



Agenda Report

2725 Judge Fran Jamieson
Way
Viera, FL 32940

Consent

F.18.

12/19/2023

Subject:

Acknowledge receipt of the Economic Development Commission of Florida's Space Coast Bi-Annual Report and Metrics

Fiscal Impact:

No Fiscal Impact

Dept/Office:

County Manager

Requested Action:

It is requested that the Brevard County Board of County Commissioners acknowledge the receipt of the Economic Development Commission of Florida's Space Coast's Bi-Annual Financial Report for their expenditures from October 1, 2022 through September 30, 2023 and the Fiscal Year End 22/23 Economic Development Metrics.

Summary Explanation and Background:

On May 30, 2019, the Board of County Commissioners approved the Grant Agreement between Brevard County and the Economic Development Commission. This Agreement requires the Economic Development Commission to submit a bi-annual report to the County Manager providing the amount of County Grant funds expended to fulfill the requirements in the County's Grant Agreement.

According to the agency's bi-annual financial report, the agency has spent \$1,400,050 of the grant funds provided by the County during FY 2022/2023. These funds have been spent in the following categories: Marketing & Communications Programs, \$128,242; Facilities & Occupancy, \$136,350; General Administration, \$38,282; Personnel, \$1,028,366; and Professional Services, \$68,810.

Per Board action on September 5, 2023, the grant award for FY 2023/2024 has been reduced by 10%.

Clerk to the Board Instructions:



December 20, 2023

M E M O R A N D U M

TO: Frank Abbate, County Manager

RE: Item F.18., Acknowledge Receipt of the Economic Development Commission of Florida's Space Coast Bi-Annual Report and Metrics

The Board of County Commissioners, in regular session on December 19, 2023, acknowledged receipt of the Economic Development Commission of Florida's Space Coast's Bi-Annual Financial Report for their expenditures from October 1, 2022, through September 30, 2023, and the Fiscal Year End 22/23 Economic Development Metrics.

Your continued cooperation is always appreciated.

Sincerely,

**BOARD OF COUNTY COMMISSIONERS
RACHEL M. SADOFF, CLERK**

Kimberly Powell, Clerk to the Board

/tr

October 1, 2022-September 31, 2023

**Brevard County Grant
Financial Report
UNAUDITED**

Income/Expense	FY22/23 YTD Oct 1 – Sept 31
Income	
Brevard County Grant	\$1,400,050
Expense	
Marketing and Communications	
Advertising and Promo Materials	\$44,924
Marketing, Communications- Other	\$15,354
Research Data/Software/IT	\$67,964
Facilities & Occupancy	\$136,350
General Administration	\$38,282
Personnel	
Education & Training	\$2,656
Employee Benefits	\$177,205
Payroll - Taxes	\$63,268
Salaries	\$785,237
Professional Services	
Consulting Services	\$36,000
Accounting Services and Audit	\$31,149
Legal Expense	\$1,661
Total Expense	<hr/> \$1,400,050

The Economic Development Commission is pleased to present our Bi-annual report of total amount of County Grant Funds expended in accordance with Amendment 2. The specific reporting is as follows:

1. Advertising expenses- \$44,924
2. Economic development client projects incentives, including the funding provided to each private and public-sector recipient of funds- None this reporting period.
3. A list of each event held by the EDC including the number of participants per event, and a detailed list of expenditures- None this reporting period.
4. *(No number 4 on contract)*
5. Travel expenditures- None this reporting period
6. Lobbying organizations - \$36,000
7. A list of all employees by name, and title- See Organizational Chart attached
8. Total compensation paid to all employees- \$785,237
9. Individual compensation for President & CEO and Exec. VP

Title	Employee Name	Salary Oct-Mar	Bonuses	Stipends/ Allowance
President & CEO	Lynda Weatherman	\$189,375	\$0.00	\$0.00
Executive Vice President	Trudy McCarthy	\$117,621	\$0.00	\$0.00

10. Reimbursements to each board member, respectively, by name and nature of reimbursement- None this reporting period



Organizational Chart

Board of Directors

Lynda Weatherman
President & CEO

Business Development

Edgar Campa-Palafox
VP, Business Development

Cammie Goode
Business Development Project Manager

Open
Business Development Specialist

Susan Harwood
Industry Program Specialist

Marketing & Communications

Open
Director, Communications and Partner Relations

Brandi Kemper
Marketing & Events Coordinator

Open
Marketing Assistant

Executive Office

Trudy McCarthy
Executive Vice President

Kathie Heisey
Executive Assistant

Sheila Poland
Project Coordinator

As of September 30, 2023

DATE November 30, 2023

TO: Frank Abbate, Brevard County Manager

FROM: Lynda Weatherman, President & CEO

CC:

RE: County Grant Agreement Report

Attached please find the Economic Development Commission of Florida's Space Coast Annual Report associated with FS 125.045(4) program results for economic development.

Please let me know if you have any questions regarding this information.

Thank you for your continued support.

FISCAL YEAR END 22/23 ECONOMIC DEVELOPMENT METRICS

OCTOBER 1, 2022 - SEPTEMBER 30, 2023



**ECONOMIC
DEVELOPMENT
COMMISSION**
FLORIDA'S SPACE COAST

SECURING BREVARD'S ECONOMIC FUTURE

PROJECT ANNOUNCEMENTS

	New Jobs	Cap Ex.
DASSAULT FALCON JET	400	\$145M
ROGUE VALLEY MICRODEVICES	30	\$25M
AMAZON	50	\$120M
DRAPER	50	\$50M

EDC CAPITAL
INVESTMENT and
NEW & RETAINED JOBS
(SINCE 2010)

\$1.9B

17,117 JOBS

#10 Best performing
large city
in the U.S.

Milken Institute, 2023

EARNED MEDIA* (YTD)

VALUE **\$854,714**
Goal: \$500,000

EARNED
MEDIA STORIES **92**
Goal: 100

POSITIVE
RATING **100%**
Goal: 95%

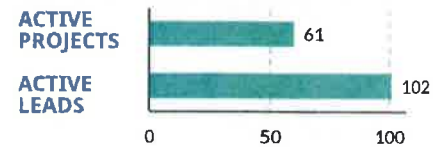
*Source: Meltwater, Digital PR Platform

RECRUITMENT AND RETENTION (YTD)

EXISTING INDUSTRY ACTIVITY

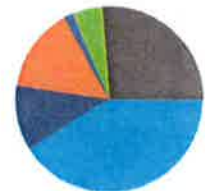
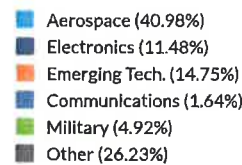
GENERAL ASSISTANCE **73**
BUSINESS ADVISOR MEETING **107**

PROJECT ACTIVITY



57 TOTAL NEW LEADS YTD

PROJECTS & LEADS BY INDUSTRY



CPT STUDENTS



688

SINCE 2016

57%

OF STUDENTS NEW TO MFG
GOAL 50%

COMPLETION RATE

86%

SINCE 2016 GOAL: 80%

CPT CAREER TOURS

93

SINCE 2016

SOCIAL MEDIA & WEBSITES (YTD)

ACCOUNT LIKES / FOLLOWS

FACEBOOK	4,575
TWITTER	1,040
INSTAGRAM	1,365
LINKEDIN	2,660
TOTAL	9,637

TOTAL
LIKES GOAL
10,000

TOTAL REACH
796,277
Goal: 500,000

TOTAL WEBSITE VISITS

20,905



3,021
TOTAL VISITS
LIVE BIG
CAREER PAGE