



Office of Economic Development

Monthly Report

April 2019



OED Economic Development Announcements



Retention	Expansion	Attraction
Headquartered in Delray Beach, this full-service branding, marketing and web agency was at-risk yet decided to stay in the Downtown area after considering several other sites outside the community. Did you know the economic impact for an office worker on average is \$180/day as compared to visitors estimated at \$120/day?	A woman-owned small business headquartered in Delray Beach, FL, recently moved and expanded its corporate offices to ensure it could grow with its government and commercial clients while delivering excellence in professional and technical services including systems engineering, information technology, process improvement-training and logistics and administration.	4KIDS South Florida, a non-profit focused on bringing hope and justice for kids in crisis, recently relocated its Palm Beach County headquarters to Delray Beach. On April 30, 2019, 4KIDS Board and staff members celebrated the opening of their new office at 1690 S. Congress Avenue with a Ribbon-Cutting ceremony with Delray Beach elected officials and local South Palm Beach County community and business leaders. Welcome to Delray Beach 4KIDS Palm Beach!
Jobs: 18 Square Feet: 4,000	Jobs: 7 Square Feet: 1,400	Jobs: 20 Square Feet: 2,400

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

New Leads – Partner Referrals:	3 Partner Referrals (City – 1, SBDC - 2)
New Prospect Files Opened:	16
G.E.A.R. Visits:	1 – Monogram Closet
CoStar Reports Issued:	14
Funding Assistance Pipeline:	40
Business Navigator Clients:	21
Total Active Prospects:	71 prospects-developers seeking locations in the CRA District and City with a potential impact of 190 new jobs, the retention of 379 jobs, the absorption/creation of 396,998 sq. ft. of commercial/office/industrial space with more than \$32.1 million in capital investment.

Cluster Industries and Inclusive Entrepreneurship

Through a CRA A-Guide Grant, the Greater Delray Beach Chamber of Commerce launched the Delray Beach 1909 Accelerator in April and in conjunction with Palm Beach Tech. An inaugural cohort of 15 local innovators with dreams in cosmetics, content creation, sports & fitness, technology, social good, automotive, youth sports, personal coaching and food tourism will work for 8 weeks together to build out their business and operations plans during the Start-Up Course. The cohort will then have 4-months of mentoring and conclude with an investors' pitch event in October 2019.



Collaborative Partnerships and United Economic Leadership

Planning continued for the 5th Annual We ♥ Small Biz month scheduled to kick-off on May 1 with 18 partners collaborating and planning more than 31+ events for small businesses during the month of May. Partners will gather on May 7 at 3:30 p.m. for the annual team photo and tout to the City Commission how the team continues to grow and expand Delray Beach's entrepreneurial ecosystem. To learn more about the month's activities and festivities, visit weheartsmallbiz.org.

Workforce Talent and Development

OED continued to collaborate with the City's Neighborhood and Community Services Department and Education Coordinator in exploring the current state of workforce and talent development in Delray Beach along with identifying local industry training opportunities through meetings with Atlantic Community High School and Palm Beach State College. OED is also supporting the City's emerging pilot summer camp program for middle school-age girls called **Girls Go Build**, designed to teach the basics of building, carpentry, painting and more. This new program is being linked to OED's **Go Build Delray Beach** economic development initiative launched last October 2018 to help grow the construction, real estate and development industries in Delray Beach. Finally, several meetings were conducted with County and regional social assistance partners to explore Ex-Offender Reentry Initiatives, programming gaps and grant sources to help returning citizens find work, housing and other needed services upon release from prison or jail.



Community and Partnership Activities

OED attended and participated in the following meetings and events in April 2019: 4KIDS Palm Beach County Grand Opening, Atlantic High School Industry Training, CareerSource Palm Beach County Board, City Commission Regular and Workshop Meetings, CRA Board, DDA Board, Development Services Stakeholders Quarterly Session, G.E.A.R. Visit – Monogram Closet, Girls Go Build Club, Greater Delray Beach Chamber Media Breakfast and Plastic Planet Town Hall, Healthier Delray Beach, Manpower, Palm Beach State College, Team Delray and YPAD Leadership Committee and Beach Clean-Up.

Did You Know: Delray Beach experienced a 13% increase in business establishments and an 11% increase in jobs from 2014 to 2018 ranking it among Florida's leading small cities for employment growth?

*Source: FIU Metropolitan Center,
2019 Delray Beach Competitive Assessment and Cluster Strategies Study*