



# Agenda Report

2725 Judge Fran Jamieson  
Way  
Viera, FL 32940

## Consent

---

F.23.

12/20/2022

---

### **Subject:**

Acknowledge 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, 2021 through September 30, 2022 and the Fiscal Year End 21/22 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 the agency's bi-annual financial report, the agency has spent \$1,400,050 of the grant funds provided by the County and the prior year net carry forward amount of \$42,628. These funds have been spent in the following categories: Marketing, Communications & Programs, \$90,378; Facilities & Occupancy, \$130,300; General Administration, \$47,703; Personnel, \$1,079,488; Consulting, Accounting, Legal & Research, \$94,809.

### **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

December 21, 2022

**M E M O R A N D U M**

**TO:** Frank Abbate, County Manager

**RE:** Item F.23., Acknowledge the Economic Development Commission of Florida's Space Coast Bi-Annual Report and Metrics

The Board of County Commissioners, in regular session on December 20, 2022, acknowledged receipt of the Economic Development Commission of Florida's Space Coast's Bi-Annual Financial Report for their expenditures from October 1, 2021, through September 30, 2022, and the Fiscal Year End 21/22 Economic Development Metrics.

Your continued cooperation is always appreciated.

Sincerely,

BOARD OF COUNTY COMMISSIONERS  
RACHEL M. SADOFF, CLERK

*Kimberly Powell*  
Kimberly Powell, Clerk to the Board

/tr

cc: Economic Development Commission



## MEMO

---

**DATE**                      October 27, 2022

---

**TO:**                        Frank Abbate, Brevard County Manager

---

**FROM:**                  Lynda Weatherman, President & CEO

---

**CC:**

---

**RE:**                        County Grant Agreement Bi-Annual Report

---

Attached please find the Economic Development Commission of Florida's Space Coast Bi-Annual Report associated with our County Grant Agreement.

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

Thank you for your continued support.

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

1. Advertising expenses- \$23,741
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 - \$39,000
7. A list of all employees by name, and title- See Organizational Chart attached
8. Total compensation paid to all employees- \$792,021.
9. Individual compensation for President & CEO and Exec. VP

Title	Employee Name	Salary Oct-Mar	Bonuses	Stipends/ Allowance
President & CEO	Lynda Weatherman	\$184,045	\$0.00	\$0.00
Executive Vice President	Trudy McCarthy	\$119,208	\$0.00	\$0.00

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



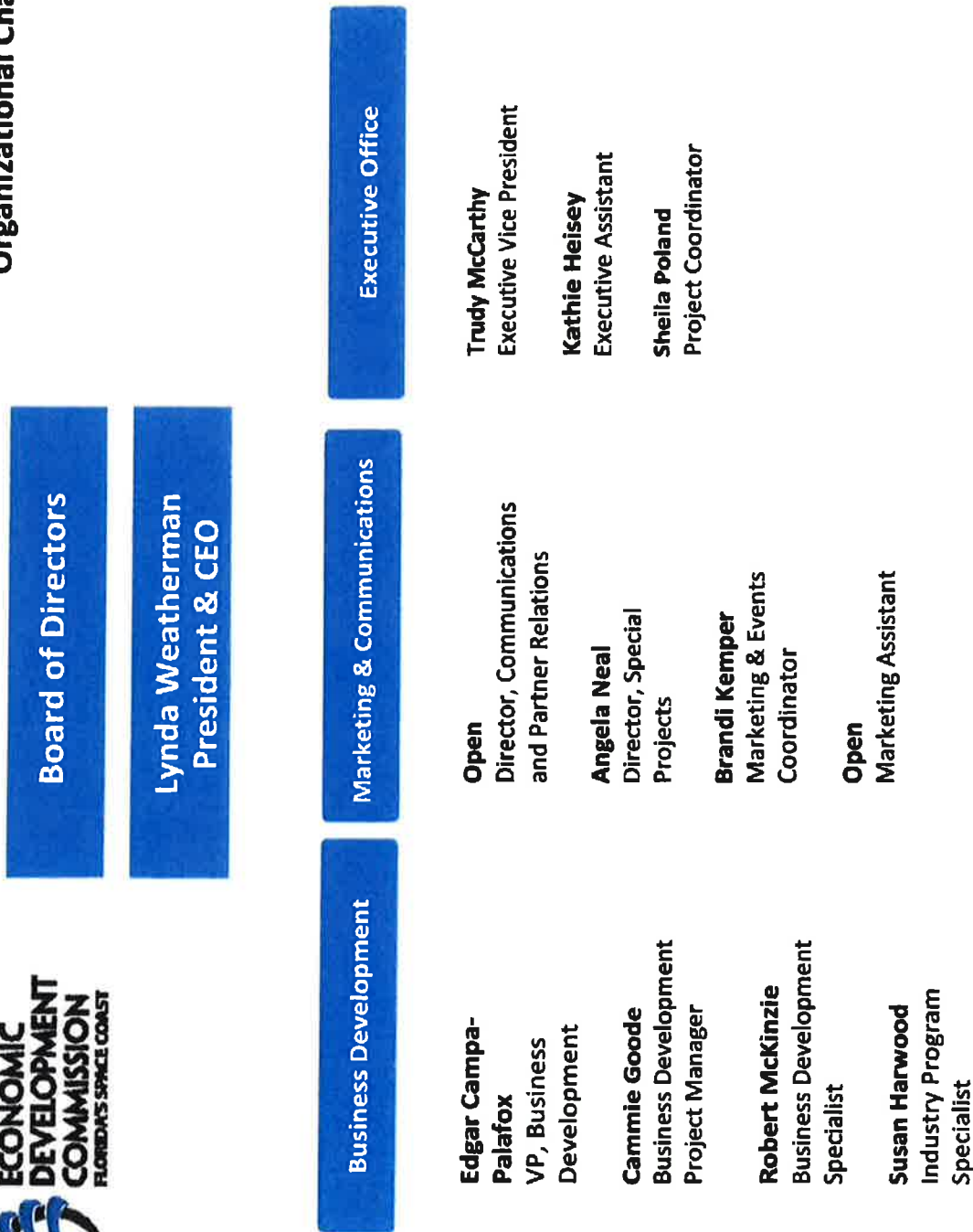
**October 1, 2021-September 31, 2022**

**Brevard County Grant  
Financial Report  
UNAUDITED**

<b>Income/Expense</b>	<b>FY21/22 YTD Oct 1 – Sept 31</b>
<b>Income</b>	
<b>Brevard County Grant</b>	<b>\$1,400,050</b>
<b>Expense</b>	
<b>Marketing and Communications</b>	
Advertising and Promo Materials	\$23,741
Marketing, Communications- Other	\$15,967
Research Data/Software/IT	\$50,670
 <b>Facilities &amp; Occupancy</b>	 \$130,300
<b>General Administration</b>	\$47,703
<b>Personnel</b>	
Education & Training	\$4,226
Employee Benefits	\$208,993
Payroll - Taxes	\$74,248
Salaries	\$792,021
 <b>Professional Services</b>	
Consulting Services	\$39,930
Accounting Services and Audit	\$54,129
Legal Expense	\$750
<b>Prior Year Net Carried Forward</b>	<b>(\$42,628)</b>
 <b>Total Expense</b>	 <b>\$1,400,050</b>



# Organizational Chart



As of October 1, 2022

## Conde, Karen L

---

**From:** Trudy McCarthy <TMcCarthy@SpacecoastEDC.org>  
**Sent:** Friday, December 2, 2022 12:01 PM  
**To:** Conde, Karen L  
**Cc:** Sheila Poland  
**Subject:** EDC report

**[EXTERNAL EMAIL]** DO NOT CLICK links or attachments unless you recognize the sender and know the content is safe.

Karen,

The lobbyist information for our bi-annual report is:

Barney Bishop Consulting, LLC  
Barney Bishop  
2215 Thomasville Road  
Tallahassee, FL 32308

Regards,  
Trudy McCarthy

---

**Trudy McCarthy**  
*Economic Development Commission  
of Florida's Space Coast*

**321-638-2000**  
Riverview Tower – Suntree Blvd. & US-1  
6525 3rd Street, Suite 304  
Rockledge, FL 32955  
[www.SpaceCoastEDC.org](http://www.SpaceCoastEDC.org)



**CONFIDENTIALITY NOTICE:** This E-Mail, including attachments, is intended only for the use of the individual or entity to which it is addressed and may contain information that is privileged, confidential and/or exempt from disclosure under state or federal law. Any unauthorized review, use, disclosure, or distribution is prohibited. If you have received this communication in error, please do not distribute it. Please notify the sender by E-Mail at the address shown and delete the original message. Thank you.



## MEMO

DATE November 29, 2022

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 21/22 ECONOMIC DEVELOPMENT METRICS

OCTOBER 1, 2021 - SEPTEMBER 30, 2022



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

## SECURING BREVARD'S ECONOMIC FUTURE

### PROJECT ANNOUNCEMENTS

	New Jobs	Cap Ex.
<b>SPACE PERSPECTIVE</b>	240	\$38M
<b>USSI GLOBAL (Expansion)</b>	21	\$1.45M

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

**\$1.9B**  
**18,687 JOBS**

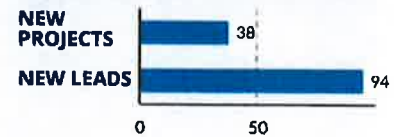
**#5** Best performing  
large city  
in the U.S.  
*Milken Institute, 2022*

## RECRUITMENT AND RETENTION (YTD)

### EXISTING INDUSTRY ACTIVITY

**GENERAL ASSISTANCE** 84  
**BUSINESS ADVISOR MEETING** 51  
**VALUE OF BUSINESS ADVISOR SERVICES** \$203,645

### PROJECT ACTIVITY



### PROJECTS & LEADS BY INDUSTRY



- Aerospace (35.38%)
- Manufacturer (41.54%)
- Service Provider (12.31%)
- Distributor (5.38%)
- High-Tech (4.62%)
- Other (0.77%)



## CPT STUDENTS



**644**

SINCE 2016

### COMPLETION RATE

**80%**

SINCE 2016 GOAL: 80%

**58%**

OF STUDENTS NEW TO MFG  
GOAL 50%

### CPT CAREER TOURS

**91**

SINCE 2016

## EARNED MEDIA\* (YTD)

VALUE **\$3,337,128**

EARNED MEDIA STORIES **234**  
Goal: 100

POSITIVE RATING **100**  
Goal: 95%

\*Source: Meltwater, Digital PR Platform

## SOCIAL MEDIA & WEBSITES (YTD)

ACCOUNT	LIKES / FOLLOWS
FACEBOOK	3,468
TWITTER	1,014
INSTAGRAM	1,206
LINKEDIN	1,664
TOTAL	7,352

TOTAL LIKES GOAL  
**7,500**

TOTAL REACH  
**443,231**

### TOTAL WEBSITE VISITS

**33,688**



**2,602**  
TOTAL VISITS  
LIVE BIG  
CAREER PAGE