



Office of Economic Development

Monthly Report

November 2018



Business Climate & Competitiveness

CRA Board approved a **new economic development partnership** on November 13, 2018 with **The Technology, Enterprise, Development Center, Inc. (TED Center)** to provide new government contracting training, small business certification and youth entrepreneurship programming beginning in early 2019. The Office of Economic Development (OED) will support this new CRA entrepreneurship partnership.



ECONOMIC PROSPERITY

On November 27, 2018, the City Commission directed staff to proceed with the new voluntary and first-ever **Economic Prosperity Element** to the City's Comprehensive Plan. Once all elements have been reviewed by the City Commission, final drafts will be prepared

for a Transmittal Hearing of the complete Always Delray Comprehensive Plan at one of the City Commission's regular meetings in March 2019.

Additionally, the Office of Economic Development (OED) conducted a **Business Walk** on November 20, 2018 to the **SW Neighborhood Industrial District**. Attached on page 4 is an infographic for some of the feedback obtained by the 15-member Business Walk Team. Special thanks to the Chamber, City Manager's Office, CRA, Neighborhood-Community Services, Police and Purchasing Departments for participating in this crucial business expansion-retention activity.



General Business Development *(New Business Start-Ups – Attraction – Expansion - Retention Prospects + Clients)*

Announcements:	1 – ONEL Construction, headquartered in Broward County, expanded operations to Delray Beach resulting in 3 new jobs and the absorption of 357 sq. ft. of office space
New Leads – Partner Referrals:	1 – to the SBDC (1)
New Prospect Files Opened:	3
G.E.A.R. Visits:	0
CoStar Reports Issued:	3
Business Funding Assistance Pipeline:	15
Business Navigator Clients:	2 – 1690-2350 S. Congress Avenue and Studio 404
Total Active Prospects:	60 prospects-developers seeking locations in the CRA District and City with a potential impact of 183 new jobs, the retention of 619 jobs, the absorption/creation of 585,976 sq. ft. of commercial/office/industrial space with more than \$31.4 million in capital investment.

Funding Assistance

The Office of Economic Development (OED) processed one (1) **Curb Appeal Grant Application** which was approved by the CRA Board on November 13, 2018 in the amount not to exceed \$13,959 for the property located at 810 SW 7 Avenue in CRA Sub-area #8. The funds will be used to install a new roof and to paint the exterior of the home.



Cluster Industries and Inclusive Entrepreneurship

Work continued with FIU's Metropolitan Center team led by Kevin Greiner, Senior Fellow on the City's inaugural Competitive Assessment and Cluster Strategies Study. The next step is to host a Delray Beach Economic Future Business Leadership Roundtable on Wednesday, December 12, 2018 to obtain executive and seasoned business perspective and input into the study. For more information on the study, contact Joan K. Goodrich.

Workforce Talent and Development

OED is now attending the **Village Center – Delray Full Service Center** planning committee meetings in conjunction with the City's Education Office, Neighborhood-Community Services, Parks and Recreation Department, CRA, community leaders and the School District of Palm Beach County. The School District has earmarked \$10 million for the redevelopment of the Delray Full Service Center and has invited the City and community to provide feedback into its plans and future programming. The School District is expected to release a Request for Proposals for the project by March 2019.

Also, OED team continues to support and assist the CareerSource Palm Beach County team located at **Delray Beach's Career Cottage Mini-Job Center**. Since opening in mid-January 2018, the Career Cottage team has welcomed more than 3,605 job seekers. Career Cottage, located at 186 NW 5 Avenue, is open 5 days a week, Monday – Friday, 8:00 a.m. to 5:00 p.m.



Equitable Development and Economic Inclusion

OED completed research on Disparity Studies and made recommendations to City administration for possible next steps as the City seeks to (re)establish ordinances, programs and strategies to “keep it local” in contracting and the procurement of goods and services. The City's long-term economic prosperity can be accelerated and strengthened by keeping more dollars circulating locally which will also lead to the creation of more local jobs by existing businesses.



Collaborative Partnerships and United Economic Leadership

OED's benchmarking and best practices research continued around the topic of Destination Marketing and Tourism Development. The team published the first-ever Tourism and Performance Highlights for the City of Delray Beach and participated in ongoing, collaborative meetings with the Chamber, CRA, DDA and City to determine next steps with this function. Finally, OED has been requested to assist in the development of a short-term plan of action and to conduct an analysis of several business model scenarios to

support advancement of the function in FY 2019 and beyond.

Community and Partnership Activities

OED attended and participated in the following meetings and events in November 2018: City Building Permit Process Team, City Commission, City Workforce Readiness Strategic Action Plan Team, CRA Board, CRA-DDA Board Joint Workshop, Delray Reads, Jason Redman Leadership Session, Livability-Placemaking Team, National Real Estate Investor CRE Outlook Webinar, Osceola Park Neighborhood Plan Kick-off, Pineapple Grove Advisory Board, Village Center Planning Team and City-CRA-DDA Wayfinding Action Team.

Did You Know: Pineapple Grove Arts District's 2018 commercial vacancy rate rose to 9.4% from 5.2% in 2017. Additionally, rents are on the rise and currently average \$41.95 triple net from \$27.91 triple net in 2017. This key district currently has two large construction projects underway – Kolter Hospitality Headquarters Office building and Menin Development's The Ray Hotel with 141-rooms and suites and 2 full-service restaurants.

Source: Costar Commercial Real Estate Service

SW NEIGHBORHOOD INDUSTRIAL AREA BUSINESS WALK DATA SUMMARY

Delray Beach's economic development team conducted its first business walk in the Southwest Neighborhood Industrial Area on Tuesday, November 20, 2018.

28

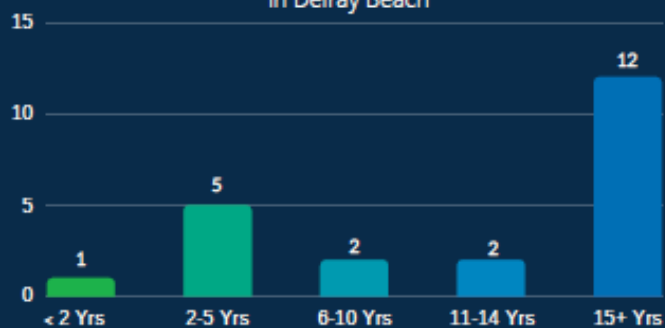
BUSINESSES VISITED

by a team of 15 volunteers, who conducted 23 surveys.

SURVEY RESPONSES

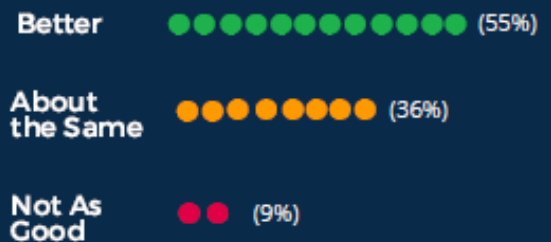
LENGTH OF TIME IN BUSINESS

in Delray Beach



HOW'S BUSINESS?

compared to this time last year



TOP CHALLENGES

WORKFORCE



SALES



COMPETITION



RECOMMEND DELRAY BEACH

as a place of business
to a friend



DELRAY BEACH OFFICE OF
ECONOMIC DEVELOPMENT

