and the same Agreement.

11. Default Triggers and Specific Remedies.

a. Either Party is in default of this Agreement if the Party materially breaches any covenant contained in this Agreement and such breach has not been corrected or cured within thirty (30) days after written notice thereof.

b. The Economic Development Commission's remedy for default by the COUNTY shall be a claim for the funds for which the COUNTY's obligation to pay has ripened by virtue of the Economic Development Commission's compliance with all conditions precedent established under the terms of this agreement. Such claims do not include consequential or special damages, and shall not exceed the total Economic Incentive Award.

c. Unless otherwise extended in writing by the COUNTY, the Economic Development Commission's failure to meet all terms and conditions of this Agreement by the time provided herein shall release the COUNTY of all obligations created under this Agreement.

d. The COUNTY's remedies for default by the Economic Development Commission shall include, but shall not be limited to, a claim for reimbursement under the terms specified in this Agreement, if any funds have been extended by the COUNTY to the Economic Development Commission.

e. In the event that the reimbursement imposed in 9.d. requires the Economic Development Commission to reimburse to the COUNTY all or a portion of the grant, such reimbursement shall be immediately due and payable and the Economic Development Commission shall pay to the COUNTY the applicable funds by cashier's check or wire transfer of immediately available funds to an account designated by the COUNTY within ten (10) business days after the COUNTY delivers to the Economic Development Commission written notice of such request for repayment.

12. Attorney Fees and Expenses. Should either Party prosecute any action in connection with this Agreement for collection of payments due under this Agreement or the enforcement of performance or observance of any obligation or agreement herein contained, each Party shall bear its own attorney's fees and costs, including expert witness fees, if any. BOTH PARTIES AGREE TO WAIVE ANY RIGHT TO JURY TRIAL AND THAT ANY TRIAL SHALL BE NONJURY.

13. Modification. This Agreement may not be changed or modified except by written instrument signed by both of the Parties.

14. Employment Eligibility Verification (E-Verify).

a. The Economic Development Commission shall utilize the U.S. Department of Homeland Security's E-Verify system to verify the employment eligibility of all new employees hired by the Economic Development Commission during the term of the contract. Upon Request, the Economic Development Commission shall provide acceptable evidence of their enrollment. Acceptable evidence shall include, but not be limited to, a copy of the fully executed E-Verify Memorandum of Understanding for the business.

b. The Economic Development Commission shall expressly require any subcontractors performing work or providing services pursuant to this Contract to likewise utilize the U.S. Department of Homeland Security's E-Verify system to verify the employment eligibility of all new employees hired by the subcontractor during the term of this Contract.

c. The Economic Development Commission agrees to maintain records of its participation and compliance with the provisions of the E-Verify program, including participation by its subcontractors as provided above, and to make such records available to the COUNTY consistent with the terms of the Economic Development Commission's enrollment in the program. This includes maintaining a copy of proof of the Economic Development Commission's and any subcontractors' enrollment in the E-Verify Program.

d. Compliance with the terms of this section is made an express condition of this Contract and the COUNTY may treat a failure to comply as a material breach of this Contract.

e. A contractor who registers with and participates in the E-Verify program may not be barred or penalized under this section if, as a result of receiving inaccurate verification information from the E-verify program, the contractor hires or employs a person who is not eligible for employment.

f. Nothing in this section may be construed to allow intentional discrimination of any class protected by law.

15. Scrutinized Companies.

a. The Economic Development Commission certifies that it and its subcontractors are not on the Scrutinized Companies that Boycott Israel List. Pursuant to Section 287.135, Florida Statutes, the COUNTY may immediately terminate this Contract at its sole option if the Economic Development Commission or its subcontractors are found to have submitted a false certification; or if the Economic Development Commission, or its subcontractors are placed on the Scrutinized Companies that Boycott Israel List or is engaged in a boycott of Israel during the term of this Contract.

b. Pursuant to Section 287.135, Florida Statutes, the COUNTY may immediately terminate this Contract at its sole option if the Economic Development Commission, its affiliates, or its subcontractors are found to have submitted a false certification; or if the Economic Development Commission, its affiliates, or its subcontractors are placed on the Scrutinized Companies that Boycott the Scrutinized Companies with Activities in Sudan List, or Scrutinized Companies with Activities in the Iran Petroleum Energy Sector List, or engaged with business operations in Cuba or Syria during the term of the contract.

c. The Economic Development Commission agrees to observe the above requirements for applicable subcontracts entered into for the performance of work under this contract.

d. As provided in Subsection 287.135(8), Florida Statutes, if federal law ceases to authorize these contracting prohibitions, this section shall become inoperative and unenforceable.

e. The Executive Director of the Economic Development Commission shall complete and sign Exhibit "D."

16. Foreign Influence on Contracts or Grants. In order for the COUNTY to comply with section 286.101, Florida Statutes, all prospective contractors and grant recipients seeking to contract with the COUNTY, or receive a grant from the COUNTY, where said contract or grant has a value of \$100,000 or more must disclose to the COUNTY (1) any current or prior interest of, (2) any contract with, or (3) any grant or gift received from a foreign country of concern (defined as the People's Republic of China, the Russian Federation, the Islamic Republic of Iran, the Democratic People's Republic of Korea, the Republic of Cuba, the Venezuelan regime of Nicolas Maduro, and the Syrian Arab Republic, or an agency or other entity under the significant control of such foreign country of concern) if such interest, contract, or grant or gift has a value of \$50,000 or more and such interest existed at any time or such contract or grant or gift was received or in force at any time during the previous five years. The disclosure is specified below. Within one year before applying for any grant or proposing any Contract, such entity must provide a copy of such disclosure to the Department of Financial Services. Disclosure is not required in certain circumstances, outlined below. A Contract is any agreement for the direct benefit or use of any party to such agreement, including an agreement for the sale of commodities or services. A Gift is any transfer of money or property from one entity to another without compensation. A Grant is a transfer of money for a specified purpose, including a conditional gift. An interest in an entity means any direct or indirect investment in or loan to the entity valued at 5 percent or more of the entity's net worth or any form of direct or indirect control exerting similar or greater influence on the governance of the entity, which is incorporated into this Contract. The Executive Director of the Economic Development Commission shall complete and sign Exhibit "E."

17. Foreign Country of Concern Attestation. The Executive Director of the Economic Development Commission shall complete and sign Exhibit "F."

18. Background Screening Procedures.

a. As a condition for receiving this grant, the Grantee certifies that it has appropriate criminal background screening procedures in place to evaluate any employee, contractor, subcontractor, agent, representative or volunteer working under this grant who is expected to have unsupervised access to or direct substantial contact with at-risk populations. The Grantee certifies that it shall disqualify any employee, contractor, subcontractor, agent, representative or volunteer who is a sexual predator (as defined in section 775.21, Florida Statutes) or sexual offender (as defined in section 944.606, Florida Statutes) from working on projects, programs, or events funded, in whole or in part, by this grant award, if such employee, contractor, or volunteer is expected to have unsupervised access to or direct substantial contact with at-risk populations.

b. "At-risk populations" means children, the elderly, the disabled, and those who cannot defend themselves. "Unsupervised access" means any in person contact with one or more members of an at-risk population outside of the direct, line-of-sight supervision of a supervisor who has passed the appropriate criminal background screening. "Direct substantial contact" means contact that is regular, continuous, and personal in nature.

c. Compliance with the terms of this section is made an express condition of this grant and the Grantor may treat the Grantee's failure or refusal to perform the requirements herein as grounds for immediate termination of this grant. Such termination is effective upon the Grantee's receipt of a Notice of Termination from the Grantor. Upon termination, Grantor has no further obligations to Grantee.

d. If the Grantee knowingly or recklessly allows a sexual predator or sexual offender to work or volunteer on projects, programs, or events funded, in whole or in part, by this grant award, in a position having unsupervised access to or direct substantial contact with at-risk populations, then in addition to the immediate termination of this grant, the Grantee will be barred from receiving future County-sponsored grants.

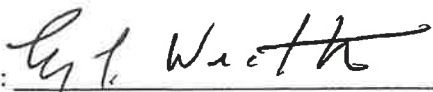
e. The Grantee may challenge termination or debarment under this section by timely resort to the dispute resolution procedures provided in this grant.

IN WITNESS WHEREOF, the parties have executed this Agreement on the dates annotated below.

Signed, Sealed and Delivered in the presence of:

Economic Development Commission
of Florida's Space Coast, Inc.

Brevard County

BY: 
Lynda Weatherman Executive Director

BY: 
Jason Steele, Chair
(As approved by the Board on MAY 07 2024)

DATE: 7/3/2024

DATE: MAY 07 2024

ATTEST:


So Rachel M. Sadoff, Clerk to the Board

Exhibit "A"
Example Annual Report

(on EDC Letterhead)

Bi-Annual Report
Brevard County Grant Management Report
____ (FROM) - ____ (TO) ____

The Economic Development Commission is pleased to present our Bi-Annual Report of total amount of County Grant Funds expended in accordance with the Grant Agreement. The specific reporting is as follows:

- (1) Advertising expenses
- (2) Economic development client projects incentives, including the funding provided to each private and public sector recipient of funds
- (3) A list of each event held by the Economic Development Commission including the number of participants per event, and a detailed list of expenditures including, but not limited to:
 - i. Food and beverages
 - ii. Facility rental
 - iii. Sporting event tickets
 - iv. Entertainment
- (4) Travel expenditures including, but not limited to
 - i. Names of travelers
 - ii. Destination
 - iii. Event/s attended
 - iv. Total travel reimbursement for each trip
- (5) Lobbying organizations including, but not limited to
 - i. Name of lobbying group
 - ii. Expenditures per individual lobbyist
- (6) A list of all employees by name, and title
- (7) Total compensation paid to all employees
- (8) Individual compensation for President & CEO and Senior Director(s) including:
 - i. Salary
 - ii. Bonuses
 - iii. Stipends and/or allowances
- (9) Reimbursements to each board member, respectively, by name and nature of reimbursement

The ____ (FROM) - ____ (TO) ____ Brevard County Grant Agreement Bi-Annual Finance Report is attached.

Example Financial Report

(on EDC Letterhead)

(FROM) - (TO)

Brevard County Grant
Financial Report

Grant Funds

Ordinary Income/Expense

Income	
Brevard County Grant	\$ _____
Total Income	\$ _____

Grant Expense

Marketing, Communications & Programs

Advertising and promotional materials	\$ _____
Memberships and Sponsorships	\$ _____
Marketing and strategic meetings	\$ _____
Software and IT support	\$ _____
Research Data, software, website and tools	\$ _____

Facilities & Occupancy \$ _____

General Administration \$ _____

Personnel

Salaries	\$ _____
Employee Benefits	\$ _____
Education & Training	\$ _____
Payroll Tax & Expenses	\$ _____

Professional Services

Audit	\$ _____
Tax returns and Services	\$ _____

Total Expense YTD \$ _____

Exhibit "B"

Work Plan for Fiscal Year Beginning October 1, 2024



EDC- Brevard County Grant
Exhibit B
FY 24/25 Program of Work

BUSINESS DEVELOPMENT

Background: Manufacturing stands as a cornerstone of job and economic growth in Brevard County. The EDC's Business Development Team collaborates with executive leadership from corporate headquarters, site selection firms, and state partners to amplify and diversify our manufacturing landscape, with a focus on our five core industries: aerospace and aviation, advanced communications, electronics, homeland security and defense, and emerging technologies.

Over the past decade, EDC project announcements have included a diversity of industries; these companies are investing in our community and providing high-wage job opportunities for our residents. Brevard County is now home to leading manufacturers of spacecraft, aircraft, electronics, satellites, boats, communications and more. In 2022 we ranked # 2 *Fastest growing tech sector in the U.S.* by Bureau of Labor Statistics Quarterly Census of Employment and Wages data. Our program of work is focused on continuing this momentum, bringing positive economic impact into Brevard County from both capital investment and job creation.

Program of Work

Objective	Actions
Secure new corporate investment into Brevard County	<ul style="list-style-type: none"> • Diligently manage inquiries and requests for formal proposals by delivering strategic responses and local guidance through our in-house professional business development team. • Partner with local and regional agencies and organizations to ensure seamless and efficient project management for clients. • Promote the assets of Brevard County to expanding and relocating companies, offering comprehensive support as they explore potential sites across the nation for business investment. • Coordinate site visits for national and international business representatives facilitating long-term partnerships. • Analyze and disseminate economic and business data into actionable intelligence tailored to meet the specific needs of clients.
Foster business growth, innovation, and resiliency	<ul style="list-style-type: none"> • EDC's Manufacturing Business Advisor and Business Development team to provide insights and access to local, regional and national resources. • Streamline connections between manufacturers and local suppliers through networking and personal introductions. • Build an eco-system supportive of innovation and entrepreneurship by facilitating access to angel and venture capital. • Engage with industry leaders to identify barriers to growth. • Strengthen local supply chain by identifying local capabilities and products for quick reference by partner organizations and businesses. • Develop and maintain demographic and economic data to support business planning.



Promote expansion of site-ready land throughout Brevard County.

- Promote current site-ready property located at Spaceport Commerce Park, made possible through a partnership with FPL.
- Expand site-ready options by working with landowners to identify and evaluate high potential sites.
- Secure available grant funding to bolster development of site ready property.

WORKFORCE / TALENT ATTRACTION

Background: Fulfilling the talent pipeline remains a priority, and the EDC is vigorously addressing this challenge through our *Talent Asset Pipeline* program. Our strategic emphasis on attracting entry-level workers has yielded significant outcomes, with more than 700 scholarships awarded to Brevard County residents since 2016. These scholarships are specifically earmarked for essential training such as Certified Production Technician training, welding courses, and other entry-level pathways leading to a fulfilling career in manufacturing. Through strategic partnerships with Eastern Florida State College and Brevard Public Schools, we are poised to further amplify our efforts. This partnership ensures the continued expansion of training programs catering to the evolving needs of local industries by delivering pertinent training.

Program of Work

Objective	Actions
Promote availability of scholarships for certified training leading to job placement.	<ul style="list-style-type: none"> • Secure funding from local, regional, and state organizations for scholarships for Brevard County residents. • Provide access to scholarships for certifications; with a focus on CPT (certified production technician). • Coordinate with Eastern Florida State College to provide Certified Production Technician course on-line to accommodate flexibility in training options. • Engage with Brevard Public Schools Certified Technical Education team to secure opportunities for student internships and manufacturing tours. • Promote the apprenticeship programs available through Florida DEO.
Promote manufacturing as a career of choice.	<ul style="list-style-type: none"> • Reshape how individuals and influencers view manufacturing by providing factual data and imagery through an awareness campaign. • Highlight local employers and showcase career opportunities and competitive salaries. • Educate high school students about high-tech manufacturing jobs by presenting at career fairs. • Educate high school and middle school teachers and guidance counselors on manufacturing ensuring they are aware of certified training options.
Assist in defining industry needs and developing programs	<ul style="list-style-type: none"> • Survey manufacturers to identify current and future workforce needs. • Communicate survey findings with local education partners including Brevard Public Schools and Eastern Florida State College (EFSC)



	<ul style="list-style-type: none"> • Utilize strategic partnerships to develop training curriculum. • Engage with local employers and educational institutions to identify program enhancements in-line with industry needs. • Secure funding for EFSC Foundation for scholarships in manufacturing training programs.
Attract and retain recently deployed veterans and military spouses into talent pipeline.	<ul style="list-style-type: none"> • Promote benefits of hiring military spouses and family members with hiring guide, standardized messaging, targeted correspondence, and networking with local hiring managers. • Partner with Vet Florida to promote Brevard County within their network and increase participation of local industry in their military hiring programs, such as, SkillBridge and Hiring Our Heroes. • Assist companies in identifying best practices for transitioning military skills to open positions through a skills translator tool, thereby increasing the available talent pool.

MILITARY ADVOCACY AND PARTNERSHIP

Background: The defense industry plays a significant role in the Brevard County economy. According to the *Florida Defense Support Task Force 2022 Florida Defense Industry Economic Impact Analysis*, Brevard County military was responsible for over 57,000 jobs in Brevard County, in 2020, and just over \$6.7 billion in total Gross Regional Product (GRP - total value of all goods and services produced in the region).

Working with DoD leadership and local partners, the EDC engages with community stakeholders to identify opportunities to support our military installations. Our partnership with the state of Florida has led to over \$2.5M in support of our local defense industry.

Most recently, the EDC identified a critical need for infrastructure to ensure long-term economic growth, for both military programs and our expanding commercial space industry. We secured a \$200,000 grant to conduct an initial feasibility study for a wastewater treatment facility to service Cape Canaveral Space Force Station. This project has received the attention of multiple funding agencies at the state and federal level.

EDC leadership is working with the U.S. Department of Defense Office of Local Defense Community Cooperation (OLDDCC) to secure a \$750,000 grant for a Phase II study needed to bring this project to the next stage. As the project continues to move forward, the EDC will pursue additional partnerships and funding sources to gain the best outcome for our community.

Program of Work

Objective	Actions
Support Infrastructure partnerships with DoD and local community.	<ul style="list-style-type: none"> • Ensure timely completion of Phase II study for a regional WWTP supporting CCSFS, NASA and Brevard County. • Strengthen partnerships within DoD and NASA leadership by communicating the benefits of the project through ongoing communication and presentations. • Identify WWTP funding opportunities to capture maximum partnerships. • Convene local, regional, and state leaders to ensure a full understanding of the needs and funding opportunities. • Coordinate community applications with various funding partners to ensure a streamlined and coordinated effort. • Monitor East Central Florida Regional Planning Council Military Installation Resilience Review project, assisting with potential Brevard County actions. • Identify funding opportunities related to the above MIRA study findings.
Advocate for new missions and program expansions at Patrick Space Force Base.	<ul style="list-style-type: none"> • Partner with local and state agencies to ensure streamlined response to requests for information. • Maintain ongoing communication and advocacy with DoD leaders both in our nation's capital and in Florida. • Promote Brevard County's reputation as a dedicated partner with local installation leadership. • Promote Public-Private Partnership opportunities from DoD with Brevard County and local municipality leadership.
Advocate for Programs at NASA/KSC	<ul style="list-style-type: none"> • Promote Brevard County as a competitive site for future potential NASA missions.

MARKETING / COMMUNITY OF CHOICE

Background: As societal values evolve across generations, the role of community takes on newfound importance. Addressing the national challenge of talent attraction and retention, the EDC initiated *Mission Space Coast*. This program aims to establish a distinct county-wide brand identity, positioning the Space Coast as the preferred destination for businesses and professionals.

In collaboration with our investors, community stakeholders and the public at large, we've identified the unique attributes that define our community's essence. In January 2024 we unveiled the community brand story. *Florida's Space Coast: Tomorrow Launches Here.*

Over this program year we will push our brand story to both internal and external audiences. We will engage with leading businesses and partners to utilize the resources we have developed to assist in their talent attraction

and retention efforts. Resources include a talent attraction focused website, social media engagement, and media exposure of our dynamic community.

Program of Work

Objective	Actions
Promote Brevard County as a competitive place for business investment.	<ul style="list-style-type: none"> • Update and maintain website serving as online resource for business programs, economic data, incentives, and quality of life. • Implement a multi-faceted marketing strategy to promote Brevard County as an attractive destination for business investment. • Maintain an active online presence across various platforms (such as social media, forums, and industry-specific websites) to disseminate information related to living and working in Brevard County. • Engage with and outreach to national site selectors.
Generate regional adoption of community branding.	<ul style="list-style-type: none"> • Promote the value of county-wide brand identity throughout by communicating with stakeholders and business leaders through presentations and timely updates. • Utilize campaign reporting board to promote brand message and monitor community feedback for appropriate modifications and/or additions.
Community branding promotion	<ul style="list-style-type: none"> • Create campaign resources to share with partners. • Collaborate with local organizations and community groups to leverage their networks and resources in the dissemination of campaign materials. • Place targeted advertisements in relevant locations and media outlets to increase brand visibility and reach. • Track engagement and adjust media plan as appropriate.
Maximize promotional opportunities via earned media.	<ul style="list-style-type: none"> • Prepare and submit articles to local, regional, and national media outlets. • Spotlight local company achievements and successes through nominations for awards and press/media articles; as well as facilitating interviews and feature articles in relevant publications.

Exhibit "C"

For purposes of Public Records under Chapter 119, Florida Statutes:

IF THE ECONOMIC DEVELOPMENT COMMISSION HAS QUESTIONS REGARDING THE APPLICATION OF CHAPTER 119, FLORIDA STATUTES, TO ITS DUTY TO PROVIDE PUBLIC RECORDS RELATING TO THIS GRANT, CONTACT THE CUSTODIAN OF PUBLIC RECORDS AT THE COUNTY ATTORNEY'S OFFICE, ATTN JACQUELYN GUADALUPE, 2725 JUDGE FRAN JAMIESON WAY, BLDG C, MELBOURNE, FL 32940, (321)-633-2090

1. Public records are defined as all documents, papers, letters, maps, books, tapes, photographs, films, sound recordings, data processing software, or other material, regardless of the physical form, characteristics, or means of transmission, made or received pursuant to law or ordinance or in connection with the transaction of official business by any agency, or on behalf of any agency.
2. The Economic Development Commission will keep and maintain public records required by the COUNTY to perform the service. Upon request from the COUNTY's custodian of public records, the Economic Development Commission will provide the COUNTY with a copy of the requested records, or allow the records to be inspected or copied within a reasonable time at a cost that does not exceed the cost provided in Chapter 119, Florida Statutes, or as otherwise provided by law.
3. The Economic Development Commission will ensure that public records that are exempt or confidential and exempt from public records disclosure requirements are not disclosed except as authorized by law for the duration of the grant term and following completion of the grant if the Economic Development Commission does not transfer the records to the public agency.
4. Upon completion of the grant, the Economic Development Commission will transfer, at no cost, to the COUNTY all public records in possession of the Economic Development Commission or keep and maintain public records required by the COUNTY to perform the service. If the Economic Development Commission transfers all public records to the COUNTY upon completion of the contract, the Economic Development Commission shall destroy any duplicate public records that are exempt or confidential and exempt from public records disclosure requirements. If the Economic Development Commission keeps and maintains public records upon completion of the contract, the Economic Development Commission shall meet all applicable requirements for retaining public records. All records stored electronically must be provided to the COUNTY, upon request from the COUNTY's custodian of public records, in a format that is compatible with the information technology systems of the COUNTY.

5. A request to inspect or copy public records relating to the COUNTY's grant for services with the Economic Development Commission must be made directly to the COUNTY. If the COUNTY does not possess the requested records, the COUNTY shall immediately notify the Economic Development Commission of the request, and the Economic Development Commission must provide the records to the COUNTY or allow the records to be inspected or copied within a reasonable time.

6. If the Economic Development Commission does not comply with the COUNTY's request for records, the COUNTY shall enforce the contract provisions in accordance with the contract. If the Economic Development Commission fails to provide the public records to the COUNTY within a reasonable time, it may be subject to penalties under section 119.10, Florida Statutes.

Exhibit "D"

GRANT AGREEMENT
BETWEEN BREVARD COUNTY AND THE ECONOMIC DEVELOPMENT COMMISSION

CONTRACTOR AFFIDAVIT REGARDING SCRUTINIZED COMPANY LIST

Awarded Contractor shall certify that it and its subcontractors are not on the Scrutinized Companies that Boycott Israel List. Pursuant to Section 287.135, F.S. If the Contract is for more than \$1,000,000 the Contractor further certifies that it and its subcontractors are also not on the Scrutinized Companies with Activities in Sudan, Scrutinized Companies with Activities in the Iran Petroleum Energy Sector List, or engaged with business operations in Cuba or Syria as identified in Section 287.135, F.S.

For Contracts of any amount, if the County determines the Contractor submitted a false certification under Section 287.135(5) of the Florida Statutes, or if the Contractor has been placed on the Scrutinized Companies that Boycott Israel List, or is engaged in a boycott of Israel, the County shall either terminate the Contract after it has given the Contractor notice and an opportunity to demonstrate the County's determination of false certification was in error pursuant to Section 287.135(5)(a) of the Florida Statutes, or on a case-by-case basis the County may choose to maintain the Contract if the conditions of Section 287.135(4) of the Florida Statutes are met. For Contracts \$1,000,000 and greater, if the County determines the Contractor submitted a false certification under Section 287.135(5) of the Florida Statutes, or if the Contractor has been placed on the Scrutinized Companies with Activities in the Sudan List, or the Scrutinized Companies with Activities in the Iran Petroleum Energy Sector List, the County shall either terminate the Contract after it has given the Contractor notice and an opportunity to demonstrate the County's determination of false certification was in error pursuant to Section 287.135(5)(a) of the Florida Statutes, or on a case-by-case basis the County may choose to maintain the Contract if the conditions of Section 287.135(4) of the Florida Statutes are met.

STATE OF FLORIDA

COUNTY OF _____

BEFORE ME, the undersigned authority, personally appeared

_____, who, being by me first duly sworn, made
the following statement:

1. The Business address of _____ (name of Contractor) is

2. My relationship to _____ (name of Contractor) is _____ (relationship such as sole proprietor, partner, president, vice president).
3. I understand that "Boycott of Israel" has the same meaning as defined in §215.4725, Florida Statutes, and means refusing to deal, terminating business activities, or taking other actions to limit commercial relations with Israel, or persons or entities doing business in Israel or in Israeli-controlled territories, in a discriminatory manner. A statement by a company that it is participating in a boycott of Israel, or that it has initiated a boycott in response to a request for a boycott of Israel or in compliance with, or in furtherance of, calls for a boycott of Israel, may be considered by the State Board of Administration to be evidence that a company is participating in a boycott of Israel. The term does not include restrictive trade practices or boycotts fostered or imposed by foreign countries against Israel.
4. I understand that "business operations" means, for purposes specifically related to Cuba or Syria, engaging in commerce in any form in Cuba or Syria, including, but not limited to, acquiring, developing, maintaining, owning, selling, possessing, leasing, or operating equipment, facilities, personnel, products, services, personal property, real property, military equipment, or any other apparatus of business or commerce.
5. _____ (name of Contractor) is not on the Scrutinized Companies that Boycott Israel List, created pursuant to s. 215.4725, Florida Statutes, or is engaged in a boycott of Israel.
6. _____ (name of Contractor) is not on the Scrutinized Companies with Activities in Sudan List or the Scrutinized Companies with Activities in the Iran Petroleum Energy Sector List, created pursuant to s. 215.473, Florida Statutes.
7. _____ (name of Contractor) is not engaged in business operations in Cuba or Syria.

Signature

Sworn to and subscribed before me in the state and county first mentioned above on the _____ day of _____, 20_____.

Notary Public

My commission expires:

(AFFIX SEAL or STAMP)

Exhibit "E"

GRANT AGREEMENT
BETWEEN BREVARD COUNTY AND THE ECONOMIC DEVELOPMENT COMMISSION

DISCLOSURE FORM FOREIGN INFLUENCE ON CONTRACTS OR GRANTS HAVING A VALUE OF
\$100,000 OR MORE

Summary of Form: In order for the County to comply with section 286.101, Florida Statutes, all prospective contractors and grant recipients seeking to contract with the County, or receive a grant from the County, where said contract or grant has a value of \$100,000 or more must disclose to the County (1) any current or prior interest of, (2) any contract with, or (3) any grant or gift received from a foreign country of concern (defined as the People's Republic of China, the Russian Federation, the Islamic Republic of Iran, the Democratic People's Republic of Korea, the Republic of Cuba, the Venezuelan regime of Nicolas Maduro, and the Syrian Arab Republic, or an agency or other entity under the significant control of such foreign country of concern) if such interest, contract, or grant or gift has a value of \$50,000 or more and such interest existed at any time or such contract or grant or gift was received or in force at any time during the previous five years. The disclosure is specified below. Within one year before applying for any grant or proposing any Contract, such entity must provide a copy of such disclosure to the Department of Financial Services. Disclosure is not required in certain circumstances, outlined below. A Contract is any agreement for the direct benefit or use of any party to such agreement, including an agreement for the sale of commodities or services. A Gift is any transfer of money or property from one entity to another without compensation. A Grant is a transfer of money for a specified purpose, including a conditional gift. An interest in an entity means any direct or indirect investment in or loan to the entity valued at 5 percent or more of the entity's net worth or any form of direct or indirect control exerting similar or greater influence on the governance of the entity.

I. SECTION I. Please answer yes or no to each statement below:

- YES / NO I AM BIDDING ON A CONTRACT/APPLYING FOR A GRANT WITH A POTENTIAL VALUE UNDER \$100,000. If yes, this disclosure form as been completed. Please sign and date at the bottom.
- YES / NO I AM BIDDING ON A CONTRACT/APPLYING FOR A GRANT WITH A POTENTIAL VALUE OF OVER \$100,000. If yes, proceed to the next question.
- YES / NO I HAVE MADE A FOREIGN INFLUENCE DISCLOSURE ONLINE WITH THE DEPARTMENT OF FINANCIAL SERVICES. If yes, please proceed to SECTION IV and provide the date of the disclosure, your name and address. Then sign and date at the bottom.

II. SECTION II. Please answer yes or no to the statement below:

YES / NO Bidder/Grantee has (1) a current or prior interest of, any contract with, or any grant or gift received from a foreign country of concern (defined as the People's Republic of China, the Russian Federation, the Islamic Republic of Iran, the Democratic People's Republic of Korea, the Republic of Cuba, the Venezuelan Regime of Nicolas Maduro, and the Syrian Arab Republic, or an agency or other entity under the significant control of such foreign country of concern); and (2) such interest, contract, or grant or gift has a value of \$50,000 or more; and (3) such interest existed, or such contract or grant or gift was received or in force at any time during the previous five years.

III. SECTION III. If you answered NO to SECTION II, you have completed this form. Please sign/date at the bottom. If you answered YES to SECTION II, then answer YES or NO to the following:

YES / NO This is a proposal to sell commodities through an online procurement programs established pursuant to section 287.057(22), Florida Statutes.

YES / NO This is a proposal from an entity that discloses foreign gifts or grants under section 1010.25 or section 286.101(2), Florida Statutes.

YES / NO This is a proposal from a foreign source that, if granted or accepted, would be disclosed under section 286.101(2) or section 1010.25, Florida Statutes.

YES / NO This is a proposal from a public or not-for-profit research institution with respect to research funded by any federal Agency.

IV. SECTION IV. If you answered YES to any question in SECTION III, you have completed this form. Please sign/date at the bottom. If you answered NO to all of the questions in SECTION III, then you must make the following disclosures online to the State of Florida Department of Financial Services before the County may contract with you or award you said grant. Please disclose the following:

Date Disclosure of the information below was made by Bidder/Grantee to the State of Florida Department of Financial Services online: _____

Name of Bidder/Grantee: _____

Mailing Address of Bidder/Grantee: _____

Value of the Contract/Grant or Gift: _____

Foreign Country of Concern or the Agency or other entity under the significant Control of such Foreign country of Concern: _____

Date of Termination of the contract or interest with the Foreign Country of Concern:

Date of Receipt of the Contract/Grant or Gift: _____

Name of the agent or controlled entity that is the source or interest holder:

I verify that the information provided on this form is true and correct, and that I am duly authorized to make said binding disclosures on behalf of myself or my Company, as applicable.

Signature: _____

Date: _____ Title: _____

STATE OF FLORIDA

COUNTY OF _____

Sworn to and subscribed before me by means of ☐ physical presence or ☐ online notarization, this ____ day of _____, _____, by (name of person making statement).

[Notary Seal]

Notary Public Signature

Name typed, printed or stamped

My Commission Expires: _____

_____ Personally Known OR _____ Produced Identification

Type of Identification Produced _____

Exhibit "F"

GRANT AGREEMENT
BETWEEN BREVARD COUNTY AND THE ECONOMIC DEVELOPMENT COMMISSION

FOREIGN COUNTRY OF CONCERN ATTESTATION

(PUR 1355)

This form must be completed by an officer or representative of an entity submitting a bid, proposal, or reply to, or entering into, renewing, or extending, a contract with the Brevard County Board of County Commissioners, a political subdivision of the State of Florida, which would grant the entity access to an individual's Personal Identifying Information. Capitalized terms used herein have the definitions ascribed in Rule 60A-1.020, F.A.C.

_____ (Name of entity) is not owned by the government of a "Foreign country of concern", as defined in section 287.138, Florida Statutes, is not organized under the laws of nor has its principal place of business in a foreign country of concern, and the government of a foreign country of concern does not have a controlling interest in the entity.

Under penalties of perjury, I declare that I have read the foregoing statement and that the facts stated in it are true.

Printed Name:

Title:

Signature:

Date:

Exhibit "F"

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Under penalties of perjury, I declare that I have read the foregoing statement and that the facts stated in it are true.

Printed Name:

Title:

Signature:

Date:



April 22, 2024

Frank Abatte
County Manager
2725 Judge Fran Jamieson Way, Bldg. C
Viera, FL 32940

RE: EDC FY 24-25 Program of Work

The Economic Development Commission of Florida's Space Coast's (EDC) core mission is to strengthen and diversify our economic base. Our partnership with Brevard County provides for the development of a dynamic program of work implemented by a coalition of professional staff, business, and community leaders.

Enclosed is the EDC program of work for the proposed grant for FY24/25. The EDC mission is focused on development and implementation of key programs, that together support business retention and expansion strengthening our economic base, for both today and future generations. By addressing the needs for our local industries and expanding economic drivers, we continue to attract and retain investment and jobs. This program is focused on initiatives designed to increase access to resources, talent, and training for our local manufacturing industry. As always, investment in economic development continues to be a shared role between the county and industry.

Thank you for your consideration and continued support.

Kind Regards,

Lynda Weatherman
President & CEO

Enc.

BUSINESS DEVELOPMENT

Background: Manufacturing stands as a cornerstone of job and economic growth in Brevard County. The EDC's Business Development Team collaborates with executive leadership from corporate headquarters, site selection firms, and state partners to amplify and diversify our manufacturing landscape, with a focus on our five core industries: aerospace and aviation, advanced communications, electronics, homeland security and defense, and emerging technologies.

Over the past decade, EDC project announcements have included a diversity of industries; these companies are investing in our community and providing high-wage job opportunities for our residents. Brevard County is now home to leading manufacturers of spacecraft, aircraft, electronics, satellites, boats, communications and more. In **2022** we ranked **# 2 Fastest growing tech sector in the U.S.** by Bureau of Labor Statistics Quarterly Census of Employment and Wages data. Our program of work is focused on continuing this momentum, bringing positive economic impact into Brevard County from both capital investment and job creation.

Program of Work

Objective	Actions
Secure new corporate investment into Brevard County	<ul style="list-style-type: none"> Diligently manage inquiries and requests for formal proposals by delivering strategic responses and local guidance through our in-house professional business development team. Partner with local and regional agencies and organizations to ensure seamless and efficient project management for clients. Promote the assets of Brevard County to expanding and relocating companies, offering comprehensive support as they explore potential sites across the nation for business investment. Coordinate site visits for national and international business representatives facilitating long-term partnerships. Analyze and disseminate economic and business data into actionable intelligence tailored to meet the specific needs of clients.
Foster business growth, innovation, and resiliency	<ul style="list-style-type: none"> EDC's Manufacturing Business Advisor and Business Development team to provide insights and access to local, regional and national resources. Streamline connections between manufacturers and local suppliers through networking and personal introductions. Build an eco-system supportive of innovation and entrepreneurship by facilitating access to angel and venture capital. Engage with industry leaders to identify barriers to growth. Strengthen local supply chain by identifying local capabilities and products for quick reference by partner organizations and businesses. Develop and maintain demographic and economic data to support business planning.

Promote expansion of site-ready land throughout Brevard County.	<ul style="list-style-type: none"> • Promote current site-ready property located at Spaceport Commerce Park, made possible through a partnership with FPL. • Expand site-ready options by working with landowners to identify and evaluate high potential sites. • Secure available grant funding to bolster development of site ready property.
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WORKFORCE / TALENT ATTRACTION

Background: Fulfilling the talent pipeline remains a priority, and the EDC is vigorously addressing this challenge through our **Talent Asset Pipeline** program. Our strategic emphasis on attracting entry-level workers has yielded significant outcomes, with more than 700 scholarships awarded to Brevard County residents since 2016. These scholarships are specifically earmarked for essential training such as Certified Production Technician training, welding courses, and other entry-level pathways leading to a fulfilling career in manufacturing. Through strategic partnerships with Eastern Florida State College and Brevard Public Schools, we are poised to further amplify our efforts. This partnership ensures the continued expansion of training programs catering to the evolving needs of local industries by delivering pertinent training.

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Assist in defining industry needs and developing programs	<ul style="list-style-type: none"> • Survey manufacturers to identify current and future workforce needs. • Communicate survey findings with local education partners including Brevard Public Schools and Eastern Florida State College (EFSC)

	<ul style="list-style-type: none"> • Utilize strategic partnerships to develop training curriculum. • Engage with local employers and educational institutions to identify program enhancements in-line with industry needs. • Secure funding for EFSC Foundation for scholarships in manufacturing training programs.
Attract and retain recently deployed veterans and military spouses into talent pipeline.	<ul style="list-style-type: none"> • Promote benefits of hiring military spouses and family members with hiring guide, standardized messaging, targeted correspondence, and networking with local hiring managers. • Partner with Vet Florida to promote Brevard County within their network and increase participation of local industry in their military hiring programs, such as, SkillBridge and Hiring Our Heros. • Assist companies in identifying best practices for transitioning military skills to open positions through a skills translator tool, thereby increasing the available talent pool.

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Program of Work

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Advocate for new missions and program expansions at Patrick Space Force Base.	<ul style="list-style-type: none"> • Partner with local and state agencies to ensure streamlined response to requests for information. • Maintain ongoing communication and advocacy with DoD leaders; both in our nation's capital and in Florida. • Promote Brevard County's reputation as a dedicated partner with local installation leadership. • Promote Public-Private Partnership opportunities from DoD with Brevard County and local municipality leadership.
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