



Office of Economic Development Monthly Report May 2019



Collaborative Partnerships and United Economic Leadership

OED led another successful **We ♥ Small Biz Month** in May, in conjunction with 18 local partners, commemorated with more than 30 events for small businesses throughout the month. On May 7, OED presented an overview of the 2019 campaign, following the adoption of a proclamation to commemorate the month. New partners this year include The Seed, a new 6,000+ s.f. coworking facility under development on Linton Boulevard; the 1909, which runs an accelerator program for entrepreneurs at the Delray Beach Chamber of Commerce; and Thrive, a community asset development firm that supports capacity-building efforts for small businesses.



OED launched two new programming events at the CRA's new "Pop Up Pop In" Center at 708 W. Atlantic Avenue, including two Freelance Friday pop-up coworking days on May 3 and 17, and the debut of the OED Office Hours & Small Talk series on May 15, featuring local entrepreneur Morris Carstarphen. Other new events included ArtSpace Coworking at the Arts Warehouse, the launch of the TED Center's new Youth Entrepreneurship Program, and Blackmer's Market by Thrive. Legacy events included the DDA's Mother's Day downtown shopping campaign, the Delray GreenMarket, the Chamber's East Delray Expo, and Get Your Green On Day with Healthier Delray Beach, and more.

Additional information, including a full calendar of events, photos, and news updates are available online at weheartsmallbiz.org.

This May, OED also unveiled an expanded **Faces of the Economy** campaign on the OED page of the City's website. The campaign, which highlights the people behind the businesses that power the Delray Beach economy, now offers expanded profiles of businesses that choose to participate. Current profiles and applications to participate are available at <http://bit.do/facesofdelraybiz>.

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

New Leads – Partner Referrals:	6 Partner Referrals (City – 1, DDA – 1, SBDC - 4)
New Prospect Files Opened:	10
G.E.A.R. Visits:	None
CoStar Reports Issued:	8
Funding Assistance Pipeline:	37
Business Navigator Clients:	26
Total Active Prospects:	72 prospects-developers seeking locations in the CRA District and City with a potential impact of 187 new jobs, the retention of 369 jobs, the absorption/creation of 391,497 sq. ft. of commercial/office/industrial space with more than \$31.9 million in capital investment.

New Funding Assistance Tool – Project Consultancy + Design Services Program

At its May 2019 regular meeting, the CRA Board approved program guidelines to establish the Project Consultancy + Design Services program, designed to assist businesses and property owners in the Osceola Park and West Atlantic areas of the CRA District with the planning and design phase of commercial property improvement projects. The program offers two levels of assistance—Level 1 would provide property owners and prospective tenants with architect consulting services through a CRA consultant, to determine the feasibility, scope and approximate costs of potential projects. Level 2 would allow the CRA to fund the design and creation of signed/sealed plans required to obtain building permits, and provide greater access to quality, local design firms.

The program will operate for a period of 3 years and revisited after one year. OED has already begun meeting with business and property owners in the target area to discuss potential applications, with additional outreach efforts being planned. Next steps include issuing a Request for Letters of Interest to pre-qualify design firms to provide professional services under Level 2 of the program.

Workforce Talent and Development

OED participated in a community information session for construction industry training courses offered by Palm Beach State College. The information session was hosted jointly by the Delray Beach Neighborhood & Community Services Department, the CRA, Palm Beach State College, and CareerSource Palm Beach County. Other participating organizations included the National Association of Black Women in Construction (NABWIC), the KOP Mentoring Network, LaborMAX Staffing, and CIRCLES Palm Beach County. The session offered an overview of industry training courses available for people interested in the welding, carpentry, electrical, HVAC and plumbing trades, as well as available scholarship opportunities and job placement services. OED also continues to support 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 design. The program is scheduled to launch in June 2019.



Both initiatives are being linked to OED's **Go Build Delray Beach** initiative, designed to help grow the construction, real estate and development industries in Delray Beach. The construction industry training information session is also being linked to the **Keep It Local Delray** initiative, which promotes local hiring, training and spending in support of a more resilient local economy.

Community and Partnership Activities

OED attended and participated in the following meetings and events in May 2019: Delray GreenMarket, Delray Morning Live, Wayside House Tina Posner Career Center Anniversary, City Commission Regular and Workshop Meetings, CRA Board, DDA Board, Girls Go Build Club, Greater Delray Beach Chamber East Delray Expo, and Treasure Coast Regional Planning Council.

Did You Know: At 14 percent of all employed resident workers, Delray's rate of self-employment is 40 percent higher than the US average, at 10 percent of all workers.

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