

Race and Equity Sub-Committee

November 19, 2019

Department of Doing
Economic Development and Innovation

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DIRECTOR

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Economic Development and Innovation - Broad Role

- Bridge between Market/Community – Provide Project Management/Ombudsman Role
- Work on Economic Development projects throughout the City not just in the Core
- Projects run the gamut from heavy to light City touch
- Collaborate with partners on various ED efforts
- Work with all City staff to solve problems
- Member of DOD Management Team

Economic Development and Innovation - Current Assignments

- Business Retention and Expansion – Double Envelope, Phalanx, Exactech, Amazon, SFC, UPS, FedEx (Lot # 6 AIP), WaWa, Westgate Publix
- Business Nurturing – GTEC, GEAR, GEAP and routine business assistance
- Talent Pipeline - District 1 – Career Expo; startup GNV community tech portal
- Projects – Opportunity Zone Prospectus, Opportunity Loan, Lot #10, Working Food Contracts
- 1st Step Standing Team Member

Economic Development and Innovation - Business Nurturing

- GTEC – Gainesville Technology Entrepreneurship Center - 20 year anniversary currently 27 companies (inclusive of CRA, IPDC, SBDC); 19 are women or minority owned/led; notable graduates: Axogen, Optym, Sinmat, The Knot Climbing Gym, Tech Toy box
- GEAR – Gainesville Entrepreneurial Area Roundtable - Entrepreneurial Ecosystem Group meets bi-monthly at UF Innovation Hub and comprised of all community entities working to support entrepreneurs (UF, SFC-CIED, Working Food, COG, Chamber of Commerce, startupGNV)

Economic Development and Innovation - Business Nurturing

- GEAP – Gainesville Entrepreneurship for Adverse Populations – COG sponsoring partner, work with adverse communities in seeking entrepreneurial opportunities at Bootcamp and then via mentoring (approx. 145 participants since inception)
- startupGNV Community Portal – Community partnership (Private Industry, COG, AC, UF) to provide a digital platform connecting tech employers and prospective employees, soft launch is out

Economic Development and Innovation - 1st Step and Business Development Assistance

- 1st Step Development Assistance – 3-5 meetings weekly reviewing business/community development plans that can lead to projects with tax base/employment implications for the City
- Business Development Assistance – 3-5 contacts weekly (via phone or in person) with interested parties seeking to navigate the City’s regulatory framework regarding permitting, business licensing and/or related matters.

1st Step - Project Assistance



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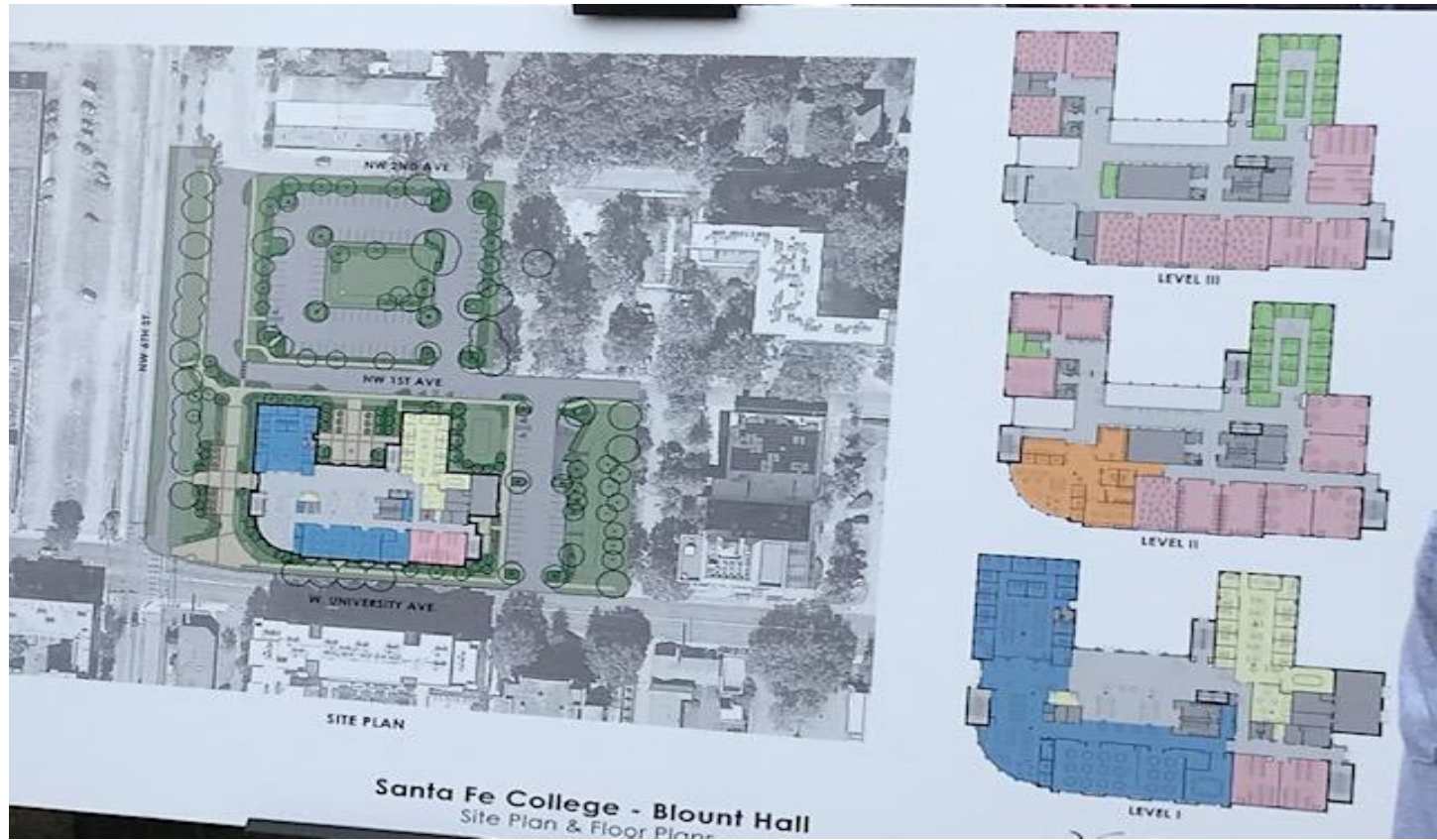
1st Step - Project Assistance



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1st Step - Project Assistance



1st Step - Project Assistance



1st Step - Project Assistance



Economic Development and Innovation - Take-Aways

- The City has a solid platform for growth and development assuming continued macro-economic conditions
- All projects have complications/nuances; need to diagnose those early and be pro-active in resolving them...go slow to go fast!
- Macro ED challenges include access to capital, talent and disparity
- It's all about relationships

Economic Development and Innovation - Next Steps

- startup GNV community tech portal formal launch in early 2020 – facilitate sessions in East Gainesville to publicize the tool
- City sponsorship of upcoming GEAR meeting in early 2020 with City interaction focus
- Pursue new community oriented access to capital tool similar to Opportunity Loan
- Continued start up/small business development assistance in concert with GEAR, GEAP, GTEC, Working Food and City Charters/Departments
- Continued development assistance for private and community built environment projects

Economic Development and Innovation - Questions???

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