



WE HAVE A TALENT FOR PRODUCING TALENT

With more than 16,000 degrees conferred each year, UCF produces more talent than any other university in the state. And by offering a high-quality college education to as many deserving students as possible, UCF creates opportunities for more people to achieve their full potential. **ucf.edu**

UNIVERSITY OF CENTRAL FLORIDA

Table of Contents

2020 FLORIDA OPPORTUNITY GUIDE

An Official Welcome

4 Gov. Ron DeSantis and Florida's economic development leaders share how they are working to create the No. 1 place for families and businesses to succeed.

Florida's Top Assets

- 10 Why Choose Florida?
- 12 In Good Company
- 14 Right Climate
- 16 Right Connections
- 18 Right Location
- 20 Right Talent
- 22 Right Life

Regional Round-Ups

- **38** Find Your Right Site
 Florida Map and Regional Statistics
- **40** East Central Cocoa · Daytona Beach · Kissimmee Melbourne · Orlando · Sanford · Titusville
- **46 North Central** Alachua · Cedar Key · Gainesville · Jasper Lake City · Live Oak · Ocala
- 51 Northwest Destin · Fort Walton Beach · Panama City Pensacola · Port St. Joe · Tallahassee
- **Tampa Bay** Bradenton · Clearwater · Lakeland · North Port Sarasota · St. Petersburg · Tampa · Winter Haven
- **63 Northeast** Fernandina Beach · Jacksonville · Palatka Ponte Vedra · St. Augustine
- **68** Southeast Boca Raton · Fort Lauderdale · Hollywood · Jupiter Key West · Miami · Port St. Lucie · Stuart · Vero Beach · West Palm Beach
- 73 Southwest Cape Coral · Estero · Fort Myers · Naples · Punta Gorda
- 78 South Central Arcadia · Clewiston · LaBelle · Lake Placid Okeechobee · Sebring · Wauchula

Points of Contact

- **80** Business Leaders Largest Public and Private Companies
- 81 Assistance & Funding Business Incubators, Venture Capital Firms
- 83 Economic Developers
- 85 Small Business Assistance Florida SBDC Network Regional Offices

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PLUS ... Florida Trend's

the latest research &

east coast. / p.24

innovations in business

RÉSEARCH

Special Report summarizes

from the west coast to the



With an abundance of resources, quality talent, an ideal business climate, and proximity for global trade, it's no wonder why more than 900 new residents move to Florida each day.

No matter where you decide to relocate or grow your business, rest assured that you have a team behind you. Established in 1976, the Florida SBDC Network is your resource for strategies, resources, and expertise to help you grow and succeed.

At the Florida SBDC Network, we believe in creating unimaginable possibilities for small businesses, while also creating economic prosperity for our state.

Through our service offering, our team of credentialed and experienced business consultants and staff, many of whom are former business owners and executives, help aspiring and existing small businesses turn their dreams into a reality, while also giving them the competitive advantage they need to grow and compete in today's global marketplace.

Find one of our more than 40 offices nearest you to learn how the Florida SBDC Network can assist you in areas including:

- Capital Access
- Strategic Market Research
- Growth Acceleration
- International Trade
- Cybersecurity
- Government Contracting
- Disaster Preparedness& Resiliency

Visit us online to find your local office and get started on your path to success today.



Helping Businesses Grow & Succeed

A statewide partnership program nationally accredited by the Association of America's SBDCs and funded in part by the U.S. SBA, DLA, State of Florida, and other private and public partners, with UWF serving as the network's headquarters. Florida SBDC services are extended to the public on a nondiscriminatory basis. Language assistance services are available for individuals with limited English proficiency.





State Designated as Florida's Principal Provider of Business Assistance [Fla. Stat. § 288.001]

FloridaSBDC.org



"Working with the Florida Legislature, I am committed to ensuring our government continues to reduce arbitrary regulation and taxation, so that Floridians in all 67 counties can succeed and businesses around the world feel welcome in the Sunshine State."

A Message to Florida Business Leaders

For those just becoming familiar with Florida's wealth of opportunity, I hope you find this 2020 Opportunity Guide to be a helpful introduction to the diversity and depth of Florida's business community.

This dynamic state of more than 21 million residents and more than 126 million visitors each year boasts numerous stories of innovation and entrepreneurship. However, we know we can do even more. We are working tirelessly to make Florida the premier place to start or grow a business in the 21st century. That includes everyone from an entrepreneur with big dreams to a family-owned small business looking to expand

Florida is also ready to receive businesses, large and small, from hightax, over-regulated states where job creation and expansion are stifled by heavy-handed government policies. We are actively looking for ways to reduce barriers to opportunity. In January, we held a "Deregathon" event in conjunction with Florida's Professional Licensing Boards to find solutions to harmful occupational licensing requirements that curtail economic growth.

We are proud to be a pro-business state with no state personal income tax, no corporate income tax on limited partnerships or subchapter S-corporations, no state-level property tax assessments, and no property tax on business inventories.

U.S. News & World Report has ranked Florida's public university system the best in the nation for three consecutive years. Our manufacturing sector has grown at three times the national average over the past three years. Additionally, we are making unprecedented strides to preserve the environmental and water resources that make Florida a prized jewel.

Working with the Florida Legislature, I am committed to ensuring our government continues to reduce arbitrary regulation and taxation, so that Floridians in all 67 counties can succeed and businesses around the world feel welcome in the Sunshine State.

We have so much going for us, but we must not rest on our laurels. Whether it be removing unnecessary regulations for businesses, expanding our manufacturing sector, or investing in education and the environment, we believe Florida will remain a model state for economic prosperity and welcome you to do business here.



P O W E R I N G

FLORIDA

Florida Power & Light Company's Office of Economic Development is proud to support the growth of Florida's economy by providing white-glove service and access to resources for incoming or expanding businesses.



NextEra Energy, FPL's parent company, is the world's No.1 generator of energy from the wind and sun



NextEra Energy is No.1 in the nation and a world leader for its amount of operational battery storage



By 2030, FPL will have installed more than 30 million solar panels in Florida, totaling more than 11,000 MW of solar energy generation



Florida is the No.1 state for high-tech employment in the southeast U.S.



Florida is a Top 10 manufacturing state 19,000+ manufacturers producing everything from aerospace products, batteries, pharmaceuticals, solar panels, and more



CONTACT US TODAY

888.488.7703 | PoweringFlorida@FPL.com









Enterprise Florida is dedicated to helping businesses, of all sizes, in Florida succeed.

Florida is poised to make business opportunities thrive.

Enterprise Florida is dedicated to helping businesses, of all sizes, in Florida succeed.

Two decades of steady, common-sense public policy decisions in Florida have created a welcoming environment for startups and longstanding firms alike, and under Governor DeSantis' leadership, Florida is poised to become even more attractive to business. From the Governor's commitment to low taxes and limited regulation to his views on workforce education and making smart investments in the environment, the Governor understands what makes opportunity thrive.

Whether it's advanced manufacturing, finance, aerospace and anything in between, Florida remains a beachhead of freedom for businesses looking for relief from high taxes and faceless bureaucracy. The marketplace already presents a lot of challenges and risks for every business. At Enterprise Florida, we work to take the heavy hand of government out of that equation.

From international trade to emerging industry opportunities, we have answers to the questions that bring stability and growth to your business model and bottom line. So call us today and let us help facilitate your next level of growth right here in the Sunshine State.

Enterprise Florida, Inc. (EFI) is a public-private partnership between Florida's business and government leaders and is the principal economic development organization for Florida. EFI's mission is to expand and diversify the state's economy through job creation. EFI is the state's primary entity for trade and export development, supporting more than 60,000 Florida exporting businesses. EFI also supports the state's military sector through the Florida Defense Support Task Force and Florida Defense Alliance; the sports industry through the Florida Sports Foundation; and small and minority businesses through its capital programs.

Contact us for confidential business location and expansion assistance.



Florida's economic development partners are allied and working toward the common goal of making your firm's transition to a permanent home in Florida as worry-free as possible. A call to any one of these partners sets the wheels in motion.



In collaboration with our partners, the Florida Department of Economic Opportunity's mission is to assist the governor in advancing Florida's economy by championing the state's economic development vision and by administering state and federal programs and initiatives to fuel job creation in competitive communities, and promote economic resiliency.

floridajobs.org (850) 245-7105



The mission of CareerSource Florida is to connect employers with qualified, skilled talent and Floridians with employment and career development opportunities to achieve

careersourceflorida.com (850) 692-6887

economic prosperity.



Space Florida was created to strengthen Florida's position as a global leader in aerospace research, investment, exploration and commerce. As Florida's aerospace economic development organization, we are committed to attracting and expanding the next generation of space industry businesses.

SpaceFlorida.gov (321) 730-5301



The 300+ members of the Florida Economic Development Council (FEDC) are public and private partnerships and city- and county-based economic development and workforce agencies that know their communities well. The FEDC helps prepare businesses to launch, expand or relocate and stands ready to help businesses establish connections, find the right site and settle in their perfect home in Florida.

FEDConline.org (850) 212-1056



VISIT FLORIDA, the state's official tourism marketing corporation, serves as Florida's official source for travel planning to visitors across the globe. VISIT FLORIDA is not a government agency, but rather a not-for-profit corporation created as a public/private partnership by the Florida Legislature in 1996.

visitflorida.com (888) 735-2872





floridaresearch.org (850) 425-5223



sunbiz.org (850) 245-6000



SPACE FLORIDA

Driving Florida's Aerospace Future

Florida is well-positioned to dominate the future

of the aerospace industry and lead the world in enabling space commerce and innovation.

There is a growing recognition within the global aerospace industry

that Florida has the kind of business operating and living environment that next-generation aerospace companies need to thrive.

Space Florida is endowed with statutory powers that enable

a unique financing toolkit to support new and expanding aerospace companies.

Florida's Spaceport System is poised to lead the world

in this next space era, one that reflects the transition from a government-led and focused industry to a thriving commercial market.

Florida is well on its way to becoming the world's premier space transportation hub.

Space Florida's focus for the next decade is to build the capacity of all Florida Spaceports, including the Cape Canaveral Spaceport, with new infrastructure, and to empower a new commercial future, one that serves space exploration, national security and space commerce. Florida's Spaceport System is poised to lead the world in this next space era.

SPACE FLORIDA



Florida's Aerospace Industry

Number of Companies

8.3% Growth 2013-2018

Number of Employees

3.5% Growth 2013-2018

Sales / Revenues

\$19,187 millior

SPACE COAST

Source: National Establishment Time Series Database analyzed by Florida State University Center for Economic Forecasting and Analysis

Space Florida's Significant Assisted Projects 2013 – 2018

Capital Accelerator Space
Florida partners with the Florida
Venture Forum in hosting two
to three Capital Accelerator
events annually. At these Accelerators,
early stage aerospace & innovative
companies connect with Entrepreneurs
and Capital Sources to foster a thriving
Innovation Economy!

Boca Raton • Gainesville • Melbourne • Miami Naples • Orlando • Pensacola • Sarasota • Tampa

Florida – Israel Innovation Partnership Now in its seventh year, Space Florida and the Israel Innovation Authority provide \$2 million annually in competitive grants to support joint aerospace commercialization projects by teams of for-profit Florida and Israeli companies.

Daytona Beach • Jacksonville Kennedy Space Center • Melbourne Merritt Island • Tallahassee Space Florida Financing
Toolkit Space Florida is
authorized by Florida
law to offer a conduit
debt financing structure, which
enables aerospace companies
to defer and defray costs
associated with expanding
or relocating to Florida.
Bowling Green • Jacksonville

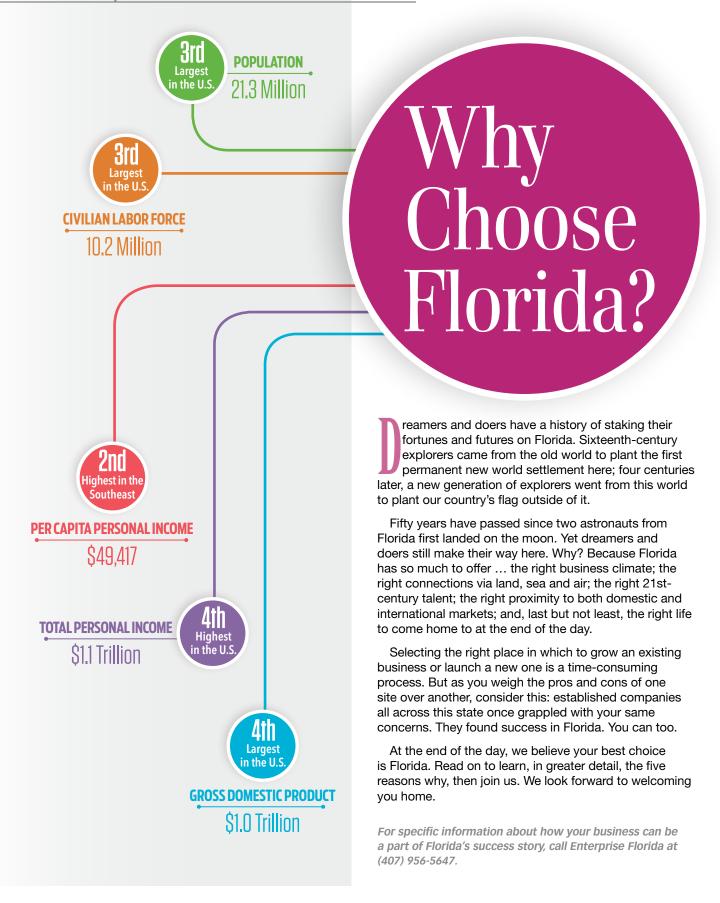
Bowling Green • Jacksonville Kennedy Space Center • Melbourne Panama City • Rockledge • Tampa

Spaceport Infrastructure Funding
In partnership with the Florida
Department of Transportation, Space
Florida provides reimbursable grants
to support development and refurbishment
of critical infrastructure in the State's FAA
licensed spaceports.

Cape Canaveral Air Force Station Cecil Spaceport • Exploration Park Kennedy Space Center

Space Florida, the State's aerospace and spaceport development authority, created to strengthen Florida's position as the global leader in aerospace research, investment, exploration and commerce

www.spaceflorida.gov





In Good Company

any states compete to attract new business, but few can match the scale and scope of Florida's industry assets. Boasting competitive costs, a large and well-trained workforce, superior global connectivity and ready proximity to wide-ranging markets, Florida has a proven record of success in these key industries:

FINANCIAL & PROFESSIONAL SERVICES



largest insurance industry in the U.S.



largest financial services industry in the U.S.

A diversified economic structure has fueled Florida's ability to become a true global player in the provision of high valueadded services in finance, insurance, engineering, accounting and consulting.

INFORMATION TECHNOLOGY



high-tech employment in the Southeast



most fiber miles among states (61,000+)

Since birthing the IBM PC in Boca Raton nearly four decades ago, Florida has remained at the forefront of IT innovation. With more than 27,000 high-tech companies in residence, this state's IT strengths are wide ranging - from computer systems design to modeling, simulation and training.

CLEAN TECHNOLOGY



state in annual biomass production



state for solar jobs

Recognizing the undeniable link between sustainability and the economy, Floridians are hard at work finding ways to build a leading clean technology hub by harnessing two of this state's greatest assets - sunshine and ocean currents.

DEFENSE & HOMELAND SECURITY



for space and defense systems manufacturing



for Department of Defense contract awards

As home to 20 major military installations, three unified combat commands and some 17.900 defense-related companies, Florida's military and defense industry exerts an \$84.9 billion annual economic impact statewide. From satellites to encryption technologies, Florida companies are at the leading edge of all major military and government markets.

MANUFACTURING



for future job growth through 2019



for workforce diversity

Florida's 19,000+ manufacturers produce a wide variety of goods, including aerospace products and parts, boats, batteries, communications equipment, food and beverages, plastics, pharmaceuticals, semiconductors and textiles.

MANUFACTURING



Moving a manufacturing plant from New Jersey to Seminole was a huge task, but well worth it. We feel very welcome in Pinellas County. We've hired 80 well-qualified employees in the factory and our offices. We find the weather and the community very hospitable, taxes less painful and the sunsets magical. My only regret is that we didn't move to Florida many years earlier."

> Rahul Shukla, CEO S.S. White Technologies



AVIATION & AEROSPACE



in aviation & aerospace establishments



for aerospace products & parts manufacturing



in exports annually by aviation and aerospace businesses

Long recognized as the world's premier gateway to space, Florida remains the undisputed air traffic hub for the Western Hemisphere, a major center for flight training and MRO and home to dozens of aircraft and aviation/aerospace component manufacturers. And now, having celebrated the 50th anniversary of the first lunar landing, NASA and a host of commercial partners are looking to the future: a return to the moon by 2024 and an eventual mission to Mars.

LIFE SCIENCES



largest medical device manufacturing industry in the U.S.



most clinical trials initiated among states



spent annually by Florida universities for life sciences R&D

Cutting-edge breakthroughs in medical treatment, pharmaceutical development and biotech research happen almost every day in Florida thanks to the presence of such industry leaders as Actavis, Arthrex, Bristol-Myers Squibb, Johnson & Johnson and Medtronic and a university system committed to pursuing life sciences R&D.

AVIATION & AEROSPACE

Looking to the future, this storied Florida space community will be the center of gravity for Boeing's space programs as we continue to build our company's leadership beyond gravity. The time is right for us to locate our space headquarters where so much of our space history was made over the past six decades and where so much history awaits."

Leanne Caret, President & Chief Executive Officer Boeing Defense, Space & Security

LOGISTICS & DISTRIBUTION



for air cargo with Latin America and the Caribbean



largest Foreign Trade Zone network in the U.S.



largest cluster of logistics and distribution establishments in the U.S.

As a leading international trade center and home to an extensive multimodal transportation system, Florida excels at moving people, products and services anywhere fast. Most key global shipping lines and airline alliances (including specialized cargo operators), 3PLs and VALs have a presence in Florida.

CORPORATE HEADOUARTERS



best tax climate in the Southeast



best tax climate



best state for business



personal income tax

Corporate headquarters are naturally drawn to Florida for its highly favorable business climate, which includes a low corporate tax burden, no personal income tax and modern infrastructure. More than 300 international companies have established a presence here.

LIFE SCIENCES



We are extremely excited to expand our presence and create more jobs across a wide range of fields in South Florida. The talented workforce and global access Florida provides has allowed us to operate successfully here for decades. Our two new centers of excellence and state-of-the-art manufacturing facility will allow us to continue our growth and benefit our customers, our company and the community for many more years."

Daniel Cane, CEO and Co-Founder Modernizing Medicine











TAXFOUNDATION.ORG



Right Climate

lorida is a great place to do business, and that's no idle boast. Widely recognized publications and think tanks consistently place this state among the nation's best for businesses and entrepreneurs looking to relocate and thrive.

In 2019, TaxFoundation.org ranked Florida's tax climate No. 1 in the Southeast and No. 4 nationwide for the fourth year in a row, while Chief Executive magazine named Florida the No. 2 Best State for Business for the eighth consecutive year. And in a recent study of "Best States to Start a Business," the website WalletHub tagged Florida as No. 6, citing its average growth in the number of new businesses and startups per capita as particular assets.

More good news: Women entrepreneurs are especially likely to prosper in Florida. According to the 2018 American Express "State of Women-Owned Businesses Report," Florida ranks No. 1 for fastest growth of women-owned businesses — 58% since 2007 compared to 12% nationwide. Additionally, in its 2018 ranking of the 10 best metro areas for women to start a business, the website Business.org singled out Tampa Bay (No. 1), Greater Orlando (No. 4) and Miami-Fort-Lauderdale-Palm Beach (No. 10).

Florida has worked hard to earn these accolades and to establish its position as an economic development powerhouse. No doubt, you already know this state as America's best vacation destination. Now get to know the business advantages that make it the next right place to grow your company's future:

BUSINESS-FRIENDLY Government

Florida's government and economic development leaders are continually at work to ensure that this state's business climate remains favorable to companies of all sizes and configuration — from multinational corporate headquarters with hundreds of employees to business startups with just two or three. To that end, thousands of burdensome regulations have been cut across the board.

BUSINESS-FRIENDLY Tax Structure

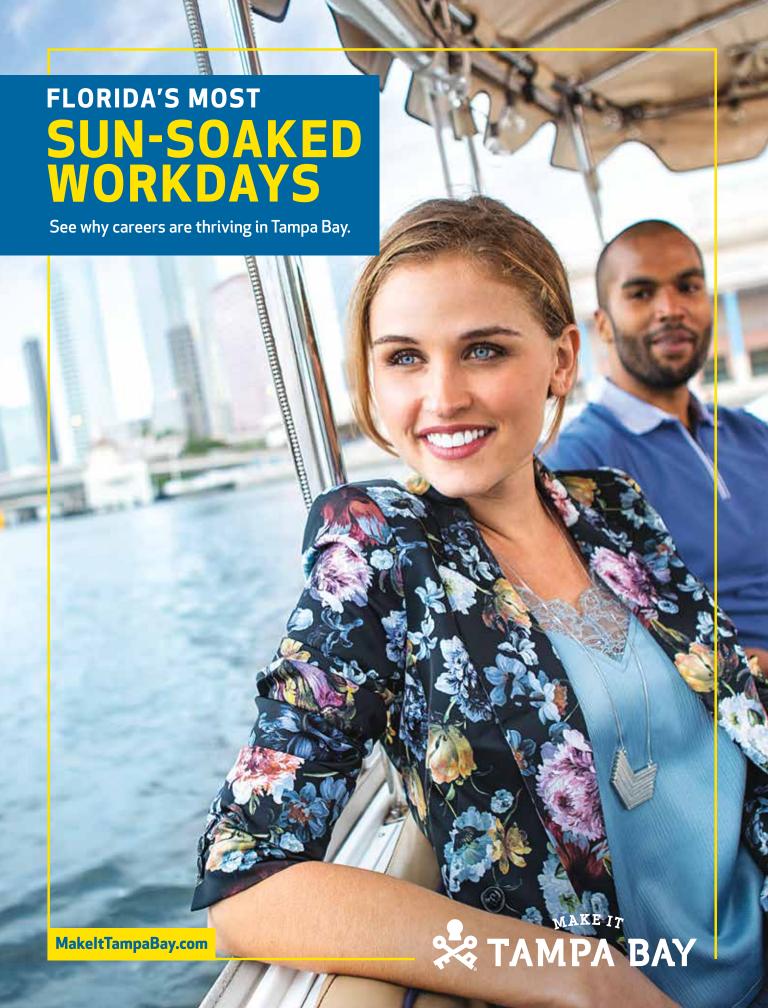
Business dollars simply go further in Florida for two reasons: low corporate taxes and zero personal income tax. In addition, a history of responsible spending decisions over many years has helped Florida earn the highest available bond rating — AAA — and as a result, businesses thrive here and so do employees who pay no personal income tax on their earnings.

BUSINESS-FRIENDLY Permitting

Regulatory agencies and local governments across Florida stand ready to provide quicker, less costly and more predictable permitting processes, helping to fuel an atmosphere of certainty, predictability and efficiency from the top down.

BUSINESS-FRIENDLY Support

With a wealth of people and resources at the ready, business owners in Florida never have to go it alone. Opportunities available for collaboration include: one-on-one counseling at more than 40 Small Business Development Centers; lowcost space and business services at dozens of high-tech incubators, accelerators and university-based research parks; customized workforce training; and ready access to funding through venture capital companies, financial institutions and federal and state programs.





Kight Connections

lorida's infrastructure is ranked No. 1 in the U.S. by USA Today, and with good reason. Not only is this peninsula the closest American land mass to the Southern Hemisphere, it is home to both the nation's third largest population and one of its most extensive multimodal transportation systems.

Florida's carefully integrated system of land, sea and air connections enables the ready flow of raw materials and finished products between manufacturers and end-users. Businesses seeking to boost their logistics and distribution capabilities will find in Florida the people and systems they need to prosper and grow.

The proof is in names you know: Amazon, Walmart, AutoZone, O'Reilly, Chewy.com, Wayfair, Cheney Brothers, Trader Joe's. These and more have chosen to site distribution centers in Florida in recent years. Since 2014. Amazon alone has opened a dozen facilities across the state, including a 2.4-million-sq.-ft. warehouse in Orlando in the fall of 2018. Next up: a 300,000-sq.-ft. distribution center in Daytona Beach.

The interconnected transportation systems serving these companies as well as potential new arrivals are also in growth mode. Seaports all across the state are expanding to meet the needs of ever bigger cargo ships and cruise liners, while airports add gates and lengthen runways to accommodate new carriers. In Orlando, work continues on "I-4 Ultimate," a multibillion-dollar project to improve 21 miles of the highway that is the backbone of central Florida's interstate transportation system. Another 40 miles of highway improvements — "I-4 Beyond the Ultimate" are planned. The fast passenger Virgin Trains USA (formerly known as Brightline), which currently runs between Palm Beach and Miami, has begun construction on its Miami to Orlando leg, with a projected completion date of 2022.

Florida's interconnectedness extends into cyberspace too. The Network Access Point in Miami serves as a major switching station for internet traffic coming into and out of Latin America, while other high-speed networks, such as Florida Lambda Rail and LA Grid, facilitate R&D efforts. In addition, Florida has some of the fastest and most widely available wireless networks.



Florida's prosperity has long been closely tied to trade. In 2018, Florida's seaports handled \$87.3 billion worth of cargo and traded with almost every country in the world.

Our ports offer definitive advantages to the state's consumers and producers by developing state-of-the-art infrastructure to move freight and passengers with ever increasing speed and efficiency. And that results in greater performance for your business.

When you think business, think Florida first.



Port Canaveral | Port Everglades | Port of Fernandina | Port of Fort Pierce | JAXPORT Port of Key West | Port Manatee | PortMiami | Port of Palm Beach | Port Panama City Port of Pensacola | Port of Port St. Joe | Port St. Pete | Port Tampa Bay









Right Location

lorida's strategic geographic location, combined with its state-ofthe-art, multimodal infrastructure, multilingual workforce and heavy concentration of corporate and financial resources, facilitates a ready flow of people, goods and services over oceans and across international borders to and from the Sunshine State.

International Trade

In 2018, goods valued at a total of \$153.5 billion entered or exited the United States through Florida's two U.S. Customs Districts, with Brazil, China and Chile leading the list of trading partners. Widely recognized as a global hub for the Western Hemisphere, Florida accounted for 29% of total U.S. trade with Latin America and the Caribbean in 2018. Top merchandise commodities traded through Florida included motor cars, civilian aircraft, engines and parts and electrical apparatus for line telephony.

Florida is home to more than 60,000 exporting companies - second only to California — and hosts the nation's second largest Foreign Trade Zone (FTZ) network with 21 facilities statewide. Florida is third among all U.S. states for high-tech exports, and one of every five U.S. exporting companies is located here. The majority of Florida exporters — 96% are small and medium-sized companies with 500 or fewer employees; together, they account for two-thirds of all Florida exports annually.

Florida ranks 8th in the nation in state-origin exports (i.e., commodities actually produced, or with significant value-added, in the state). In 2018, these exports totaled \$57.2 billion, a 4.2% increase over the previous year. Brazil, Colombia and Chile were the top three recipient countries with civilian aircraft, engines and parts leading the list of commodities traded.

Foreign Direct Investment (FDI)

Thanks to the combination of a booming economy — ranked fourth largest in the U.S. and 17th largest in the world if Florida was a nation stable business environment and multinational workforce, Florida readily attracts foreign direct investment. The Sunshine State currently ranks fourth among all U.S. states in employment by majority foreign-owned firms and its most populated city — Miami — is a leading U.S. center for international banking; both foreign and domestic financial institutions are eager to establish their presence here. Further facilitating FDI are Florida's EB-5 Regional Centers, which offer foreigners the opportunity to obtain permanent U.S. residency while investing in Florida through the EB-5 Investor Visa program.

Statewide, Florida's population is both multiethnic and multilingual. Slightly more than a fifth of the state's population is foreign-born, and close to 29% of households speak a language other than English at home.



EXPLORE PORTORIAL CANAVERAL

Central Florida's Gateway to the World

Port Canaveral is not just any port. We're Central Florida's premier maritime gateway for commerce and tourism and home to some of the best known cruise ships afloat today. As the world's 2nd busiest cruise port and Florida's 3rd largest by operating revenues, we're one of Florida's fastest growing ports and proud of our role in Florida's booming economy. From cruise ships to rocket ships, we're ready for what the future holds. The sky is truly the limit at Port Canaveral. For more information, visit www.portcanaveral.com.

















Right Talent

rowing businesses need skilled workers and Florida is ready to supply them. At 10.2 million, Florida's civilian workforce is third largest in the nation and one of the most culturally and linguistically diverse. Just over 20% of Floridians were born outside the U.S., and nearly one-third speak a language other than English at home.

Florida's workforce is highly trained and widely respected. In 2018, Business Facilities magazine once again named Florida No. 6 among all U.S. states for workforce training. Here, a well-honed combination of superior educational resources and practical training programs that may be customized to individual company and/or industry needs ensures that employers in Florida are readily able to connect with skilled workers at all levels.

Educational Excellence

Florida is home to 12 public universities and 28 public state and community colleges, plus dozens of private colleges, universities and technical schools — and no Floridian lives more than 50 miles from at least one of them. In 2019, U.S. News & World Report ranked Florida the best state in the nation for higher education for a third consecutive year, citing such factors as the time it takes for students to complete two- and four-year programs and the cost of in-state tuition and fees.

Florida's colleges and universities are among the nation's top producers of STEM graduates, a contributing factor to the state's No. 4 rank on Tech America Foundation's list of best states for hightech employment. Two Florida colleges - Indian River State and Miami Dade — were awarded the 2019 Aspen Prize for Community College Excellence, and two Florida universities were ranked among the top 20 worldwide for the number of U.S. utility patents awarded in 2018 — University of South Florida at No. 16 with 96 patents and University of Florida at No. 19 with 90 patents.

Florida schools earn accolades at the local level too. Among the first states to offer voluntary pre-kindergarten, Florida continues to lead the nation in Advanced Placement exams — first among the 50 states for highest participation in and third for highest performance on AP exams during high school. Additionally, 19 Florida high schools earned a place among the nation's top 200 on U.S. News & World Report's "2019 Best High Schools" list; a total of 93 Florida high schools appeared on a list of the top 10% nationwide.

Customizable Training

Training programs available through CareerSource Florida, the state's innovative partnership for workforce training, make it possible for business owners to become fully operational and profitable in less time and at lower cost. The agency's Quick Response Training and Incumbent Worker Training grants help new and existing companies keep pace with changing technologies as they recruit and train employees in cuttingedge skills. The user-friendly Employ Florida Marketplace platform helps job seekers find work and employers connect with prospective job candidates.

WHERE BUSINESS AND PLEASURE SHARE THE SAME VIEW

Take a look at Palm Beach County from a whole new perspective: Our educated workforce, multilingual skilled labor, training programs, incentives, intelligent infrastructure, appealing corporate tax structure — against the backdrop of an unparalleled lifestyle.

For a personalized, confidential look at our competitive assets — and how they can work for you — call **Kelly Smallridge**, President, at 561.835.1008 or visit **bdb.org/InnovationLocation**





the World

BEST BEACHES IN THE WORLD Clearwater Beach



TOP 10 BEACHES IN THE U.S. 8 Florida Beaches

TRIPADVISOR'S 2019 TOP BEACHES

Right Life

ther states may claim a thriving business climate, seamless global connections, a talented workforce. But Florida has one thing that tops them all — its quality of life. As you weigh your site selection options, consider these advantages:

History

Forget Jamestown and Plymouth Rock. St. Augustine is much older. America's first visitors — a band of Spaniards — stepped ashore here in 1545 and the tourists have been arriving steadily ever since. In 2018, a record 126.1 million vacationed in Florida.

Culture

Florida celebrates art with eclectic galleries in Miami Beach, Bradenton, Naples and Key West; original works by Salvador Dali in St. Petersburg and Louis Comfort Tiffany in Winter Park; an amazing assortment of art and circus memorabilia amassed by John and Mable Ringling in Sarasota; and a rare collection of buildings designed by Frank Lloyd Wright on a college campus in Lakeland.

Mega-fun

Some of the world's most visited theme parks - Walt Disney World, Universal Orlando, SeaWorld Orlando, Busch Gardens Tampa and LEGOLAND Florida — are all here, along with the Kennedy Space Center Complex: NASCAR; pro baseball, basketball, football, hockey and soccer franchises; more than a dozen zoos; at least two dozen aquariums and a turtle hospital; USTA's National Training Center in Orlando; PGA golf tournaments to watch in person; and 1,250+ golf courses to play.

Abundant warmth and sunshine

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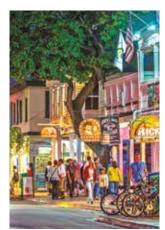
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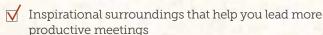












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The Making of an Urban Research Village



A mall near the University of South Florida in Tampa is getting a new face and a new use

Built in 1974, University Mall in Tampa

was once a go-to shopping destination. But the suburban-style mall eventually fell out of favor as other shopping centers opened in the 1990s and early 2000s.

RD Management, which purchased the mall for \$30 million in 2014, is now redeveloping the 100acre property into a mixed-use "research village" with offices and co-working spaces, restaurants and shops, apartments, hotels and parks.

Earlier this year, construction crews demolished a section of the mall to make way for new outdoor storefronts. The redevelopment is part of a years-long effort by the Tampa Innovation Partnership to turn a rundown area around the University of South Florida into a vibrant urban district called Uptown.

In addition to USF, the 19-square-mile area includes Moffitt Cancer Center, AdventHealth Tampa, the VA hospital and Busch Gardens.

While downtowns nationwide are thriving, the Uptown area is challenged by geography. It's a 20- to 40-minute drive from downtown Tampa, depending on highway traffic. There is no light rail or rapid bus service between it and downtown. East Fowler Avenue, the main artery connecting USF and surrounding businesses, is a busy, six- to eight-lane corridor unfriendly to pedestrians and bicyclists.

USF urban planning professor Elizabeth Strom says infrastructure that's less car-centric and more pedestrian-friendly will go a long way in making Uptown

more attractive to businesses and entrepreneurs. "Integrating the campus into the surrounding area would be good for everyone," she says.

The Tampa Innovation Partnership, a publicprivate organization supported by USF and its large, institutional neighbors, is now working with the city to make Uptown a Community Redevelopment Area. That designation allows a portion of increased property tax revenue to go toward infrastructure improvements. Meanwhile, state and local agencies have approved \$1.2 million to launch a localized circulator bus service called the Uptowner. There's also a push to redo Fowler Avenue with new landscaping, bike lanes and wider sidewalks.

This fall, the vision for University Mall as a research village will begin taking shape when USF's new Institute of Applied Engineering opens in a "tech loft" near the second-floor food court. The institute's researchers will work with the local defense industry to develop technology in areas such as cybersecurity and autonomous systems. They'll occupy a portion of the 30,000-sq.-ft. loft, which also includes a lecture hall and event

Later this year, RD Management will begin building 150,000 square feet of additional office space to replace the old JCPenney. The mall's entire redevelopment will take about 10 years to complete, according to Chris Bowen, who's overseeing the project for New York-based RD Management.

USF's new Institute of Applied Engineering will open this fall at the 100-acre mall property.





Rivian says its R1T pickup will be able to tow 11,000 pounds, be ready for the 2020 model year and start at about \$69,000. Its top model will be able to go 400 miles on a charge.

Cocoa Beach wunderkind begins production on an all-electric vehicle

Auto company Rivian was a 30-employee startup In 2011. Its wunderkind founder, then 28-year-old R.J. Scaringe, who grew up in Cocoa Beach, formed the company name from a combination of Indian and River, as in Indian River County. An MIT-educated engineer, Scaringe planned to create — in Florida of all places — a car maker with a new way of making cars. His coupes would cost under \$30,000, get 60 mpg and were just two years from production with revolutionary designs and manufacturing techniques that would slash the typical car manufacturing costs.

Eight years later, the coupes, gas engine and Florida base are no more. But Scaringe plans to begin production next year of an all-electric, Range Rover-priced pickup to be followed in 2021 with an SUV. Each wheel will have its own independent electric drive, which makes for a pricey machine but one in which the space under the hood goes for cargo. It will hit 60 in three seconds, have a 400-mile range, can climb mud and rocks, ford water a meter deep and meet other off-road challenges.

Scaringe has backing from Ford, Amazon, Sumitomo Corp. of America and a Saudi conglomerate, among others. Scaringe's challenges include getting vehicles produced and to market, a challenge heightened by plans from other auto newbies and longtime manufacturers to bring out electric pickups and SUVs.



Making a smarter city

The city of Winter Haven has embarked on a Smart City initiative to improve government operations. Since 2016, the city has installed nearly

50 miles of underground fiber-optic cable to enable businesses, government and health care institutions to access the internet at high speeds.

The goal is to improve Winter Haven's ability to share information and coordinate public services with Polk County and other local municipal governments, as well as schools and colleges, especially beneficial during hurricanes or public emergencies.

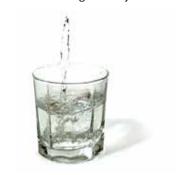
The Winter Haven Police Department has launched an app that allows users to submit a crime tip, search for the location of sex offenders and get alerts about police activities in their neighborhoods.

Creating clean water

Altamonte Springs has launched a pilot project to turn reclaimed water into potable water without using reverse osmosis.

The city's water purification project, called pureAlta, uses an ozone and biofiltration-based process of treating chemical and pathogenic pollutants in wastewater. Currently, the purified water is then returned to the city's reclaimed water system for irrigation.

Last year, pureAlta received an innovation award from the International Water Association in Tokyo. In 2014, Altamonte Springs also implemented a program, called A-First, to treat stormwater runoff for irrigation citywide.





Biotech expansion

Cytonics, a Jupiter-based biotechnology company that develops osteoarthritis therapies, is expanding its research group in Plantation. With seven patents, Cytonics has created a diagnostic test that allows physicians to pinpoint the source of joint pain and a device that uses Alpha-2-Macroglobulin (A2M), a protein shown to protect cartilage, from patients' own blood to treat damaged joints.

Last spring, Cytonics raised \$470,000 from more than 300 investors in a crowd-funding campaign. The money will be used to fund pre-clinical trials of its lead drug candidate, CYT-108, a synthetic, more potent version of A2M that can be applied to damaged joints to slow and eventually halt the progression of arthritis, the company says.

UF Research Discoveries WITH IMPACT In 2003, UF was awarded \$10 million in state funding to create the Center of Excellence for Regenerative Health Biotechnology, or CERHB. UF established Florida Biologix as a component of CERHB in 2006 to provide drug-development services to the biotechnology industry. The university spun out Florida Biologix in 2015, and in 2016 the company merged with **Brammer Biopharmaceuticals** to create Brammer Bio, with 600 employees in Florida and Massachusetts. In March 2019, Thermo Fisher Scientific Inc. acquired Brammer Bio for approximately \$1.7 billion. "The investment UF and the state made in 2003 has resulted in a significant financial return and hundreds of high-tech jobs. That's exactly how university tech transfer is supposed to work." — David Norton research.ufl.edu **UF Vice President for Research**







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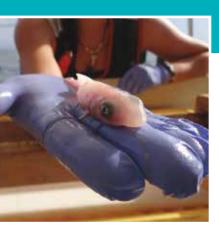
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Anchored around the waterfront campus of USFSP, a cluster of public and private researchers have grown up around the USF College of Marine Science in St. Pete's Innovation District. They include: USGS St. Petersburg Coastal and Marine Science Center, NOAA National Marine Fisheries Service, Fish and Wildlife Research Institute, Florida Institute of Oceanography, SRI International, Tampa Bay Estuary Program, US Coast Guard.



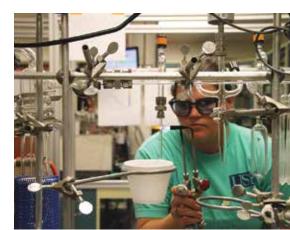


SPOTLIGHT

PureMolecular, LLC, is a USF spinoff that developed sensors to rapidly detect Florida's red tide organism. It also uses specialized genetic tools to ensure the fish you're eating really is grouper – not a fake. They recently moved to St. Pete's medical community, where their genetic tools have powerful applications for human health. The company was formed by retired marine science Distinguished Professor Dr. John H. Paul and his former graduate student, Dr. Robert M. Ulrich.









Orlando Startup in the Global Race to Guide **Self-Driving Cars**

The state of Florida succeeded at attracting road tests of selfdriving vehicles but lacked homegrown firms engaged in developing the technology that's involved - until 2017, when an Orlando startup, Luminar Technologies, emerged with gear and software that enable self-driving vehicles to "see" and understand conditions on the road.

Luminar specializes in a piece of the puzzle that's increasingly seen as critical — lidar — light detection and ranging or, even simpler, laser radar. Research firm Global Market Insights forecasts the automotive lidar market will reach \$3 billion in revenue by 2024.

With early endorsements from Volvo, Toyota and Volkswagen-Audi, Luminar is considered one of the firms that could survive as automakers settle on the technology they'll use in self-driving vehicles.

The stakes are big — not just for the company, but for Central Florida and its efforts to beef up the non-tourism sectors of its

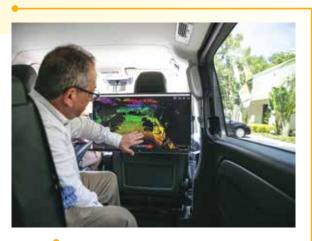
Beginning in the late 1960s, an entrepreneur and laser expert named William C. Schwartz began founding laser companies in Orlando. Schwartz funded the first research project undertaken by Luminar Co-founder and Chief Technology Officer Jason Eichenholz in 1993 as a young UCF graduate student.

In 2012, Austin Russell, then 17, founded Luminar in California. with Eichenholz joining shortly thereafter as co-founder and chief technology officer in Orlando. Russell went off to Stanford University the next year but left after three months to accept a Thiel Fellowship — a \$100,000 offer from Pay-Pal founder Peter Thiel to young entrepreneurs to skip college in favor of pursuing a promising idea. In Russell's case, it was lidar.

Lidar has been at the forefront of self-driving developers' minds since the Defense Advanced Research Projects Agency's self-driving vehicle "Urban Challenge" in 2007. Most vehicles that finished the DARPA challenge used lidar from Velodyne, a California-based company.

As automakers began looking to mass produce self-driving vehicles, they saw that no single type of sensor solved all issues. Cameras are necessary but see only in 2D and don't readily measure distance. Radar sees far but struggles with other tasks.

Lidar "sees" in 3D, meanwhile, and functions just as well in both darkness and daylight. It calculates distance and detects motion effectively. But adapting lidar for the mass auto market presents plenty of challenges — challenges so daunting that some players don't use lidar at all. Elon Musk's Tesla says cameras are sufficient. San



"What we're witnessing right now is the single largest transformation to transportation since the Model T." Jason Eichenholz. Luminar co-founder

Francisco-based Starsky Robotics, which has operated a tractor-trailer rig with no humans on board in trials on Florida's Turnpike and Tampa's Selmon Expressway, says lidar isn't necessary for its model. Starsky's model is to have humans using cameras remotely pilot trucks onto highways. Starsky then lets the technology do the driving before humans, via camera, take control again to steer trucks onto secondary roads.

Among Lidar's difficulties: Lidar can't tell a green light from a red one, as cameras can. There also are issues in lidar with power consumption, cooling, getting unit prices down from tens of thousands to hundreds of dollars and making devices small enough to blend into a vehicle's design. Lidar also must be proven durable. Car parts have to be able to withstand extreme cold and extreme heat and constant vibration

While some companies have sought to solve those problems by adapting off-the-shelf tech for use in cars, Russell and Eichenholz have designed everything from scratch for the auto market.



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Luminar now has a portfolio of nearly 50 patents and has applications pending for three times that many. Luminar employs 250 in its three buildings at the Central Florida Research Park that is developing the hardware sensors: Lidar's "eyes." Another 100 are in California, of whom 60 work on the software that understands what the sensors see. Automakers then will need to integrate the technology with their own software that makes driving decisions about braking, turning and accelerating.

The company claims Orlando as its headquarters, although the CEO and many top executives work in California.

Luminar has received early affirma-

tion. Volvo's investment arm — the Volvo Cars Tech Fund — last year made Luminar its first investment. Toyota has said Luminar's "level of data fidelity and range is unlike anything we've seen."

The self-driving development arm of Volkswagen and Audi similarly praised Luminar's tech. They are the only three Luminar has publicly identified of the 12 out of 15 top automakers with which it says it is working.

In July, Luminar looked to have made a breakthrough. It announced its technology, dubbed "Iris," as the solution to all the problems adapting lidar for self-driving autos. Luminar said Iris would be ready to debut on production lines in 2022 and meets all the

performance, durability, safety and cost requirements for the top levels of autonomous driving. Autonomous driving specifications range across a spectrum from simple things like cruise control to cars that don't need a driver.

Eichenholz says that without Luminar's tech, it will take the industry 20 years to have masses of self-driving vehicles on the road. With it, he says, automakers can shave a decade off development.

"What we're witnessing right now is the single largest transformation to transportation since the Model T. It's like the difference from going from horses to horseless carriages," he says.

Promoting Autonomy

At the Automated Vehicles Symposium conference, held last July in Orlando, St. Petersburg Republican state Sen. Jeff Brandes, who has spearheaded Florida's autonomous vehicle-friendly laws, highlighted Luminar and talked up the region's lidar talent. The Legislature made Florida the second state to permit self-driving trials and later passed a law allowing fully autonomous vehicles on the roads beyond testing and also truck platooning, in which trucks line up in a convoy with their speed controlled in unison. Brandes' legislation also mandates Florida governments consider autonomous vehicles in their road planning. Florida is also notable for what it doesn't require — a permit for testing as in California or a police escort as in New York.

The state's laws — described as "more lax than some other states." by Automotive News — have helped make Florida a national leader in trying to entice companies to test self-driving vehicles here. As a result, big names like Ford and

Volkswagen and lesser-known manufacturers have come here for trials. Voyage, a self-driving taxi company based in Silicon Valley, has its self-driving vehicles in The Villages. Transdev, a French public transport company that makes autonomous shuttle buses, operates autonomous shuttles at Babcock Ranch near Fort Myers.

The state passed additional legislation this year that, among other provisions, permits self-driving ride-hailing companies. The new law eliminated the need for self-driving auto operators to have a driver's license and, in fact, declares the system is the "operator" rather than a person. The state also exempts autonomous vehicles from the normal legal obligation of drivers involved in a crash to provide police and others involved with their personal contact and license information and vehicle registration and to render aid in the event of an injury as long as the actual vehicle owner, or the vehicle itself, notifies police.

In addition to the legislation, the state also has funded the \$42-million SunTrax facility in Auburndale, which tests electronic toll collection technology, and, by 2021, an autonomous-vehicle testing track. The track, near Florida Polytechnic University, will be operated as a partnership between Florida's Turnpike Enterprise and the school.

In addition to an autonomous vehicle test track, the state paid for a \$42-million SunTrax facility to test electronic toll collection technology.





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Immertec Technology Aims to Change Medicine

In 2004, Erik Maltais enlisted in the Marines. He served a year in Iraq during the U.S.-led offensive against insurgents in Fallujah. As a machine gunner in a mobile security platoon, he helped protect Marine units from attacks and roadside bombs. His commanding officer, Col. Raymond Coia, later recommended Maltais for an embassy security position.

For three years, Maltais protected U.S. embassies in Europe, Asia and South America. He also helped with security for then-President George W. Bush during the Beijing Olympics and the World Economic Forum in Sharm El-Sheikh, Egypt.

Maltais wasn't interested in a military career, however, and left the Marines after five years.

Meanwhile, he had begun investing in Florida real estate. After the Marines, he moved to St. Petersburg, near where his paternal grandparents lived. Along the way, he co-founded an e-commerce business called BBQ-aid that sold barbecue accessories. In three years, Maltais says, he and his business partner turned a \$6,000 investment into a million-dollar company.

In 2016, Maltais hired Jon Clagg, a young software developer working as a consultant, to help with automation software. Clagg was fascinated by virtual reality and had begun to think about how it could be used beyond video gaming.



Two years ago, their software attracted some interest from Silicon Valley, but every interested investor wanted them to move to California.

"We decided, 'Let's go back to Florida and leverage the traction we had here," Maltais says.

They were able to raise \$500,000 "from a high net worth individual in Tampa" and, after studying Wall Street analyst reports, decided to focus on the medical training market, forming a company called Immertec.

Dr. Marc Dean, a telemedicine expert and ENT at Baylor Surgery Center in Fort Worth, Texas, helped position the company's proprietary VR platform, called Medoptic, for the medical field.

Immertec's technology involves placing special cameras in an operating room. During a surgical procedure, doctors in other locations can use a Medoptic-enabled headset to watch the surgery in 180-degree 3D VR. Users also can talk to one another remotely, ask questions and zoom in on the patient's surgical site. Dean, now Immertec's acting chief medical officer, regularly performs endoscopies that are livestreamed via the Medoptic platform.

Immertec's competitive advantage is its speed: The network lag — the length of time it takes for data to travel between the sender and receiver — is less than 200 milliseconds, Maltais says. "Our IP (intellectual property) is

"As an entrepreneur, you have to ask yourself constantly, 'Am I feeling uncomfortable?' If I'm not, then I'm not challenging myself."

Immertec Technology Co-Founder

around compression and distribution. It's exactly real time," says Maltais. "You can ask questions, and there's no lag time."

Immertec's competitors use simulated training, he says — "you'd put on a headset and you'd practice surgery in a video game-like experience, or you'd watch a video recording."

While the \$500,000 from the Tampa investor helped get Immertec off the ground, another big break came from Steve Case, the AOL co-founder and billionaire investor, who had launched a national tour called "Rise of the Rest" to encourage startups outside the regular tech hubs of San Francisco, New York and Boston. When Case visited Tampa Bay on the tour, Maltais entered the pitch contest and was chosen as one of eight finalists for the \$100,000 prize.

The night before he was to make his pitch before a panel of judges, Maltais went for a walk around downtown St. Petersburg. Unsure about his presentation, he began to approach homeless people. He took \$100 in \$5 bills and paid them to listen to his four-minute pitch, refining the presentation until

n the first six months of 2019. some 228 businesses decided to make the City of Miramar their home. Between October 2018 and July 2019, the city issued 6,498 new business, building, and other permits.

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City of Miramar Economic and Business **Development Team**



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Economic and Business Development Director

small business development programs, SCORE, the Office of **Economic and Small Business** Development (OESBD), Enterprise Florida (the state's economic development agency), and the Greater Fort Lauderdale Alliance.

As a conduit between employers and the workforce and business development partners, Miramar helps to ensure every possible job, training, or tax incentive is made available to the new or expanding business owner.

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says President & CEO of the Greater Fort Lauderdale Alliance Bob Swindell.

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An Immertec employee sets up a camera for a virtual reality session as Dr. Marc Dean in Texas shows Dr. Ray Weiss in Mississippi how to perform a particular surgical procedure.

his audience could clearly understand what the company did. Maltais ended up winning. "The outside perspective is so key in life," Maltais says.

Along with investment, Immertec has attracted customers. Earlier this year, Johnson & Johnson launched a pilot program with Immertec to provide VR training on its products to about 3,000 doctors. Maltais says Medoptic can be a valuable sales tool for medical device makers, who can demonstrate their equipment to doctors in remote locations instead of having to ask the physicians to travel.

Immertec charges customers a monthly fee for access to its software. Maltais, declining to disclose the fee amount, says he's still testing different cost models.

Ultimately, Maltais hopes to expand Immertec's technology to rural, underserved areas and combat zones to help make advances in surgical techniques and technologies available to more people, he says.

"We're finding physicians are willing to adopt more technology quicker so that you and I can get quality care," he says. "It's unacceptable that so many patients suffer and potentially die from illnesses that there are procedures for, but their physicians aren't trained to do them."

Immertec, which employs about 20 people, has outgrown its original office in Tampa and is temporarily based at a coworking space near downtown in an old industrial brick building with a food hall. Immertec will soon move to permanent offices nearby.

Mark Sharpe, executive director of the Tampa Innovation Partnership, a publicprivate effort to revitalize a rundown area around the University of South Florida, says Maltais is the face of a startup scene in the Tampa Bay area.

"He's everything we were seeing in other innovation districts around the country," Sharpe says, "and he's in Tampa. He's going to be a major player."

Batteries Included

Duke Energy Florida is planning to use the same lithium-ion battery technology that powers most cellphones and laptops to supplement its power grid in parts of Florida and allows for quicker recovery from short-term power outages.

The St. Petersburg-based utility, which has about 1.8 million customers in Florida, plans to build battery stations throughout its service area to eventually store a combined 50 megawatts of power. Work on the first three stations, which will store a combined 22 megawatts by next year, is underway, including an 11-megawatt facility in Gilchrist County, about 30 miles west of Gainesville, a 5.5-megawatt facility about 40 miles southeast of Panama City in Gulf County and a 5.5-megawatt station in Jennings, near the Florida-Georgia border in Hamilton County.

Adam Nygaard, a Duke Energy business development manager, says the locations of the remaining stations — to store another 28 megawatts of power — will be announced later. Those stations, he says, should be online by the end of 2021. The entire program is estimated to cost less than \$115 million.

While the lithium-ion technology isn't new, Nygaard says the project is Duke

Energy Florida's biggest foray into battery storage. He says it's part of a plan to harden the power grid, particularly in areas prone to outages. The battery power, apart from being used in response to outages, will also help the grid maintain a steady power supply, even during peak power-use times.

"I think it's going to help us make the grid more reliable, more efficient," he says.



Duke is building batterystorage stations to bolster its power grid.



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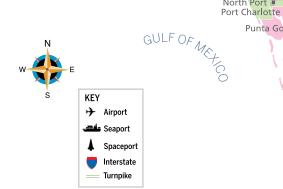


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lorida is an eclectic mix of eight economic development regions, at least one of which is right for you and your business. From Naples up to Jacksonville and from Pensacola down to Miami and the Florida Keys, this state boasts a blend of cutting-edge innovation and kickback style that is second to none. In any region of Florida, you are never more than 50 miles from a postsecondary educational institution or 90 miles from a deep-water port. It's a good bet you'll find a golf course, theme park, shopping mall and/or sandy beach within close proximity too.

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p. 40

Centra

Median Per Capita Income \$46,866
Total Retail Sales \$27.65 bil.

North Central p. 46

Population 926,219
Labor Force 389,678
Households 391,076
Total Earnings \$20.08 bil.
Median Per Capita Income \$34,654
Total Retail Sales \$13.01 bil.

Tampa Bay p. 55

Population 4,820,174
Labor Force 2,243,216
Households 2,039,455
Total Earnings \$124.7 bil.
Median Per Capita Income \$45,308
Total Retail Sales \$79.6 bil.

Southwest p. 73

Population 1,318,096 Labor Force 590,988 Households 557,359 Total Earnings \$32.18 bil. Median Per Capita Income \$53,730 Total Retail Sales \$24.57 bil. Population 3,846,103 Labor Force 1,899,028 Households 1,489,657 Total Earnings \$107.3 bil. Median Per Capita Income \$45,634 Total Retail Sales \$72.77 bil.

Population 266,975 Labor Force 97,718 Households 104,889 Total Earnings \$3.95 bil. Median Per Capita Income \$30,338

\$2.96 bil.

\$135.4 bil.

Total Retail Sales

Total Retail Sales

 Population
 6,913,262

 Labor Force
 3,477,723

 Households
 2,719,005

 Total Earnings
 \$217.58 bil.

 Median Per Capita Income
 \$79,351

Sources: US Census Bureau, 2018; Labor Market Statistics Center, Florida Department of Economic Opportunity, 2018; State Profile: Florida, Woods & Poole Economics, 2019 projections

Southeast p. 68

BREVARD • LAKE • ORANGE • OSCEOLA • SEMINOLE • SUMTER • VOLUSIA

Beyond **Imagination**

ncompassing seven counties, East Central boasts some of Florida's natural best: 118 miles of Atlantic coastline on one side, a chain of nearly 1,000 lakes on the other. But for all its organic beauty, this is more than just another pretty place. With a workforce of 1.9 million, four commercial airports, one seaport and a spaceport, East Central means business. And thanks to the legacy left by two men — one a President determined to see Americans on the moon first, the other a cartoonist who built an empire on the shoulders of a mouse — technology and tourism remain primary economic drivers here.



Commercially Licensed Spaceport Deep-water Seaport

/ Commercial Airports

4 Universities Colleges /

Technology

2019 has been quite a year for Brevard County, otherwise known as "Florida's Space Coast." In June, Boeing announced plans to relocate the headquarters of its Space and Launch division from Arlington, Va., to Titusville. And in July, all eyes were on this narrow strip of ocean-side real estate as NASA and much of the world paused to mark the 50th anniversary of the Apollo 11 mission and man's first footsteps on the moon. Along Florida's

OneWeb aims to put a 600-satellite "constellation" in low Earth orbit that will spread broadband around the world.



Space Coast, two weeks' worth of celebrations were non-stop, including appearances by Apollo 11 astronauts Buzz Aldrin and Michael Collins.

No manned missions have launched from Cape Canaveral since the space shuttles were retired in 2011, but the hoopla surrounding Apollo 11's 50th anniversary seems to have re-kindled serious interest in manned space flight. NASA and a host of commercial partners have their eyes on the future: a return to the moon by 2024 and an eventual mission to Mars. Pivotal steps in that journey are to complete up to 35 launches at the Cape in 2019, 48 in 2020 and, eventually, 100+ annually.

Working alongside NASA to develop new technologies are many private companies:

• Elon Musk's SpaceX, continuing periodic launches of its Falcon 9 and Falcon Heavy rockets and developing prototypes for "Starship," the heavy-lift rocket that may one day send humans to Mars. In April 2019, SpaceX marked a milestone, safely landing all three boosters from a Falcon Heavy launch back on Earth.

- OneWeb Satellites, a joint venture between Airbus and OneWeb, which opened the world's first high-volume, high-speed satellite production facility at Exploration Park in July 2019. Using industrial-scale mass production techniques, OneWeb is able to produce satellites at the unprecedented rate of two per day.
- Blue Origin, the rocket company created by Amazon founder Jeff Bezos, investing more than a billion dollars along the Space Coast on a rocket factory, testing and refurbishment complex and the renovation of Launch Complex 36 at Cape Canaveral Air Station, where the first lift-off of its New Glenn is anticipated in 2021.
- Firefly Aerospace, establishing a new launch and manufacturing facility at Cape Canaveral with the expectation of creating more than 200 jobs.
- Relativity Space, a small startup with big plans: to manufacture rockets using 3D printers. The firm expects to launch the world's first 3D printed rocket — the Terran 1 — from Cape Canaveral by 2020.





- 500-acre technology district located in Osceola County, less than 20 minutes from the Orlando International Airport and within a mile of Florida's Turnpike
- ► 100,000 square feet of Class A office space
- Entitled for up to 11 million GSF of mixed-used spaces
- Home to BRIDG, imec and future companies to come
- Featuring NeoCity
 Academy high school, a
 new project based, inquiry focused STEM learning
 environment

NeoCityFL.com

- Not-for-profit, public-private partnership for advanced sensors and next-generation nanoscale electronic systems
- ITAR-certified, DMEA trust-enabled versatile 200mm fabrication facility for the development and low-volume production of microelectronic devices
- Nearly 60,000 square feet of cleanroom/laboratory manufacturing space with space to accomodate a variety of partnerfunded activities
- Offers process technologies and R&D capabilities for system miniaturization, device integration, hardware security and product development key to aerospace, defense and the loT/ Al revolution

GoBRIDG.com















ast Centra

Also making news in East Central, these organizations with more narrowly focused IT interests:

- Credit-card processing technology firm Fattmerchant expanded its headquarters in downtown Orlando, boosting its workforce from 50 to 85.
- In its 2019 study of 100 "Best Cities for Gamers," the website WalletHub ranks Orlando No. 4 nationwide. Among the 23 metrics used to calculate study results, Orlando earned a No. 2 for gaming environment and a No. 5 for gaming and development opportunities. Full Sail University, the for-profit entertainment industry school in Winter Park, recently opened the "Fortress," a \$6-million,11,200-sq.-ft. arena for video gaming competitions.

KEY PLAYERS: Blue Origin, Kent, Wa.; OneWeb, London, U.K.; SpaceX, Hawthorne, Ca.

Tourism

Every big city in America likes to boast when its tourist numbers run into the millions, but while Los Angeles topped 50 mil for the first time ever and New York City logged 65, Orlando welcomed 75 million visitors in 2018. And no wonder. The very name "Orlando" evokes an image of theme parks and family fun. The biggest names in the business — Universal, Disney and SeaWorld — have massive operations here, all of which are continuing to evolve.

- On the heels of opening another Harry Potter-themed attraction in 2019 — "Hagrid's Magical Creatures Motorbike Adventure" — Universal Orlando plans to add a fourth theme park. The name — Epic Universe has been revealed, but the theme remains a mystery.
- "Star Wars: Galaxy's Edge" opened at Disney's Hollywood Studios in August 2019, and a themed hotel nearby has officially been named "Star Wars: Galactic Starcruiser." And coming soon to EPCOT: a ride based on Disney's "Moana"; a "Guardians of the Galaxy" roller coaster; "Remy's Ratatouille Adventure" ride in the France pavilion; and a "Mary Poppins" attraction in the United Kingdom pavilion.
- SeaWorld Orlando has opened a 6-acre life-sized re-creation of Sesame Street, just in time for the show's 50th anniversary year and complete with all the familiar residents, including



More than 100,000 fans attend NASCAR's **Daytona** 500 race each year.

Elmo and Big Bird. Under construction elsewhere on the property: a new 40,725-sq.-ft. SeaWorld corporate headquarters.

Orlando's theme parks typically get the bulk of tourist attention, but some uniquely Florida attractions along this region's Atlantic coast pull in tons of visitors too. In Brevard County, the Kennedy Space Center Visitor Complex typically logs about 1.5 million tourists each year who come to see the Saturn V rocket that helped propel astronauts to the moon and the Space Shuttle Atlantis. As part of its Apollo 11 50th anniversary celebration, the Visitor Complex features a new exhibit focusing on the days leading up to the launch and subsequent moon landings.

Just up the coast in Volusia County is another huge tourist draw: Daytona Beach. Attractions here include the iconic beach itself, on which limited numbers of cars can still drive for a fee, and Daytona International Speedway, famous for NASCAR's Daytona 500 and Coke Zero 400 races and the "24 Hours of Daytona" endurance event.

Behind the most visible manifestations of Orlando's booming tourist industry, companies with narrower interests are also at work:

- Luxury hospitality brand Timbers Resorts has opened its new corporate headquarters in Winter Park with the expectation of adding 80 employees as it expands along the East Coast, including Florida, and to Europe and the Caribbean.
- Kingwood International Resorts of Atlanta has purchased the 2,300-acre Reunion golf resort just south of Walt Disney World, where it plans to add a 400-room hotel.

• Orange Lake Resorts, parent company of the Holiday Inn Club Vacations timeshare brand, has opened a 125,000-sq.-ft. headquarters in South Orlando with the expectation of hiring 250 workers over the next four years.

KEY PLAYERS: SeaWorld Orlando, Orlando; Universal Orlando, Orlando; Walt Disney World, Orlando

Logistics and Transportation

East Central's primary industry sectors — technology and tourism — require good connections to succeed, which they have — by air, sea and rail.

This region boasts four international airports — Orlando International, Orlando Sanford, Orlando Melbourne and Daytona Beach. With a total of 47.7 million passengers in 2018, Orlando International remains Florida's busiest airport and 11th busiest in the nation. Domestic traffic was up 6.2% in 2018; international traffic climbed by

With an eye to even more growth, Orlando International has begun work on its south terminal that will add 19 gates and a passenger rail station to accommodate both the SunRail commuter system and fast-rail service from Orlando to Miami via Virgin Trains

Port Canaveral remains the world's second busiest cruise port, with a record 4.6 million passengers in 2018, and, at \$103.8 million, is Florida's third largest port by total revenues. Cargo revenue alone rose by 18% in 2018 to exceed \$10 million for the first time in Canaveral's 65-year history.

In 2018, 6.4 million tons of cargo moved through Port Canaveral, a 7% increase over the previous year's volume. In early 2019, Port Canaveral added a \$6.2-million mobile harbor crane to handle heavy cargo within the port, including SpaceX Falcon 9 boosters. On the cruise side, Norwegian, Royal Caribbean, Carnival and Disney will continue to operate passenger cruises in and out of Port Canaveral and home-base various ships here.

At the same time, construction continues on Cruise Terminal 3 and a 1,700-space parking garage complex in preparation for the arrival of what will be Carnival Cruise Line's largest ship, the yet-to-be-named 180,000-ton Carnival XL. Its Port Canaveral debut is anticipated in fall 2020 to coincide with the 30th anniversary of Carnival running cruises from Port Canaveral.

Distributors in need of flawless connections are taking advantage of these developments. In September 2018, e-commerce giant Amazon opened a new 2.4-million-sq.-ft. warehouse near Orlando International Airport; six months later Amazon announced plans to site a 300,000-sq.-ft. distribution center along I-95 in Daytona Beach. And coming soon to Groveland: a 375,000-sq.-ft. customer fulfillment center from The Kroger Co. and online grocery retailer Ocado.

KEY PLAYERS: Amazon, Seattle, Wa.; American Automobile Association, Heathrow; JetBlue, Orlando Support Center; Total Quality Logistics, Cincinnati, Ohio

Renewable Energy

Since 2010 the three utilities that serve this region have worked to provide solar energy options for East Central residents.

Florida Power & Light got the ball rolling with its Space Coast Next Generation Energy Center on the grounds of Kennedy Space Center in Brevard County generating 10MW of



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Belinda Kirkegard Economic Development Director (407) 518-2307 BKirkegard@kissimmee.org

KissimmeeMedicalArts.org

East Centra

clean solar power. In 2016, FPL built a Solar Circuit at Daytona International Speedway to not only power the track but to also serve as a "live" laboratory for solar energy research. Subsequently, FPL added two 74.5-MW facilities in East Central Florida — the Barefoot Bay Solar Energy Center in Brevard County in 2018 and Volusia County-based Pioneer Trail Solar Energy Center, which came on line in mid-2019.

In 2011, the Orlando Utilities Commission (OUC) partnered with Duke Energy to complete the first solar farm in Orange County at its Curtis H. Stanton Energy Center. Duke went on to add a 5-MW solar power plant serving the Reedy Creek Improvement District, and in 2016, opened Osceola County's first universal solar plant. Currently under construction: the 74.5-MW DeBary Solar Power Plant on 445 acres in Volusia County, expected to begin delivering power to customers in March 2020.

KEY PLAYERS: Duke Energy Florida, St. Petersburg; Florida Power & Light, Juno Beach; Orlando Utilities Commission, Orlando

Health Care

With top 40 rankings in seven specialties on U.S. News & World Report's "Best Hospitals 2019-20" list, AdventHealth Orlando is Florida's No. 1 hospital. Formerly known as Florida Hospital Orlando, the 1,368-bed acute care facility ranked No. 12 nationwide in diabetes and endocrinology; No. 18 in gastroenterology and GI surgery; No. 19 in nephrology; No. 20 in urology; No. 26 in gynecology; and No. 39 each in geriatrics and neurology/neurosurgery.

Two pediatric health care facilities in Orlando also earned accolades in U.S. News & World Report "Best Children's Hospitals 2019-20": AdventHealth for Children was ranked No. 31 nationwide in neonatology, while Arnold Palmer Hospital for Children ranked No. 38 in cardiology and heart surgery; No. 40 in orthopedics; and No. 47 in nephrology.

Education

Boasting an undergraduate enrollment of 58,913 in 2018, the Orlando-based University of Central Florida offers 189

bachelor's and master's degrees and 32 doctoral programs. In 2018, UCF received a record \$183 million in research funding, up 23% from the previous year, and was ranked 34th among U.S. public institutions for patent production, earning a total of 32 U.S. utility patents for the year. UCF's new downtown Orlando campus - called "Creative Village" and shared with Valencia College — opened in fall 2019 with two buildings and 7,600

Elsewhere in East Central, Melbourne's Florida Institute of Technology is one of the "best and most interesting institutions in the nation," according to the Fiske Guide to Colleges 2020, and in Daytona Beach, Embry-Riddle Aeronautical University has welcomed its largest freshman class ever — 1,950 students.

On the secondary level, four East Central high schools were among the top 500 nationwide on U.S. News & World Report's "2019 Best High Schools" list; two of them — Westshore in Melbourne and Edgewood in Merritt Island — earned spots on the top 100 list.

Life & Leisure «

Still Growing!

Slowing population growth is a national phenomenon, according to the financial news and opinion website 24/7, but some American cities seem determined to buck the trend. One of them is The Villages in Sumter County. Year after year, it's the fastest growing MSA in America. Initially conceived as a planned retirement community for Northerners looking to winter in a warmer climate, it has morphed into a year-round "paradise" for active 55+ adults, boasting more than 50 golf courses, 70 swimming pools and 2,500 clubs and activities. Not for everyone to be sure, but the population just keeps growing up 36.6% since 2010.





Struggling to Make Ends Meet?

Maybe it's time to relocate ... and we don't mean out of state. On its list of the "6 Most Affordable Cities in Florida," the website Liviability.com ranks Kissimmee No. 1. Located in Osceola County just 22 miles south of Walt Disney World, Kissimmee is close enough to enjoy all the things you love about Orlando but at a less frenetic pace and a lower cost of living. The median home price here is \$217,500, and Kissimmee has some

interesting assets ... like plenty of those plastic containers you love for leftovers. The manufacturer — Tupperware — is headquartered here. And twice a year, in February and June, the cowboys (and girls) come to town for the Silver Spurs, the largest rodeo east of the Mississippi. Should you decide after all that Orlando is really more your style, no problem. It's No. 5 on Livability's list of most affordable Florida cities.

Hurray for Nature!

East Central's theme parks are the best to be sure, but with 118 miles of Atlantic coastline, including Canaveral National Seashore and the nearly 1,000 inland bodies of water that give Lake County its name, there's plenty of natural beauty to enjoy here too. Like the lemurs and rare albino alligators at Wild Florida in Kenansville. And the bald eagles, armadillos and otters residing at Merritt Island National Refuge who are so laidback, they barely notice the groundshaking lift-offs at the Kennedy Space

Center next door. Plan accordingly and it's possible you could walk on the beach at sunrise, paddle down the tongue-twisting Withlacoochee River at noon and join a sanctioned turtle-hatching expedition after dark. No fast pass required.



A NON-STOP **PARTNERSHIP**

OUC – The *Reliable* One and Orlando International Airport (MCO)

For decades, OUC - The Reliable One has partnered with the Orlando International Airport, powering the more than 49 million passengers that pass through its terminal each year. Now, the partnership is gaining altitude beyond traditional electric and water services. Through an enhanced agreement with the Greater Orlando Aviation Authority, OUC will provide the state's busiest airport with back-up generation, emergency distribution and central energy plan services, as well as sustainable solutions – including electric vehicle charging stations and a floating solar array highly visible to travelers arriving in The Greenest City in the Southeast.

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Orlando International Airport is undergoing an expansion that includes a new south terminal and intermodal transportation hub. (Artist rendering)









FLOATING SOLAR

ALACHUA · BRADFORD · COLUMBIA · DIXIE · GILCHRIST · HAMILTON LAFAYETTE • LEVY • MADISON • MARION • SUWANNEE • TAYLOR • UNION



Technology and Innovation

University of Florida is one of the nation's leading research institutions. According to a recent study by the National Science Foundation, research spending at UF rose to a record \$865 million in FY 2018, a 7.9% increase over the previous year. So it should come as no surprise to find that Florida's North Central region is a magnet for innovators and the technology companies they spawn.

University of Florida has been encouraging innovators and commercializing their discoveries for more than two decades. In 2018, the university consolidated these efforts under one name — UF Innovate. It includes: Tech Licensing, which commercializes discoveries; Ventures, which helps create startup companies; and two incubators -The Hub and Sid Martin Biotech — which help startups get up and running. The Hub, located in downtown Gainesville,



On the Rise

nnovation thrives in North Central, a region known for its easy accessibility and abundance of workforce talent. Home to the University of Florida, the nation's seventh ranked public university and 19th most prolific patent earner worldwide, North Central first attracts young minds as college students, then retains them as permanent residents and entrepreneurs, helping to fuel vibrant technology and manufacturing sectors and reinforcing the region's reputation as a great place to live. For companies in need of seamless logistics, North Central provides easy access to customers and suppliers via two interstate highways — I-10 and I-75 — and two of Florida's busiest deep-water seaports.

Commercial Airport

 □ Colleges / Universities

has doubled in size since its opening in 2011 to provide a total of 100,000 square feet of office and laboratory space. Sid Martin Biotech in nearby Alachua has twice been named Global Science and Technology Incubator of the Year by the International Business Innovation Association, and its graduates have created more than 2,200 high-tech jobs since the incubator's inception in 1995.

Among technology companies finding success in North Central:

- Anchor Biologics, which took home the 2019 Cade Prize for its discovery of enzymes that suppress inflammatory disease. The \$25,000 prize, named for Gatorade inventor Dr. Robert Cade, is awarded annually by The Cade Museum for Creativity & Invention in Gainesville where exhibits honor inventors in all fields.
- Info Tech, a Gainesville developer of digital solutions to support automated infrastructure construction management and internet bidding solutions, has launched "Info Tech Ventures," a mentoring program to assist local tech startups with software development and data analysis.
- Lacerta Therapeutics, one of 18 startups based at Sid Martin Biotech in Alachua, is developing new treatments for rare and often deadly hereditary central nervous system disorders. In 2018, Massachusetts-based Sarepta

Therapeutics invested \$30 million in Lacerta with an agreement to license three gene therapy programs, including exclusive rights to a treatment for Pompe disease.

And coming soon:

- To Alachua, San Felasco Tech City. The brainchild of two local CEOs -Mitch Glaeser of the Emory Group Companies and Rich Blaser of Infinite Energy — Tech City is described as an affordable live-work-play concept where seasoned companies that have outgrown their space can expand, business startups can accelerate growth and tenants/employees can live in close proximity to their work. The total development is expected to encompass 82 acres, with 300,000 square feet of space reserved for labs, offices, retail and light manufacturing.
- To Newberry, Agricultural Technology Innovation Park. Envisioned as a state-of-the-art research facility where leading research entities such as UF's Institute of Food and Agricultural Sciences (IFAS) can develop new technologies, Agri-Tech Park will serve as an incubator for agri-tech startups bringing new products to market.

KEY PLAYERS: Axogen, Alachua; Feathr, Gainesville; NanoPhontonica, Gainesville; Ology Bioservices (formerly Nanotherapeutics), Alachua

Logistics and Distribution

North Central is an ideal choice for companies looking to increase their logistics and distribution efficiency. I-75 bisects this region on its way north from Miami to Atlanta, and Greater Gainesville is the halfway point. Just half an hour north at Lake City is I-10, providing ready access east to Jacksonville and west to Pensacola. Also in close proximity, JAXPORT (80 miles to the northeast) and Port Tampa Bay (130 miles south).

No surprise that Marion County is a heavyweight hub for companies in this industry sector. FedEx Ground opened its 450,000-sq.-ft. distribution center at Ocala/Marion County Commerce Park just off I-75 in 2016, and others quickly followed. AutoZone added a 440,000-sq.-ft. distribution center to serve its 290+ retail stores throughout Florida and Puerto Rico, and online pet products retailer Chewy.com built a 600,000-sq.-ft. distribution center, its first in Florida and sixth nationwide.

Currently under construction by North Carolina-based Red Rock Development at Ocala/Marion County Commerce Park is Florida Crossroads Logistics Center. The \$43-million project is being built purely on speculation; it has no tenants yet, but developers are optimistic that with high-profile nextdoor neighbors like FedEx, AutoZone and Chewy, the new 617,046-sq.-ft. center will fill up quickly.

Meanwhile, leading grocery supply chain services firm McLane Company has opened a new 400,000-sq.-ft. grocery distribution center in the Ocala International Commerce Center, its sixth such center in Florida and one of more than 80 nationwide.

Alachua County is looking to grow its logistics and distribution footprint too. Joining Sysco, Nordstrom, Walmart and Dollar General distribution centers in Gainesville is a 10,000-sq.-ft. "lastmile" delivery station where packages shipped from Amazon's fulfillment and sortation centers are loaded into vehicles for hand-delivery to customers.

Smaller counties throughout Florida's North Central are upgrading their logistics and distribution capabilities too:

• Under construction in Columbia County near Lake City is a rail spur that extends from a CSX-owned main rail line to the edge of what is to become the North Florida Mega Industrial Park. The 2,622-acre supersite is being developed by its landowner, Georgiabased timber giant Weyerhaeuser.

A \$3.1-million grant will be used to build a new rail spur to a planned industrial park.



- Taylor County's Development Authority has launched its "Pre-Checked" program to stimulate the sale of commercial properties. Signs placed in prominent locations quickly inform site selectors of property availability and
- Duke Energy Florida has selected a 5,400-acre property near Inglis in Levy County for its site readiness program, as part of an effort to attract economic development prospects in targeted industries such as food processing and general manufacturing.

KEY PLAYERS: Cheney Brothers, Riviera Beach; Chewy.com, Dania Beach; FedEx Ground, Moon,

Manufacturing

Manufacturing is a growing industry sector in Florida's North Central and not limited to any one particular product type or category.

Goods manufactured in Gainesville include medical equipment and supplies, industrial chemicals, HVAC air control devices and duct adapters and the life-saving body armor used by first responders. Exactech, a manufacturer of bone and joint restoration products with offices in the U.S., five European countries, Australia and Japan, has been headquartered in Gainesville since its founding in 1965. Dozens of manufacturers have found homes in Ocala too, where they make everything from hurricane resistant glass windows and decorative fences to customdesigned stairs and walkways, fire trucks and tortilla chips.

Making news in this sector:

• Madison County-based Stahl-Meyer Foods, which has been in the business of making hot dogs and cold cuts since 1863, has signed a five-year contract with the Jacksonville Jaguars to provide food at the team's TIAA Bank Field.

• Georgia-Pacific, an Atlanta, Ga.based pulp and paper company, is already reaping benefits from the installation of new Black Liquor Evaporators (BLEs), which help increase mill efficiency and reduce groundwater usage at its Foley Cellulose mill in Perry.

KEY PLAYERS: E-ONE, Ocala; Exactech, Gainesville; Stahl-Meyer Foods, Madison

Renewable Energy

With plenty of sunshine and wideopen spaces, six North Central Florida counties have been singled out for solar energy development by two power companies serving the region.

Duke Energy Florida opened its first North Central universal solar plant the Perry Solar Facility in Taylor County - in October 2016, followed by the Suwannee Solar Facility in Suwannee County near Live Oak a year later and the Hamilton Solar Power Plant in adjacent Hamilton County near Jasper in December 2019.

Now, in keeping with its goal of establishing 14 universal solar power plants and adding 700+ megawatts of solar power across the state by 2023. Duke will add two more facilities in North Central. The Trenton Solar Plant on 580 acres in Gilchrist County is expected to begin operation in December 2019, with the Columbia Solar Power Plant in Columbia County near Fort White to follow in March 2020. Each will generate 74.9 megawatts of power.

Also looking to capture power from North Central's sun is Florida Power & Light (FPL). Of the 18 FPL solar plants currently operating across Florida, two are in North Central: Horizon Solar Energy Center, which opened in 2018 to serve Alachua and Putnam counties, and Sunshine Gateway Solar Energy Center, located in Columbia County near the intersection of Interstates 10 and 75 in January 2019.



Preferred Locations APPROVED U.S. OPPORTUNITY ZONES

Major roadway frontage (U.S. 301 for Hawthorne and U.S. 90 for NFMIP) and close proximity to Interstates 75 and 10; NFMIP in Foreign Trade Zone #64

Accessible to Rail

Significant **rail-service** partners, including **CSX**, **Florida Gulf & Atlantic** and **Norfolk Southern**, with main freight lines connecting cities, **ports** and **airports**

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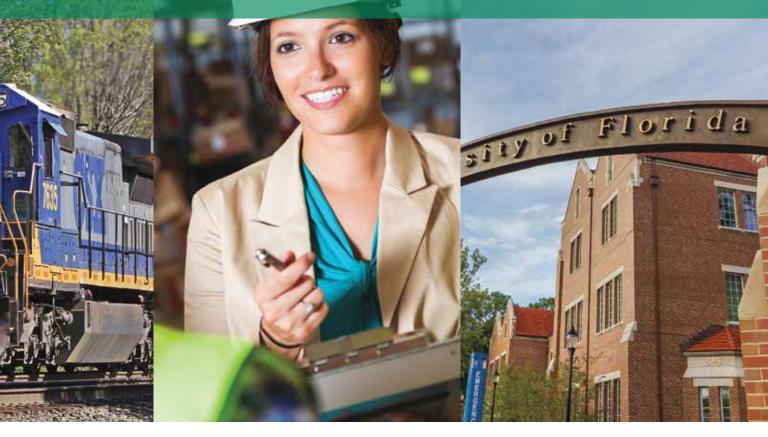
Super-Sized and Shovel-Ready

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Proximity to Research, Innovation and Technology

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North Cent

And currently under construction by FPL is Echo River Solar Energy Center in North Central's Suwannee County. Estimated completion date: early 2020.

KEY PLAYERS: Duke Energy Florida, St. Petersburg; Florida Power & Light, Juno Beach

Health Care

North Central is served by multiple hospitals and many are expanding:

- In Marion County, Ocala Health continues a \$56-million expansion at Ocala Regional Medical Center in 2019 with the opening of 34 beds dedicated to neuro services and 34 more beds in a new, dedicated cardiac unit, bringing the facility's total bed count to 290.
- At Ocala Health's West Marion Community Hospital, a second cath lab and a 10-bed pre-post cath lab recovery unit are under construction; anticipated completion: fall 2020.
- AdventHealth Ocala (formerly Florida Hospital Ocala) has completed phase one of its \$27-million emergency department expansion adding three trauma rooms and 20 private patient rooms.
- A \$90-million expansion is underway at North Florida Regional Medical Center in Gainesville to add three additional floors and 78 private patient rooms.
- At UF Health Shands Hospital, areas

left vacant when two stand-alone specialty hospitals — UF Heart & Vascular and UF Neuromedicine — were opened two years ago are being re-purposed to accommodate intensive, intermediate and long-term acute care, obstetrics and burn care.

- Renovations planned for UF Health Shands Children's Hospital include the addition of a pediatric preoperative area and a postoperative recovery unit designed exclusively for children.
- U.S. New & World Report's "Best Children's Hospitals 2019-20" ranks UF Health Shands Children's Hospital among the top 25 nationwide in four pediatric specialties: cardiology and heart surgery; diabetes and endocrinology; pulmonology and lung surgery; and cancer. Its adult counterpart — UF Health Shands Hospital — was named among the top 40 "Best Hospitals 2019-20" in five specialties: nephrology, urology, geriatrics, diabetes and endocrinology and gastroenterology/ GI surgery.

Education

The jewel in North Central's academic crown is, of course, the University of Florida, one of three designated "Preeminent State Research Universities" by the Florida Board of Governors and a catalyst for research and economic development. In FY2019, UF

received \$776.2 million in research funding, 68% of which came from the federal government.

Also serving the region's educational needs are four state colleges:

- Central College of Florida offering associate and bachelor's degrees and certificate programs at its main campus in Ocala and its Levy County campus in Chiefland. CF's Ocala campus is also home to The Appleton Museum of Art.
- Florida Gateway College offering associate and bachelor's degrees, along with a determination to address employer workforce needs. In response to a call from neighboring HAECO Airframe Services, Florida Gateway will offer the region's first program to train students as aviation power plant mechanics and airframe maintenance workers. Located at Lake City Gateway Airport, just around the corner from the college, HAECO inspects, maintains and services commercial jets.
- North Florida College with campuses in Madison and Live Oak, offering a B.S. in nursing as well as numerous associate degrees and certificate programs.
- Santa Fe College in Gainesville, winner of the 2015 Aspen Prize for Community College Excellence and home to a teaching zoo, maintained and operated by the more than 200 students enrolled in the college's premier Zoo Animal Technology Program.

Life & Leisure



Plenty to Enjoy Outdoors and In

North Central's 13 counties offer plenty to see and do. Visit Florida's newest state park, Gilchrist Blue Springs, then take a walk on the wild side at Ocala National Forest (watch out for bears!). And do make time for a visit to Cedar Key, a quaint old Florida fishing village on the Gulf of Mexico in Levy County where a stop at Tony's for a bowl of his award-winning clam chowder is worth the drive.

And of interest at or near UF: The Florida Museum of Natural History; the Samuel P. Harn Museum of Art; the Cade Museum for Creativity & Invention; and a whole bunch of Gator sports, including baseball, basketball, football, gymnastics, soccer, swimming, tennis, track and field, volleyball and lacrosse.

A Great Place to Live and Work

Business owners looking to hire eager young workers will find them in North Central. The millennial talent pool in Alachua County is nearly 50% greater than the national average, and the unemployment rate here hovers at around 3.5%.

The website Livability.com consistently names Gainesville to its annual list of the "Top 100 Best Places to Live" nationwide, citing affordability and access



"Summer in the City" Dance Party at the Hippodrome in Gainesville

to education among the contributing factors to its selection. In 2018, Gainesville was No.9 on Livability.com's "10 Best College Towns" for its mix of arts and culture, outdoor recreation and nightlife, in addition to the University of Florida's educational amenities.



Real Horse Capital of the World

When people think of horse farms, they typically picture Kentucky — when they should be seeing Florida. Marion County has long called itself "Horse Capital of the World," and in 1999, the U.S. Department of Agriculture agreed to make that title official. With close to 600 horse farms, breeding and training facilities spread across 700,000 acres, the horse business is big business here ... and it's about to get even bigger as the World Equestrian Center takes shape in northwest Marion. While the full development, including indoor and outdoor arenas, a fivestory hotel, some 525,000 square feet of commercial space and 2,400 homes, won't be complete until 2021, the competition facilities are expected to open in late 2019.

BAY · CALHOUN · ESCAMBIA · FRANKLIN · GADSEN · GULF · HOLMES · JACKSON · JEFFERSON LEON • LIBERTY • OKALOOSA • SANTA ROSA • WAKULLA • WALTON • WASHINGTON



Moving Ahead

Norida's Northwest has long enjoyed an abundance of assets — sugar white beaches, bright blue Gulf waters, a heavy military presence. In October 2018, the people who live here added one more — resilience. Hurricane Michael took down houses, hotels, trees and power lines across much of the Panhandle, but it didn't damage spirits. Northwest remains a great place to live and grow a business, with no shortage of space for new companies and, thanks to the 3,000+ military retirees who join the workforce here annually, plenty of skilled workers to staff them. Aviation, technology and logistics are among primary industries here.

 □ Deep-water **O** Seaports

Commercial - Airports

Colleges / O Universities

Aviation and Defense

Florida's Northwest is home to six major military installations, including NAS Pensacola, Eglin AFB and Tyndall AFB. Not only do these half-dozen facilities themselves account for some 56,000 military and civilian jobs, they are a magnet for more, drawing privately owned aerospace manufacturers, aircraft maintenance firms, suppliers and Department of Defense contractors to the region with job opportunities for highly skilled personnel.

One example is Singapore-based ST Engineering. Within four months of opening a 173,500-sq.-ft. maintenance and engineering facility large enough to accommodate two Boeing 777s or six Airbus A321 narrow-body aircraft at Pensacola International Airport in June 2018, ST Engineering announced plans to build a second 655,000-sq.-ft. MRO facility next door. Construction is expected to begin in 2022.

Two newly arrived aerospace manufacturing companies have found homes in Bay County. U.K.based GKN Aerospace opened its first Florida facility in spring 2018 at VentureCrossings near Northwest Florida Beaches International Airport. Three months later, Connecticut-based Advanced Composites & Metalforming Technologies (ACMT), which makes parts for commercial and military aircraft, announced plans to open a 159,000-sq.-ft. manufacturing facility in Lynn Haven. Both companies are looking to add 100+ staff members each in coming months.

KEY PLAYERS: BAE Systems, Farnborough, U.K.; The Boeing Company, Chicago, III.; Lockheed Martin, Bethesda, Md.; ST Engineering, Singapore



Logistics and Transportation

Florida's Northwest is readily accessible by road, rail, sea and air. I-10 bisects this region from east to west providing easy connections to I-65, I-75 and I-95, which put 12 of the Southeast's major metros and 58 million potential customers within an eight-hour drive. And streamlining freight delivery is a Class 1 CSX rail line connected to several short lines and to this region's three deep-water ports.

Operations at Northwest's busiest port — Port Panama City — slowed briefly in October 2018 with the arrival of Hurricane Michael, but fully resumed at the West Terminal within two weeks. And now, port improvements that had been anticipated before Michael are finally underway. The East Channel is

Northwes

being deepened to 36 feet in preparation for construction of the East Terminal, which will include a 260,000-sq.-ft. warehouse, 10,000 feet of rail track and a new 900-foot bulkhead.

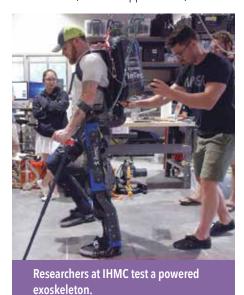
At the Port of Pensacola, Offshore Inland Marine is busy converting the former cargo ship Stena Freighter to serve as a landing platform for the rocket boosters that will be shed as Blue Origin's New Glenn lifts off from Cape Canaveral beginning in 2021. Once placed into service on Florida's east coast, the vessel is expected to return to the Port of Pensacola for regular maintenance and repair and to homeport between rocket recovery missions.

The four commercial airports serving Florida's Northwest are busier than ever, adding new destinations and logging unprecedented numbers of travelers. Total passenger count for the region topped 5.2 million in 2018, a 14.7% increase over the previous year. Pensacola International served the most passengers — 1.9 million in 2018 — and Northwest Florida Beaches International, the region's newest airport, passed the 1 million mark for the first time, topping its 2017 numbers by 12.4%.

KEY PLAYERS: Eastern Shipbuilding, Panama City; FedEx, Memphis, Tenn.; Goldring Gulf Distributing, Milton

Technology and Innovation

Northwest Florida continues to position itself as a cybersecurity leader, with the University of West Florida at the forefront. The UWF Center for Cybersecurity, which opened a headquarters in downtown Pensacola in April 2019, is the regional hub for cybersecurity education and research, offering multidisciplinary programs and certificates, research opportunities, outreach





Port of Pensacola will be the homeport between Blue Origin's rocket missions.

activities and industry partnerships. A designated National Center of Academic Excellence in Cyber Defense Education by the National Security Agency and the Department of Homeland Security, UWF is the NSA/DHS Regional Resource Center for the Southeast, providing guidance on cyber defense education to colleges and universities in Alabama, Florida, Georgia, South Carolina and Puerto Rico.

Elsewhere in Northwest's technology sector:

- The Pensacola-based Institute for Human & Machine Cognition (IHMC) is working on several ground-breaking projects, including collaboration with the Pensacola Police Department to incorporate specialized drones in law enforcement operations such as search and rescue, disaster response, fugitive pursuit, threat situations and monitoring outdoor events. Also on the calendar: The Toyota Mobility Foundation's "Mobility Unlimited Challenge" coming to Tokyo in 2020. IHMC is one of five international finalists tasked with building a locomotion device for people with lower limb paralysis. Winner of the competition takes home \$1 million. And IHMC CEO and co-founder Ken Ford has been appointed to the newly formed National Security Commission on Artificial Intelligence, an independent federal commission charged with developing AI strategies to strengthen national security and global commercial competitiveness.
- Beast Code, a software firm specializing in operational training, modeling and simulation and data mining primarily for the military, is planning to expand its Fort Walton Beach-based headquarters to accommodate an anticipated 100+ new employees within the next few years. Opened in 2014, Beast Code was recently cited by the economic development group GrowFL among its "50 Florida Companies to Watch."
- AppRiver, a cybersecurity company based in Gulf Breeze, has been acquired by Dallasbased email security firm Zix. Founded in 2002, AppRiver is a provider of cloud-based cybersecurity and productivity services,

serving more than 60,000 companies worldwide with satellite offices in Atlanta, Austin, Canada, the U.K. and Switzerland.

- STARS Alliance, an innovative program championed by Florida State University professor and dean of the FSU College of Communication & Information Larry Dennis, is aimed at recruiting, retaining and graduating more women and minorities in IT. Since its founding in 2005, STARS has grown from its original 10 members to more than 50 colleges and universities throughout the U.S. At FSU, a decade ago, women and minorities made up about 15% of the students enrolled in IT programs; today they are more than 50%.
- Gulf Breeze-based Andrews Institute for Orthopaedics & Sports Medicine is providing relief for the pain associated with carpal tunnel syndrome with a new procedure called "Ultrasound Guided Carpal Tunnel Release." Using a Mayo Clinicdesigned "microknife" inserted through a small incision in the wrist and guided by ultrasound to the injured area, the surgeon is able to see — and precisely cut — the transverse carpal ligament that is causing the pain. Recovery time is reduced to days rather than weeks.

KEY PLAYERS: AppRiver, Gulf Breeze; Bit Wizards, Fort Walton Beach; Digital Boardwalk, Pensacola

Renewable Energy

Pensacola-based Gulf Power plans to build a 74.5-megawatt solar farm on 697 acres in Jackson County. Construction of the Gulf Power Blue Indigo Solar Energy Center is expected to begin in late 2019 and will employ an estimated 200-250 workers. When completed, the farm will generate enough electricity to power 15,000 homes.

In 2016, Gulf Power and Coronal Energy, powered by Panasonic, joined forces with the U.S. Department of Defense to install the first of 1.5 million solar panels at three sites: Eglin Air Force Base, NAS Pensacola and NAS Whiting Field. The combined facilities became fully operational in summer 2017, and continue to power 18,000 homes annually.





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the MAGNETIC CAPITAL OF THE WORLD.





Gulf Power serves approximately 450,000 customers in eight counties throughout Northwest Florida and was acquired by Juno Beach-based NextEra Energy in January 2019. NextEra also owns Florida Power & Light Company, which serves approximately 5 million customer accounts in Florida.

KEY PLAYERS: Duke Energy Florida, St. Petersburg; Gulf Power, Pensacola

Education

In 2018, personal finance website WalletHub.com named Tallahassee the 15th most educated city in the U.S. based on such factors as quality of education and educational and career attainment. Nearly half (48%) of its residents over the age of 25 have a bachelor's degree or higher, compared to 31% nationwide.

Two of Florida's 12 public universities are located in Tallahassee: Florida A&M University, ranked seventh nationwide among historically black colleges and

universities by U.S. News & World Report and known for its pharmacy school; and Florida State University, the nation's 18thranked public university and a research heavyweight at No. 69 among U.S. public universities for patents granted in 2018 (34 in all). In FY 2018-19, FSU researchers received more than \$233 million from federal, state and private sources to support investigations into such areas as health sciences, high energy physics and marine biology.

The region's third public university — University of West Florida in Pensacola — has added a bachelor's degree in cybersecurity and is partnering with Pensacola-based Florida Institute for Human & Machine Cognition to develop Florida's first doctoral program in intelligent systems and robotics.

Also in this region: Tallahassee Community College, which is home to the new Veterans Success Center where vets receive help in transitioning to civilian life, achieving academic success at TCC and



finding work after graduation; Northwest Florida State College, named among the nation's 50 best community colleges by College Choice 2018, with four educational sites in Florida's Northwest; and Pensacola State College, where a two-story STEM facility that will house its cybersecurity and math programs is under construction.

Leisure



DeFuniak Springs Victorian charmer

Accolades Aplenty

Northwest Florida is a great place to live, but don't just take our word for it. U.S. News & World Report put Pensacola on its 2019 top 25 list of most desirable places to live in the U.S. Southern Living ranked Destin No. 2 and Panama City No. 3 on its list of "The South's Best Beach Towns 2019." And MSN.com's Insider Online bestowed the title "Best Small Town in Florida" on DeFuniak Springs in Walton County, citing its Victorian charm and welcoming atmosphere, with a shout-out to the Walton County Public Library, Florida's oldest.

The Livin' Is Easy

Daily life in Florida's Northwest is a lot like being on vacation. Traffic jams are practically unheard of and flipflops are universally welcomed. There are dozens of small towns with tongue-twisting names like Apalachicola, Miccosukee, Wacissa and Sopchoppy to explore, plus Florida's capital city Tallahassee, and America's oldest, Pensacola, where five different flags have flown since its founding in 1559. This region boasts a full calendar of special events and festivals too plus a wealth of natural beauty winding rivers, abundant pine forests, crystal-clear springs and even an underwater sculpture garden in the Gulf of Mexico off south Walton County. And for



Panama City Beach Sports Complex

sports enthusiasts, there's Blue Wahoos AA baseball in downtown Pensacola and a steady stream of tournaments to enjoy at the new Sports Complex in Panama City Beach, featuring 13 fields where soccer, lacrosse, rugby, football, flag football, baseball and softball can be played.



Studer Family Children's Hospital at Ascension Sacred Heart

Caring Just for Kids

MSAs with populations under 500,000 typically don't have a children's hospital; Pensacola does. Studer Family Children's Hospital at Ascension Sacred Heart, which opened in spring 2019 with 126 beds, is the fourth largest children's hospital in Florida and Northwest's only hospital solely dedicated to caring for sick and injured babies and children. The facility boasts the area's only Level III neonatal intensive care unit as well and is equipped to provide pediatric intensive care, cancer care and rehabilitation.

CITRUS • HERNANDO • HILLSBOROUGH • MANATEE • PASCO • PINELLAS • POLK • SARASOTA



Future Focused

ampa Bay — Florida's second most heavily populated region — is both dynamic and affordable. At No. 15 nationwide, Tampa is the only Florida metro to make WalletHub's 2019 list of the top 20 "Best Big Cities to Live In," based on economics and amenities. On the 2018 Cost of Living Index published annually by the Council for Community and Economic Research, Tampa Bay scored an average annual index of 89.1 — nearly 11 points below the national average. All this, plus seamless connections and outstanding educational options, makes Tampa Bay a favored relocation choice among corporate executives and their families.

 □ Deep-water **O** Seaports

∩ Commercial O Airports

Colleges / Universities

Headquarters

Tampa Bay is home to more than 20 corporate headquarters, five of which have been named to the Fortune 500 list for 2019: Tech Data, Publix Super Markets, Jabil, WellCare Health Plans and Raymond James Financial. Other heavyweights in this region include Roper Technologies, Bloomin' Brands and, coming soon, The Mosaic Company.

Among recent activities regionwide:

Lakeland-based Publix Super Markets is expanding its headquarters by 200,000 square feet and adding 700 new corporate jobs by 2027. Founded in 1930, Publix has grown from a single store in Winter Haven to more than 1,200 stores across Florida and six other Southeastern states

As part of a \$67-million expansion at its St. Petersburg -based headquarters, Jabil is tearing down the



original structure and building a bigger one with 170,000 square feet in four stories for offices and support. In March 2019, the company, which designs and manufactures everything from appliances and computing hardware to medical devices and telecommunications equipment, unveiled the first of four phases — a 40,000-sq.-ft. research and development center. All work is expected to be completed by the end of 2021.

S.S. White Technologies, developer and manufacturer of flexible shafts for aircraft and automobiles, has moved its headquarters from New Jersey to Seminole in Pinellas County, bringing 125 jobs.

UPC Insurance is purchasing a city block near its present headquarters in downtown St. Petersburg to build a new headquarters and parking garage with the promise of adding 300 high-wage jobs.

New York City wealth management firm Dynasty Financial Partners is relocating its headquarters to Priatek Plaza in downtown St. Petersburg with the expectation of having 35-40 employees, including some new hires, in place by the end of 2019.

Plant City-based berry grower and shipper Wish Farms has broken ground on a new headquarters campus east of Tampa near I-4. The 158,000-sq.ft. combination office and warehouse complex will include a treehouse conference center, adult-sized indoor slide and rooftop deck.

KEY PLAYERS: Jabil, St. Petersburg; Publix Super Markets, Lakeland; Roper Technologies, Sarasota; Tech Data, Clearwater

Tampa Ba

Logistics and Distribution

Tampa Bay has all the elements required of a successful logistics and distribution sector: the state's largest seaport and one of the nation's closest deep-water ports to the Panama Canal; a top-rated international airport; superior rail connections; and an extensive interstate highway network that puts 34 million consumers within an eight-hour drive. As a result, many of the most readily recognizable names in distribution — Gordon Food Services, O'Reilly Auto Services, Amazon, Walmart and Wayfair — are already here, and more are on the way. Third-party logistics providers like Blue Grace Logistics, Integrity Express Logistics, Quality Distribution and Total Quality Logistics have also chosen to site facilities here.

So why Tampa Bay? Two words: superior connections ...

By air: Three commercial airports serve this region. Tampa International is the largest, handling 21.3 million passengers and 208.9 million tons of cargo in 2018, and offering 252 aircraft departures daily, including



During FY2018, Port Tampa Bay welcomed 233 cruise ships and, for the first time ever, more than 1 million cruise passengers in a single year.

non-stops to most major U.S. cities and to London, Zurich, Frankfurt, Amsterdam, Panama City, Cancun and Toronto. Also providing air passenger

and cargo service: Sarasota-Bradenton International Airport, serving close to 1.4 million passengers in 2018, and St. Pete-Clearwater International Airport, which set its fourth consecutive record with 2.2 million passengers in 2018.

By sea: Port Tampa Bay, Florida's largest port by physical size (5,000+ acres) and cargo tonnage, is among the nation's most diversified, handling all major cargo categories, including liquid and dry bulk, containers, commodities and automobiles. In FY2018, 34.1 million tons of cargo passed through the port, including 87,526 TEUs of containerized cargo. On the southern edge of Tampa Bay, Port Manatee — one of the nearest U.S. deep-water seaports to the expanded Panama Canal — continues to break records. In FY2018, the port handled an all-time high of more than 9.3 million tons, a 19.1% increase over the previous year, and containerized cargo tons were up by 6.1%, reaching a new pinnacle of 385,247.

By rail: Tampa Bay offers 500 miles of active railroad and siding tracks operated by Florida-based CSX, which maintains a major rail yard, intermodal terminal, TRANSFLO terminal and automotive distribution center in

By road: Interstate systems I-4, I-75 and I-275 directly link Tampa Bay to Miami, Orlando, Jacksonville, Pensacola and all points in between and beyond. A truck ramp from Port Tampa Bay leads directly to and from I-4, which connects to I-75 less than 10 miles away.

Newly active players in Tampa Bay's logistics and distribution sector include:

- IKEA leasing warehouse space in Lakeland to serve as an e-commerce fulfillment center supporting the Tampa, Orlando and Miami markets.
- Amazon investing \$100 million to create a 285,000-sq.-ft. air cargo complex at Lakeland Linder International Airport; Amazon currently operates fulfillment centers in two Tampa Bay locations: Lakeland and Ruskin.
- Home Depot planning to build an 800,000-sq.-ft. distribution center in Plant City to provide same- and next-day delivery service in more key metro areas.

KEY PLAYERS: Amazon, Seattle, Wa.; Blue Grace Logistics, Riverview; Integrity Express Logistics, Cincinnati, Ohio



St. Pete, Florida, often compared to Austin decades ago, is one of America's fastest-growing cities (Forbes, 2018) and is home to Fortune 500 companies and high-growth startups alike. The city's business-friendly environment combined with residents', "Love where you live and work" mentality allows your business to stand out in a sea of opportunity.

Come see for yourself.







NEW ASIA-DIRECT SERVICES

Save millions with immediate access to Florida's largest and fastest growing consumer market. The Tampa Bay/Orlando I-4 corridor region is home to Florida's largest concentration of distribution centers and its hub for the retail and food/beverage sectors.

- Global container connections including three new direct Asia services and expanded service to Mexico
- New on-dock 135,000 square foot state-of-the-art cold storage facility
- Significant savings in logistics/distribution costs
- No gate or berth congestion
- Expanding terminal facilities with plenty of room for growth





Tampa Bay

Life Sciences and Health Care

Tampa Bay is home to 14% of Florida's biotech companies and 22% of its pharmaceutical and medicine manufacturing workforce. While familiar names like Amgen, Bristol-Myers Squibb, Quest Diagnostics and Medtronic enjoy success in this region, smaller companies also thrive:

- TouchPoint Medical, a leading producer of automated medication dispensing, will open its new 142,000-sq.-ft. headquarters in Odessa in early 2020.
- MHK, which oversees patient data for health care and managed care providers, opened a new 30,000-sq.-ft. Tampa headquarters in 2019.
- Miami-based Concept Medical, which develops medical devices for cardiac care, is moving its headquarters to Tampa.
- Vycellix, a cancer-therapy development company founded by researchers at the famed Karolinska Institute in Stockholm, has established its U.S. headquarters near Moffitt Cancer Center in Tampa.

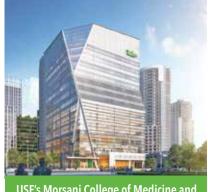
Tampa Bay's thriving health care sector also includes a medical education component. In downtown Tampa, University of South Florida's CAMLS — Center for Advanced

Medical Learning and Simulation — provides hands-on learning opportunities for practicing physicians and medical students and USF's Morsani College of Medicine and Heart Institute is scheduled to open in early 2020. In Clearwater, The Dr. Kiran C. Patel College of Osteopathic Medicine at Nova Southeastern University's Tampa Bay Regional Campus welcomed its first students in fall 2019.

Access to health care is growing too:

- Tampa-based Moffitt Cancer Center has partnered with AdventHealth to open a 28,000-sq.-ft. outpatient treatment facility at AdventHealth Wesley Chapel.
- Oak Hill Hospital in Spring Hill will undergo an estimated \$38.5-million renovation, expanding its emergency department and adding 70 private rooms to bring its total bed count to 350.
- Sarasota Memorial Health Care System has begun construction on a 350,000-sq.-ft. hospital in Venice that is expected to open in 2021 with 110 beds, 90 private acutecare suites and 28 emergency room beds.

Two Tampa Bay hospitals are among U.S. News & World Report's "Best Hospitals 2019-20": Moffitt Cancer Center, a



USF's Morsani College of Medicine and Heart Institute in downtown Tampa

National Cancer Institute-designated Comprehensive Cancer Center, and Tampa General Hospital, which in fall 2018 performed its 10,000th organ transplant. Also cited: Johns Hopkins All Children's Hospital in St. Petersburg as a "Best Children's Hospital 2019-20" in two specialties.

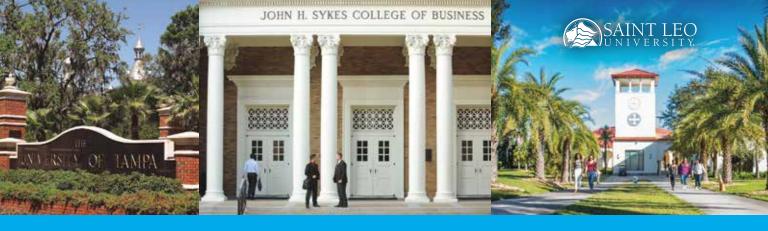
KEY PLAYERS: Bristol-Myers Squibb, New York, N.Y.; Johnson & Johnson, New Brunswick, N.J.; WellCare Health Plans, Tampa

We wanted to be in a dynamic place that would help us attract good talent...there are a lot of people living here... that's attractive for us because we know we are going to have an available workforce.

-Pascal Testeil President, TouchPoint Medical

- Less than 30 minutes to Tampa International Airport & Port Tampa Bay
- Competitive newly built industrial & office space
- Access to over 1.5 M labor force
- Over 1,800 acres of land evaluated and ready for industrial development





Build your business with top tier talent.



Sparked by the quality, depth and diversity of our educated and upwardly mobile workforce, businesses and industries are thriving in Tampa Bay. Tampa's four leading higher education institutions are producing top tier talent for a variety of targeted industries. The University of South Florida ranks among America's Top 25 public research universities. In 2018, The University of Tampa's Sykes College of Business was ranked as a Best Undergraduate Business School by U.S. News & World Report. St. Leo University ranked among the nation's top 50 in U.S. News & World Report's Best Colleges (South). And Hillsborough Community College ranked number one among community colleges in Florida and fifth in the nation in producing associate degree graduates.

Make the smart move. Call the Tampa Hillsborough EDC for information about relocating or expanding your business. Contact Steve Morey, SVP of Business Development at smorey@tampaedc.com or call 813.518.2630.



Tampa Bay

Clean Energy

In July 2019, Tampa Electric Company became the first investorowned utility in Florida to offer a shared solar program to its customers. With the launch of "Sun Select," residential and small business customers may subscribe to receive

their power from solar energy at one of three levels: 25%, 50% or 100%; large commercial customers may participate in the program in 1,000 kilowatt-hour increments. Sun Select draws solar energy from a 17.5-megawatt portion of TECO's newly constructed Lake Hancock solar plant near Bartow in





The Duke Energy natural gas plant replaces two coal-fired units built in the 1960s, and is expected to decrease sulfur dioxide and other emissions by as much as 90%.

Polk County. There are no upfront costs or contracts to participate in Sun Select; however, once all 17.5 megawatts are reserved by customers, others interested in participating will be placed on a waiting list.

In fall 2018, Duke Energy opened its long-awaited \$1.5-billion combined-cycle natural gas plant near Crystal River in Citrus County. The plant serves an estimated 1.8 million customers in 35 Florida counties.

In March 2019, Florida Power & Light Company announced plans to build what it describes as "the world's largest solar-powered battery system" on a 40-acre site in Manatee County. According to FPL, when the future FPL Manatee Energy Storage Center begins serving customers in late 2021, it will have 409 megawatts of capacity — the equivalent of approximately 100 million iPhone batteries — and will be charged from an existing solar power plant in Manatee County. It's all part of FPL's plan to retire two 1970s-era natural gas generating units and replace them with clean, renewable energy.

Meanwhile, construction continues on FPL's Southfork Solar Energy Center in Manatee County, one of 10 solar power plants the company plans to open in early 2020 as part of its "30-by-30" plan to install more than 30 million solar panels throughout Florida by 2030.

KEY PLAYERS: Duke Energy Florida, St. Petersburg; Florida Power & Light, Juno Beach; TECO Energy, Tampa

LAKEWOOD RANCH CORE CAMPUS

ATTRACTS INNOVATIVE BRAIN INITIATIVE



Lakewood Ranch, a thriving, multi-generational community just minutes from Sarasota on Florida's Gulf coast, is now at the epicenter of groundbreaking neurological research and innovation.

The Academy for Brain Health and Performance and Massachusetts General Hospital, a Harvard Medical School teaching hospital, recently selected Lakewood Ranch for a decades-long Brain Health Initiative (BHI).

The BHI will launch with multiple components, including a pioneering longitudinal brain health study and a Brain Health Innovation Lab housed in the 305-acre Lakewood Ranch CORE (Collaboration Opportunities for Research and Exploration) campus.

The multi-generational, community-based research study will follow Gulf Coast residents for decades to identify brain health protective and risk factors as well as interventions that promote and enhance brain health and performance across the lifespan. The Brain Health Innovation Lab seeks to attract global brain health innovators, entrepreneurs and investors with

state-of-the-art solutions to validate as well as test the feasibility of interventions to enhance brain health, as well as optimize performance across the lifespan.

The CORE campus includes 971,000 square feet for STEM-focused academic partners, world-class research facilities, and the collaboration between new and emerging markets that focus on research, health, and education. In addition to the Brain Health Initiative, CORE recently welcomed Mercedes Scientific and Florida Cancer Specialists.



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Tampa Bay

Education

University of South Florida – Tampa Bay's largest university and one of three statewide designated a "Preeminent State Research University" by the Florida Board of Governors — ranked No. 1 among Florida universities and 16th worldwide for patent production with 96 new U.S. utility patents in 2018. And with \$568 million in total research expenditures, a National Science Foundation report puts USF among the nation's top 25 public universities for research spending.

Other Tampa Bay educational institutions are making news too. At Florida's newest accredited university — Florida Polytechnic in Lakeland - construction has begun on a second academic building. Slated for completion in 2021, the 85,000-sq.-ft. Applied Research Center will house research and teaching laboratories, student design spaces, conference rooms and faculty offices. And thanks to a new partnership between two post secondary schools, students who graduate with an associate of arts degree from Polk State College may enjoy a seamless pathway to completing four-year STEM degrees at Florida Poly. Elsewhere in the region, Florida Southern College best known for being home to the world's largest single-site collection of Frank Lloyd Wright architecture — is ranked No. 20 among southern regional universities by U.S. News & World Report, and in Sarasota County, Cross College Alliance allows students enrolled at one of four area colleges - New College of Florida, USF Sarasota-Manatee, Ringling College of Art & Design and State College of Florida Manatee-Sarasota — to cross register for classes at another on a space-available basis.

At the high school level, Pine View School in Osprey is once again Florida's top-rated high school in U.S. News & World Report's "Best High Schools 2019" rankings; nationwide, Pine View jumped four spaces to No. 15 from No. 19 a year ago. Hillsborough County's Plant, Steinbrenner and Newsome high schools were also cited among the nation's top 875. And while many public school systems choose to offer heavily STEM-oriented curricula, in Sarasota, the arts have a role to play in all classes, including math and science. And every Sarasota County public school, grades K-12, has at least one arts and one music teacher.

Life & Leisure

Downtown Alive!

The 50-acre mixed-use Water Street Tampa project aimed at revitalizing downtown Tampa's waterfront continues to take shape. In November 2018, the property between the Florida Aquarium and Amalie Arena formerly known as Channelside Bay Plaza began its new life as Sparkman Wharf, a combination dining garden, craft beer garden and "recreational lawn." And nearby, construction has begun on what is described as Tampa's first "trophy" office tower



Sparkman Wharf includes restaurants, offices and a park-like lawn for recreation.

in more than a quarter of a century. The new 20-story structure is located next door to the University of South Florida Morsani College of Medicine and Heart Institute. When completed in 2021, the trophy tower will have about 380,000 square feet of office and retail space, a green plaza shared with the USF medical school and a rooftop terrace.



Three Sisters Springs in Crystal River

Live as a Local, Play like a Tourist

Tampa Bay is a great place to visit; it's an even better place to live because there's just so much to see and do. You can: Get up close and personal with manatees at Crystal River National Wildlife Refuge; see live mermaids perform underwater at Weeki Wachee Springs State Park. Catch an old movie classic at the historic Tampa Theatre and grab a café con leche at a Cuban café in Ybor City. Say hello to movie-star dolphins Winter and Hope at Clearwater Marine Aquarium. View the works of a renowned artist at The Dalí Museum in St. Pete, then drive the Skyway Bridge across Tampa Bay to browse affordable art at Bradenton's Village of the Arts. Run away to the circus — aka, the art and circus museum complex in Sarasota that bears the Ringling name. Dive into a crystal lagoon, play a round of golf or, if it's spring, catch an Atlanta Braves Grapefruit League game at the team's brand new CoolToday Park in North Port. Be a kid again at LEGOLAND or a daredevil adult aboard the new Tigris coaster at Busch Gardens. Hunt for sharks' teeth along Venice Beach. And come late afternoon, simply turn west, find a sandy beach and just stop ... because nothing beats a sunset over the Gulf of Mexico.

Beaches Worth Bragging About ... Again

Three Gulf coast beaches in the Tampa Bay region have been singled out for recognition on TripAdvisor's 2019 "Top 25 Beaches, U.S." list. For the second year in a row, Clearwater Beach takes the top prize. No. 4 goes to St. Pete Beach just a few miles down the road, which is praised for its "silky" sand, and Siesta Beach on Siesta Key in Sarasota County follows close behind at No. 6 nationwide. Incidentally, Clearwater Beach is ranked No. 6 on TripAdvisor's 2019 "Top 25 Best Beaches, World" list, the only U.S. beach to make the global cut.



Clearwater Beach

Northeast

BAKER • CLAY • DUVAL • FLAGLER • NASSAU • PUTNAM • ST. JOHNS

Expanding Opportunities

lorida's Northeast is a region on the move. Positioned along I-95 just south of the Georgia state line, its signature city — Jacksonville — continues to grow, adding 82,000 residents just since 2010. At 840 square miles, it is the biggest city by area in the continental U.S. and one of only a handful nationwide where city and county governments function as one. Driving growth in this region are three Fortune 500 companies and the national or divisional headquarters of more than 80 other firms, all of which enjoy the benefits of a multimodal network of exceptional land-sea-air connections coupled with a skilled and vibrant workforce.

1 Commercially Licensed Spaceport 2 Deep-water Shipping Ports 2 Commercial Airports

6 Colleges / Universities



Logistics and Distribution

Florida's Northeast is loaded with logistical advantages: two deep-water ports, three railroads, two commercial airports, a space port and three interstate highways — I-95, I-10 and I-75 — that put this region within an eight-hour drive of more than 61 million people. It's no wonder that business owners needing seamless connections and ready access to their suppliers and customers are drawn here.

One of the first to arrive was Carl Suddath. In 1919, he founded a moving company with a cart and two mules,



JAXPORT set its third consecutive record for container shipments in 2018.

intending to simply haul goods around town for the rich and famous who came to Jacksonville to play. In 2019, the business he birthed — now called The Suddath Companies — is North America's largest commercial mover with 30 locations worldwide and 3 million square feet of warehouse space throughout the U.S. and Europe. And it is still headquartered in Jacksonville, where its neighbors include some of the biggest names in logistics and distribution.

Amazon operates four facilities here: two fulfillment centers, one for large items, the other for small; a sortation center; and a facility where packages are sorted for last-mile delivery to customers. UPS has invested \$196 million in the expansion of its distribution center at Jacksonville's Westside Industrial Park from 532,000 to 908,000 square feet. And coming soon: a new 1-million-sq.-ft. warehouse and distribution center to serve Wayfair customers throughout the Southeast. The online mega-retailer of furniture and home goods expects to employ 250 when its facility in Alliance Florida at Cecil Commerce Center opens in 2021.

Also helping to grow Northeast's logistics and distribution sector:

- WinSupply, an Ohio distributor of construction and industrial supplies and equipment, building a regional distribution center at Westside Industrial Park in Jacksonville.
- Sysco International Food Group expanding its Jacksonville warehouse from about 200,000 to 312,000 square feet.
- Cosmetics retailer Ulta Beauty with plans to open an e-commerce distribution facility in northwest Jacksonville in 2020.

Meanwhile, JAXPORT continues to break records. In fiscal year 2018, the port moved nearly 1.3 million containers, a 23% increase over 2017, and the third consecutive year the port has set container records. The Puerto Rico trade route registered the largest gain (37%) in cargo shipments with 737,000 container units shipped between Jacksonville and San Juan. a large portion of which were for disaster relief. Asian-based cargo trade increased by 12% with 429,000 container units moved. At nearly 10.5 million tons, general cargo volumes were up too — by 12% over 2017. In April 2019, JAXPORT welcomed the 11,923-TEU ZIM vessel Kota Pekarang,

Northeast

the largest container ship to ever call on Jacksonville. At the Port of Fernandina, just under 290,000 tons of cargo were handled in 2018; plans for the port's future include deepening its channel to 40 feet and the creation of a barge system between Nassau County and Savannah, Ga.

Passenger count at Jacksonville International Airport rose to 6.4 million in 2018, a 16% rise over 2017, fueled in part by the addition of Spirit Airlines to its roster and a combined 10 new destinations offered by existing carriers Allegiant, Frontier and Southwest. To handle growth, a third concourse with six additional gates and space for new shops and restaurants is planned.

KEY PLAYERS: Amazon, *Seattle, Wa.*; The Suddath Companies, *Jacksonville*; UPS, *Atlanta, Ga.*

Advanced Manufacturing

Northeast Florida traces the roots of its manufacturing sector to 1910 when the Maxwell House "good to the last drop" coffee cup began glowing nightly atop what is today one of the world's largest coffee plants. More than a century later, this sector remains a prominent engine for the region's growing economy.

In 2011, France-based global battery manufacturer Saft opened its North American headquarters and a factory for the production of lithium-ion batteries in Jacksonville. Other manufactured products coming out of this region include: military aircraft from Northrop Grumman, St. Augustine; pulp and paper from Georgia Pacific, Palatka; writing instruments from Pilot Pen, Jacksonville; industrial equipment from GE Oil & Gas, Jacksonville; light attack aircraft for counter-insurgency from Embraer, Jacksonville; aircraft components from GRACE Aerospace, Jacksonville; stainless steel trash cans from Hans-Mill Corp., Jacksonville; and state-of-the-art solar panels from China-based JinkoSolar Holding Co., which opened its North American headquarters and first U.S. factory at Jacksonville's Cecil Commerce Center in February 2019.

These Northeast manufacturers have plans to grow in square footage and/or staff:

- Johnson & Johnson Vision Care, Jacksonville, adding 9,600 square feet at its Jacksonville contact lens plant.
- Gioia Sails South, manufacturer of marine canvas and upholstery opening a 30,000-sq.-ft. plant in Palm Coast.
- Cellulose manufacturer Rayonier Advanced Materials creating 79 new jobs at its downtown Jacksonville headquarters.
- Rulon International, maker of wood



The El Coqui is powered by liquefied natural gas (LNG).

ceilings and acoustical wood walls adding 20 employees at its St. Augustine plant.

- Collins Aerospace, formerly United Technologies Aerospace Systems, repurposing a warehouse at Jacksonville's Imeson International Industrial Park to make parts for the U.S. Department of Defense and other end-users.
- School-supply company Cra-Z-Art opening a manufacturing and distribution center in north Jacksonville by the end of 2021.

KEY PLAYERS: JinkoSolar, *Shanghai*; Johnson & Johnson Vision Care, *Jacksonville*; Northrop Grumman, *Falls Church, Va.*; Rayonier Advanced Materials, *Jacksonville*

Renewable / Alternative Energy

Solar: In keeping with its commitment to install 30 million solar panels across Florida by 2030, Florida Power & Light is doubling its solar footprint in the Northeast region with the addition of two new solar power plants. Northern Preserve Solar Energy Center in Baker County and Twin Lakes Solar Energy Center in Putnam County are currently under construction and expected to begin powering FPL customers in early 2020. They join two other FPL solar plants opened in this region in early 2018: Coral Farms Solar Energy Center serving Putnam County and Horizon Solar Energy Center serving Putnam and Alachua counties.

Additionally, JEA, Jacksonville's municipal utility, is working to increase solar capacity by 350%; five new solar farms generating up to 300 megawatts of power are planned.

Liquefied Natural Gas (LNG): Liquefied natural gas — natural gas that has been cooled to a liquid state for shipping and storage — is both a versatile and efficient energy source. And Northeast Florida is on track to become an international leader in its production and export. In summer 2018, Jacksonville-based Crowley Maritime launched its first LNG-powered ship from JAXPORT. With an eye to meeting increasingly stricter global limits on ship emissions, Crowley turned to LNG, which is cleaner than diesel fuel. In July 2018, Crowley's El Coqui made history on its maiden voyage from Jacksonville to San Juan, Puerto Rico — the first time an American-flagged ship designed to transport vehicles operated on LNG. A second carrier — TOTE Maritime soon followed, launching its own LNGpowered ships from JAXPORT.

Fast-forward to May 2019, and the opening of JAX LNG, the first small-scale LNG facility in the U.S. with both marine and truck-loading capabilities at JAXPORT. A joint venture of Pivotal LNG and NorthStar Midstream, JAX LNG currently has the capacity to produce 12,000 gallons of LNG per day and store more than 2 million, and there is enough room at the Dames Point site at JAXPORT to quintuple production and double storage space.

KEY PLAYERS: Crowley Maritime, *Jacksonville*; Florida Power & Light, *Juno Beach*; TOTE Maritime, *Princeton*, *N.J.*



FLORIDA'S FINANCIAL & FINTECH CENTER

With miles of beautiful shoreline and a booming financial district on the banks of the St. Johns River, it's easy to see why Florida's second largest credit union chose to locate in downtown Jacksonville. Wide open views, easy commutes and an expansive Riverwalk boost employee productivity, but that's just the beginning of this HQ success story. The region's competitive cost structure and financial sector talent base also keep VyStar's business flowing non-stop.



jaxusa.org

Northeast

Financial / Professional Services

Home to more than 20 institutions on Forbes' Global 500 list, the Northeast is widely known as a banking, investment and insurance powerhouse. Bank of America/ Merrill Lynch, Citi, JP Morgan Chase, Fidelity National Financial, FIS (Fidelity National Information Services), Wells Fargo, VyStar Credit Union, Frankfurt-based Deutsche Bank and Sydney-based Macquarie Group all have significant presence in Jacksonville, as do insurance giants Florida Blue, Aetna and Allstate.

Within the next year, VyStar Credit Union will move its 700 Jacksonville-based employees from a suburban site to the SunTrust tower downtown. In the meantime, VyStar has acquired Citizens State Bank in Perry, bringing the number of its full-service branches to 55 and total assets to nearly \$8.9 billion, and purchased the rights to rebrand Jacksonville's Veterans Memorial Arena as VyStar Veterans Memorial Arena.

Bangalore-based business process management firm Hinduja Global Solutions has opened a customer service center in Jacksonville to serve clients in a variety of industries, including banking, consumer electronics, health care, telecom and automotive; 400 jobs are anticipated.

KEY PLAYERS: Florida Blue, Jacksonville; Fidelity National Financial/FIS, Jacksonville; VyStar Credit Union, Jacksonville



St. Vincent's HealthCare in Jacksonville is spending \$55 million to build a heart and vascular pavillion.

Health Care

Health care in this region is superior and growing. Four Northeast hospitals earned top 50 rankings on U.S. News & World Report's "Best Hospitals 2019-20"

Mayo Clinic Jacksonville garnered the most attention in the 2019-20 rankings with recognition in three categories: geriatrics, neurology and neurosurgery, and urology. In 2018, Mayo opened a five-story, 190,000-sq.-ft treatment center for oncology, hematology, neurology and neurosurgery at its Jacksonville campus and added a \$10-million positron emission tomography (PET) radiochemistry facility, bringing its total local presence to 2.6 million square feet.

UF Health Jacksonville claimed excellence in two U.S. News & World Report categories: ear, nose and throat, and nephrology. In 2018, UF Health opened the first Epilepsy Wellness Center in the region at its UF Health Neuroscience Institute in Jacksonville and began building a medical outpost in Wildlight, a master-planned community east of I-95 in Nassau County, to provide primary and urgent care, imaging, pediatrics, obstetrics and dentistry.

Baptist Medical Center Jacksonville garnered recognition from U.S. News & World Report for its gynecology and diabetes & endocrinology care. Currently underway at Baptist's downtown Jacksonville campus: upgrades to birthing and postpartum rooms in the maternity department with an estimated completion date of early 2020. Next up, a freestanding ER in west Jacksonville, the ninth such Baptist Health System facility in the region.

And Flagler Hospital in St. Augustine was ranked No. 23 nationwide for diabetes and endocrinology care.

In addition, Wolfson Children's Hospital in Jacksonville earned accolades on U.S. News & World Report's "Best Children's Hospitals, 2019-20" list, ranking No. 48 and No. 50 respectively nationwide for pediatric neurology and neurosurgery and cancer care.



Student money managers at **UNF** research and track investments in the school's trading room.

Education

Northeast Florida schools consistently earn high marks for excellence. Four Jacksonville high schools were among the nation's top 300 in U.S. News & World Report's "Best High Schools, 2019," and one school district St. Johns County — ranked No. 1 among the 67 statewide for the 10th consecutive year based on student achievement, learning gains and graduation rate among other factors.

With nearly 60 undergraduate and 40+ graduate programs, the University of North Florida in Jacksonville has been named a "best regional" university for eight consecutive years by U.S. News & World Report. In 2018, its Coggin College of Business was recognized by The Princeton Review as one of the nation's best business schools for the 12th year in a row. Recent developments at UNF include the opening of its Center for Entrepreneurship and Innovation, a combination classroom and co-working space in downtown Jacksonville, and the addition of a master's degree program in logistics and supply chain management beginning in fall 2019.

Also serving this region: Florida State College at Jacksonville and St. Johns River State College, both of which were ranked among the nation's "50 Best Community Colleges" by College Choice in 2018.

Life & Leisure

Past Is Present

Northeast Florida is America's birthplace. Spaniards came ashore near what is today St. Augustine a full 55 years before the Brits touched ground at Plymouth Rock, and they left significant evidence behind. Worth a close-up look: Castillo de San Marcos (oldest masonry fort in the continental U.S.), the oldest house, oldest wooden schoolhouse in Florida, St. Augustine Lighthouse & Maritime Museum and more. The Civil War looms large in this region too. Florida's bloodiest Civil War confrontation — the Battle of Olustee — took place in what is today Baker County in 1864. A live reenactment commemorates the event each February.



Jacksonville Zoo's new African Forest exhibit

Plenty More to See and Do

Northeast Florida beyond St. Augustine offers many attractions including: Jacksonville's Cummer Museum of Art and Gardens, Museum of Science and History (MOSH) and Jacksonville Zoo and Gardens (check out the new African Forest exhibit); historic downtown Fernandina Beach (400+ historic homes, churches and commercial buildings); Flagler Beach, named one of America's "Coolest Small Towns" by Budget Travel Magazine; Green Cove Springs, which some believe to be the actual "Fountain of Youth" that Ponce de Leon came looking for; and swimming, snorkeling, sailing and surfing along 90 miles of Atlantic Ocean coastline.



The PLAYERS Championship 2019, Stadium Course

Great Golfing ... and More

Golfers love Florida's Northeast with its more than 80 courses, including TPC Sawgrass in Ponte Vedra where the Players PGA Tournament is held annually in March. And under construction nearby, PGA Tour's new 187,000-sq.-ft. headquarters. Estimated completion: 2020.

Aside from golf, Northeast has plenty of other sports to cheer for: the NFL Jacksonville Jaguars at newly re-christened TIAA Bank Field, the AFL Jacksonville Sharks, Minor League Baseball's Jacksonville Jumbo Shrimp, the NASL Jacksonville Armada FC and one of college sports' biggest rivalries, the annual Florida-Georgia Football Classic.



BROWARD • INDIAN RIVER • MARTIN • MIAMI-DADE • MONROE •

PALM BEACH • ST. LUCIE

Globally Connected

no label the Southeast "exceptional" is neither overstatement nor hyperbole. Among Florida's eight economic development regions, Southeast's population and labor pool are the largest, its ocean coastline the longest, its proximity to Latin America the closest and its cruise ports the world's 1st and 4th busiest. This region's business advantages are impressive too. With its appealing combination of robust trade, technology, energy and manufacturing sectors, plus a skilled multicultural and multilingual workforce, outstanding educational institutions and an impressive quality of life, choosing to relocate to Southeast is a no-brainer: narrowing that choice to just one of its seven counties may be a little tougher.

PortMiami moved 1.084 million TEUs of containerized cargo in 2018, breaking a previous record set in 2005.





Deep-water **U** Seaports

4 Airports Commercial

Colleges / Universities

Logistics, Transportation and Trade

With five deep-water ports, four international airports and a multimodal network of rail and roads connecting them all, it's only natural that companies in need of efficient logistics are drawn to Florida's Southeast. Among familiar names here: Online pet retailer Chewy, with a Florida headquarters in Dania Beach and a 100,000-sq.ft. customer service center in Hollywood; online home goods retailer Wayfair with a 47,320-sq.ft. distribution center in Pompano Beach; and Amazon, which opened a 100,000-sq.-ft. delivery center in Sunrise, just in time for the 2018 holiday shopping season, and an 855,000-sq.-ft. fulfillment center in Opa-Locka in June 2019.

Next up for the online megaretailer in Florida's Southeast: a 60,000-sq.-ft. distribution center just west of Fort Pierce in St. Lucie County. And coming on strong in Broward County is South Florida startup Shipmonk, providing packing and shipping for

e-commerce companies that sell on multiple sites. Founded in 2014, Shipmonk currently employs 200 at its Fort Lauderdale headquarters and plans to create another 400 jobs over the next five years.

PortMiami, the closest U.S. East Coast deep-water container port to the Panama Canal, moved 1.084 million TEUs of containerized cargo in FY2018, breaking its previous cargo record of 1.054 million TEUs set back in 2005. During the same period, PortMiami once again retained its position as the world's busiest cruise port, welcoming a record-breaking 5.6 million cruise passengers. And while PortMiami set its own single-day record with 52,000 passengers on December 9, 2018, it still fell short of Port Everglades' previous feat — 55,885 passengers on March 13, 2016. In October 2018, PortMiami celebrated the opening of Royal Caribbean's Terminal A, home to the world's largest cruise ship, Symphony of the Seas. And as construction continues on

Norwegian Cruise Line's Terminal B, scheduled to open in February 2020, Virgin Voyages looks to break ground soon on its own terminal and Royal Caribbean plans a new \$300 million headquarters.

Just up the coast in Fort Lauderdale, Port Everglades remained one of Florida's top container ports, moving 1.108 million TEUs in FY2018, a 3% increase over 2017. The world's fourth busiest cruise port and home to 10 cruise lines, Port Everglades served 3.8 million passengers in 2018. Business was also brisk at the Port of Palm Beach, where 292,304 TEUs and 462,533 cruise ship passengers moved through in 2018, and at the Port of Fort Pierce, plans continue for its transformation into a maintenance, refurbishing and overhaul (MRO) facility for mega-yachts.

Airport activity across Southeast Florida is equally impressive. Among U.S. airports, Miami International ranks first for international freight and third for the number of international passengers served, and is the only U.S. airport certified as a pharmaceutical freight hub by the International Air Transport Association. In 2018, MIA handled 2.3 million total tons of freight. A total of 45 million passengers - 49% of them international — passed through MIA in 2018, and that figure is likely to increase in 2019 with the addition of nonstop passenger service to Casablanca and Warsaw.

Fort Lauderdale-Hollywood International served 36 million passengers in 2018, a 10.6% increase over the previous year, and at 8.6 million, international traffic was up by nearly 20%. Palm Beach International Airport recorded a passenger increase of 3% in 2018 for a total of 6.5 million passengers.

Several companies that provide services to South Florida's aviation industry are also growing:

• Delta Private Jets, a subsidiary of Delta Airlines, has expanded its maintenance, repair and overhaul (MRO) capabilities with a new location at Sheltair Aviation on the grounds of Fort Lauderdale-Hollywood International Airport. The new facility includes a 15,000-sq.-ft. hangar and an additional 2,200-sq.-ft. office space.

- German plane manufacturer Bombardier is building a nearly 300,000-sq.-ft. center at Miami-Opa Locka Executive Airport, where it plans to more than double the size of its Florida-based service workforce.
- Ga.-based Gulfstream Aerospace plans to build a 168,000-sq.-ft. combination MRO-hangar-office facility to replace its smaller center at Palm Beach International Airport; 50 new jobs are anticipated.

KEY PLAYERS: FedEx Latin America, Miami; Norwegian Cruise Line, Miami; Royal Caribbean Cruises, Miami; Ryder Integrated Logistics, Miami; Spirit Airlines, Miramar

Renewable Energy

Two new 74.5-megawatt solar energy centers are coming to Florida's Southeast, courtesy of this region's primary energy supplier, Florida Power & Light.

Currently under construction and expected to begin powering customers in early 2020 are:

- Hibiscus Solar Energy Center on 400 acres in Palm Beach County, and
- Sweetbay Solar Energy Center on 566 acres in Martin County.

The two new facilities join five existing FPL solar energy plants and the Martin Next Generation Clean Energy Center, a hybrid solar and natural gas facility, that FPL has built in recent years across Indian River, St. Lucie, Martin and Miami-Dade counties.

The new centers currently under construction are part of FPL's plan to install more than 30 million solar panels around Florida by 2030. FPL's "30-by-30" plan, announced in January 2019, will ultimately increase the company's solar capacity from 950 to 11,000 megawatts.

KEY PLAYERS: Florida Power & Light, Juno Beach

Technology

Florida has been a source of cuttingedge technology since 1980 when a team of engineers in Boca Raton gave birth to the IBM PC. In the nearly 40 years since, Florida's tech industry has grown to become third largest in the U.S. and one of the Southeast region's primary economic drivers.

Among the region's long-time tech sector success stories are two Broward County-based companies: Citrix and Ultimate Software. Founded in Fort Lauderdale in 1989, Citrix aims to help businesses simplify digital access to apps and data and take better advantage of cloud, collaboration, networking and visualization technologies. Citrix solutions are used by more than 400,000 businesses, including 99% of Fortune 100 firms and 98% of Fortune 500 firms. Weston-based Ultimate Software develops software to manage time, labor, payroll, benefits and other human resources tasks. In 2019, the firm topped Fortune magazine's "Best Workplaces for Technology" list for the fourth consecutive year.



Located in St. Lucie County, the FPL Loggerhead Solar Energy Center is named for the area's favorite part-time resident: the iconic loggerhead sea turtle.

Southeast

Newer companies are finding success here too:

Plantation-based Magic Leap brought its first 3D software product to market a year ago. Now, Magic Leap has formed its first academic partnership, joining with the University of Miami to develop what the company calls "Magicverse" — a blend of augmented reality and human-centered artificial intelligence. The partners hope to engage UM faculty and students to create a variety of applications for Magic Leap's augmented reality devices.

Dublin-based IT infrastructure management company Kaseya has announced plans to grow its U.S. headquarters in Miami by 100 employees over the next 15 months and to launch "Kaseya Tech Hub," a Miami-based tech incubator and innovation center.

SR Technologies, a division of SRT Group, elected to establish its new headquarters at Sawgrass Technology Park in Sunrise. The firm, which specializes in design, engineering and R&D for wireless communications, expects to create 40 new jobs as a result.

KEY PLAYERS: Citrix, Fort Lauderdale; Cyxtera Technologies, Miami; Ultimate Software, Weston

Manufacturing

Manufacturing is one of this region's strongest high-wage sectors, accounting for 72,000 jobs in the Greater Miami-Fort Lauderdale metro area alone. Products manufactured by companies in Florida's Southeast include aircraft parts, building supplies and materials, computer components, medical devices and pharmaceuticals.

Sintavia LLC, a leading tier-one metal additive manufacturer for the aerospace and defense industry, has opened a new 55,000-sq.-ft. advanced manufacturing facility in Hollywood. The new facility, first of its kind in North America to offer large-scale advanced manufacturing production coupled with a robust aerospace quality management system, will serve as both a manufacturing plant and company headquarters.

Aldora Aluminum & Glass Products has consolidated its Southeast Florida headquarters and manufacturing operations under one roof in more than half of a 200,000-sq.-ft. building in Coral Springs with 35 new jobs created. The company manufactures a variety of glass and mirror products, including shower enclosures, table tops and glass entrances

Ophthalmic surgical instrument manufacturer Oculus Surgical is developing a \$7-million, 55,000-sq.ft. factory at the Tradition Center for Commerce in Port St. Lucie with plans to grow its workforce from 29 to 79.

Techtronic Industries, maker of many popular tools and appliance brands, is moving its U.S. headquarters to Fort Lauderdale and creating 75 jobs in the process. The Hong Kong-based company that is behind such familiar brands as Ryobi and Milwaukee power tools and Hoover, Oreck and Dirt Devil vacuum cleaners, will occupy the 15th floor of 450 E. Las Olas Blvd. when renovations there are complete.

Miami-based SeaVee Boats has consolidated all five of its facilities around Miami into one — a new 220,000-sq.-ft. manufacturing site in Medley where plans call for boosting its workforce from 220 to 325. Prior to opening this new facility, SeaVee manufactured about 165 custom boats per year. Now, with extra space and additional staff, SeaVee hopes to be building 250 boats per year by 2022.

KEY PLAYERS: Allergan, Dublin, Ireland; HEICO, Hollywood; Hoerbiger Corp., Pompano Beach; Pratt & Whitney, East Hartford, Conn.

Health Care

Health care facilities in Florida's Southeast are top-notch. For the 16th consecutive year, Miami-based Bascom Palmer Eye Institute has been named best hospital nationwide for ophthalmology on U.S. News & World Report's "Best Hospitals 2019-20." Also cited: University of Miami Hospital and Clinics for ear, nose and throat (No. 9); Cleveland Clinic Florida in Weston for gastroenterology and GI surgery (No. 17); and Miami Orthopedics & Sports Medicine Institute at Baptist Hospital of Miami for orthopedics (No. 46). In addition, three Southeast hospitals were named among the nation's top 40 on U.S. News & World Report's "Best Children's Hospitals 2019–20": Holtz Children's Hospital at UM-Jackson Memorial Medical Center in Miami for diabetes and endocrinology; Joe DiMaggio Children's Hospital at Memorial in Hollywood for orthopedics; and Nicklaus Children's Hospital in Miami for neurology and neurosurgery, and orthopedics.

Hospitals and clinics throughout the region are opening new facilities, adding beds and improving services. Baptist Health South Florida — the region's largest health system — is



Nicklaus Children's Hospital is among the nation's top 40 "Best Children's Hospitals 2019-20" in two pediatric specialties.

building a 100,000-sq.-ft. wellness and medical center in Plantation that will offer primary and urgent care, diagnostic imaging, medical oncology and physical therapy among other services. Baptist Health already operates similar centers in Weston and Sunrise.

Broward Health, the taxpayersupported hospital enterprise, expects to complete its large-scale renovation of the Salah Foundation Children's Hospital in Fort Lauderdale in 2019. The \$52-million project is the first major renovation since the hospital opened more than 30 years ago. And at Broward Health Coral Springs, a new four-story patient tower has opened with expanded maternity facilities, a neonatal intensive care unit and surgical suites for key specialties such as general surgery, gynecology, oncology and urology.

The 138-bed Palm Beach Children's Hospital, a unit of Georgia-based Tenet Healthcare's St. Mary's Medical Center, has opened a pediatric medical and surgical facility that features a family lounge, VIP family suites with adjacent living rooms and an Xbox in every room. And Joe DiMaggio Children's Hospital, part of the South Broward Hospital District Memorial Healthcare System, expanded into Wellington in early 2019 with a 30,000-sq.-ft. children's health specialty center.





Beach & Downtown Development Opportunities

Vibrant Beachfront • Dynamic Downtown & Commercial Corridors

Office, retail and commercial from 200 to 20,000 sq. ft. New construction and renovated. Variety of locations.

Hollywood Community Redevelopment Agency 1948 Harrison Street, Hollywood, FL 33020 954.924.2980 • www.ChooseHollywoodFL.com

Southeast

Jupiter Medical Center in Palm Beach County opened its new Mastroianni Family Pediatric Emergency Department in May 2019. The 6,300-sq.-ft. facility features dedicated family waiting and play areas with child-sized furniture and diagnostic equipment designed to foster a sense of calm in children and their families.

Martin Medical Center in Stuart is doubling the size of its emergency department with a \$20-million project scheduled for completion in late 2019. Also in the works: an 87,000-sq.-ft., three-story outpatient

Miami Transplant Institute, an affiliation between Jackson Health System and UHealth — University of Miami Health System, has set a new national record for organ transplants, according to the Organ Procurement and Transplantation Network/United Network for Organ Sharing. In 2018, MTI performed 681 transplants — the highest number since its founding in 1970.

Education

Eight Southeast Florida high schools were named among the top 100 nationwide in U.S. News & World Report's "2019 Best High Schools" rankings. In Boca Raton, Florida Atlantic University's in-house school - A.D. Henderson University School, where students work simultaneously toward a high school diploma and a bachelor's degree — was the only Pre-K-12 school and one of just a dozen schools overall in Florida to be recognized as a National Blue Ribbon school in 2018.

This region is also home to 16 institutions of higher education, including the University of Miami, named among U.S. News & World Report's "Best Colleges for Veterans"; Florida International University, snagging the No. 6 position among undergraduate international business programs on U.S. News & World Report's "Best Colleges 2019" list; Nova Southeastern University, welcoming its charter class of 35 doctor of medicine (M.D.) students



High school students at A.D. Henderson will graduate with about 110 college credits.

to the new Dr. Kiran C. Patel College of Allopathic Medicine in fall 2018; Florida Keys Community College, which, after awarding its first bachelor's degree in 2017, has finally changed its name to The College of the Florida Keys; and two state colleges - Miami Dade and Indian River selected to share the 2019 Aspen Prize for Community College Excellence.

Life & Leisure ***

Naturally Appealing, Too

Southeast Florida has a reputation for glitz and glam, but natural wonders abound here too. This region is home to three national parks: Biscayne (a watery wonderland within sight of the Miami skyline); Everglades (a lush "river of grass" just a short drive west of the city); and Dry Tortugas (70 miles off the coast of Key West, accessible only by boat or seaplane and well worth the trip). Also to be found in this region: some two dozen state parks for hiking, fishing, kayaking, camping and cycling, plus some pretty spectacular beaches — a few that you may have heard of, like South Beach and Fort Lauderdale, and many you haven't, like Golden Sands along the Indian River County coastline adjacent to some of this hemisphere's most significant turtle nesting sites.





Never a Dull Moment

If you can't find something fun to do in Southeast Florida, you're not looking very hard. All seven counties are jam packed with amusement and adventure. Spend an afternoon browsing the eclectic galleries and boutiques in Miami's artsy Wynwood neighborhood. Take an airboat ride in the Everglades. Dip your toes in the surf off Jupiter Island. Shop for designer goods along Worth Avenue in Palm Beach and for outlet bargains

at Sawgrass Mills. Come face to face with a giraffe at Zoo Miami, a rhino at Lion Country Safari or 20,000 butterflies at Butterfly World in Coconut Creek. Rent a convertible and drive down U.S. 1 to catch the sunset in Key West. And while you're there, explore the world's third largest coral barrier reef system via glass bottom boat or snorkel cruise. Play a round of golf or tennis, then watch the pros compete in your favorite team sport — depending on the season, there's football, hockey, baseball, basketball, soccer, even polo here to enjoy. Or simply do what the natives do, which is practically nothing except just sit beside the sea with a good book in one hand and a mojito in the other.

Shop 'Til You Drop ... for Real

America's largest mall is another step closer to reality in northwest Miami-Dade. The \$4-billion American Dream Miami will feature 6 million square feet of retail and entertainment space, including an indoor ski slope, amusement park, hockey rink and 2,000 hotel rooms.



CHARLOTTE • COLLIER • LEE





Commercial ∠ Airports

Colleges / 4 Universities

Life Sciences / Health Care

Fort Myers-based NeoGenomics a provider of cancer-focused genetics testing services, will build a leading-edge cancer diagnostics testing facility and new global business headquarters near Southwest Florida International Airport. Expected to open in 2021, the 150,000-sq.-ft. facility will incorporate innovative technology to deliver comprehensive oncology testing for physicians and their patients. In addition, the lab will

support clinical trials for new oncology therapeutics.

Medical device manufacturer Arthrex is putting the finishing touches on three additions at its nearly completed corporate headquarters campus in Naples: a six-story, 300,000-sq.-ft. Arthrex Event and Administration Building; a four-story, 170,000-sq.-ft. INNovation Hotel to accommodate visiting physicians who come to Naples for training in the use of surgical devices developed at

Arthrex; and a two-story, 38,000sq.-ft. Arthrex Wellness and Medical Center to serve employees and their families. Completion is anticipated in late 2019.

Meanwhile, health care options for consumers in this region continue to grow:

- In south Lee County, the region's two primary health care providers — Lee Health and NCH Healthcare System — have opened freestanding ER-outpatient facilities in close proximity to one another. Lee Health Coconut Point in Estero and NCH Healthcare Bonita in Bonita Springs both began operations in December 2018.
- Coming to a site just five miles north of Lee Health's Coconut Point in Estero: an 80-bed HCA acute care hospital. The land has been purchased, but no construction date set. Nashville-based HCA Healthcare currently operates 15 hospitals along Florida's Gulf Coast including Fawcett Memorial Hospital in Port Charlotte.

Medical device manufacturer Arthrex is expanding with a new campus opening in Naples.



Southwest

• And it's full steam ahead for Braden Clinic Hospital, the first hospital to be sited in eastern Collier County. Ground breaking for the 25-bed facility in Ave Maria is planned for November 2019. Currently, the nearest hospital serving Ave Maria and Immokalee health care consumers is an hour away in North Naples.

KEY PLAYERS: Arthrex, Naples; NeoGenomics, Fort Myers

Headquarters

Hertz, Chico's FAS, 21st Century Oncology and Flightdocs are four familiar companies that have chosen to site their headquarters in Florida's Southwest. Many more are making news in their respective industries and at least two are growing in size:

- Longtime Naples-based Conditioned Air will build a 52,710-sq.-ft. operations center in Fort Myers to support future growth, and nearly triple in size as a result. Roughly 10,800 square feet of office space, a 31,000-sq.-ft. warehouse and 11,000-sq.-ft. for storage and future expansion are anticipated.
- The Naples Children & Education Foundation, founding organization of the annual Naples Winter Wine Festival, broke ground in April 2019 on a 15,000-sq.-ft. structure in Naples, its first dedicated headquarters building. To cover the anticipated cost — \$6.5 million — NCEF has embarked on a capital campaign separate from its signature annual wine festival event, which, since 2001 has raised more than \$191 million.

KEY PLAYERS: Algenol Biotech, Fort Myers; Chico's FAS, Fort Myers; Fox Electronics, Fort Myers; Hertz, Estero

Logistics and Transportation

Southwest Florida enjoys seamfree accessibility to domestic and international markets. I-75 bisects the region from north to south linking distributors in its three counties to major population centers throughout the Southeast and putting five deep-water ports within a half-day's drive.

This level of ready proximity to widespread markets drew Cheney Brothers to site its fifth Florida-based distribution center along I-75 in Punta Gorda in 2015. Opened with 250,000 square feet to serve food service providers throughout Florida and beyond, the facility has since expanded to 345,000 square feet and will soon add another 80,000 square feet to accommodate a dry goods storage

Cheney Brothers' success helped attract another logistics-related company to Florida's Southwest. Amigo Pallets, a supplier to Cheney Brothers, has opened a 16,000-sq.-ft. warehouse nearby. Headquartered in Miami, the firm specializes in recycled and custom pallets used in food and materials handling. Says co-owner Raul Alfonso, "Cheney Brothers is the reason we're here."

Also taking advantage of Southwest's logistical assets: Amazon. In February 2019, the online e-commerce giant opened a 60,000-sq.-ft. delivery station in Fort Myers in a former warehouse just

Two commercial airports serve this region and both are busier than ever. Southwest Florida International Airport in Fort Myers, which ranks among the top 50 airports for passenger traffic



in the U.S. and offers nonstop service to more than 40 domestic and four international destinations, logged a record 9.4 million passengers in 2018. Coming in 2020: a \$220-million terminal expansion project to include new security checkpoints and additional concessions.

With just one airline — Allegiant — and a combination of 41 seasonal and yearround routes, Punta Gorda Airport (PGD) logged nearly 1.6 million passengers in 2018 for a 22% increase over the previous year. In addition to commercial air service, this general aviation facility hosts many aviation businesses and flight schools and will soon be home to an aviation mechanics training facility. Charlotte Technical College will oversee course development and provide the instructors; a \$1.7 million Florida Job Growth Workforce Training Grant will underwrite the costs.

Also coming to Punta Gorda Airport: Intrepid Aerospace. Currently based in Fort Myers, the FAA-certified repair facility specializes in maintenance, repair and overhaul (MRO) for national and international commercial aircraft as well as fixed-base and military operators. Intrepid plans to build an interim hangar at PGD and begin servicing aircraft within the next six to eight months, to be followed within three years by a larger permanent hangar to house the MRO facility.

KEY PLAYERS: Cheney Brothers, Riviera Beach; Intrepid Aerospace, Punta Gorda; Amazon, Seattle, Wa.



Manufacturing

Nor-Tech Hi-Performance Boats, a Lee County fixture since 1991, celebrated the grand opening of its new manufacturing headquarters in Cape Coral in April 2019. With the 55,000-sq.-ft. facility and 40 new-hires in place, Nor-Tech expects to increase production by 30% and to potentially hire another 150.

Canadian manufacturer MetalCraft Marine, a leader in the design and production of high-speed patrol, fire, rescue and work boats for military and civilian use throughout North America, including Charlotte County's newest Fire/EMS rescue boat, plans to open a facility at Punta Gorda Interstate Airport Park. The firm will use Charlotte Harbor and a nearby retention pond to test its boats in both salt and fresh water.

KEY PLAYERS: Pelican Wire, Naples; S4J Manufacturing Services, Cape Coral; Shaw Development, Bonita Springs

#VVHERE BUSINESS IS TRENDING



Cape Coral • Bonita Springs • Estero • Fort Myers Beach • Fort Myers • Sanibel

Southwest

Education

Florida SouthWestern State College - ranked one of the nation's "50 Best Community Colleges" by College Choice in 2018 — offers baccalaureate, associate and certificate programs at campuses in all three Southwest Florida counties. In 2019, FSW opened a Corporate Training Center in Bonita Springs to provide a centralized location for customized business training programs. In recent months, FSW has received state grants to train 330 employees at Punta Gordabased Cheney Brothers and another 150 at Bonita Springs-based Herc Rentals.

Also providing higher education opportunities in Southwest Florida are Florida Gulf Coast University in Fort Myers offering 58 undergraduate and 31 graduate degrees, plus workshops and counseling for entrepreneurs; and two private universities: Hodges, with campuses in Naples and Fort Myers, and Ave Maria, a Catholic university and town created by Domino's Pizza founder Tom



a corporate training center in Bonita Springs.

Life & Leisure



Southwest Florida Symphony

Be as Active (or as Idle) as You Please

Florida's Southwest has a little bit of everything to offer: historic downtowns; quaint shops and eclectic galleries; symphony orchestras, theaters, festivals and museums; and an abundance of natural wonders: Sanibel Island; Corkscrew Swamp Sanctuary; Ten Thousand Islands; Big Cypress Preserve and Everglades National Park; and miles of coastal waters for swimming, boating, beachcombing and bird watching.



Lion cubs at Naples Zoo at Caribbean Gardens

Walk on the Wild Side

Spend a day at the Naples Zoo at Caribbean Gardens, a true zoological park where animals graze among plants dating back as far as 1919 and birth rates are soaring. Since January 2019, the zoo has welcomed nine fragile

newborns: one rare eastern bongo calf, two endangered clouded leopard kittens, three critically endangered red-ruffed lemurs and three African lion cubs classified as vulnerable to extinction.

Feel Good, Live Long

Two Southwest counties are among the top 12 healthiest in Florida. In a 2019 study by the Robert Wood Johnson Foundation and the University of Wisconsin Population Health Institute that looked at health behaviors, access to clinical care,



Paddleboard yoga enthusiasts

social and economic factors, and air and water quality in Florida's 67 counties, Collier ranked No. 2 and Lee No. 11. And another piece of positive health news: Naples topped 24/7 Wall Street's 2018 list of Florida cities with the longest life expectancy.

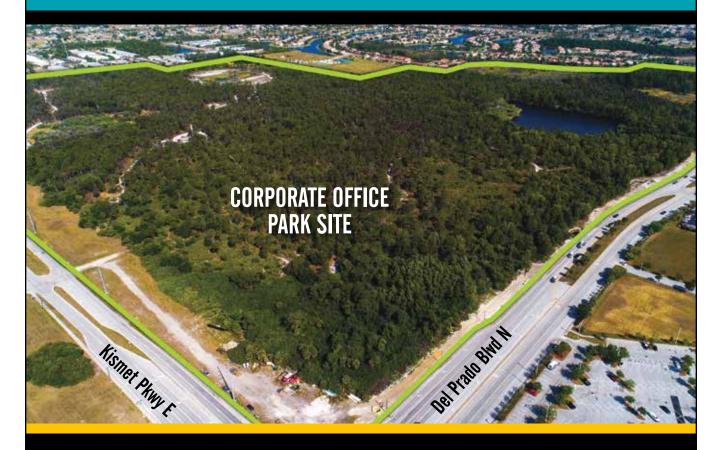


Cape Coral, known for its many canals, is today the largest city along I-75 between Tampa and Miami.

Find a Place to Call Home in Cape Coral

Cape Coral: In 1957, developers began carving 400 miles of canals into Florida's southwest coastline to create the city of Cape Coral. The first residents arrived within a few months ... and they haven't stopped coming since. With a population of 183,365, Cape Coral is today the largest city along I-75 between Tampa and Miami and 12th fastest-growing among mid-sized cities nationwide. There's still room to grow here, but you better like your neighbors. Population density here is 1,528 residents per square mile.

Corporate Headquarters & Regional Office Park Opportunities Available in Cape Coral



Cape Coral, the 8th largest city in Florida, ranks in the top 10 cities for commercial real estate investment. This city-owned site will soon become available through an RFP process for Corporate Office Parks. Located in northeast Cape Coral along the city's main north-south artery, the site is comprised of 135 acres of buildable space, ideally suited to support an exclusive office campus.

Advantages to consider include no state income tax, executive and workforce housing options and skilled labor, infrastructure to site (sewer, water and electrical power) and unbeatable quality of life with possible impact fee deferrals.

For both office developers and corporations interested in a Gulf Coast national or regional headquarters presence, this may be the site for you. For more information on the upcoming RFP, please email Ricardo Noguera, Cape Coral Economic Development Manager at RNoguera@capecoral.net or call (239) 242-3274.



CAPE CORAL ECONOMIC DEVELOPMENT OFFICE

1015 Cultural Park Blvd, Cape Coral, FL 33990

(239) 574-0444 · (833) CAPEEDO · ecodev@capecoral.net · bizcapecoral.com

LEE COUNTY ECONOMIC DEVELOPMENT OFFICE 2201 Second Street, Suite 500, Fort Myers, FL 33901 (800) 330-3161 • edo@leegov.com • leecobiz.com

South Central

DESOTO • GLADES • HARDEE • HENDRY • HIGHLANDS • OKEECHOBEE



Positioned for Success

eeking wide open spaces and ready proximity to suppliers and key customers? South Central has both. Three interstate highways, four U.S. highways and the Okeechobee Waterway, a system of navigable rivers and canals linking Florida's east and west coasts through Lake Okeechobee, put 86% of the state's entire population within a 150-mile radius. Here, in Florida's heartland, citrus growers and cattle ranchers thrive alongside manufacturing facilities and renewable energy plants. And those who choose to put down roots here get the best of all worlds: the daily joys of small-town life with ocean beaches and big city lights just a short drive away.

State College

Renewable Energy

Thanks to an abundance of two important commodities — available land and sunshine — Florida's South Central region offers the ideal environment for solar power generation. In 2009, Florida Power & Light chose to site the state's first solar power plant — DeSoto Solar Energy Center — in this region. And with the addition of FPL's Citrus Solar Energy Center in 2016 and its Wildflower Solar Energy Center in 2018, DeSoto became Florida's "solar capital," generating more solar power than any other county in the state.



Sheep graze the fields helping trim the grass at FPL's DeSoto Solar Energy Center, Florida's first solar power plant. A fourth FPL facility — Hammock Solar Energy Center — opened in Hendry County in 2018, further solidifying South Central's statewide preeminence in renewable energy. With 74.5 megawatts of solar capacity each, the Citrus, Wildflower and Hammock plants collectively generate enough electricity to power approximately 45,000 homes. And the drive to improve and enlarge South Central's solar power footprint didn't end there.

In early 2018, FPL unveiled a solar-plus-storage system at the Citrus Solar Energy Center that is believed to be the first in the U.S. to fully integrate battery technology with a major solar power plant in an effort to increase overall energy output. For the Citrus plant, this has meant a potential increase of more than 500,000 kilowatt-hours delivered to the electric grid per year. In addition to immediate energy delivery, the system provides increased capacity to store energy for dispatch to the grid at a later time.

In January 2019, FPL launched its "30-by-30" plan, committing to the installation of 30 million more solar panels across Florida by 2030. Six months later, FPL began construction on 10 new solar power plants, three of

which are located in South Central. Blue Heron Solar Energy Center in Hendry County, Cattle Ranch Solar Energy in DeSoto County and Okeechobee Solar Energy Center in Okeechobee County are expected to begin powering customers in early 2020.

Meanwhile, in keeping with its goal of 14 universal solar power plants in operation across the state by 2023, Duke Energy Florida has begun construction on its Lake Placid Solar Power Plant. The 45-megawatt plant on 380 acres in Highlands County is slated to begin operations in December 2019.

KEY PLAYERS: Florida Power & Light, *Juno Beach*; Duke Energy Florida, *St. Petersburg*

Manufacturing

Companies making everything from sun screens to fertilizer have found right sites and a ready workforce in South Central Florida. Many manufacturers have chosen to cluster at Hardee Commerce Park, a 264-acre development offering low-cost utilities, easy proximity to rail and highway connections — even an on-site sheriff's substation providing 24/7 security. Tenants at the park include: PFMan (high precision parts, molds and fittings for a variety of uses and industries);

Pacer Group (electrical supplies for boat builders); Florikan (controlledrelease fertilizer); KeyPlex (plant nutritionals and biocontrol products); Stream2Sea (eco-conscious skin care products); and Howard Fertilizer, which operates a distribution center here and a manufacturing facility in Lake Placid.

In Highlands County, CitraPac continues to manufacture FruitPearls and other real fruit healthy snacks at its 44,000-sq.-ft. facility in Sebring. The firm's president Gregg Harshman is a native of South Central Florida who brought his business home "because operating costs are low, and the people are great." Elsewhere in Highlands, Illinois-based Diversified CPC International has signed a 25-year lease on a 6,000-sq.-ft. combined office building-warehouse at Sebring Multimodal Logistics Center, a 2,000-acre commerce park adjacent to Sebring Regional Airport. The manufacturer of specialty gases, aerosol propellants, alternative fuels and NGL refrigerants will use the building as a distribution terminal to better serve its Caribbean-based customers. And newly opened in Avon Park: Steel Blue Fabrication, an assembly and fabrication plant providing customized measurement and control products such as meters, gauges, filters and valves for the natural gas and propane gas markets.

In Hendry County, a former sugar cane refinery has been re-purposed as an aluminum recycling and manufacturing plant operated by ATIO USA. The plant converts scrap and waste aluminum into parts for the global automobile industry and OEM suppliers.

After relocating its aluminum button manufacturing operations to Glades County in 2017, Maxant Buttons



expanded in 2018 with the purchase of Mike's Aluminum Products and changed its name to Maxant Aluminum Products. Now, in addition to aluminum buttons, the firm manufactures other aluminum products at its facility in Moore Haven.

KEY PLAYERS: Howard Fertilizer, Lake Placid; CitraPac, Sebring; Maxant Aluminum Products, Moore Haven

Agribusiness

Agriculture is big business in Florida, and South Central is ground zero for much of it. This region's six counties are among the state's highest annually in value of agricultural products sold. At the top of the list is Hendry at just under \$500 million according to the most recent USDA Ag Census, with Highlands and Okeechobee at \$273 and \$257 million each. With 59,000 acres of citrus land in production, Highland County growers produced 7.9 million boxes of fruit during the 2017-18 growing season, second only to Polk County, which had 10,000 more acres in production.

Delray Beach-based Nuco Citrus is moving ahead with plans to open a citrus processing plant near Arcadia on land previously zoned for agriculture after receiving the go-ahead from DeSoto County officials in February 2019. The 137,000-sq.-ft. plant will convert citrus peels and juice leftovers to pectin, a thickening agent for food processing and other uses; 125 jobs are expected.

Livestock is an important component of South Central's economy too. All six of the region's counties were among the top 10 statewide for cattle and calves in 2018 with Okeechobee leading the pack at 175,000 head. Nationwide, Florida ranked 13th in cow inventory in 2018 with just over 1 million head.

KEY PLAYERS: Lykes Brothers, Lake Placid. Okeechobee, LaBelle; Mac-Bee Harvesting, Arcadia; The Mosaic Company, Hardee and DeSoto counties; U.S. Sugar, Clewiston

Education

South Central is home to South Florida State College with four campuses offering bachelor and associate degree programs in such fields as accounting, business, elementary education, health sciences and information technology as well as certificates in a variety of workplace specialties; average class size — 12. Also providing educational support: the Hendry Glades campus of Florida SouthWestern State College in LaBelle and the Dixon Henry campus of Indian River State College in Okeechobee.

Life & Leisure ***



Mosaic's Streamsong Red golf course

Real Florida Adventure

South Central represents a slice of "old Florida" where there's plenty to see and do: paddle along the Peace River; take a walk around Lake Okeechobee; play a round of golf at Mosaic's Streamsong Resort built on former phosphate mines; find an antique treasure in Arcadia; marvel at the quirky "junk" sculptures at Solomon's Castle near Wauchula; clown around at a Lake Placid school where dozens of professionals have trained; get to know the first Floridians at Big Cypress Seminole Indian Reservation; end your day with Florida's best stargazing at remote Kissimmee Prairie Preserve State Park.



Mobil 1 Twelve Hours of Sebring

Iconic and Heart-Stopping Events

Who needs brackets and basketball? South Central has its own brand of March Madness in the form of three back-to-back events: the four-day Arcadia All Florida Championship Rodeo at Mosaic Arena; the "Mobil 1 Twelve Hours of Sebring" endurance race and four-day car-themed "party"; and the four-day Okeechobee Music & Arts Festival, which typically draws 25,000+ rain or shine.



Alligator hatchlings at Palmdale Festival

Celebrations for Practically Everything

South Central loves a good festival, no matter the focus. Typical honorees include: watermelon (Arcadia); swamp cabbage (LaBelle); alligator hatching (Palmdale); sour oranges (Lakeport); caladiums (Lake Placid); and speckled perch (Okeechobee).

Largest Public and Private Companies

| ublic Company | Location | Revenue (in billions) | Employees | Line of Business |
|-----------------------------------|--------------------|--------------------------|-----------|---|
| World Fuel Services | Miami | \$39.8 | 5,000 | Petroleum products distribution |
| Tech Data | Clearwater | \$37.2 | 14,000 | Computer distribution |
| Jabil Circuit | St. Petersburg | \$22.1 | 200,000 | Electronic components |
| AutoNation | Fort Lauderdale | \$21.4 | 26,000 | Auto dealerships |
| Lennar | Miami | \$20.6 | 11,626 | Residential construction |
| WellCare Health Plans | Tampa | \$20.4 | 12,000 | Health insurance services |
| Carnival | Miami | \$18.9 | 100,000 | Cruise line |
| NextEra Energy | Juno Beach | \$16.7 | 9,100 | Energy provider |
| CSX | Jacksonville | \$12.3 | 22,500 | Railroads |
| Office Depot | Boca Raton | \$11.0 | 44,000 | Office products retail & distribution |
| Hertz Global Holdings | Estero | \$9.5 | 38,000 | Car rentals |
| Royal Caribbean Cruises | Miami | \$9.5 | 77,000 | Cruise line |
| Fidelity National Information | Jacksonville | \$8.4 | 47,000 | Information technology support services |
| Ryder System | Miami | \$8.4 | 39,600 | Transportation services |
| Darden Restaurants | Orlando | \$8.1 | 180,656 | Restaurants |
| Fidelity National Financial | Jacksonville | \$7.5 | 23,436 | Title insurance |
| Raymond James Financial | St. Petersburg | \$7.3 | 13,900 | Financial services |
| MasTec | Coral Gables | \$6.9 | 19,000 | Telecom infrastructure services |
| Harris | Melbourne | \$6.2 | 17,500 | Telecom equipment development |
| Norwegian Cruise Line Holdings | Miami | \$6.1 | 33,200 | Cruise line operator |

Ranked by 2018 revenue. Companies listed are those with Florida-based headquarters; derived from data collected for Florida Trend's Public 125 list. ©Copyright 2019 Trend Magazines Inc. This list may not be reproduced in any format without written permission from the publisher.

| rivate) Company | Location | Revenue (in billions) | Employees | Line of Business |
|---|-----------------------|--------------------------|-----------|--|
| Publix Super Markets | Lakeland | \$36.1 | 200,000 | Retail grocery stores |
| H.I.G. Capital Management | Miami | \$19.2 | 300 | Investment holding company |
| Southern Glazer's Wine & Spirits of America | Miami | \$19.0 | 21,770 | Wine & spirits distributor |
| Sun Capital Partners | Boca Raton | \$16.7 | 135 | Private investment firm |
| JM Family Enterprises | Deerfield Beach | \$16.3 | 4,300 | Automotive |
| Benderson Development | University Park | \$13.0 | 280 | Real estate development/ property managemen |
| Brightstar | Miami | \$12.2 | 9,000 | Wireless device solutions/ distribution |
| Oasis Outsourcing | West Palm Beach | \$9.8 | 1,007 | Professional employment organization |
| Florida Blue | Jacksonville | \$9.3 | 11,500 | Health care equipment/ services |
| Southeastern Grocers | Jacksonville | \$8.5 | 50,000 | Supermarkets |
| Fanjul Corp./ Florida Crystals | West Palm Beach | \$5.5 | 2,200 | Ag/consumer products/energy/ tourism/real estate |
| Hard Rock International | Davie | \$5.2 | 45,000 | Lotteries/Native American casinos |
| твс | Palm Beach Gardens | \$5.0 | 10,500 | Automotive |
| Premier Sotheby's International Realty | Naples | \$4.5 | 124 | Real estate |
| Chewy | Dania Beach | \$3.5 | 10,000 | Pet products |
| Chiquita Brands International | Fort Lauderdale | \$3.1 | 20,000 | Food products |
| South East Personnel Leasing | Holiday | \$3.1 | 225 | Professional employment organization |
| NASCAR | Daytona Beach | \$3.1 | 1,500 | Auto racing |
| Staluppi Auto Group | North Palm Beach | \$3.0 | 2,200 | Energy/petroleum products/fuel |
| Red Lobster Hospitality | Orlando | \$2.7 | 55,000 | Restaurants |

Ranked by 2018 revenue. Companies listed are those with Florida-based headquarters; derived from data collected for Florida Trend's Private 225 list. ©Copyright 2019 Trend Magazines Inc. This list may not be reproduced in any format without written permission from the publisher.

To purchase Florida Trend's Top 125 Public Companies and Top 225 Private Companies lists with additional data not published here, go to www.floridatrend.com/toprank or call (727) 892-2643.

Business Incubators

| East Central | | |
|---|--|------------------------------------|
| Burnout Game Ventures | Winter Park | burngameven.com |
| Catalyst | Orlando | catalystspaces.com |
| Goldstein Business Accelerator | Oviedo | goldsteinaccelerator.com |
| Groundswell Startups | Melbourne | swellstartups.com |
| GuideWell Innovation Center | Orlando | guidewellcenteratlak- enona.com |
| Melbourne Makerspace | Melbourne | melbournemakerspace. org |
| MicaPlex | Daytona Beach | erau.edu/micaplex |
| National Entrepreneur Center | Orlando | nationalec.org |
| Starter Studio | Winter Park | starterstudio.com |
| TrepHub | Melbourne | trephub.com |
| Travel Startups | Lake Wales | travelstartups.co |
| University of Central Florida Business Incubation Program | Apopka, Central Florida Research Park, Daytona Beach International Airport, Kissimmee, Lake Nona, Orlando, Photonics (UCF Campus), Winter Springs | incubator.ucf.edu |
| VentureScaleUp | Orlando | venturescaleup.com |
| weVENTURE | Melbourne, Rockledge | weventure.fit.edu |

| Northwest | | |
|--|-------------------|--|
| Business Innovation Center | Panama City | bicpc.com |
| Co:Lab | Pensacola | colabpensacola.com |
| Domi Station | Tallahassee | domistation.com |
| Florida State University Innovation Hub | Tallahassee | innovation.fsu.edu |
| JumpStart Technology Incubator | Tallahassee | innovation-park.com/ jumpstart-technology- incubator |
| Millaway Institute for Entrepreneurship | Panama City | gulfcoast.edu/community/ millaway-institute |
| TechFarms | Panama City Beach | techfarms.com |

|--|

| Catapult | Lakeland | catapultlakeland.com |
|---|----------------|--|
| Clearwater Business SPARK | Clearwater | clearwaterbusinessspark.com |
| Englewood Innovation Center | Englewood | englewoodinnovationcenter. |
| Entrepreneur Collaborative Center | Tampa | hillsboroughcounty.org/ locations/entrepreneur- collaborative-center |
| Florida-Israel Business Accelerator | Tampa | fiba.io |
| HuB | Sarasota | hubsarasota.com |
| Small Business Assistance Center | Lakeland | cfdc.org/startexpand/ start-a-business |
| SMARTstart Pasco Business Incubator | Lutz | smartstartpasco.com |
| Spark Growth | Bradenton | sparkgrowth.net |
| Station 2 Innovation | Bradenton | station2innovation.com |
| Tampa Bay Innovation Center / TEC Garage | St. Petersburg | tbinnovates.com |
| Tampa Bay WaVE | Tampa | tampabaywave.org |
| USF CONNECT | Tampa | usfconnect.org |

North Central

| Power Plant Business Incubator | Ocala | flvec.com/power-plant- business-incubator |
|-----------------------------------|-----------------------|---|
| Santa Fe College Incubators | Gainesville Starke | sfcollege.edu/cied/incubators |
| Sid Martin Biotech | Alachua | innovate.research.ufl.edu/ sid-martin-biotech/ |
| Starter Space | Gainesville | starterspace.com |

Northeast

| Beaver Street Enterprise Center | Jacksonville | bsecenter.net |
|---------------------------------------|--------------|----------------------|
| Palm Coast Business Assistance Center | Palm Coast | bac.palmcoastgov.com |

Southeast

| EcoTech Visions | Miami | ecotechvisions.com |
|--|---|--|
| Endeavor Miami | Coral Gables | endeavormiami.org |
| FAU Tech Runway | Boca Raton | techrunway.fau.edu |
| Florida Women's Business Center | Delray Beach | flwbc.org |
| Founder Institute | Fort Lauderdale, Miami | fi.co/s/fort_lauderdale |
| GBDC Entrepreneur- ship Institute | Boynton Beach | gbdcei.com |
| Indian River State College Pioneer Incubator | Fort Pierce | irscbiz.com |
| Innovation Hub | Fort Lauderdale | browardcollegehub.com |
| Lauderhill International Trade Incubator | Lauderhill | flvec.com/city-of-lauderhill- international-trade- incubator |
| The Launch Pad | Coral Gables | thelaunchpad.org |
| Rokk3r Labs | Miami | rokk3rlabs.com |
| South Florida Accelerator | Fort Lauderdale | tsfa.co |
| Starthub | Miami | starthubcenters.com |
| StartUP FIU | Miami | startup.fiu.edu |
| Startup Miami | Miami | startup-miami.com |
| Technology Business Incubator | Boca Raton | research-park.org |
| TED Centers | Delray Beach, Hollywood, West Palm Beach | tedcenter.org |
| Venture Hive | Miami | venturehive.com |

Southwest

| ARCEO Soft Landing Incubator | Naples | arceo.us |
|--|------------|--------------------------|
| Naples Accelerator | Naples | naplesaccelerator.com |
| Southwest Florida Enterprise Center | Fort Myers | swflenterprisecenter.com |

Venture Capital Firms

| · Clitter C C | | |
|---|-----------------------|----------------------------------|
| Antares Capital (Florida) | Miami | antarescapital.com |
| Arc Capital Development | Sarasota | arccd.com |
| Ark Applications | Lutz | arkapps.com |
| Axioma Ventures | Tampa | axiomaventures.com |
| Ballast Point Ventures | Tampa | ballastpointventures.com |
| Cito Ventures | Miami | citoventures.com |
| ClearSky Security | North Palm Beach | clear-sky.com |
| DeepWork Capital | Orlando | deepworkcapital.com |
| Florida Funders | Tampa | floridafunders.com |
| Forefront Venture Partners | Boca Raton | forefrontvp.com |
| H.I.G. BioHealth Partners | Miami | higbio.com |
| John S. and James L. Knight Foundation | Miami | knightfoundation.org |
| Las Olas Venture Capital | Fort Lauderdale | lasolasvc.com |
| Marc Bell Capital Partners | Boca Raton | marcbell.com |
| Miami Angels | Miami | miamiangels.vc |
| Miro Ventures | Boca Raton | miroventures.com |
| Montrose Capital Partners | Miami | montrosecapital.com |
| New World Angels | Boca Raton | newworldangels.com |
| PGA Fund | Palm Beach Gardens | pga.org |
| Phyto Partners | Boca Raton | phytopartners.com |
| Proton Perlmutter Ventures | Naples | protonperlmutterventures. com |
| PS27 Ventures | Jacksonville | ps27ventures.com |
| Responder Ventures | Jupiter | respondercorp.com |
| Seed Funders | St. Petersburg | seedfunders.co |
| Six Fold Ventures | Orlando | sixfoldventures.com |
| SK Ventures | Sarasota | skvcap.com |
| Starlight Ventures | Miami | starlight.vc |
| StartUp Nation Ventures | Orlando | sunv.io |
| Tamiami Angel Funds | Naples | tamiamiangels.com |
| TheVentureCity | Miami | theventure.city |
| Vestech Partners | Ocala | vestechpartners.com |
| Westlake Ventures | Saint Petersburg | westlakeventures.net |
| | | |

Compiled from information supplied by PitchBook Data (pitchbook.com) and the Florida Venture Forum (flventure.org). List includes venture capital firms and select angel investor groups making investments in the past 12 months. ©Copyright 2019 Trend Magazines Inc. This list may not be reproduced in any format without written permission from the publisher.

Economic Developers

Enterprise Florida Inc. (EFI), the principal economic development organization for the state of Florida, forges strong partnerships, not only between business and government, but on state and local levels. These partners listed here provide the basis for achieving better coordination and outcomes for the state's economic development efforts.

Florida Economic Development Council (FEDC) members representing city and county governments engage business and government leaders in key economic development initiatives that improve local communities and elevate Florida's global competitiveness. FEDC members are subject matter experts in economic, workforce and community development, with extensive experience in helping companies establish and thrive in Florida.

See page 85 for information on the Florida SBDC Network.

Statewide

CareerSource Florida careersourceflorida.com

Florida Regional Councils Association

flregionalcouncils.org

Florida Seaports Council, Inc. flaports.org

East Central

CareerSource Central Florida careersourcecentralflorida com

CareerSource Flagler Volusia careersourcefy.com

Duke Energy

duke-energy.com/partner-with-us/ economic-development

BREVARD COUNTY

CareerSource Brevard

careersourcebrevard.com

City of Cocoa

cocoafl.org

City of Titusville

titusville.com

EDC of Florida's Space Coast

spacecoastedc.org

Florida Institute of Technology

North Brevard Economic

Development Zone brevardfl.gov/northbrevardeconomicdevelopmentzone

Space Florida

spaceflorida.gov

LAKE COUNTY

City of Tavares

tavares.org

Elevate Lake Economic

Development elevatelake.com

Lake County Agency for Economic Prosperity

lakecountyfl.gov/agencies/ economic_prosperity

Lake County Board of County Commissioners lakecountyfl.gov

Pinsly Railroad Company pinsly.com

ORANGE COUNTY

City of Orlando

orlando.gov/Our-Government/ Departments-Offices/Economic-Development

FloridaMakes, Inc.

floridamakes.com

FloridaRealtors

floridarealtors.org

Orange County Government

orangecountyfl.net/Economic Development

Orange Co. Office of **Economic Trade**

flvec.com/orange-county-officeof-economic-trade-tourismdevelopment

Orlando Economic Partnership orlando.org

University of Central Florida ucf.edu

VisionFirst Advisors LLC visionfirstadvisors com

OSCEOLA COUNTY

City of Kissimmee kissimmee.org

Osceola County Economic **Development Department**

greaterosceola.com

POLK COUNTY

Visit Central Florida

visitcentralflorida.org

SEMINOLE COUNTY

City of Lake Mary

lakemarvfl.com

City of Longwood longwoodfl.org

City of Sanford

sanfordfl.gov

Florida Development Finance Corporation

fdfcbonds.com

Seminole County Government seminolecountyfl.gov

Seminole County Port Authority portofsanford.org

SUMTER COUNTY

Sumter County Economic Development

sumterbusiness.com

VOLUSIA COUNTY City of DeLand

deland.org

City of Deltona

deltonafl.gov

City of New Smyrna Beach cityofnsb.com

Team Volusia Economic Development Corporation teamvolusiaedc.com

Volusia County Economic Development

floridabusiness.org

North Central

CareerSource Citrus Levy Marion careersourceclm.com

CareerSource Florida Crown careersourcefloridacrown.com

CareerSource North Florida

careersourcenorthflorida.com

Duke Energy

duke-energy.com/partner-with-us/ economic-development

North Central Florida Regional **Planning Council**

ncfrpc.org

North Florida Regional **Chamber of Commerce**

northfloridachamber.com/

ALACHUA COUNTY

Greater Gainesville Chamber of Commerce

gainesvillechamber.com

Pinsly Railroad Company pinsly.com

BRADFORD COUNTY

Bradford County Development Authority

choosebradfordcounty.com/index. php

COLUMBIA COUNTY

Columbia County Economic Development

edcolumbiacountyfl.com

DIXIE COUNTY

Dixie County Chamber of Commerce

dixiecounty.org

GILCHRIST COUNTY

Gilchrist County gilchristcounty.com

HAMILTON COUNTY

Hamilton County Development Authority hamiltoncda.org

LAFAYETTE COUNTY

Lafayette County Development Authority

lafayetteclerk.com

LEVY COUNTY

Levy County Nature Coast Business Development Council

naturecoast.org

MADISON COUNTY

Madison County Development

madisonfldevelopment.com

MARION COUNTY

Ocala/Marion Co. Chamber & Economic Partnership ocalacep.com

Pinsly Railroad Company pinsly.com

SUWANNEE COUNTY

North Florida Economic **Development Partnership** nflp.org

Suwannee County Economic Development Office floridasnewfrontier.com

TAYLOR COUNTY

Taylor County Development Authority

floridasrisingstar.com

UNION COUNTY Union County

unioncounty-fl.gov

Northeast

CareerSource Northeast

care er source nor the ast florida. com

JAXUSA Partnership

jaxusa.org

Northeast Florida Regional Council

nefrc.org

BAKER COUNTY

Baker County Development Commission

bakercountyfl.org

CLAY COUNTY

Clay County Board of **County Commissioners**

claycountygov.com/about-us/ board-of-county-commissioners

Clay County Economic

Development Corporation chooseclay.com

DUVAL COUNTY

Jacksonville Office

of Economic Development coj.net/departments/office-ofeconomic-development.aspx

FLAGLER COUNTY

Flagler County Department of Economic Opportunity flaglercounty.org/departments/

NASSAU COUNTY Nassau County Economic **Development Board** nassauflorida.com/home.aspx

economic_development.php

PUTNAM COUNTY

Putnam County Chamber of Commerce

putnamcountychamber.com

ST. JOHNS COUNTY

St. Johns County Chamber of Commerce

sjcfl.us/EconomicDevelopment/

St. Johns County Board of **County Commissioners** co.st-johns.fl.us/Commissioners/

index.aspx#.XVnCnnt7mM9

Northwest

Apalachee Regional Planning Council

thearpc.com

Calhoun County Chamber of Commerce calhounco.org

CareerSource Capital Region careersourcecapitalregion.com

CareerSource Chipola careersourcechipola.com

Duke Energy

duke-energy.com/partner-with-us/ economic-development

Florida's Great Northwest floridasgreatnorthwest.com

North Florida Economic **Development Partnership** nflp.ora

Opportunity Florida opportunityflorida.com

PowerSouth Energy Cooperative powersouth.com

BAY COUNTY

Bay Economic Development Alliance baveda.com

ESCAMBIA COUNTY

Escambia River Electric Cooperative, Inc. erec.com

Florida West Economic **Development Alliance** floridawesteda.com

Gulf Power gulfpower.com

FloridaWest Economic Development Alliance floridawesteda com

FRANKLIN COUNTY

Franklin County Board of County Commissioners franklincountyflorida.com

GADSDEN COUNTY

Gadsden County Development Council

gadsdenfldev.com

City of Gretna mygretna.com

GULF COUNTY

Gulf County Economic Development Coalition gulfcounty-fl.gov

HOLMES COUNTY

Holmes County Development Commission

holmescountyedc.com

JACKSON COUNTY

Jackson County Development

jacksoncounty.com/list/member/ jackson-county-developmentcouncil-427

JEFFERSON COUNTY

Jefferson County Planning Department

jeffersoncountyfl.gov/p/countydepartments/planning

LEON COLINTY

Florida First Capital **Finance Corporation** ffcfc.com

Tallahassee-Leon County Office of Economic Vitality oevforbusiness.org

Veterans Florida veteransflorida.org

VisionFirst Advisors LLC visionfirstadvisors com

LIBERTY COUNTY

Liberty County Chamber of Commerce libertycountyflorida.com

OKALOOSA COUNTY

Economic Development Council of Okaloosa County florida-edc.org

SANTA ROSA COUNTY

Santa Rosa Economic **Development Office** santarosaedo.com

WAKULLA COUNTY

Wakulla County EDC mywakulla.com

WALTON COUNTY

Walton County Economic Development Alliance wcedafl.com

WASHINGTON COUNTY

Washington County Chamber of Commerce

washcomall.com

South Central

Duke Energy

duke-energy.com/partner-with-us/ economic-development

Florida Heartland Economic **Region of Opportunity** flaheartland.com

DESOTO COUNTY

DeSoto County EDC desotobocc.com

GLADES COUNTY Glades County EDC gladescountyedc.com HARDEE COUNTY

Hardee County Economic Development Council

hardeebusiness.com

HENDRY COUNTY Hendry County EDC

hendryedc.com

HIGHLANDS COUNTY

Highlands County Economic **Development Commission** highlandsedc.com

OKEECHOBEE COUNTY

Okeechobee County Economic Development Corporation ocedcorp.com

Southeast

CareerSource Research Coast careersourcerc.com

Florida Power & Light fpl.com

BROWARD COUNTY

Broward County EDO broward.org/EconDev/Pages/ default.aspx

CareerSource Broward careersourcebroward.com

City of Coral Springs coralsprings.org

City of Fort Lauderdale fortlauderdale.gov

City of Hollywood hollywoodfl.org

City of North Lauderdale nlauderdale.org

City of Tamarac tamarac.org

Greater Fort Lauderdale Alliance

gflalliance.org

INDIAN RIVER COUNTY

Indian River County Chamber of Commerce indianriverchamber.com

MARTIN COUNTY

Business Development Board of Martin County yesmartinfl.com

POLICOM policom.com

MIAMI-DADE COUNTY City of Coral Gables

coralgables.com

City of Florida City floridacityfl.gov

Miami-Dade County Industrial **Development Authority** mdcida.org

The Miami-Dade Beacon Council

beaconcouncil.com

MONROE COUNTY

Greater Marathon Chamber of Commerce

relocatetothefloridakeys.com

PALM BEACH COUNTY

BDB of Palm Beach County

City of Delray Beach delraybeachfl.gov

Florida Atlantic Research and Development Authority / Research Park at FAU research-park.org

ST. LUCIE COUNTY

City of Port St. Lucie cityofpsl.com

Economic Development Council of St. Lucie County youredc.com

St. Lucie County Government stlucieco.gov

Southwest

Southwest Florida Economic **Development Alliance**

swfleda.com

CHARLOTTE COUNTY Babcock Ranch

kitsonpartners.com/communities/ habcock-ranch/

EDO of Charlotte County cleared4takeoff.com

COLLIER COUNTY

Collier County Business & Economic Development colliercountyfl.gov

LEE COUNTY City of Cape Coral

capecoral.net City of Fort Myers

citvftmvers.com

Lee County Economic **Development Office** leecountybusiness.com

Tampa Bav

Duke Energy

duke-energy.com/partner-with-us/ economic-development

CITRUS COUNTY

Citrus County Economic Development Office edacitrus.com

HERNANDO COUNTY

Hernando County Office of **Economic Development** hernandobusiness.com

HILLSBOROUGH COUNTY

FSBDC at USF

sbdctampabay.com

Hillsborough County **Economic Development** hillsboroughcounty.org/govern-

ment/departments/econdev **Seminole Electric Cooperative** seminol ic.com

Tampa Electric Company tampaelectric.com

Tampa Hillsborough EDC tampaedc com

Tampa Port Authority

TECO Energy economicdev.com

MANATEE COUNTY

Bradenton Area EDC bradentonareaedc.com/

CareerSource Suncoast careersourcesuncoast.com

Manatee County Government mymanatee.org

PASCO COUNTY

Pasco Economic Development Council pascoedc.com

PINELLAS COUNTY City of Clearwater

myclearwater.com City of Largo largo.com

City of St. Petersburg **Economic Development** stpete.org/city_departments/

economic_development.php City of Tarpon Springs www.ctsfl.us

Pinellas County Economic Development pced.org/default.aspx

St. Petersburg Area Economic **Development Corporation** stpeteedc.com

POLK COUNTY

Central Florida Development Council cfdc.org/

Haines City Economic Development Council hainescityedc.com

Lake Wales Area Chamber of Commerce & EDC lakewaleschamber.com

Pinsly Railroad Company pinsly.com

SARASOTA COUNTY

City of North Port cityofnorthport.com

Economic Development Council of Sarasota County edcsarasotacounty.com/about

Florida **SBDC Network**

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| Florida Gulf Coast University | Fort Myers | (239) 745-3700 |
| Florida International University | Miami-Dade and Monroe Counties | (305) 779-9230 |
| Indian River State College | Fort Pierce | (772) 462-7651 |
| University of Central Florida | Orlando | (407) 420-4850 |
| University of North Florida | Jacksonville | (904) 620-2476 |
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