

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



























