

# 1st Quarter REPORT



ECONOMIC DEVELOPMENT COMMISSION  
OF FLORIDA'S SPACE COAST

## BREVARD COUNTY BOARD OF COUNTY COMMISSIONERS:

The EDC is pleased to provide you this report on Fiscal Year 2013-2014 first-quarter activity. In addition to marking another important success in our aviation segment, the October-December quarter featured progress on a series of innovative EDC initiatives involving government procurement, our federal political delegation and the very notion of innovation itself.

In October, Florida Governor Rick Scott traveled to the Space Coast to join **Embraer** and the EDC in announcing the company's [new manufacturing facility](#) for its midsize Legacy 500 and Legacy 450 business jets. To be based at Melbourne International Airport, the project will generate 600 jobs, according to Embraer. While the project remains active, with several negotiations to finalize, we are confident our work will be rewarded with a positive outcome.

The first quarter also saw substantial early success in the EDC's [G.O. Contracts, Government Opportunities Online](#) program. Developed and implemented by the EDC, **G.O. Contracts** allows small and midsize businesses within targeted industries to capture more of the lucrative government procurement market. It does this by providing them free access to a database of contracts and information from the local, state and federal levels as well as hands-on training coordinated by the EDC to ensure they get the most from the program.

During its first four months of operation, which concluded in December, G.O. Contracts helped participants win contracts that [could be worth as much as \\$6.2 million](#). This is work that these businesses told us they did not find in other contracting websites. The EDC is excited to bring this opportunity – and the job-creating business development that comes with it – to our economy.

After weeks of advanced planning and logistics, the EDC moved forward in December with our initiative to strengthen the political synergies that are critical to economic competitiveness. We led a small team to **Washington, D.C.**, where we met with [chiefs of staff](#) from Florida's Republican and Democratic delegations and staff from our two U.S. Senators' offices. These meetings and our push to unify Florida's federal delegation are efforts unique among economic development organizations. But to compete with states such as Alabama and Texas that have unified delegations in matters of statewide impact, this was a process that the EDC was glad to identify and implement. We look forward to building on these successful first steps over the next year.

Appreciative of the importance of our leaders in Tallahassee as well as in Washington, we honored one of our rising political leaders by presenting **House Speaker-Designate Steve Crisafulli** with [the EDC's Award for Exceptional Leadership](#) at our December board meeting. The Merritt Island Republican was recognized for his outstanding support of economic development in Brevard County.

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# FY 13/14 Management Metrics

As of December 31, 2013

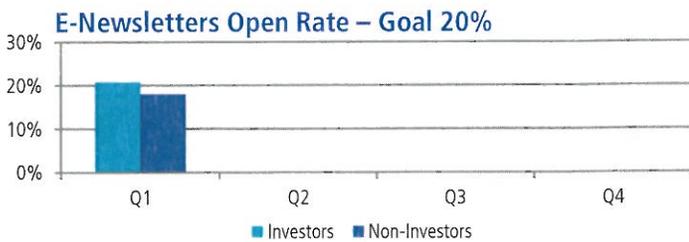
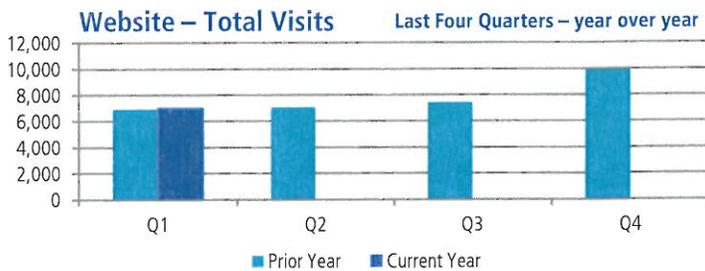
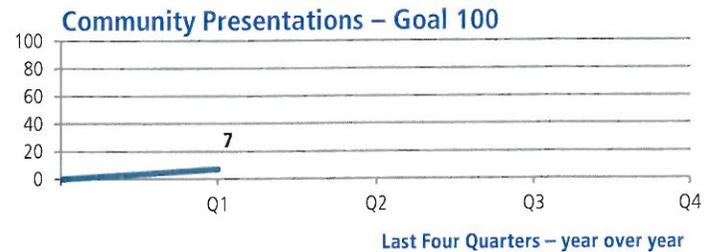
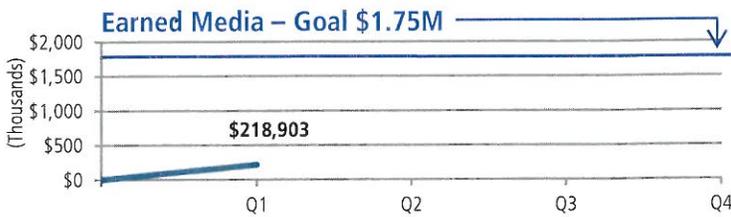
## PROJECT ACTIVITY

Project Announcement Statistics	Total
Direct Jobs Announced	130
Retained Jobs	125
Capital Investment	\$6,473,000

## POLICY DEVELOPMENT

Description	LEVEL	STATUS
Public-Public Partnership Initiative	1	Active

## MARKETING & COMMUNICATIONS



News Releases Activity	Q1	YTD
News Releases	5	5
Unique Views	459	459
Total Views	518	518
Average Unique Views	91.8	91.8
Average Total Views	103.6	103.6

## RESOURCE DEVELOPMENT

**New Investment Goal: \$40,000**

Activity	Q1	YTD
Renewed Investors	17	17
New Investors	9	9
Upgraded Investors	3	3
Volunteer Hours	123.25	123.25

