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2017-18 ANNUAL REPORT

Nature Coast Business Development Council, Inc. of Levy County

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 has a yearly Memorandum of Understanding prepared to perform services for CareerSource Citrus Levy Marion, and raises private funds through its investment team that go toward program implementation and services.

Revenue is as follows:

Levy BOCC	\$59,975
CareerSource	\$10,000
Private Funds	\$600

Operating expenses for the organization are as follows:

Administrative: \$63,195

Line Items:

Salary & Taxes	\$52,000
Accounting	\$1,500
Insurance	\$2,585
Vehicle/Travel	\$5,725
Education and Training	\$150
Other Expenses	\$1,235

Marketing: \$20,210

Line Items:

Business Spotlight Videos, Website	\$5,500
Business Assistance	\$1,000
FVEC Web Portal for Entrepreneurs	\$2,500
Business Grants	\$1,000
Inglis Whitewater Grant	\$10,000
E-newsletter Service	\$400
Credit Card Processing	\$240

Goal Setting Retreat	\$340
E-Commerce	\$230

Historical Expenses and Funding Levels:

Expenses in 2009 were \$82,000 the portion that was funded was \$57,000.
 Expenses in 2010 were \$74,440 the portion that was funded was \$44,940.
 Current Expenses are \$59,975 and the portion that is funded is \$59,975.

Expenditures Breakdown:

Admin:	\$52,000 or 87.04%
Policies:	\$2,585 or 4.31%
Vehicle:	\$5,025 or 8.38%
Accounting:	\$1,500 or 2.50%
Phone:	\$690 or 1.15%
Travel:	\$700 or 1.17%
Training:	\$150 or 0.25%
Supplies:	\$250 or 0.42%
Postage:	\$35.00 or 0.06%
Incidentals:	\$75.00 or 0.13%
P.O. Box:	\$63.0 or 0.11%
Corporate Filing:	\$62.00 or 0.10%
Account Fee:	\$60.00 or 0.10%

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, social media, website and business directory, 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.

Business Assistance:

Active Projects	11
Leads	9
Business Alliance Meetings	0
Disaster Response	0
Business Retention and Expansion	3
Site Selection Proposals	2
Financial Assistance	0
CareerSource Referrals	3
Business Incentives Applicants	0 (3 Pending in New Fiscal Year)

Capital Investment:

Total Investment	\$600,000
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Foreign Investment	\$0
Net Jobs Created	100

EXECUTIVE SUMMARY:

The organization continued a push to increase marketing and business outreach, including through regular business spotlight videos, a newly redesigned e-newsletter that is now run through an email marketing program, a Business Retention and Expansion schedule and other initiatives.

A noticeable increase in leads that has steadily occurred the last several years continued this reporting period, with several entering site section discussions. Two targeted industry projects comprising dozens of high wage jobs and millions in capital investment were working toward contracts, with incentives packages in the formulation stage at the end of the fiscal year.

Noteworthy accomplishments included:

- Relocation of a power equipment wholesale distributor from South Florida to Bronson, with four retained jobs and at least three proposed. A business spotlight video of the company netted close to 1,000 views.
- The certification of the Executive Director as an Economic Gardening program specialist
- Helped secure grant for a proposed whitewater kayaking venue in the Town of Inglis
- Completed a Request For information (RFI) and helped coordinate a site visit and compile data for a subsequent presentation of a 5,400 acre site through Duke Site Readiness program
- Developed a hops growing plan for Nova Global Farms in Bronson
- Continued redevelopment of web site to include more site section-related content
- Received proposals for planned business incubator concept, as well as began research of an apprenticeship/vocational academy
- Secured support through CareerSource for four (quarterly) Business Alliance meetings in FY218-19.
- Conducted annual goal setting session in September where the following objectives were agreed upon by the Board of Directors:
 1. Targeted industry readiness; site prep and due diligence consideration, whitewater venue, BRE visits
 2. Community outreach; Business Alliance with quarterly presentations & workshops, investment program, ambassador program
 3. Marketing campaign; web site/videos, social and traditional media