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2016-17 ANNUAL REPORT

The Nature Coast Business Development Council is a 501(c)(3) public charity designated as the lead economic development agency for Levy County, Fla. It contracts annually with the Board of County Commissioners for services provided.

It also has a yearly Memorandum of Understanding prepared to perform services for CareerSource Citrus Levy Marion. As of the conclusion of FY 2016-17, there were no private donors or contributions to the organization outside of the annual funds received by CareerSource. Revenue is as follows:

<u>REVENUE SOURCE</u>	<u>AMOUNT</u>
Levy BOCC	\$59,700
CareerSource	\$10,000

Operating expenses for the organization are as follows:

<u>EXPENSES</u>	<u>BOCC FUNDS</u>	<u>CAREERSOURCE</u>
Administrative/operations	\$59,700	
Marketing		\$10,000

The NCBDC provides a variety of services for targeted and existing industry, including site selection, evaluation and readiness, a Business Alliance, marketing through a monthly newsletter, business directory, web site and social/traditional media, Business Retention and Expansion surveys, business plan review, networking and professional development opportunities, grant writing and more.

Currently, the organization is staffed by an Executive Director. The following is a summary of assistance provided for this reporting period.

<u>Business Assistance</u>	<u>NUMBER</u>
Active projects	16
Leads	10

Business Alliance meetings	1
Disaster response	35
Business Retention and Expansion	6
Site selection proposals	2
Financial assistance	1
Training/education/technical assistance	0
Workforce/career pathways	3
Business incentives applicants	1 (0 awarded)
TOTAL:	75
CAPITAL INVESTMENT	
Total investment	\$0
Foreign investment	\$0
Net jobs created	400

EXECUTIVE SUMMARY:

The organization pushed for a more concerted effort to expand the reach of our branding, and therefore increase our exposure to potential clients in need of assistance. Continued work on our web site added the beginning stages of a “how to” business guide, more business spot light videos and entrepreneurial profiles, and content geared toward our county’s predominant small business base.

The launch of the Business Alliance encountered scheduling difficulties in attracting attendees for its inaugural run, with an early 2018 relaunch planned.

Several projects remained in site selection phase throughout the year, and encouraging signs showed an increase in traffic on the web site, entrepreneur portals there, and inquiries into doing business in the county.

The organization began planning and production of an investment guide with the intended result of generating more contributions and allowing new or expanded services to be offered.