



Delray Beach Office of Economic Development



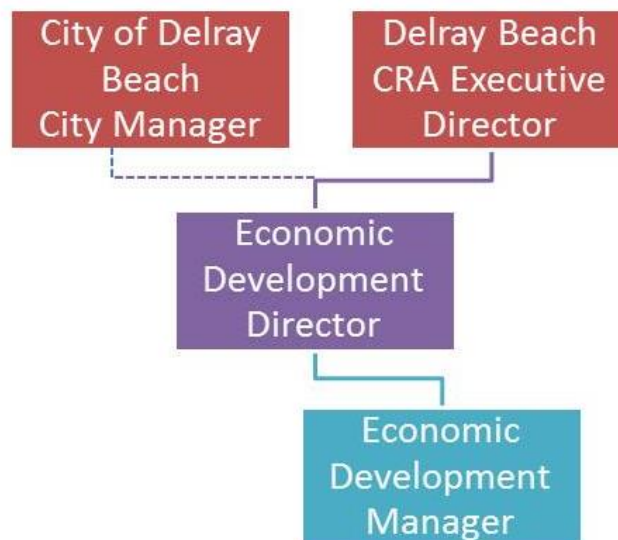
Background

Delray Beach's economic development efforts have evolved since 2003 when the City, Community Redevelopment Agency (CRA) and Chamber of Commerce first funded a Director of Business Recruitment position at the Chamber of Commerce to proactively recruit businesses to the community. The Chamber of Commerce led Delray Beach's economic development strategy through 2007. In 2009, the CRA entered into an Interlocal Agreement (ILA) with the City of Delray Beach to fund an Economic Development Director position and "further the economic development within the City in a more cohesive, collaborative and streamlined manner." The ILA is reviewed annually by the City-CRA and in 2013, a second full-time position was added for an Economic Development Manager position. As such, the CRA has led and managed the Economic Development function for the City of Delray Beach with a primary focus east of I-95 except for OED's Congress Avenue Initiative which was created in 2014 resulting in the publishing and acceptance of the "Congress Avenue: Delray Beach's Next Great Street" report by the City Commission in 2016.

Mission and Services

The mission of the Delray Beach Office of Economic Development is to "inspire and drive the growth of a diverse, vibrant entrepreneurial economy for all." Together with its partners, the Office of Economic Development (OED) offers economic development project management assistance, site selection assistance, market data, community connections, business grants, financial incentives, small business and entrepreneurial assistance and workforce development liaison services to businesses and companies seeking to relocate, expand and start-up in Delray Beach.

Organization Chart



Key OED Strategic Projects, Initiatives and Campaigns

1. G.E.A.R. (Grow, Expand and Retain) – Business Retention and Expansion Program
 - Our systematic approach to keeping “our back door closed” so when we start-up, grow and retain businesses our local economy will grow. More than 20 partners involved in this highly collaborative effort.

2. We ♥ Small Biz Campaign

- Telling the story and showing our appreciation for small businesses (defined as firms employing < 30 employees) since 93% of our businesses are small business in Delray Beach. Month-long celebration in May and Small Business Saturday celebrated in November.



3. Evolving Economic Development – “Growing Our Own” Strategy

- Seeking to build a stronger infrastructure and ecosystem for starting, growing, scaling and accelerating small business and entrepreneurial ventures along with providing new in-area workforce development - career services. Creator of “Inc. Pad” a new Small Business Center (“Inc. Pad”) in the Delray Beach Public Library (CRA-Library-SBDC @ FAU partnership) and “Career Cottage” powered by CareerSource Palm Beach County at 186 NW 5th Avenue.

4. Business Navigator

- To improve promotion of and access to municipal used by businesses seeking to open, grow, expand, stay, develop and invest in Delray Beach.



5. Focus on 5th

- OED, CRA and community initiative to fill vacant and underutilized properties along the historic 3-block corridor with activities and local enterprises-services designed to build vibrancy and pedestrian traffic.

6. Go Build Delray Beach

- Launched in FY 2019, a new economic development initiative designed to grow the construction, real estate and development industries in Delray Beach for Delray Beach.



Previous OED Led Key Strategic Projects, Initiatives and Campaigns

1. Congress Avenue Initiative – Delray Beach’s Next Great Street
 - New vision for Congress Avenue: “To be a vibrant, 24/7, mixed use urban and industrious district for 21st century life.”
2. Keep It Local Action Team
 - Cross-functional partnerships with organizations seeking to build new ways and approaches to increase local business participation in the City’s Capital Improvement Plan (CIP) and daily procurement of products and services.

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Economic Development Projects Announced and Results to Date (October 1, 2014 – October 31, 2018)

- 76 Economic Development Projects Announced and Assisted
- 1,679 jobs created/retained
- 765,063 square feet of commercial/industrial space filled, improved or constructed
- \$17.79 million in private capital investment
- \$671,280.17 in business grants-incentives awarded
- FY 2018 Return on investment: \$1 : \$68.81 (*Capital investment / ED General Administrative + Marketing + Grants + Incentives Expenses*)

Companies Announced/Assisted/ Saved

4KIDS Palm Beach
 206 Delray Beach LLC
 381 Blue, LLC
 411 Master Mind LLC
 Access Development Properties, LLC
 Aldridge Connors
 All-County Paving (*Headquarters*)
 Artisan French Bakery
 Art-Sea Living
 Avalon Gallery
 Beachcomber Art
 Bear's Food Shack
 Big Rock Partners
 Bill Hood & Sons
 Boys & Girls Club
 Call 4 Health (*Headquarters*)
 CareerSource Palm Beach County
 Castle Florida
 Ceasar's Catering and More
 Charlotte Danciu
 Dash Travel
 DB Land, LLC
 Deadly Law
 Delray Beach Boxing
 Delray Beach School of Dance
 Delray Investment Partners
 Delray Oasis Business Park
 Donut Works
 Downtown Delray Professional Centre
 DRB Capital
 EJS Project Inc.
 Family Yoga Zen Zone
 FirstLight Home Care of South PBC
 Freedom Steel

GDL Enterprise
 Glavidia Hair Studio
 Grandma's Manufacture
 Granger's
 Grove Gas
 Hatcher Construction (*Headquarters*)
 Hudson at Waterway
 Illustrated Properties
 Joe Taylor Restoration (*Headquarters*)
 Kaufman Lynn Construction (*Headquarters*)
 Keith Corp. – Delray Square
 Law Office of Herman Stevens Jr. & Associates
 LeGarage
 Levy Tax Professionals
 Living Word Christian Academy
 Loic Autret Artisan Bakery
 Macmillan & Stanley
 Manpower
 Margaux Riviera
 Menin Development (*Headquarters*)
 Miller-Morse Law, PLLC
 Mindful Management
 Money Matters LLC
 Oceanside Veterinary Clinic
 Orieole Beauty & Spa
 Original Popcorn House
 Perwinkle
 Project Butler (*Headquarters*)
 Property Income Investors 304 LLC
 RedSteel Properties
 Reed & Reed, Inc.
 REVOLVE
 Robes Law Group
 Rustic Rooster
 Sheridan Healthcare Partners (*Headquarters*)
 Silverball Museum

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Simon & Schmidt
 SJ Collins Group – Delray Plaza
 Studio 404

Sunflower Creative Arts
 The House of Perna
 Upper Cutz Barbership & Salon

Key Strategic Economic Development Partners



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