



Series 2

## 2016 Newsletter

# NoMi Economic Development

Thank you for opening the second edition of the **NoMi Economic Development Newsletter**. This periodical newsletter provides updates on what is happening inside the **Community Planning & Development Department's Economic Development Division** of the city of North Miami, highlight important trends in economic development, feature local businesses, and provide resources for small business owners.

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### NoMi Business Spotlight: Audio Vision Studios



**Howard (foreground) with brother Ron in their recording studio in North Miami**

Each newsletter edition, I will be highlighting a particular business or businesses in our community that offer a unique product or service. This newsletter, I sat down with **Howard Albert**, Co-Owner of **Audio Vision Studios**.

- Business Name: Audio Vision Studios
- Location: 13385 W. Dixie Highway North Miami, FL 33161
- Opened: 1987
- Type of Business: Audio Recording & Producing

### **North Miami: A Music City**

Many people have heard of such artists as *The Eagles*, *Beyonce*, *Stephen Stills*, *Aretha Franklin*, *Eric Clapton*, *Lil Jon*, *P-Diddy*, and *Jamie Foxx*, but unless one is a music industry insider, the name Howard Albert is likely unknown. While these artists behind the microphone are more recognized, Howard has sat behind the sound board for each of them and many more.

While cities such as Nashville, Los Angeles, and New York are music recording capitals, the North Miami area is a little-known hub for music recording with several neighboring studios producing quality work for prominent artists for decades. Audio Vision Studios is one that has become a top recording studio over the years. I sat down with Howard Albert, co-owner of Audio Vision Studios to learn more about his background and place of business.

### **Was the music recording/producing business always something you had planned on getting into?**

I started as a musician at the early age of 12 and then did studio session work as a teenager. My brother Ron did the lights and sound for my groups.

### **Was the music recording/producing business always something you had planned on getting into?**

While doing session work at Criteria Studios (Now Hit Factory) the founder, Mac Emerman asked if I knew anyone that might want a job organizing the tape library at the studio. I mentioned my brother Ron, and he came in for an interview. When asked his age and if he could type, Ron lied about both and got the job. Ron asked our mother to help him learn to type. It was not long after, by looking over the shoulder of Mack, that Ron picked up the skills needed to become a recording engineer and started to conduct radio sessions on his own. Ron received a gold record at the age of 16 for the Brook Benton hit "Rainy Night in Georgia" and the saga continues.

After a stint in Vietnam, I returned to work in the recording studio along side Ron and we eventually became Co-Vice Presidents of Criteria prior to opening Audio Vision Studios and Vision Records.

**Who are some of the more interesting and exciting artists you have worked with over the years and why?**

That's a tough one because we have worked with so many. (View Ron and Howard's partial discography [here](#).)

**What is something people may not know about Audio Vision and the recording/production business in general?**

We have been in business at this location since 1987. We have over 40 Gold Records and about 30 or so Platinum Records to our name. We work with all types of artists from folk and rock to country and R&B.



**Located just off of West Dixie Highway, Audio Vision Studios has hosted dozens of star musicians spanning four decades**

**What projects are you working on now?**

Currently we're working on opening Miami Audio School to teach people about the art of music production, which will include a curriculum about how to DJ. We've partnered with DJ Affect, who is the DJ for major Miami clubs such as LIV and E11even to run the course. We are still finalizing details, but we hope to have the school up and running by the beginning of next year.

*For more information on Audio Vision Studios please see their [contact page](#).*

**SoLē Mia Local  
Preference Office  
Creates Positive  
Impact for North  
Miami**



**Garth Solutions team members with job training participants at the SoLē Mia LPO earlier this year**

Nestled in the heart of downtown North Miami in an inconspicuous yellow house, SoLē Mia's Local Preference Office is hard at work creating the largest workforce development program in the city of North Miami. As part of the land-lease agreement between the city of North Miami and SoLē Mia's developers Oleta Partners, 10% of all jobs created through the SoLē Mia mixed-use

development must include local North Miami businesses and residents.

To that end, SoLē Mia developers created a Local Preference Office (LPO) managed by Yvonne Garth and her firm Garth Solutions. The SoLē Mia LPO provides multiple resources for North Miami residents at no cost to the individual. SoLē Mia's LPO offers free vocational training classes, career development seminars, and more. They help residents find jobs with one of the more than 20 firms that have been in contact with the LPO, and they have visited North Miami Senior High School and recruited graduating seniors to join job training programs, so they have employable skills right out of high school.

SoLē Mia LPO accepts walk-in visitors or appointments, and Garth Solutions encourages North Miami residents to come in anytime for questions about how to get involved. The LPO office is located at 12540 NE 8th Avenue North Miami, FL 33161 right across from City Hall.

More than 100 residents have already come through the SoLē Mia LPO doors, and many more are needed and welcome. North Miami resident, Enock Jeantinor, has received free vocational training through the LPO which helped him get a better job. Of the program, Jeantinor stated, "I think SoLē Mia's scholarship program is great. It helped me gain the experience that I needed to get a better job and provide a better future for me and my family."

Some highlights of SoLē Mia's latest LPO Quarterly Report for April-June 2016:

- More than 170 resident contacts by phone or walk-in
- 11 scholarship recipients graduated last quarter and 127 graduates to date
- 7 vendor meetings scheduled
- 47 % of total hard costs were paid to local businesses
- 29.47 % of total workforce was comprised of North Miami residents

[Learn more about the Local Preference Office here](#)

## **North Miami at ICSC Florida Conference & Deal Making**

North Miami had a strong presence at the International Council of Shopping



Sam Blatt, Economic Development Manager

Centers' Annual Florida Conference & Deal Making event. The conference created a great opportunity to connect with developers, retailers, brokers, and service providers all under one roof. The event featured over 250 different exhibitor booths and nearly 4,500 attendees. The conference took place in Orlando, Florida from August 21st-23rd.

### ***QUICK TAKE: SMALL BUSINESS IS THE BACKBONE OF NORTH MIAMI***

*Over **85%** of North Miami's businesses have **10 or fewer** employees. This means that small business is the **engine** that runs the North Miami economy. Providing **assistance** and **support** to these businesses is a critical component of North Miami's **economic development** strategy.*

*Source: The Beacon Council, [MiamiDadesites.com](http://MiamiDadesites.com)*



# Business Owners

## High electric bills?



### You may qualify for a **Commercial Grant to Lower Your Energy Bill**



The City of North Miami is providing a

#### **MATCHING GRANT up to \$5,000**

to help small business owners in North Miami who are making improvements to their businesses that will increase energy-efficiency and promote green rehabilitation.

#### **Eligible Businesses:**

- Small business with 7 employees or less
- Located within the City of North Miami
- No existing City liens or violations
- Will be required to completed a free Business Energy Evaluation through FPL

#### **Eligible Use of Funds:**

- **INSTALLING** energy-efficient appliances
- **REPLACING** old light bulbs or light fixtures
- **IMPROVING** plumbing to save water
- **FUNDING** available for other energy-efficient initiatives

To apply please contact Sam Blatt, Economic Development Manager  
for the City of North Miami at (305) 893-6511 ext. 12164  
or [sblatt@northmiamifl.gov](mailto:sblatt@northmiamifl.gov).

**MUST APPLY BEFORE SEPTEMBER 2016!  
FIRST COME, FIRST SERVE!**

## Upcoming Events



NORTH MIAMI  
FLORIDA

*Hispanic Heritage Month*  
September 15 - October 15



Music & Dancing . Local Latin Flavors . Family Fun  
*3<sup>rd</sup> Annual*

La **GRAN**  
*Fiesta*



*Saturday*  
*September 24, 2016*  
7:00 - 11:00 P.M.  
MOCA PLAZA  
770 NE 125 STREET  
NORTH MIAMI, FL 33161

FOR MORE INFORMATION CALL THE NORTH MIAMI SPECIAL EVENTS DIVISION AT 305-895-9840  
OR VISIT [NORTHMIAMIFL.GOV/CELEBRATE](http://NORTHMIAMIFL.GOV/CELEBRATE)

For vendor information [click here.](#)  
For Sponsorship Packet [click here.](#)

# MDEAT BUSINESS EXPO



## Miami-Dade Economic Advocacy Trust (MDEAT) North Central Dade Business Expo

Join us for a **FREE** community event.

A showcase of nearly 65 businesses

- Learn about products and services in your community
- Network with key business professionals

**Thursday, September 8, 2016**  
**6 – 8 P.M.**

Joe Celestin Community Center  
1525 NW 135 Street, North Miami, FL 33161

**Refreshments • Live entertainment • Raffles**

For more information,  
contact [MDEATInfo@miamidade.gov](mailto:MDEATInfo@miamidade.gov)  
or 305-375-5661.



@MDEATInfo



## MDEAT

Miami-Dade Economic  
Advocacy Trust

*Working Together for Economic Change*



## **SEPTEMBER 15, 2016 BUSINESS PLANNING WORKSHOP**

A good business plan can propel your business to the next level. Whether it's to secure a loan, seek investors or simply to guide your team. Workshop will highlight several key questions of a Business Plan.

- What is a Business Plan?
- What are the benefits of a Business Plan?
- Can a Business Plan aid in the achievement of growth?

Presented by

### **Small Business Development**

A Division of Miami-Dade County Internal Services Department

in association with

### **Pino Global Entrepreneurship Center**



The Florida SBDC Network is state Designated as Florida's Principal Provider of Business Assistance [§ 288.001, Fla. Stat.] The FSBC at FIU is a member of the Florida SBDC Network, a statewide service network funded in part through cooperative agreements with the U.S. Small Business Administration (SBA), Defense Logistics Agency, State of Florida and other private and public partners; hosted by the University of West Florida; and nationally accredited by the Association of SBDCs

**September 15, 2016  
9am-11am**

**Special Events  
Room Located in  
the FIU College of  
Business Complex**

**11200 SW 8<sup>th</sup> St  
Miami, FL 33199**

**No cost to Attend!!!**

**For more  
information:  
(305) 779-9230 /  
sbdc@fiu.edu**

**[Click Here to  
Register](#)**



# TECHNOLOGY BOOTCAMP

8 WEEK PROGRAM FOR ADULTS 18 AND OVER

[WWW.ETVFOUNDATION.ORG/DIGITALCITIZEN](http://WWW.ETVFOUNDATION.ORG/DIGITALCITIZEN)



## Go From Learning To Earning

Learn In-Demand Tech Skills:  
How to launch and operate a website  
Use Social Media to improve presence  
Design and Market an online business  
Introduction to Programming

**APPLY NOW!**

No Experience Required

## FREE ADMISSION

The Digital Citizen Bootcamp empowers individuals through hands-on learning of important skills needed to succeed in the Digital Economy. Classes meet in the evenings.  
If you are ready to transform, REACH OUT!

CONTACT [bootcamp@etvfoundation.org](mailto:bootcamp@etvfoundation.org) | (305) 792-8328 | [etvfoundation.org](http://etvfoundation.org)

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