



Office of Economic Development

Monthly Report

February 2019



Business Climate & Competitiveness

OED launched its community outreach this month for **Business Navigator**, a new complimentary service for “helping business find the best path forward” through City services and processes. Did you know there are more than 18 City Departments, Divisions and Offices who touch businesses in some way, every day of the week? In response to making it easier for businesses in moving around and through City Hall, OED will help them with:



Site Selection



Technical Assistance & Business Counseling through Area Partners



Site Plan Approval Process



Business Intelligence & Market Research



City Licenses & Permitting



Community Connections



Business & Commercial Property Improvement Funding Assistance

To learn more or to reach a Delray Beach Business Navigator, call (561) 243-7009, email BizHelp@mydelraybeach.com or visit the Office of Economic Development online at delraybeachfl.gov.

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

New Leads – Partner Referrals:	7 Partner Referrals (SBDC – 3, City – 2, Chamber – 1, SCORE – 1)
New Prospect Files Opened:	2
G.E.A.R. Visits:	1 – The House of Perna
CoStar Reports Issued:	2
Funding Assistance Pipeline:	23
Active Business Navigator Clients:	8 – Ceasar’s Ribs, Hawaiian Robbin, Studio 404, Start-Up After School Program, Start-Up Food Truck Park, Suncoast Roofing Supply, Sun Supply, T-Shirt Mayhem Corp.
Total Active Prospects:	38 prospects-developers seeking locations in the CRA District and City with a potential impact of 168 new jobs, the retention of 378 jobs, the absorption/creation of 356,191 sq. ft. of commercial/office/industrial space with more than \$29 million in capital investment.

Funding Assistance – Curb Appeal

OED processed one funding assistance request which was approved by the CRA Board on February 12, 2019 for the property at 425 SW 3 Street and in the amount not to exceed \$15,000. The funding will be used for exterior painting, a new irrigation system and new landscaping. Additionally, OED worked with

the City's Neighborhood and Community Services Team to obtain the CRA Board's approval to modify the Curb Appeal Program Guidelines to extend eligibility for full grants to owner-occupied homes with an annual household income to 140% of the area median versus the previous standard of 100%.

Workforce Talent and Development

OED, in partnership with Career Source Palm Beach County, provided the CRA Board its first Annual Report (see attached) on **Career Cottage**. Career Cottage opened to the community on January 18, 2019 with a goal to assist 1,860 job seekers. In its first year, the Career Cottage team assisted 1,641 job seekers (88%) and helped to place nearly 500 of them in jobs. It was noted more community outreach was needed along with addressing the feedback that Career Cottage could be more welcoming and clearer about its services and value. Additionally, it was suggested that new local job readiness activities, such as resume writing, interviewing and soft skills training, be introduced in 2019 to better serve the needs of both job seekers and local businesses.



Collaborative Partnerships and United Economic Leadership

OED, in conjunction with the Community Redevelopment Agency (CRA), the City Manager's Office and the Greater Delray Beach Chamber of Commerce, has been in discussions with the Downtown Development Authority of Delray Beach (DDA) to assume leadership for our community's **Tourism Marketing** efforts as a result of the recent dissolution of the Delray Beach Marketing Cooperative. The DDA will make presentations to the CRA, City and Chamber in March and April to solidify next steps. With the pending openings of two new hotels, Kolter Hospitality headquarters and the new Delray iPic Theatre and headquarters, a more robust approach to Tourism Marketing is well-timed.



Community and Partnership Activities

OED attended and participated in the following meetings and events in February 2019: 2019 Black Tech Week, City Commission Regular and Workshop, CRA Board Regular and Workshop, Discover the Palm Beaches – Group Sales, Frog Alley Festival Planning, G.E.A.R. Team, Greater Delray Beach Chamber Board, Livability-Placemaking Team, Manpower@ Career Cottage, Palm Beach State College, SBDC @ FAU, SouthTech Charter School Visit, Team Delray and Village Center Palm Beach School District Community Meeting.

Did You Know: Nearly 500 people received jobs in 2018 by working with the team at the Delray Beach Career Cottage at 186 NW 5 Avenue? Walk-ins are welcome for general inquiries and use of free onsite computers and printers. For an appointment with a professional Job Counselor, call 561.727.3399 to schedule.

Source: Delray Beach Career Cottage, CareerSource Palm Beach County



BUSINESS NAVIGATOR

DELRAY BEACH, FL

helping business
find the best path
forward



A complimentary service from the
DELRAY BEACH OFFICE OF
ECONOMIC DEVELOPMENT

Let us help you with...



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Research



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delraybeachfl.gov

02/2019

2018 Annual Report (January 18 – December 11, 2018)

CONNECTING LOCALS WITH JOBS & TALENT



Open Monday – Friday,
8:00 a.m. to 5:00 p.m.
with bi-lingual staff.

Job Seekers

1,641

Individuals Served

496

Individuals Placed

30%

Job Placement

33444

33445

33484

Top Zip Codes for Placement

Employer Services

2,231

Job Orders Received

33487

33431

33432

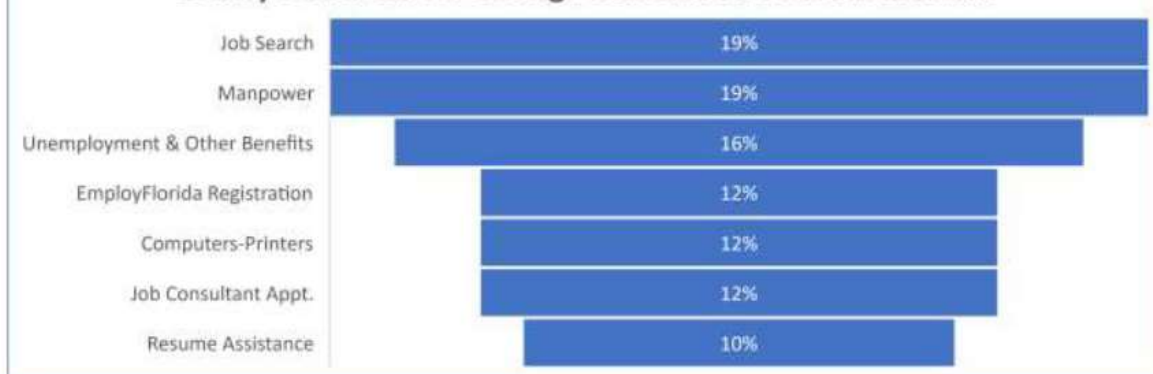
33444

Top Zip Codes for Hiring

Career Cottage
Open Houses

Community &
Company Hiring
Events

Delray Beach Career Cottage General Services Breakdown



- 186 NW 5 Avenue • Delray Beach, FL 33444 • 561-727-3399 • www.careersourcepbc.com
- Walk-ins Welcome for General Inquiries, Computers-Printers • Call for Appts. with Job Counselors •