

Business Florida

Published by Florida Trend

DESTINATION FLORIDA

Corporate Headquarters on the
Rise in the Sunshine State

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Contact one of our 90+ locations to learn how the Florida SBDC Network can assist you in areas including:

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- Government Contracting
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FloridaSBDC.org/Locations

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

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.



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Business Florida

PUBLISHED BY FLORIDA TREND

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PUBLISHED BY TREND MAGAZINES INC.

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Florida Trend Custom Publishing
490 First Avenue S.
St. Petersburg, FL 33701
(727) 821-5800

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CHANGING THE CURRENT. **FPL**



**Governor
Ron DeSantis**

Chairman,
Enterprise Florida

A Message to Florida Business Leaders

For the past several months, we have all endured the challenges of the global pandemic. Every community has felt the impacts. Every family has experienced the changes. Floridians have risen to the occasion again and again. Health care workers have become community heroes. Seniors and the vulnerable have been foremost in our minds.

In the face of the worldwide impacts from COVID-19, our proven resilience and diverse economic base have positioned Florida for recovery. We welcome entrepreneurs, established companies and all job creators to make Florida their go-to destination for success. We offer a stark contrast to states that are doubling down on higher taxes and heavy-handed decrees. We are defying expectations by empowering our citizens. And judging by the influx of new residents and businesses fleeing the Northeast this year, the message is resonating.

In Florida, we have 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. The state's infrastructure is among the best in the nation. That includes everything from spaceports, seaports and airports to highways and rail. We even improved upon that infrastructure during the initial months of the pandemic by completing major road projects around the state ahead of schedule.

Our workforce is growing across all industries, from fintech and manufacturing to aerospace and life sciences. We are on track to become the nation's leader in workforce development by 2030 and we have been ranked as the No. 1 public university system by U.S. News & World Report since 2017.

The past few months have presented changes for all of us. In Florida, we are moving forward daily. Sound tax policy, workforce development and infrastructure planning helped make us successful when times were good. Now they are helping to ensure Florida leads the nation's comeback. I invite you to join us as we reach these new heights together.

A handwritten signature in black ink, appearing to read 'Ron DeSantis'.

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Jamal Sowell

President and CEO,
Enterprise Florida

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.

enterpriseflorida.com/contact
(877) YES-FLORIDA

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



Connecting employers who need talent with Floridians seeking new jobs is what the **CareerSource Florida** network does every day. Our local career centers are strengthening local economies and helping build economic resiliency one business at a time. Let us help with your recruiting, hiring and training needs.

careersourceflorida.com
(850) 692-6887



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

SpaceFlorida.gov
(321) 730-5301



The 150+ member organizations of the **Florida Economic Development Council (FEDC)** are comprised of public and private partnerships, 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.

FEDOnline.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.

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At the heart of Florida's economic recovery

The COVID-19 pandemic is forever changing the way we live, think, and conduct business. To spur economic growth, Florida needs innovative thinking and affordable, alternative fuel solutions. By expanding access to clean, cost-effective natural gas, Peoples Gas is committed to assisting in our economy's full recovery.



70,000

Florida businesses are directly fueled by natural gas.



Helping Florida get back on track

Encouraging economic growth

Businesses that rely on natural gas see significant savings on energy costs. Affordable energy costs support profitable operations, which benefit business owners and customers alike. Natural gas-fueled operations also pump millions of dollars and thousands of jobs into the Florida economy.

A helping hand to hospitality

Guests who come to Florida looking for comfortable accommodations, culinary escapes, or theme park adventures will find that natural gas is the preferred energy source for many of our state's top lodging and attractions, providing businesses the energy savings and reliability necessary to recover and expand.

Assisting those in need

These are challenging times for our customers and our communities. We have been extending payment arrangements, promoting programs and services for support, and donating time and money to help get our economy back on track.

Learn more about how Peoples Gas is at the heart of Florida's energy at [FloridasEnergy.com](https://www.floridasenergy.com)



Open for Business



To say that these are challenging times for business is an understatement.

On January 1, 2020, the word “pandemic” was barely in our vocabulary; by March, it had become our everyday reality. And while state and local governments nationwide continue to adjust parameters for business re-openings within their jurisdiction, individual companies everywhere struggle with how to stay afloat in an environment where day-to-day operations remain uncertain, supply chains are unpredictable and employees in all but essential positions are working from home.

Common sense might tell you that crossing state lines to relocate an established business or launch a new one in today’s unpredictable business environment is lunacy. And it would be wrong. There’s a good chance you’re already upside down on many things related to your business, so why not go all in? Take this opportunity to re-think your business model, adjust your priorities, make that cross-country move you’ve been contemplating. Don’t wait for better times. Do it now.

Take a lesson from 500 years’ worth of dreamers and doers who staked their fortunes and futures on Florida. They found success here; you can too. Florida has so much to offer your company — the right business climate, the right infrastructure, the right proximity to domestic and international markets, the right workforce, the right quality of life. And people here have proven they are resilient, not easily scared. If a Category 5 hurricane has never broken Floridians’ can-do spirit, do you honestly think COVID-19 will?

Florida is open for business. And we look forward to welcoming you home soon.

For specific information about how your business can become a part of Florida’s ongoing success story, call Enterprise Florida at (407) 956-5647.

POPULATION

21.5 million

3rd largest in the U.S.

CIVILIAN LABOR FORCE

10.3 million

3rd largest in the U.S.

PER CAPITA PERSONAL INCOME

\$51,989

2nd highest in the Southeast

TOTAL PERSONAL INCOME

\$1.1 trillion

4th highest in the U.S.

GROSS DOMESTIC PRODUCT

\$1.1 trillion

4th largest in the U.S.

BUSINESS TAX CLIMATE

No. 4 in the U.S.

- Tax Foundation

P O W E R I N G

FLORIDA

As a global company that started our own journey here, we know the road to success starts in Florida. Let our award-winning economic development team help you find the best locations, incentives, and energy rates for your business.



As the largest utility in Florida, FPL is an expert in doing business in the Sunshine State



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



Receive personalized service, help to meet tight project deadlines and access our network of economic development partners



2019 ReliabilityOne Award™

Recognized for the fourth time in five years for **delivering the nation's top reliability for businesses and homes**



Commercial and industrial **rates that are more than 41 percent below the national average** and Florida's tax advantages leave you more to invest in your business



Contact us: **PoweringFlorida.com**



@poweringfl



PoweringFlorida at FPL



CHANGING THE CURRENT. **FPL**

In Good Company

Many 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:

LIFE SCIENCES

NO.2 largest medical device manufacturing industry in the U.S.

NO.3 most clinical trials initiated among the states

\$1.5bil. spent annually in life sciences R&D by Florida universities

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

NO.2 aviation & aerospace establishments

NO.2 aerospace products & parts manufacturing

\$7.2bil. annual exports 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.

CORPORATE HEADQUARTERS

NO.1 best tax climate in the southeast

NO.4 best tax climate nationwide

NO.2 best state for business

0% 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.

“From the first day that FIS called this city home, Jacksonville has been a true partner in our ability to attract a world-class workforce and achieve our growth goals. We would like to thank Governor DeSantis, Mayor Curry, and the many others in the state, the city and the community who have made this possible. We also want to thank Florida Blue for its cooperation in selling us the land for this project. This is an exciting day for FIS as we deepen our commitment to the Jacksonville community and continue our global mission to advance the way the world pays, banks and invests.”

~ Gary Norcross / Chairman, President and CEO / FIS

FINANCIAL & PROFESSIONAL SERVICES

NO.3 largest insurance industry in the U.S.

NO.3 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 value-added services in finance, insurance, engineering, accounting and consulting.

DEFENSE & HOMELAND SECURITY

NO.2 space and defense systems manufacturing

NO.5 Department of Defense contract awards

As home to 20 major military installations, three unified combat commands and some 22,000 defense-related companies, Florida's military and defense industry exerts an \$95 billion annual economic impact statewide. From satellites to encryption technologies, Florida companies are at the leading edge of all major military and government markets.

LOGISTICS & DISTRIBUTION

NO.1 air cargo with Latin America and the Caribbean

NO.2 largest Foreign Trade Zone network in the U.S.

NO.3 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.

CLEAN TECHNOLOGY

NO.2 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.

MANUFACTURING

NO.2 future job growth

Florida's 20,000+ manufacturers produce a wide variety of goods, including aerospace products and parts, boats, batteries, communications equipment, food and beverages, plastics, pharmaceuticals, semiconductors and textiles.

“We are excited about our corporate expansion into Florida and anticipate a bright future for us and the city of Port St. Lucie. We hope bringing 125 new jobs by 2021 to Port St. Lucie during these difficult economic times will be a catalyst for other companies to do the same.”

~ Tim Cummings / CFO / Accel

INFORMATION TECHNOLOGY

NO.1 high-tech employment in the Southeast

NO.3 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 34,000 high-tech companies in residence, this state's IT strengths are wide ranging — from computer systems design to modeling, simulation and training.

“We are excited to formally announce our plans to consolidate and move our headquarters to Orlando with a Florida Secured Operations Center and advanced Simulation and Cyber Range facilities. Orange County and the state of Florida have recognized the strategic importance that a full-fledged cybersecurity firm can bring to the local economy and we are thrilled to be here.”

~ Sergio Heker / CEO / GLESEC

Securing Prosperity



Florida is a great place to do business, and we have the numbers to prove it. Widely recognized publications and think tanks consistently cite Florida's business climate among the nation's best.

In 2020, TaxFoundation.org ranked Florida's tax climate No. 1 in the Southeast and No. 4 nationwide for the fifth year in a row, and Chief Executive magazine named Florida the No. 2 Best State for Business for the ninth consecutive year. Florida gets high marks for its support of brand-new business owners too. Florida ranked No. 2 on Forbes' 2019 "The 10 Best States for Entrepreneurs" list. Additionally, the website WalletHub tagged Florida No. 3 for highest average growth in its number of small businesses statewide and No. 6 among its "10 Best States for starting a Business" based on overall business environment, access to resources and business costs.

And here's more good news: Women entrepreneurs are especially likely to prosper in Florida. According to the 2019 American Express "State of Women-Owned Businesses Report," Florida ranked No. 3 nationwide for growth in the number of women-owned firms. In addition, Jacksonville and Miami tied for 8th place on the report's list of metropolitan areas nationwide where women-owned businesses flourished between 2014 and 2019. And in its ranking of the top 20 best cities for women to start a business, the website Business.org singled out Orlando (No. 2), Jacksonville (No. 8), Miami (No. 10) and Tampa (No. 11).

These accolades and more didn't come by chance. Florida has worked hard to earn them and to establish its position as an economic development leader. So, while you may know this state as America's best vacation destination, it's also a business powerhouse. What better time to get to know the business advantages that make Florida the right place than now? Your company's future is at stake.

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 go further in Florida for two reasons: low corporate taxes and zero personal income tax. And thanks to Florida's history of responsible spending decisions over many years, this state has earned the highest available bond rating — AAA. So not only do businesses thrive in Florida, so do their 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; low-cost 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.

Seamlessly Connected

Without logistics, business could easily grind to a halt. Every company, regardless of size, scope or configuration, needs to get supplies in and products out in a timely manner. And no state does that better than Florida. Thanks to its extensive multimodal transportation systems and ready proximity to key national and international markets, Florida is equipped to facilitate an easy flow of raw materials and finished products between manufacturers and end-users.

Businesses seeking to boost their logistics and distribution capabilities would be hard-pressed to find a better site than Florida, and the proof is in names you know. Amazon, Walmart, AutoZone, O'Reilly, Home Depot, Ace Hardware, Chewy.com, Wayfair, Coca-Cola, Cheney Brothers and Trader Joe's have all chosen to site distribution centers in Florida and, in some cases, continue to add more. Amazon, for example, has announced plans to open five new distribution centers and three Amazon 4-star stores across the state in coming months.

The interconnected transportation systems serving these companies are also in growth mode. In Orlando, for example, work continues on "I-4 Ultimate," a multi-billion-dollar project to improve the 21 miles of the highway that is the backbone of central Florida's interstate transportation system; another 40 miles of improvements — dubbed "I-4 Beyond the Ultimate" — are to follow. Meanwhile, a controversial plan to build three new north-south toll roads in central Florida awaits legislative approval.

At the same time, planned expansions at seaports and airports as well as construction on the Miami-to-Orlando leg of the fast passenger Virgin Trains USA remain in a holding pattern as COVID-19 plays out and systems return to normal operations.

In cyberspace, Florida's interconnectedness remains alive and well. 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.



2 COMMERCIAL
LICENSED SPACEPORTS

20 COMMERCIAL
AIRPORTS

3,000 MILES OF
RAIL TRACKS

15 DEEP-WATER
SHIPPING PORTS

130+ PUBLIC-USE
AIRPORTS

122,000+ MILES OF
HIGHWAY

Positioned for Success



Florida's strategic geographic location, combined with its state-of-the-art multimodal infrastructure, multilingual workforce and impressive array 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 2019, goods valued at a total of \$153.6 billion entered or exited the United States through Florida's two U.S. Customs Districts, with Brazil, China and Japan leading the list of trading partners. Widely recognized as a global hub for the Western Hemisphere, Florida accounts for 29% of total U.S. trade with Latin America and the Caribbean. Top merchandise commodities traded through Florida include motor cars, civilian aircraft, engines and parts and electrical apparatus for line telephony.

Florida is home to nearly 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 7th in the nation in state-origin exports (i.e., commodities actually produced, or with significant value-added, in the state). In 2019, these exports totaled \$56 billion. Brazil, Canada and Mexico topped the list of recipient countries with civilian aircraft, engines and parts; telecommunication equipment; and computers and computer components the leading commodities traded.

Foreign Direct Investment (FDI)

Florida is a national leader in attracting international companies representing a wide variety of industries and bringing capital, expertise, technology and innovation to the Sunshine State. As a result, Florida ranks 4th 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 29% of households speak a language other than English at home.

\$153.6 BILLION

of goods entered or exited
through U.S. Customs in Florida

29% OF TOTAL TRADE

with Latin America and
the Caribbean in Florida

**60,000 EXPORT
COMPANIES**

are located in Florida

3RD IN THE U.S.

high-tech exports



From Florida, companies can conduct business virtually anywhere.

Enterprise Florida's Virtual Business Matchmaking program helps Florida companies expand overseas with introductions to pre-screened and pre-qualified agents, distributors, or partners **via teleconference or videoconference.**

Services are offered through Enterprise Florida's international representatives in select markets and the U.S. Commercial Service in other global locations.

Reimbursable trade grants cover the full price of the service so there is no cost to you. For more information, contact trade@enterprise florida.com or visit enterprise florida.com/VBMP.

Ready for Work



CIVILIAN WORKFORCE

10.3 million

3rd largest in the U.S.

WORKFORCE TRAINING

6th in the U.S.

HIGHER EDUCATION

Best in the U.S.

3rd consecutive year

NET TECH JOBS ADDED

No. 2 in the U.S.

12 Public Universities

28 Public State and Community Colleges

Growing businesses need skilled workers and Florida is ready to supply them. At 10.3 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 2019, 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 the right 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 factors such 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 this state's rankings for net tech employment jobs added (No. 2) and for net tech employment rank and innovation (No. 4), according to the 2019 ComTIA Cyberstates tech workforce report. Two Florida colleges — Indian River State and Miami Dade — were awarded the biennial Aspen Prize for Community College Excellence in 2019, and two Florida universities were ranked among the top 20 worldwide for the number of U.S. utility patents they earned in 2019 — University of Florida at No. 15 with 115 patents and University of South Florida at No. 16 with 108 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 at No. 1 in Advanced Placement exam participation and comes in at No. 3 for AP success rates with 32.3% of participants scoring a 3 or higher on an AP exam during high school. Additionally, 23 Florida high schools earned a place among the nation's top 250 on U.S. News & World Report's "2020 Best High Schools" list with Miami's School for Advanced Studies leading the national pack at No. 4.

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 cutting-edge skills. The user-friendly Employ Florida Marketplace platform helps job seekers find work and employers connect with prospective job candidates.

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LANDSCAPE: Bird's-eye view of Singer Island, Florida.



Albert Rabil III
Kayne Anderson Real Estate

To hear Al's views on our county please visit
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Living the Good Life



The world loves to play in Florida, and our numbers show it. In 2019, a record 131.4 million visitors graced our shores briefly and then went home ... to gray skies and chilly winds no doubt and to spending the next 50 weeks or so planning another Florida vacation.

So, here's a thought: Instead of wishing you were in Florida when the snow flies, move your business here and enjoy all of these advantages year-round:

History

Forget Virginia and Massachusetts. Florida is where America began in 1545. Its birthplace — St. Augustine — is a treasure trove for history buffs.

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 the world's largest single-site collection of Frank Lloyd Wright architecture at Florida Southern College in Lakeland.

Tons of 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.

Wonders to behold

Natural beauty abounds in Florida. Catch a sunrise over Miami Beach and celebrate the sunset in Key West. The Western Hemisphere's only natural coral reef is here as are the Everglades, Lake Okeechobee, dozens of rivers with tongue-twisting names and an interesting assortment of wildlife — eagles and egrets, black bears, panthers, alligators, manatees, key deer, dolphins and sea turtles, to name a few.

Abundant warmth and sunshine

Florida's average annual temperature is 75 degrees F (24 degrees C), and coastal cities average 240 sunny days per year. And no matter where you choose to settle, a sandy beach and saltwater are never more than 90 minutes away.

2 NATIONAL
SEASHORES

3 NATIONAL
PARKS

175 STATE
PARKS

663 MILES OF
BEACHES

700 NATURAL
SPRINGS

1,197+ MILES OF
COASTLINE

1,711 RIVERS AND
STREAMS

7,700 LAKES



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Research Florida

Florida companies are expanding and innovating, redeveloping and launching businesses from the west coast to the east coast.

The Electric Skies

A small Daytona Beach company wants to provide new power to aircraft makers.



In a hangar in a research park at the airport just across the road from Daytona International Speedway, a team led by pilot engineers with noteworthy backgrounds has built a small, profitable company with a large ambition: to provide the powertrains that will make the electrification of flight not only possible but also economically feasible.

VerdeGo Aero was founded in 2017 by Richard “Pat” Anderson, an aerospace engineering professor at Embry-Riddle Aeronautical University in Daytona Beach, e-aviation innovator Eric Bartsch, and Erik Lindbergh, grandson of the Spirit of St. Louis aviator, all of whom had been working on using electricity to power flight.

Anderson, the company’s chief technology officer, is a pilot and FAA-certified mechanic who earned his doctorate at the University of Central Florida, went on to be Florida State University professor of the year and was the first person at

Embry-Riddle to be given tenure in two colleges, aviation and engineering. An electric-flight industry pioneer, he also heads the university’s Eagle Flight Research Center.

Bartsch, the CEO, is a plane and glider pilot who holds 19 patents and has worked in drone and electric aircraft for years, while Seattle-based Lindbergh — aside from his famous grandfather — is one of the leaders in the development of electric flight. Lindbergh brought the trio together.

Their original, captivating plan was to build a tilt-wing, electric-powered air taxi that could take off and land vertically. In animations showing multiple engines powering the PAT200 (as in personal air taxi and Pat Anderson’s name) over a city, the aircraft heralded the arrival of the flying car era at last.

Globally, about \$1 billion is being spent annually on electric vertical takeoff and landing aircraft development, says Mike Hirschberg, executive director

Pat Anderson founded VerdeGo Aero in 2017 as a maker of electric-powered air taxis capable of taking off and landing vertically. It switched gears and now makes electric and hybrid powertrains for other electric-plane makers.

of industry professional organization Vertical Flight Society, which had its origins with the production of the first American helicopters in 1943. "It's a huge, revolutionary capability. We think it will be transformative for society," he says. His group tracks more than 200 companies and inventors who have developed 300 design concepts.

It's a field with other Florida players, including Miami's Assen Aeronautics with a single-person flying bike; Fort Lauderdale's Grug Group, with its multiperson aircraft idea; Dunnellon's Aergility and its long-distance cargo drone; and Panama City Beach-based DragonAir, which has flown a one-person hoverbike. Big names globally include Boeing, Embraer — which is doing some of its R&D on its concepts in Melbourne — Airbus, Toyota, Hyundai, Google co-founder Larry Page and others. A very small number of firms have produced a few all-electric one- and two-seater aircraft that have flown, but no one has produced a market-ready hybrid. Given the limitations of batteries, the only near-term solution for larger aircraft is using a fuel-powered engine.

That many players makes for a crowded field, all laboring to produce aircraft that are economical to make and more profitable for operators than helicopters and other alternatives. The players face years of work and a billion-dollar proposition to win FAA certification. That daunting prospect led VerdeGo's founders in 2018 to abandon their air taxi plan in favor of developing economical electric and hybrid powertrains and battery packs to sell to their former competitors. "As our customers focus on designing, developing and producing more than 20,000 aircraft by 2035, VerdeGo will be helping them open up this \$30B+ transportation market," Lindbergh said in announcing the transition.

Morgan Stanley in 2018 guessed the eflight market could reach almost \$1.5 trillion by 2040, with passengers accounting for \$851 billion, freight another \$413 billion and the defense industry \$12 billion. VerdeGo didn't make Morgan Stanley's list of 50 most promising investment opportunities in electric flight, but Bartsch wants a share of the billions.

"To borrow a phrase the VCs like, we're selling the picks and shovels in the gold rush to the miners running by our store," Bartsch says.

VerdeGo's first product will be its integrated distributed electric propulsion system, a hybrid for which it's moving toward seeking FAA certifications. The first-generation systems are being developed for two- to three-seater and five- to seven-seater aircraft.

Development is occurring at EmbryRiddle's Applied Aviation and Engineering Research Hangar, a county, state and federally supported innovation center opened last year. Anderson divides his time



between VerdeGo at the hangar and his labs at the university. "Pat's research labs are 100 feet away from our R&D facility at VerdeGo," Bartsch says. "They (Embry-Riddle) are the reason we're there and the environment they created for aviation and aerospace." VerdeGo's small staff draws heavily from Embry-Riddle, with two professors, two interns and a grad from the school.

Bartsch says VerdeGo is focused on supporting developers of aircraft for three of the largest e-flight market segments: air taxis, large-scale drones capable of moving 500 to 1,000 pounds of cargo between airports and customers in traffic-congested markets, and "thin haul" passenger service to the nation's 5,000 underutilized airports too small to warrant commercial airline service.

In the pandemic, VerdeGo was able to keep engineering and product management going with remote staff but did lose a month or two of hands-on assembly, Bartsch says. It has installed safety measures and is now able to work apace.

In the larger market, the pandemic is forecast to thin the herd of aspiring aircraft makers, according to trade industry reports. The major existing plane makers have slowed work to conserve cash, but the players new to aviation and that have funding, recognizing their chance to surge forward as plane makers halt, are proceeding. Some have tapped VerdeGo, which provides engineering services while continuing development of its powertrain.

It's a rare startup that achieved both revenue and profit in 2019. Bartsch won't disclose financials but says revenue is more than \$1 million annually and the company is economically sustainable. "We actually wound up having record sales in the pandemic. That's a bit of an odd place to be," Bartsch says.

Nonetheless, it's raising funds to scale up. In the next six months, it expects to deliver its first developed hardware to customers to use for their own aircraft development programs.

VerdeGo's hybrid-electric powertrain is designed to maximize efficiency in fixed-wing aircraft



"We're selling the picks and shovels in the gold rush to the miners running by our store," says VerdeGo CEO Eric Bartsch, who has spent years working on drones and electric aircraft.

Gulf Streaming Power

Nasser M.N. Alshemaimry, an investor and entrepreneur who built a solar-powered housing community in a desert and was an Ernst & Young Entrepreneur of the Year, was at a conference in Scotland in 2018 talking about his desire to tap the Gulf Stream to generate electricity — “the Holy Grail of perpetual energy.” A federal Energy Department official told him to head to Florida Atlantic University and its Southeast National Marine Renewable Energy Center. The center is one of three Energy Department-designated test centers that work with companies on marine renewables, including generating power from ocean energy.

Alshemaimry came to FAU with his Gulf Stream plan shortly after the Scotland conference and in May reached a milestone. His OceanBased Perpetual Energy demonstrated that three types of turbines submerged in the Gulf Stream current 20 miles offshore between Broward and Palm Beach counties could be turned using only the power of the water current. One of these turbines was used to successfully generate power for 24 hours solely from the Gulf Stream, which typically flows there at 2 to 5½ miles per hour. It was said to be the first time that energy had been harnessed from the Gulf Stream for 24 continuous hours.



Alshemaimry looked at solar and wind and didn't like either because of their limited generating time. For his Gulf Stream project, his next step is to get approvals to install seabed anchored infrastructure from which specially configured underwater turbines generate power and send it by cable to seabed substations and then transmit it to land substations. It's deploying sonar testing this year to find the optimal spot in the current for velocity and also is getting into the heavy design challenge of making full-scale turbines for the conditions. It has hired Canada-based WSP as project manager and consultant for stakeholders outreach.

A question on the future of marine renewables is making equipment that can last in the saltwater environment. Alshemaimry says humans have had equipment on the seafloor since the first telegraph cable across the Atlantic was laid in the 1850s. “We're not reinventing the wheel here,” he says.



OceanBased Perpetual Energy has used three types of submerged turbines to generate power from the Gulf Stream.



InfraSite Solutions builds retractable underground storage units for 5G equipment so the gear doesn't have to be on towers.

5G: Out of Sight

Building out the nation's cellular networks requires lots of towers and refrigerator-sized electrical boxes to support them. The federal and state governments want to see 5G deployed quickly, so they tried to block local authorities from imposing criteria for how the 5G-related gear should look and where it can be placed.

That doesn't mean cities, counties and neighbors welcome ugly gear attached to the towers — and it also doesn't mean they haven't tried to find ways to frustrate carriers' plans and timetables.

Enter West Palm Beach startup InfraSite Solutions. Founder Kevin Aycock knows the mobile industry well through his cell tower construction and development companies Dynamic Construction Services and Dynamic Tower in Port St. Lucie. InfraSite offers retractable underground storage units to hold 4G and 5G tower equipment “safe, secure and out of sight,” Aycock says. InfraSites fit underground near a pole or tower but can be raised

by a technician when needed for access. Its ancestor is the manhole — only his innovation rises up instead of requiring a technician to climb down, and the electronics are protected from natural disasters and floodwaters. InfraSites can be implanted in any parking lot and along most roadways.

Aycock says his solution is cheaper for carriers. And, with the gear below ground, residential neighborhoods won't have an issue. It doesn't “look like a monstrosity,” he says. InfraSite enables “edge computing” — that is, computing power and data storage near where it's needed — to improve response times for the coming of autonomous vehicles and other tech. Aycock is raising a second round of financing — working with the Florida Venture Forum — as he pitches InfraSite's advantages to cities.

“We want to be the next American Tower,” he says. He's also talking with cities about using InfraSite to replace “big ugly dangerous traffic signal cabinets on every street corner,” he says.

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- Enhanced Use Agreements for Real Property and Equipment

SPACE FLORIDA



Reef Builders

New science helps restore a vital part of ocean infrastructure



"It's time to try these approaches now to help us buy time for reefs as oceans continue to warm over the coming decades," Baker says.

Florida spreads sand to rebuild beaches. Foresters replant woodlands. Homeowners resod yards. Now University of Miami researchers, with support from the Florida Aquarium in Tampa and Nova Southeastern University in Broward, are rebuilding 125 acres of reef off Broward and Miami-Dade counties with 150,000 coral colonies.

Such rebuilding has been done before off Miami-Dade and the Keys but this latest effort, while expanding the restoration footprint, "also brings together the cutting-edge restoration science being done by our collaborators" on raising corals to withstand stresses, enhance genetic diversity and other science endeavors, says UM professor Diego Lirman. "This work has been done both in the Keys and Miami before but not organized like this with so many partners as part of a coordinated effort," Lirman says.

Florida reefs have taken a beating from storms, diseases, heat, pollution and water over- or under-saturated with

nutrients. With a \$3-million grant from the National Fish and Wildlife Foundation matched by UM, local, state and corporate partners, Lirman and three other UM researchers — Andrew Baker and Brian Haus from the Rosenstiel School of Marine and Atmospheric Science and College of Engineering assistant professor Landolf Rhode-Barbarigos — plan to spend three years growing and planting five species of coral in the larvae, juvenile and adult stages.

The researchers also will try new practices for saving diseased coral and study how well artificial reef structures can mitigate destructive storm waves.

The overall work includes techniques developed by Nova's Brian Walker in which he covered coral with a protective substance and injected them with antibiotics to stop the spread of disease. The newly planted coral will come from UM and Nova nurseries, the Florida Aquarium and Seacore International, a reef conservation group.



Sea Salads

Florida Atlantic University's Harbor Branch Oceanographic Institute wrapped a 10-week study of how best to grow sea asparagus, sea purslane and saltwort. Some names don't make the mouth water, but these sea vegetables already are consumed in Europe, Asia, Hawaii and in the northwest United States. They don't need fresh water, have a naturally salty flavor and can be ready for harvest from cuttings in eight to 10 weeks. The study found that the plants grow best in a sand substrate and that up to 75% of the plant is edible in some species.

Megan Davis, research professor in aquaculture and stock enhancement at Harbor Branch, says it's best to grow them on land in controlled settings where farmers can reuse saltwater. In the Pacific Northwest, people forage for them in the wild. "Florida would be an ideal place to grow these species due to our great year-round climate," she says. "I believe that when sea vegetables are more readily available through aquaculture that they will be enjoyed by more people as they become familiar with these delicious edible plants. I enjoy eating these often. I find them a great addition to any dish."



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FLORIDA SCHOOLS:

A+ in Commercialization

Several Florida universities punch above their weight turning research and innovation into new companies, jobs and economic growth, according to a report by the George W. Bush Institute and the Opus Faveo Innovation Development consulting firm.

In-state heavyweight University of Florida ranked first nationally among large universities in productivity. Indeed, it was one of three universities singled out in the report for a case study on a university doing it right. The University of North Florida scored even higher in relative productivity, ranking ninth nationally among small institutions. The University of South Florida, University of Central Florida, Florida State and the standalone Moffitt Cancer Center also ranked above national medians.

John Kantner, UNF associate vice president for research and graduate school dean said he was pleased but “not especially surprised” by UNF’s showing. He says his tracking of R&D at the university also shows UNF outperforms peers.

The new report factored in how many STEM undergrads and grad students universities crank out along with the output of faculty research. Both helped UNF rank high. He says UNF didn’t come out higher in the top 10 “because we lag a bit around the tech transfer measures” but adds that the university has had growth in that area since the period covered by the report, which concluded in 2017. “We’re, of course, in a different class than UF and UCF, but with our new downtown incubator, new spinoffs and numerous patent applications, we’re seeing a lot of interest in entrepreneurship and innovation,” Kantner says.

The report looked at the 195 institutions that submitted data to the Association of University Technology Managers from 2013 to 2017. To judge



The University of Florida placed first among large universities in efficiency at turning research into economic activity.

innovation impact, the report reviewed commercializations, spin out businesses, intellectual property, tech licensing, numbers of STEM graduates and other measures. To judge productivity, it divided an innovation impact score for each institution by its research spending to see which were the most efficient at Florida Schools: A+ in Commercialization “For our size, we move more technologies to the point of impact than anyone else, period,” says Jim O’Connell, director of UF Innovate. converting research money into economic impact. Otherwise, it would be difficult to compare the output of UF (\$565 million in annual researching spending) and other individual universities against the University of California system (\$5 billion in annual research spending) and University of Texas system (\$2.7 billion) — both of which report only on a system-wide basis. UF was No. 6 in overall output, well behind those two systems in output, but bested both in productivity.

“For our size, we move more technologies to the point of impact than anyone else, period,” says Jim O’Connell, assistant vice president for commercialization at UF and director of UF Innovate. “In the simplest sense, that is the ultimate job of all tech transfer organizations, and UF does it really, really well.” UF averaged 123 patents and 15 startups a year from 2013 to 2017, earned an annual average of \$36 million in license income and by itself turned out onethird as many STEM doctorates a year as the entire University of California system, even though its research budget is one-tenth the size, the report noted.



“For our size, we move more technologies to the point of impact than anyone else, period,” says Jim O’Connell, director of UF Innovate.

Florida Schools Key Takeaways

Universities with the greatest innovation impact do it intentionally by competing for star faculty, pushing innovation and entrepreneurship across the university, prioritizing research and building strong tech transfer staffs to see research commercialized.

- A number of public universities do as well or better than high-profile private institutions.
- Tech transfer offices run by engineers did better than those run by people with business or other experience.
- Larger research spending leads to more total output but less productivity, perhaps because larger institutions do more difficult research.
- A larger share of funding by industry partners correlated with less productivity. Many universities have a goal of attracting more corporate money to fund research.

- The size of a university endowment and its total budget don't matter to innovation impact and productivity.
- Taxpayers should support more university research.

- Institutions in larger metros had a greater proportional impact than those in smaller metros. Areas with a larger share of foreign-born population saw more impact and productivity.

Productivity Leaders

(By Size of Annual Research Spending)

	Rank (out of 54)
● LARGE	
University of Florida	1
University of South Florida	13
● MIDSIZED	
University of Central Florida	5
Florida State University	20
University of Miami	45
● SMALL	
University of North Florida	9
University of West Florida	53
● PURE RESEARCH / Health Care Institutions	
Moffitt Cancer Center	7 (out of 26)

Innovation Impact Leaders

(Ranked Regardless of Size)

University	Rank (out of 195)
University of Florida	6
University of South Florida	31
University of Central Florida	54
University of Miami	65
Florida State University	79
Moffitt Cancer Center	123
University of North Florida	184
University of West Florida	190



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Labor Relations

Are CEOs from working-class backgrounds less kind toward their employees?

If you came up via the school of hard knocks, you might want to take a look at whether your labor policies are holding your company back. CEOs from the working class tend to lead companies that are less labor-friendly and treat workers less well. That's a conclusion suggested by research from University of Miami business school professor Henrik Cronqvist and his colleagues Irena Hutton at Florida State University and Danling Jiang at Stony Brook University. Their work was highlighted in the Harvard Business Review this summer.

The researchers compared the socioeconomic backgrounds of 1,626 CEOs at America's 1,500 largest companies from 1992 to 2017 to metrics designed to reflect how they treated workers. To judge that treatment, the researchers looked at occupational safety violations, the rate of union and employee litigation and employee reviews on Glassdoor.

"The idea is that if all measures point in the same direction, we have more convincing findings, which is exactly what we have," Cronqvist says. "We certainly do not want to say that blue-collar CEOs proactively impose worse conditions on



UM professor Henrik Cronqvist and two colleagues found that conditions for workers improved when a CEO from the working class was replaced by one from a white-collar background.

their workers. It is more likely that they simply tolerate less favorable conditions as they may have seen them when growing up and they still made it through and ultimately to the top of their companies."

The study controlled for metrics such as firm size, assets and profitability and also for industry, as work environments and risks vary. They used newspaper reports, alumni publications and other sources to class CEO parents by upper, professional, middle, working or poor.

Cronqvist says many might expect that a CEO from the working class would see how his or her parents were treated and want to be more labor-friendly. Instead, they're more tolerant of what Cronqvist calls "ungenerous corporate behavior." CEOs whose mothers worked tended to accept even harsher job environments. The CEOs' mothers would have been working in the 1950s and 1960s, which would have presented a tougher workplace.

Cronqvist found that the white-collar vs. blue-collar effect was more muted for CEOs born after 1959, suggesting new generations of CEOs may behave differently.

A Breathalyzer for Pot

With more states allowing some form of legal marijuana use, the race is on to develop a breath test that law enforcement can use to determine the drug's levels in drivers who may be under the influence.

University of Florida chemistry professor and inventor Richard Yost is working with Cannabix Technologies, a Canada-based, UF startup with operations in Vancouver and Gainesville, on a breath test based on inventions and research from Yost's group at UF. Cannabix's head analytical chemist is Jared Boock, who earned his doctorate while with Yost's group. Cannabix is working on two devices, one handheld for police in the field, and a second, laboratory-sized device that would determine if results were accurate.

Yost has a long list of honors along with being a holder of the Florida Academy of Sciences Medal and induction last year into the Florida Inventors Hall of Fame. As a Michigan State University grad student, Yost developed a mass spectrometer that revolutionized the field and became the most common in the world with annual sales of more than \$1 billion. One use is to screen newborns' blood for the presence of certain diseases. "That invention is used to test every baby born in Florida," Yost says. Yost heads analytical chemistry at UF. He's also director of the Southeast Center for Integrated Metabolomics and of the National Institutes of Health's Metabolomics Consortium Coordinating Center.



Too high to drive? UF startup Cannabix is working on a device that police could use to test drivers.



FIU associate professor Demian Chapman is leading a team monitoring shark fin trading.

Fin-ito

The Chinese love shark fin soup — will they eat less if they know it’s full of mercury?

It’s no surprise that shark fin soup is bad for sharks. Research from Florida International University points the way to curb its popularity: Show the older people in China who savor it that the soup is bad for them, too.

Doctoral candidate Laura Garcia Barcia, working with researchers from the United States and Hong Kong, tested mercury levels in shark fins sold in the Hong Kong retail trade. “The results were astonishing,” Garcia Barcia says. “The mercury levels are super high and, on average, six to 10 times higher than what a safe level of mercury would be considered in Hong Kong.”

Hong Kong law prohibits selling food with mercury levels above 0.5 parts per million. Garcia Barcia found blue shark fins, the most common in the trade, average 3.4 parts per million. Hammerhead fins had some of the highest mercury — at 55 parts per million in one case — and also were the most expensive, says FIU associate professor Demian Chapman.

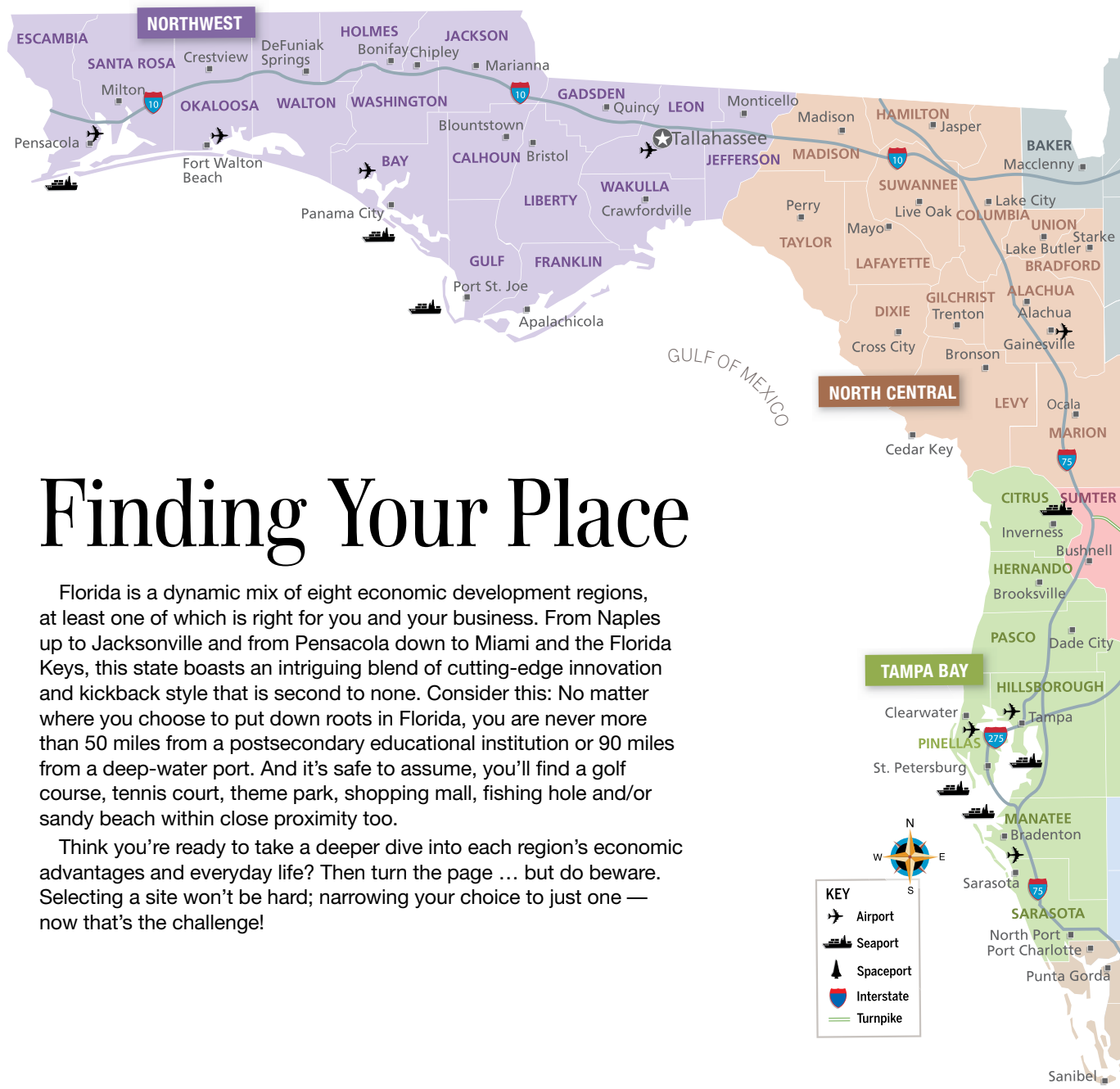


Doctoral student Laura Garcia Barcia says mercury levels in shark fins are “super high.”

Chapman leads the team of researchers monitoring the fin trade and whether regulation is functioning to reduce biodiversity loss.

The latest research, supported by Betsy and Peter Snow and the FIU Institute of Environment, will inform an educational campaign against harvesting shark fins. “Not every human cares about eating an animal that’s endangered. But every human is worried about their health,” Chapman says. “That could be a very powerful driver of change in the future.”

Research that his team came out with earlier this year traced fins from scalloped hammerhead sharks — a species at risk of overexploitation — in the Hong Kong market back to their origin in the waters of the Eastern Pacific from Baja to north Peru. Knowing where fins originate helps authorities in those places regulate fishing there. Scalloped hammerheads proved the fourth most common of 80 shark species in the Hong Kong retail trade, 60% of them from the Eastern Pacific.



Finding Your Place

Florida is a dynamic 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 an intriguing blend of cutting-edge innovation and kickback style that is second to none. Consider this: No matter where you choose to put down roots in Florida, you are never more than 50 miles from a postsecondary educational institution or 90 miles from a deep-water port. And it's safe to assume, you'll find a golf course, tennis court, theme park, shopping mall, fishing hole and/or sandy beach within close proximity too.

Think you're ready to take a deeper dive into each region's economic advantages and everyday life? Then turn the page ... but do beware. Selecting a site won't be hard; narrowing your choice to just one — now that's the challenge!

Florida by the numbers

POPULATION	LABOR FORCE	TOTAL RETAIL SALES	HOUSEHOLDS	TOTAL EARNINGS
21.5 million	10.3 million	\$398 billion	8.7 million	\$624 billion



Northwest p. 45

Population	1,489,097
Labor Force	860,720
Households	605,289
Total Earnings	\$39.5 bil.
Median Per Capita Income	\$38,795
Total Retail Sales	\$24.1 bil.

North Central p. 40

Population	933,986
Labor Force	392,975
Households	395,612
Total Earnings	\$19.18 bil.
Median Per Capita Income	\$34,582
Total Retail Sales	\$13.6 bil.

Northeast p. 57

Population	1,749,116
Labor Force	809,222
Households	706,354
Total Earnings	\$52.2 bil.
Median Per Capita Income	\$48,857
Total Retail Sales	\$29.1 bil.

East Central p. 34

Population	3,895,793
Labor Force	1,822,231
Households	1,512,807
Total Earnings	\$113.92 bil.
Median Per Capita Income	\$47,639
Total Retail Sales	\$76.94 bil.

Tampa Bay p. 49

Population	4,906,260
Labor Force	2,219,904
Households	2,035,146
Total Earnings	\$130.9 bil.
Median Per Capita Income	\$46,445
Total Retail Sales	\$83.85 bil.

South Central p. 70

Population	269,160
Labor Force	97,553
Households	105,809
Total Earnings	\$4.1 bil.
Median Per Capita Income	\$31,495
Total Retail Sales	\$3.1 bil.

Southwest p. 67

Population	1,344,389
Labor Force	600,518
Households	567,132
Total Earnings	\$33.96 bil.
Median Per Capita Income	\$54,726
Total Retail Sales	\$25.86 bil.

Southeast p. 62

Population	6,889,936
Labor Force	3,533,639
Households	2,753,242
Total Earnings	\$299.1 bil.
Median Per Capita Income	\$81,430
Total Retail Sales	\$141.2 bil.

Sources for key demographics: US Census Bureau, 2019; Labor Market Statistics Center, Florida Department of Economic Opportunity, 2019; State Profile: Florida, Woods & Poole Economics, 2020 projections.



Liftoff from Cape Canaveral Air Force Station

East Central

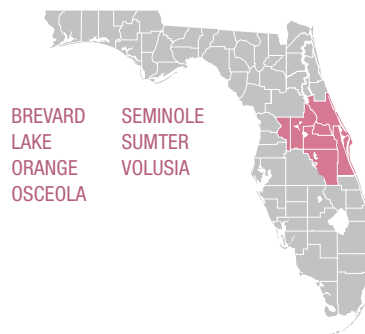
The seven counties comprising East Central boast an enviable combination of Florida's natural assets and man-made best: 118 miles of Atlantic coastline and a chain of nearly 1,000 lakes teeming with bass on one side, real rocket liftoffs and out-of-this-world fantasy adventures on the other. But make no mistake, with a workforce of 1.8 million, four commercial airports, one seaport and a spaceport, East Central means business. The proof is in its top three thriving industry sectors: aviation/aerospace, tourism and technology.

1 Commercially Licensed Spaceport

4 Commercial Airports

1 Deep-water Seaport

14 Colleges / Universities



AVIATION/AEROSPACE

Even in the midst of a global pandemic and economic uncertainty, 2020 is turning out to be another banner year for Brevard County, aka "Florida's Space Coast." For the first time since NASA retired its shuttles in 2011, American astronauts lifted off from Cape Canaveral, this time aboard a Falcon 9 rocket built by the privately owned company SpaceX. Their return to Earth two months later in Falcon's Crew Dragon capsule made history, too. It was the first water landing of U.S. astronauts since the last Apollo mission 45 years ago and the first-ever splashdown in the Gulf of Mexico. Up until the SpaceX launch in May 2020, the U.S. had relied on Russian rockets to send its astronauts to space, but no more. A second Falcon 9 launch from the Cape, tentatively scheduled for late October 2020, will send four astronauts to the space station for six months as, piece by piece, NASA and Space Florida work in tandem to achieve the ultimate goal of the Artemis program — landing the first woman and another man on the moon by 2024. Then it's on to the next giant leap — sending astronauts to Mars.

In the meantime, many private

companies, in addition to Elon Musk's SpaceX, are already hard at work or settling into new homes along the Cape for the purpose of developing the systems, equipment and technologies that will be needed by this industry sector in the years ahead:

- Blue Origin, the rocket company created by Amazon founder Jeff Bezos, continues building the New Glen rocket at its Cape Canaveral factory with an anticipated liftoff from historic launch complex LC-36 in late 2021. In April 2020, Blue Origin was chosen by NASA as one of three commercial companies to build lunar landers for its Artemis missions. The other two are SpaceX and Huntsville, Ala.-based Dynetics, a subsidiary of aerospace and scientific research firm Leidos.

- After failing to reach the International Space Station in its first un-crewed attempt in December 2019, Boeing's CST-100 Starliner spacecraft is on track to attempt a second un-crewed Orbital Flight Test no earlier than December 2020. If successful, Starliner's first crewed mission — the Crew Flight Test — could take place in June 2021.

- Lockheed Martin has settled into its new Fleet Ballistic Headquarters in Titusville. Previously located in Sunnyvale,

Calif., the FBM expands Lockheed Martin's already significant presence on Florida's Space Coast with the addition of 300 jobs.

- U.K.-based Printech Circuit Laboratories has opened offices in Embry-Riddle Aeronautical University's John Mica Engineering and Aerospace Innovation Complex in Daytona Beach. A supplier to the U.S. space industry for more than 30 years, Printech will serve its global markets in the "new space sector" from the Volusia County MicaPlex site; a separate manufacturing facility is planned.

- Firefly Aerospace, which established a manufacturing facility at Cape Canaveral in 2019, plans to launch its first advanced rocket for small satellites in late fall from Vandenberg Air Force Base in California if final testing and certification go as planned.

- In Orlando, aviation training firm SIMCOM is building a 95,263-sq.-ft. facility to house its flight simulators and serve as a headquarters. SIMCOM provides pilot and maintenance training over a variety of general aviation, business and commercial aircraft types to customers worldwide.

KEY PLAYERS: Alue Origin, Kent, Wa.; Boeing, Chicago, Ill.; Lockheed Martin Aeronautics, Fort Worth, Tex.; SpaceX, Hawthorne, Ca.



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The Only Place You Need to Be

Choosing the right site for a new business or relocating an existing one is rarely a quick or easy process. Unless you're Tom Vice — chairman, president and CEO of Aerion Supersonic — and the company you intend to relocate is focused on the business of high-speed flight. If that is your story, then Florida's Space Coast is the only place you need to be.

On April 24, 2020, even as the coronavirus epidemic was ramping up across the nation, Reno, Nevada-based Aerion Supersonic announced plans to relocate and build a state-of-the-art campus, called Aerion Park, in Melbourne. Its purpose? To serve as corporate headquarters and manufacturing site for the company's new AS2 Supersonic Business Jet that can fly at speeds of up to 1,000 miles per hour. Slated for completion by 2026, this \$300-million investment is expected to generate at least 675 jobs in Florida by opening day.

Aerion Supersonic will relocate from Reno to Melbourne and form a new global headquarters and integrated campus for the research, design, creation and maintenance of the world's first privately built supersonic aircraft.

"This is the hub of aircraft development," says Vice, noting that all of Aerion's manufacturing will take place in Melbourne, "and for that, I need workers with a very specific skill set — applied scientists who can conduct research into new propulsion systems, for example — and I can find them here."

Vice has reason to be uber-positive about Melbourne because he and his company already have a history of success in this part of Florida. As a supplier to two of Northrop Grumman's Florida-based Centers of Excellence — the Aircraft Integration Center in St. Augustine and the Manned Aircraft Design Center in Melbourne — Vice has spent a significant amount of time working along the Space Coast over the past 10 years and he has strong ties here. His kids attended Brevard County schools, he served on the board of governors at Melbourne-based Florida

Institute of Technology and he owns a home in Satellite Beach. For Vice, relocating his business to the grounds of Melbourne International Airport doesn't have the feel of a transcontinental move. "It's more like coming home," he says.

Space Florida, the state's official aerospace economic development organization, had a role to play in Vice's relocation decision too. The agency was created to strengthen Florida's position in aerospace research, investment, exploration and commerce. Says Vice, "I can't overstate the importance of Space Florida. It has served this state and my company well with new ways of thinking and emphasis on long-term trends. I don't know of any other state that provides that kind of support."

Between now and when Aerion Park is fully up and running in five years, Vice will continue to concentrate on his firm's primary mission — manufacturing the world's first privately built supersonic aircraft. And he couldn't be more excited about the prospect of building supersonic jets — or what he calls "the next generation of global transportation networks" for ultra-high net worth individuals, corporations and heads of state.

Vice is passionate about supersonic air travel. "We fly today on business aircraft that was designed and created 59 years ago," he says. "It's time for a change." Vice's immediate goal is to build aircraft capable of reaching any two places in the world within three hours. And his AS2 supersonic jet is just the beginning of a long series of supersonic aircraft he intends to build in Melbourne; the even faster AS3 is already on the drawing board.

From the place where he watched Americans go up into space and where human exploration of Mars has its origins, Vice is focused on the future. "This is where aerospace lives," he says, "and that makes this part of the world the only place we could locate Aerion. There's just no other place we could be."

TOURISM

Tourism has long been a prominent driver of East Central Florida's economy, but never more so than in 2018. That year, Orlando logged its first ever 75 million visitors for a total estimated economic impact of \$75.2 billion. The big three names in theme parks — Disney, Universal and SeaWorld — were launching new attractions, and prominent hotel properties across the region were adding guest rooms and amenities. In 2019, Walt Disney World's

Magic Kingdom alone topped worldwide theme park attendance at 20.96 million visitors. Orlando was on a roll. Until it wasn't.

When coronavirus came to town in March 2020, one by one, every tourist attraction and most hotels were forced to close their doors. The good news, however, is that Disney, Universal and SeaWorld have since reopened, albeit with limited attendance (reservations mandatory), enhanced sanitation measures, physical distancing and masks required. At every park, most of the attractions that were operating prior to the pandemic have reopened; many of those that were under construction and/or scheduled to open for the first time in spring or summer 2020 have been delayed. A fourth theme park planned for Universal Orlando Resort and announced in fall 2019 is still a go, but not surprisingly, it's delayed. Originally slated for completion in 2023, Epic Universe is now expected to open in 2024.

Beyond Orlando, which typically gets the bulk of tourist attention, some uniquely

Florida attractions along this region's Atlantic coast are open to visitors too. At the Kennedy Space Center Visitor Complex in Brevard County, all main attractions, including the IMAX Theater, Shuttle Launch Experience and Universe Theater, have reopened with shorter hours and limited capacities to allow for social distancing.

And just up the coast in Volusia County is another tourist draw: Daytona Beach. Attractions include the iconic beach itself, on which limited numbers of cars can still drive each day in specified areas for a fee; beachgoers on foot are encouraged to limit gatherings to 10 individuals and to wear face masks when social distancing is not possible. Daytona International Speedway, famous for NASCAR's Daytona 500 and Coke Zero 500 races, is open on race days to a limited number of spectators; face masks are mandatory and grandstand seats are assigned to ensure social distancing.

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

Disney's Star Wars-themed hotel, rendering





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GLESEC, Orlando

Internationally recognized cybersecurity firm GLESEC is moving its headquarters from Princeton, N.J., to Orlando. In addition to corporate administration and sales, the new facility will house a GLESEC Secured Operations Center and Cyber Range Training Facilities. Founded in 2003, GLESEC has enjoyed a longstanding relationship with the Orlando-based National Center for Simulation and the University of Central Florida.

"Our ability to partner with UCF is one of the reasons why GLESEC is leading the nation in innovation and operations of cybersecurity and cyber training," says CEO Sergio Heker. So when GLESEC formally announced its plans to relocate in June 2020, few people aligned with the local tech industry were surprised. "Orange County and the state of Florida have recognized the strategic importance that a full-fledged cybersecurity firm can bring to the local economy, and we are thrilled to be here," says Heker.

TECHNOLOGY

Orlando may be known far and wide for theme park fun, but this city has a serious side too. Only 20% of workers in Orlando are employed in the leisure and hospitality industry. Of the remaining 80%, a lion's share has found jobs that are in some way related to technology. In fact, on WalletHub's "Best Cities for STEM Jobs 2020," Orlando ranks No. 12 nationwide.

Among recent developments in this East Central sector:

- Solai & Cameron Technologies and its subsidiary, Novatio Solutions, which helps companies automate business processes through artificial intelligence, is moving its headquarters and training center from Chicago to Orlando, creating 200 jobs.
- Digital media firm Electronic Arts is moving its central Florida headquarters from Maitland to downtown Orlando's Creative Village district where University of Central Florida's downtown campus opened last year.
- Orlando-based credit-card payment processing provider Fattmerchant plans to add 40 workers to its existing staff of 110.
- Tavistock Development Company is teaming up with Verizon to deploy the company's 5G wireless technology across Lake Nona to create a 17-square-mile "living

lab" community.

- Global professional services firm KPMG has opened its 800,000-sq.-ft. "Lakehouse" center in Lake Nona where it will train up to 800 KPMG professionals each week.

- Next door in Seminole County, leading public sector software and services firm GCR is opening a Center of Excellence in Heathrow that will focus on innovation in GovTech with the expectation of hiring 250 new employees over the next five years.

Research and development studies underway include:

- Python detection: From its new U.S. headquarters in Osceola County's NeoCity technology district, Belgian nanotech research firm Imec and partners are developing a camera designed to allow faster and more accurate detection of the invasive Burmese rock pythons in the Everglades.

- Mosquito reconnaissance: Jonathan Hale, a senior at Embry-Riddle Aeronautical University's Unmanned Aircraft systems program, is developing a drone program to assist Volusia County's mosquito control efforts.

- Rocket propulsion: Researchers at the University of Central Florida have developed an advanced new rocket propulsion system. The system, known as a rotating detonation rocket engine, allows upper stage rockets for space missions to become lighter, travel farther and burn more cleanly.

KEY PLAYERS: Electronic Arts, *Redwood City, Ca.*; FattMerchant, *Orlando*; SemTech IT Solutions, *Longwood*

LOGISTICS & TRANSPORTATION

Never underestimate the power of good connections. Florida's East Central might not be home to three heavyweight industry sectors — aerospace, tourism and technology — without them. Multiple links by air, sea, rail and road facilitate easy movement of both people and products into, out of and across these seven counties.

The region boasts four international airports — Orlando International, Orlando Sanford, Orlando Melbourne and Daytona Beach. With a total of 50.6 million passengers, Orlando International remains Florida's busiest airport and, thanks to increased traffic in 2019, 10th busiest in the nation. International traffic at OIA increased by 8.4% over 2018 for an all-time high of 7.2 million international passengers. In neighboring Seminole County, Orlando Sanford International Airport logged a record 3.3 million passengers, a 6.3% jump over 2018 and a 93% increase from 2009. Sanford's \$62-million expansion is scheduled for completion by year's end. Orlando International's new South Terminal, expected to cost \$2.7 billion, will add a train station to accommodate the high-speed Brightline trains scheduled to begin service in Orlando in 2022.

Port Canaveral remains the world's second busiest cruise port, logging, at last count, a record 4.6 million multi-day passengers in FY 2019. At \$110 million, total port revenue was up 6% with cruise revenue making up the lion's share at \$81.9 million. And while cargo was down 8% at \$8.3 million, tonnage was actually up 1% to 6.5 million tons for the year. In 2019, the port broke ground on Cruise Terminal 3, a \$163-million complex to include a 188,000-sq.-ft. building and a parking garage to accommodate 1,800 vehicles. The terminal received its certificate of occupancy in early June.

Terminal 3 is to serve as home port for Carnival Cruise Lines' largest ship and the first North American vessel powered by liquefied natural gas — the 6,600-passenger Mardi Gras.

MSC Cruises will berth two luxury vessels at Port Canaveral for cruises to the Bahamas and Caribbean beginning in November 2020, and Carnival Breeze, which was scheduled for transfer to Port Everglades in Fort Lauderdale, will remain at Canaveral. In the meantime, renovations continue at two other Canaveral cruise terminals in anticipation of a third Disney ship — the Disney Wish, another LNG-powered vessel — scheduled to arrive in December 2021.

Distributors are taking notice:

- Sysco, a worldwide distributor of food products to restaurants, lodging establishments, hospitals and schools, has doubled the size of its FreshPoint Central Florida warehouse south of Orlando to 150,000 square feet and expanded its receiving dock. The facility, which currently employs 300, expects to add 150 jobs and distribute 6 million more cases of products by 2029.

- Amazon has begun hiring workers for its new distribution center located along I-4 in the Volusia County community of

Python detection vehicle





Port
Canaveral

Deltona. The 1.4 million-sq.-ft. facility, which is expected to open in November 2020, expects to create up to 500 jobs by the end of 2023.

- Hiring is also underway at the recently completed 375,000-sq.-ft. fulfillment center in Groveland that is owned by Kroger and online grocery retailer Ocado.

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

RENEWABLE ENERGY

In summer 2020, the Orlando Utilities Commission, which provides water and electricity to Orlando residents, took the first steps toward making good on its promise to achieve net-zero carbon emissions by 2050 as it began drawing 108.5 megawatts of electricity from two new solar facilities.

Newly opened are Taylor Creek Solar Energy Center in east Orange County and Harmony Solar Energy Center in St. Cloud, which together generate enough electricity to power about 22,000 homes. Owned and operated by Florida Renewable Partners as part of the Florida Municipal Solar Project, the two solar fields encompass 1,500 acres and collectively house nearly 600,000 rotating solar panels. Three other sites are projected to be operational by 2023.

Elsewhere in the region, Duke Energy's DeBary Solar Power Plant on 445 acres in Volusia County began delivering power to customers in May 2020. The 74.5-megawatt facility is part of Duke's goal to add 700 megawatts of solar generation in Florida through 2022.

KEY PLAYERS: Duke Energy Florida, *St. Petersburg*; Orlando Utilities Commission, *Orlando*

EDUCATION

Boasting an enrollment exceeding 69,000 in 2019, the Orlando-based University of Central Florida is ranked among the top 20 most innovative universities in the nation by U.S. News & World Report. Its Rosen College of Hospitality is ranked the No. 4 hospitality school in the

world by CEOWorld.

In September 2019, UCF opened a downtown campus in partnership with Orlando-based Valencia College. Located 13 miles west of UCF's main campus in the city's 68-acre Creative Village development, the new site is within walking distance of the courthouse, law firms, high-tech startups, health care providers, non-profits and is a potential source of internships and job opportunities. Valencia has moved its entire Culinary Arts and Hospitality program downtown while continuing to offer a full range of classes at eight other sites across the region — five in Orlando, two in Kissimmee and one in Winter Park as well as accelerated skill training programs.

Elsewhere in the region, three private universities earned accolades on U.S. News & World Report's "2020 Best Regional Universities South": Rollins College in Winter Park (No. 1); Stetson University in DeLand (No. 5); and Embry-Riddle Aeronautical University in Daytona Beach (No. 11), which also earned the No. 4 spot among "Best Schools for Veterans."

LIFE SCIENCES & HEALTH CARE

AdventHealth Orlando is Florida's No. 3 hospital with top 40 rankings in four specialties on U.S. News & World Report's "Best Hospitals 2020-21" list. Headquartered in Altamonte Springs, AdventHealth operates more than a dozen hospitals across Florida's East Central region. Its Orlando-based pediatric hospital — Advent Health for Children — was also honored by U.S. & News World Report, ranking No. 32 nationwide in neonatology. In July 2020, AdventHealth Celebration opened a new, five-story patient tower and expanded cardiac and neurological services in anticipation of becoming the first comprehensive stroke center in the area in 2021.

Orlando Health's Orlando Regional Medical Center was ranked the No. 9 hospital in Florida by U.S. News & World Report. On U.S. News & World Report's "Best Children's Hospitals 2020-21,

Orlando Health's Arnold Palmer Hospital for Children earned top 40 rankings in four pediatric specialties. In Brevard County, along Florida's east coast, Health First has announced a \$600-million restructuring plan that involves relocating Cape Canaveral Hospital and opening three wellness villages in Merritt Island, Melbourne and Palm Bay. The Merritt Island village will also include a new hospital. Construction is expected to begin in late 2020.

Life sciences research and innovation is alive and well in East Central too. Among recent developments:

- Four companies have indicated a desire to locate in the new UCF Nona Cancer Center scheduled to open in Orlando's Lake Nona neighborhood in early 2021: Central Florida Health Services; Clinical Education Shared Services; Sarah Cannon Research Institute; and Florida Cancer Specialists & Research Institute.

- Dr. Jihe Zhao, a cancer researcher at the University of Central Florida's College of Medicine, has been awarded \$100,000 from the Breast Cancer Research Foundation.

- Drawing from her own experience as a breast cancer patient, Lisa Crites created the "Shower Shirt," a water-resistant garment to protect patients. Her Cocoa Beach-based company was listed as a five-star seller on Amazon in 2019.

- PT Genie, a national provider of home-based physical therapy, has relocated its headquarters from Cleveland to Lake Nona Medical City in Orlando.

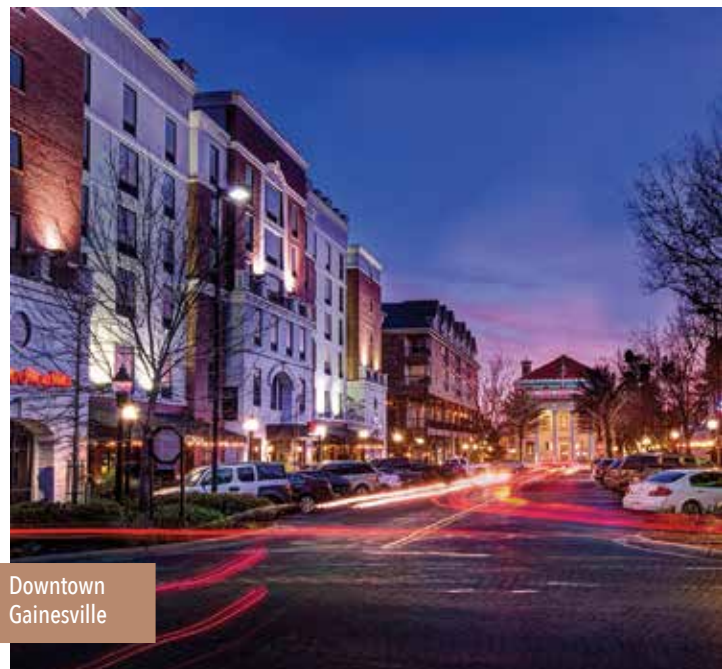
LIFE & LEISURE

The Villages in Sumter County has once again been crowned fastest growing metropolitan statistical area in the U.S. According to Census Bureau data released in March 2020, The Villages has added nearly 40,000 residents since April 2010. What's not to like about more than 50 golf courses and 90 miles of golf cart paths, three town squares, 89 swimming pools and an estimated 2,500 clubs and organized activities?

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 is plenty to see and do in Florida's East Central region, from the bald eagles at Merritt Island National Refuge to rocket liftoff at Kennedy Space Center. Daytona and Cocoa are the best known beaches in these parts, but there are dozens of others to choose from. If you have time to take a walk on the wild side ... or better yet, paddle a kayak, visit the Brevard Zoo in Melbourne. It is the only zoo in the country to offer guided kayaking tours around an animal exhibit. The zoo also offers Treetop Trek aerial adventures where you can zip, climb, crawl and careen through acres of lush landscapes.

North Central

Florida's North Central is a region on the move. From technology and health care to ready accessibility and quality of life, everything about this region is top of the line. Home to the University of Florida, the nation's 7th top-ranked public university and 15th most prolific patent earner in the world, North Central easily snags workforce talent — first as students, then as permanent residents and entrepreneurs who help to fuel both innovation and this region's reputation as a great place to live. And for companies whose customers and suppliers are spread far and wide, North Central offers seamless connections to all of the Southeastern U.S. as well as two of Florida's busiest deep-water ports.



Downtown
Gainesville

INNOVATION & TECHNOLOGY

Much of the innovation that takes place in Florida's North Central region can trace its roots to the University of Florida, which is currently ranked No. 1 in the nation at leveraging its research funding into new companies, new jobs and new ideas according to a report by the George W. Bush Institute and the Opus Faveo Innovation Development consulting firm.

In FY2019, University of Florida research spending rose 7.3% to a record \$928.6 million, according to the National Science Foundation. NSF's Higher Education Research and Development (HERD) Survey showed a nearly \$64-million increase in expenditures over the previous year's record of \$865.1 million.

University of Florida faculty earned a record \$900.7 million in research funding

during FY2020. The total amount of 2020 funding represents a 16% increase over 2019 and surpasses the previous record of \$837 million set two years ago by more than \$63 million.

Over the past 10 years, research awards to UF have increased 45% from \$619 million in 2011. UF-acquired research dollars in 2020 represented a broad spectrum of fields, including medicine, engineering, agriculture and liberal arts and sciences, as well as varied federal sources, such as the Departments of Defense, Education and Health and Human Services; the National Science Foundation; National Institutes of Health; and USDA's National Institute of Food and Agriculture.

Encouraging innovators and helping to commercialize their discoveries are two UF-supported incubators — The Hub, located in downtown Gainesville, and Sid Martin Biotech in nearby Alachua, which in June 2020 was named "Incubator of the Year" for the third time in a decade by the International Business Innovation Association (InBIA). Since opening in 1995, Sid Martin Biotech has successfully incubated 108 startups.

In other North Central tech news:

- Thanks to a \$50-million gift — \$25 million from UF alumnus Chris Malachowsky and \$25 million in hardware, software, training and services from NVIDIA, the Silicon Valley-based tech company he founded — UF will be the first U.S. university to acquire the world's most advanced AI system and the fastest in higher education. Working closely with

NVIDIA, UF will boost the capabilities of its existing supercomputer, HiPerGator, thus giving faculty and students the tools they need to apply AI to improve lives and grow the economy.

- Alachua-based biopharmaceutical company Ology Bioservices has received \$53 million from the Department of Defense to develop and manufacture an antibody treatment and vaccine for COVID-19 and other viral diseases. The company, which employs 200, is charged with developing the vaccine for U.S. Defense officials.

- Gainesville-based digital tech company etectRX has received FDA clearance for its ID-CAP digital technology system, which verifies medicinal dosage to patients and physicians. Developed by University of Florida graduates, the ID-CAP system consists of a sensor inserted into a pill which, once ingested and activated by the patient's stomach fluid, sends a digital message to a reader worn around the patient's neck to verify that the medicine was taken and in what dosage. The reader forwards the data to a mobile app and the sensor itself is eliminated via the digestive process.

- San Felasco Tech City continues to be under construction in Alachua County. The development, which is the brainchild of two local CEOs — Mitch Glaeser, of the Emory Group Companies, and Rich Blaser of Infinite Energy — will encompass 82 acres, with 300,000 square feet of tech space as well as 252 single and multi-family housing units.

KEY PLAYERS: Axogen, Alachua; ELISA Technologies, Gainesville; Exactech, Gainesville; Ology Bioservices, Alachua; ThermoFisher Scientific, Alachua



UF Plant
Pathology Lab

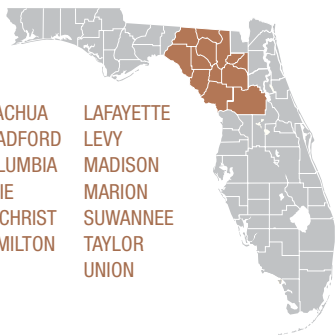


ALACHUA
BRADFORD
COLUMBIA
DIXIE
GILCHRIST
HAMILTON

LAFAYETTE
LEVY
MADISON
MARION
SUWANNEE
TAYLOR
UNION

1 Commercial Airport

5 Colleges / Universities



Biosysco, Ocala

On its website, life sciences technology company Biosysco defines its mission as this: "We believe in helping people perform and feel their best." With the opening of its new equine medical technology division in Ocala, Florida, Biosysco broadens that mission to include horses. Headquartered in Chicago, Biosysco is the originator of SigmaQ, a patented, non-invasive, non-drug treatment that restores muscle damage at a neurological level. Proven to increase mobility and decrease recovery time in people, SigmaQ shows promising results for horses too, and Ocala is the right place to conduct further research.

"We believe this is the perfect fit for our equine medical therapy division," says Partner Steve Schmidt. "As the Horse Capital of the world, Ocala offers us worldwide access to industry resources."

LOGISTICS & DISTRIBUTION

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

Marion County has taken the lead in this thriving industry sector. FedEx was among the first to take advantage of the region's ready accessibility, opening its 450,000-sq.-ft. distribution center at Ocala/Marion County Commerce Park just off I-75 in 2016, followed by a 10,000-sq.-ft. delivery center two years later. AutoZone came on board next with a 400,000-sq.-ft. distribution facility to serve its 290+ retail stores throughout Florida and Puerto Rico, followed by online pet products retailer Chewy.com with a 600,000-sq.-ft. distribution center — its first in Florida and sixth nationwide. Then along came North Carolina-based Red Rock Developments, which built the 617,000-sq.-ft. Florida Crossroads Logistics Center on spec. That facility was subsequently leased to e-commerce giant Amazon where its location along the industrial corridor off I-75 allows for same-day delivery to more than 14 million people.

And the wave of distribution center development didn't end there. At the beginning of 2020, Dollar Tree, a leading operator of discount variety stores,

announced plans to establish a distribution facility in Ocala to service Dollar Tree and Family Dollar stores throughout Florida and parts of the Southeast. Plans call for the facility to be built in two phases: Phase I: construction of a 500,000-sq.-ft. facility which will employ 200; Phase II: a 1.2-million-sq.-ft. facility and another 500 jobs.

Meanwhile, Alachua County is attracting logistics interest too. FedEx has begun construction of a 42,000-sq.-ft. distribution center in the Airport Industrial Park just north of Gainesville Regional Airport and UPS is considering an expansion.

Meanwhile, to the northwest of Alachua in Taylor County, work is finally underway on an \$8.6-million upgrade to a rail line through the town of Perry. The project is a partnership between OmniTRAX, the company that operates the Georgia & Florida Railway, and the Florida Department of Transportation.

KEY PLAYERS: Cheney Brothers, *Riviera Beach*; Chewy.com, *Dania Beach*; Dollar Tree, *Charlotte, N.C.*; FedEx Ground, *Coraopolis, Pa.*

MANUFACTURING

Goods manufactured in Gainesville include medical equipment and supplies, industrial chemicals, HVAC air control devices and the body armor used by first responders. In Ocala, manufacturers turn out everything from hurricane-resistant glass windows and decorative fences to firetrucks and tortilla chips.

Recent developments in this sector include:

- Super-Pufft Snacks USA, a manufacturing staple in Perry for more than 60 years,

has launched a \$25-million expansion with plans to double its workforce with the hiring of 100 workers over the next year.

- A&M Boat Manufacturing, maker of Riptide and Bull Dog pontoon boats, plans to hire 100 workers at its new Chiefland location within three years. The company currently occupies the once-vacant Central Florida Electric Cooperative.

- Perry-based Georgia-Pacific Foley has completed an \$89-million transformation of its local facility from a pulp mill into a producer of specialty grade cellulose. The transformation includes a new 100,000-sq.-ft. warehouse.

- Entegris, a leader in specialty chemicals and advanced materials solutions for the microelectronics industry, has acquired Gainesville-based Sinmat for \$75 million. Sinmat designs and produces the Chemical Mechanical Planarization (CMP) slurries used to polish ultra-hard surface materials used in semiconductor manufacturing.

KEY PLAYERS: E-ONE, *Ocala*; Georgia-Pacific Foley, *Perry*; R & J Manufacturing, *Gainesville*; Stahl-Meyer Foods, *Madison*

HEALTH CARE

The North Central region boasts more than 15 hospitals spread across its 13 counties, and one of them — UF Health Shands Hospital in Gainesville — has emerged as the No. 1 hospital in Florida. The 875-bed facility, which is a teaching hospital of the University of Florida, earned Top 50 rankings in nine specialties on U.S. News & World Report's "Best Hospitals, 2020-21." UF Shands was singled out for excellence in

WEYERHAEUSER IS



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**

Ready to Work

Labor force of well **over one million** within 60 miles of each Park and served by CareerSource Florida partners

Super-Sized and Shovel-Ready

Zoned acreage with utilities, approved for **millions of square feet** (3.5M for Hawthorne and 8M for NFMIP) **with parcel-size flexibility**

Proximity to Research, Innovation and Technology

Close to **University of Florida** (#7 Public University by U.S. News & World Report) and **Santa Fe College** (#1 Two-Year College in U.S. by The Aspen Institute); NFMIP also adjacent to **Florida Gateway College**

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urology (No. 17), ear, nose and throat (No. 25), cancer, geriatrics and nephrology (No. 33 all), pulmonology and lung surgery (No. 37) and orthopaedics and gastroenterology and GI surgery (No. 45 all). UF Shands also ranked highest among Florida hospitals in five of nine specialties.

In July 2020, surgeons at UF Health Shands in Gainesville performed a successful first-of-its-kind procedure in the Southeast — a double-lung transplant on a patient who tested positive for COVID-19 for whom a lung transplant was the only treatment option.

In other developments:

- In 2019, UF Health Shands Hospital opened a renovated intensive care unit for burn and serious-wound patients with 34,000 square feet and 19 new patient rooms.
- University of Florida Health has opened a 15,000-sq.-ft. \$500,000 Center for Autism and Neurodevelopment in Gainesville.

Also claiming excellence in three categories on U.S. News & World Report's "Best Children's Hospitals 2020-21" is Gainesville-based UF Health Shands Children's hospital, nationally ranked in pediatric cardiology and heart surgery (No. 12); pediatric diabetes and endocrinology (No. 22); and pediatric pulmonary and lung surgery (No. 27).

Other North Central health care facilities making news:

- North Florida Regional Medical Center in Gainesville has begun performing hyperthermic intraperitoneal chemotherapy, used to treat abdominal, colorectal, ovarian and gastric cancers.
- AdventHealth Ocala continues renovation of its maternity ward to include two operating rooms and an operating recovery room; AdventHealth Ocala is the only hospital in Marion County that offers labor and delivery services.
- Ocala-based Heart of Florida Health Center continues work on its new facility in Ocala. The facility, which was originally founded to serve the uninsured and under-insured patient populations, welcomes all in need of health care services.

North Florida Regional Medical Center



Canoeing at Ginnee Springs

EDUCATION

The jewel in North Central's educational crown remains the University of Florida. One of three designated "Preeminent State Research Universities" by the Florida Board of Governors, UF is continuing to attract nationwide interest with its graduate programs, of which 44 are now ranked in the top 20 among public universities according to the latest U.S. News & World Report's "Best Graduate Schools" rankings. A total of 23 UF programs moved up in national rankings: business-marketing; education-overall; engineering-aerospace; law-intellectual property; and medical-research.

UF's College of Veterinary Medicine, ranked in 2020 at No. 9 among the nation's top vet schools, opened a \$6-million, two-story addition to its Small Animal hospital in 2019. The school offers open-heart surgery in dogs, the first program of its kind in the U.S.

Other facilities serving this region's educational needs are:

- Central College of Florida offering associate and bachelor's degrees 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, providing a mix of bachelor's and associate degrees in the humanities, business, education and health sciences as well as specialty programs for high-demand industries such as commercial heating and air conditioning, welding and cosmetology.
- North Florida College with campuses in Madison and Live Oak offering a B.S. in nursing as well as six associate degrees and certificate programs in more than a dozen specialty occupations.
- Santa Fe College in Gainesville, home to one of only two teaching zoos in the country, offering nine bachelor's degrees in addition to associate degrees and certificates in eight broad areas of study.

LIFE & LEISURE

Gainesville is more than just a great college town. USA Today ranked this medium-sized city among its "Best College Towns in America" in 2019, and the website Livability.com puts Gainesville at No. 5 on its "10 Best College Towns 2019," citing the city's appealing mix of arts and culture, outdoor recreation and nightlife in addition to educational amenities. Livability consistently ranks Gainesville among its "Top 100 Best Places to Live."

North Central's 13 counties offer outdoor enthusiasts Silver Springs in Ocala, Gilchrist Blue Springs — Florida's newest state park — in High Springs and Ocala National Forest. Along the coast in Levy County, check out Cedar Key. While you're near the Gulf of Mexico coastline, try your hand at scalloping in season.

North Central sites of interest in Gainesville include the Florida Museum of Natural History with the Butterfly Rainforest and the Samuel P. Harn Museum of Art. Also nearby are the Cate Museum for Creativity & Invention and the 10-acre Santa Fe College Teaching Zoo.

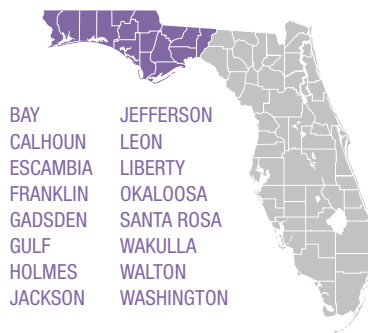
At just 1,663 square miles, Marion boasts more horses and ponies than any other place in America. In 1999, the U.S. Department of Agriculture named this little slice of the Sunshine State "Horse Capital of the World." Some 35,000+ thoroughbreds make their homes here, and the acres dedicated to their care and feeding top 70,000. The farms, training centers, equipment, storage breeding and racing stock account for about \$3.5 billion. Florida's thoroughbred farms and training centers have produced 50+ national champions, two Breeders' Cup champions, six Horses of the Year and two Triple Crown winners — Affirmed in 1978 and American Pharoah in 2015. And coming soon in northwest Marion, the Ocala World Equestrian Center featuring indoor and outdoor arenas, a hotel, commercial space and home plans to be fully open in 2021.

Northwest

Renowned for its sugar white beaches, bright blue gulf waters and the presence of six major military installations, Florida's Northwest is unique among all other regions in the Sunshine State. Just two years ago, this place took a hard hit from Hurricane Michael; today it bustles with assets, opportunity and new construction. A great place to live and grow a business, Northwest has plenty of space for new companies and no shortage of skilled workers to staff them owing to the more than 3,000 military retirees who join this region's workforce annually. Primary industries here include aviation, technology and logistics.



Downtown
Tallahassee



3 Deep-water
Seaports

4 Commercial
Airports

8 Colleges /
Universities



Eglin Air
Force Base

AVIATION AND DEFENSE

Six major military installations are located in Florida's Northwest, including NAS Pensacola, Eglin AFB and Tyndall AFB. These facilities account for some 56,000 military and civilian jobs; the privately owned aerospace manufacturers, aircraft maintenance firms, suppliers and Department of Defense contractors are magnets for thousands more.

ST Engineering, a Singapore-based aviation services firm, completed its first 173,500-sq.-ft. maintenance and engineering facility at Pensacola International Airport in June 2018, then it announced plans to build a second facility in summer 2020. Plans call for two more hangars with a combined area of 400,000 square feet over the next several years, bringing ST Engineering's total footprint at PNS to some 750,000 square feet and more than 1,200 new jobs.

Among other developments in this industry sector:

- Helicopter support: After being awarded a contract to replace the Navy's fleet of aging training helicopters at NAS Whiting Field, the Italian helicopter manufacturer Leonardo plans to build a comprehensive support center at Whiting Aviation Park. The 100,000-sq.-ft. facility is expected to generate up to 50 new jobs.

- Overhaul of Tyndall AFB: The base, which is located along the Gulf of Mexico near Panama City, took a particularly hard hit from Hurricane Michael two years ago. Now, slated to become home base for three F-35 fighter jet squadrons in 2023, Tyndall will be rebuilt as a "base of

the future," a designation requiring new structures to be capable of withstanding 180-mph winds and resist storm surge. Rebuilding the base is expected to create more than 4,000 jobs.

- Military contract awarded: Niceville-based Dynamic Software Solutions (DS2) has won a multi-year subcontract to assist Boeing's Tapestry Solutions subsidiary with the development of precision-guided munitions software for a variety of military aircraft, including stealth F-22 and F-35 jets. DS2 plans to add up to 30 new jobs.

KEY PLAYERS: BAE Systems, *Farnborough, U.K.*; The Boeing Company, *Chicago, Ill.*; Leonardo S.p.A., *Frosinone, Italy*; ST Engineering, *Singapore*

LOGISTICS AND DISTRIBUTION

Florida's Northwest is unique for many reasons. With borders tightly tucked between the Gulf of Mexico to the south and Alabama and Georgia to the north, this narrow panhandle of land offers ready access by road, rail, sea and air. I-10 bisects Northwest from east to west, providing seamless connections to I-65, I-75 and I-95 and putting 12 of the Southeast's major metros and 58 million potential customers within an eight-hour drive. And streamlining freight delivery are Class 1 CSX and Norfolk Southern rail lines connected to several short rail lines and three deep-water ports.

In January 2020, the Port of Pensacola appeared to be on course for a banner year. At \$2.41 million in 2019, port revenue had nearly doubled from the previous year's \$1.26 million due in large part to General Electric's Pensacola-based Wind Energy assembly plant that shipped 1,632

wind-powered generators through the port. Prospects were good for growth through 2021, but then along came the coronavirus and the possibility that port revenues nationwide could decline. In the meantime, more than 100 welders and metal fabricators are converting the 600-foot Stena Freighter from cargo ship to landing platform for Jeff Bezos' Blue Origin rocket boosters. Also in residence at the port: the New York Yacht Club's high-tech racing sailboat Defiant and its 100-member racing team, representing the U.S. at the 2021 America's Cup.

At Northwest's busiest port — Port Panama City — Clark and Son, a distributor of custom kitchen cabinets, will lease a 100,000-sq.-ft. facility to use as a distribution and final assembly headquarters with 50 new jobs. Eastern Shipbuilding in Panama City will expand into Gulf County at a waterfront site owned by the Port St. Joe Port Authority that includes a large warehouse and three smaller buildings to accommodate electrical services. Eastern continues to fulfill its contract with the U.S. Coast Guard for four offshore patrol cutters.

Four commercial airports continued to prosper in 2019, adding both new routes and passengers. At year's end, total passenger count for the region topped 6 million, a 16% increase over 2018. While Pensacola International was this region's busiest airport, serving a record 2.2 million passengers for the year, Northwest Florida Beaches International in Panama City recorded the highest growth with passenger volume increasing by 20.77% in 2019.

And coming soon to this industry sector:

- Automotive performance company RaceChip is moving its U.S. headquarters from California to Fort Walton Beach. Headquartered in Germany, RaceChip specializes in chip tuning a car's computer to make it faster and more fuel efficient.

- Suzuki Motor of America will build its Suzuki Marine Technical Center USA — a facility for the development, testing and refining of Suzuki outboard products — on a 20-acre waterfront site in Panama City.

KEY PLAYERS: Eastern Shipbuilding, Panama City; FedEx Ground, Defuniak Springs; Goldring Gulf Distributing, Milton



Port of Pensacola



GE's Wind Energy Plant in Pensacola

RENEWABLE ENERGY

Gulf Power — now owned by NextEra, the parent company of FPL — opened its first solely owned solar plant in April 2020 on 697 acres just outside Jacob City in Jackson County. At 74.5 megawatts, Blue Indigo Solar Energy Center provides enough electricity to power 15,000 homes. Two more 74.5-megawatt facilities are under development: Blue Springs Solar Energy Center, also in Jackson County, and Cotton Creek Solar Energy in north Escambia County.

And while this state boasts no operational utility-scale wind facilities of its own, Florida's Northwest plays an important role in facilitating wind power elsewhere. GE's Wind Energy Plant in Pensacola assembles 2.5-megawatt wind turbines, each with the capacity to provide a year's worth of power for up to 1,500 homes, for shipment to other states. GE is the largest supplier of wind power in the U.S. with nearly 400 projects and an operating capacity exceeding 40 gigawatts, enough energy to power 11 million homes.

TECHNOLOGY & INNOVATION

Northwest Florida continues to gain traction as a leader in cybersecurity research, workforce education and professional training. At the forefront is the University of West Florida, offering cybersecurity degree programs and certificates across multiple disciplines. A federally designated National Center of Academic Excellence in Cyber Defense Education, UWF is the official Regional Resource Center for the Southeast, providing guidance on cyber defense education to colleges and universities in four Southeastern states and Puerto Rico. And in the private sector, Randy Ramos, founder of the Pensacola-based IT firm Global Business Solutions, is on a mission to increase Florida's cybersecurity workforce, one student at a time. His ACCELETRAIN® cybersecurity vocational programs aimed at teens are finding wide acceptance.

Pensacola-based Florida Institute for Human and Machine Cognition and Gulf Breeze-based Andrews Research & Education Foundation are partnering to conduct research on human performance for the benefit of sports medicine and to improve the capabilities and resilience of astronauts, fighter pilots, divers and other elite members of the military.

FAMU-FSU College of Engineering Dean Murray Gibson has been named a Fellow of the National Academy of Inventors. Gibson holds five U.S. patents in techniques for semiconductor layer growth, including a patent on a technique for electron beam lithography that led to one spinoff company.

Innovations coming out of universities in Florida's Northwest include:

- Energy absorbing foam: Changchun Zeng, an associate professor and researcher at Florida State University's High-Performance Material Institute, has developed a foam that he says could have a cushioning effect in football helmets. The foam is "auxetic" — it gets harder when hit, improving its energy absorbing capability and providing better protection for athletes.

- Corneas on demand: Research by Florida A&M University pharmaceuticals professor Mandip Sachdeva has led to the creation of a device that allows the 3D printing of human cornea cells for possible transplants and cornea wound treatment.

- Camera-Guided Dogs: Three University of West Florida undergraduate students and a research professor are developing technology designed to help handlers in the field better communicate with their military, search-and-rescue and law enforcement dogs. Their device, a low-light sensitive camera that can be mounted onto a dog sent into hazardous environments, can transmit video and audio data to a handler's phone or tablet from dozens of feet away.

KEY PLAYERS: AppRiver, Gulf Breeze; Bit-Wizards, Fort Walton Beach; Digital Boardwalk, Pensacola; Global Business Solutions, Pensacola; Inspired Technologies, Tallahassee

Doing Business In Tallahassee



"I love that Tallahassee is the home base for my company, Golden Lighting. This city offers a great quality of living that is affordable not only for my employees but also my business."

– Yuh-Mei Hutt, President of Golden Lighting

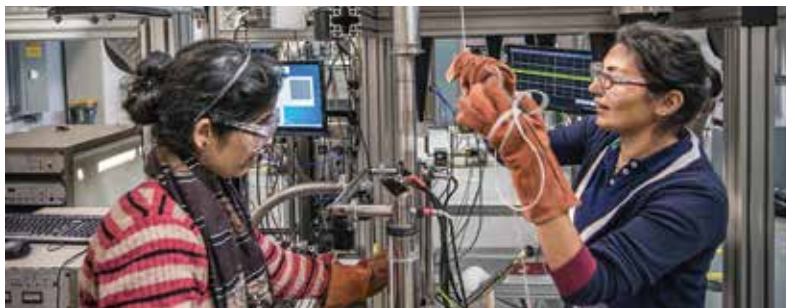
"Tallahassee has a ton of positive attributes and reasons to grow a business — great cost of living, large labor force, it's located near the top of the state and the laws for businesses are very favorable in Florida."

– Mitch Nelson, Founder of DivvyUp



"Since we've been here, OEV established the Magnetics Task Force to promote Tallahassee as a critical location globally in the world of magnetics. There is no other place where you can find such a concentration of knowledge, talent, research laboratories and companies all doing magnetic science."

- Ricardo Schneider, President of Danfoss Turbocor



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Between academia, business, manufacturing, health care, research and government to yield an economic infrastructure with strong private sector job growth, a vibrant innovation and entrepreneurship scene and a community-wide commitment to enhancing our infrastructure in advance of demand. "Our goal is to implement a collaborative, inclusive approach to economic vitality," Cristina Paredes, Director of the Office of Economic Vitality. "Whether you are looking to grow, relocate or start your company in Florida's Capital Community, we can be your link to site location, talent solutions, financial assistance, guidance and other concierge services. We serve as that connector between local and state economic development, workforce development and business development partners to ensure Tallahassee-Leon County remains competitive for new businesses and opportunities." The future is truly magnetic. Discover what makes Tallahassee-Leon County attractive.

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HEALTH CARE

Ready access to quality health care is more important than ever these days, and in Florida's Northwest, health care systems are growing in size and capability to better provide it.

In Pensacola, Baptist Health Care, which already has nine locations in the metro area, has announced plans for a 10th to be located at the intersection of Brent Lane and I-110. Not only will the new \$550-million hospital provide easy access for patients, it will offer 650,000 square feet of patient care space and the latest technologies for diagnosis and treatment. The new hospital is expected to open in summer 2023 with 250 beds and the potential to add floors as needed.

Pensacola-based Ascension Sacred Heart has opened two new health-care facilities: a \$19-million, 58,000-sq.-ft. surgical center featuring six outpatient operating rooms, imaging equipment, a breast health center with mammography and a dermatology center; and a \$9.5-million, 17,500-sq.-ft. outpatient rehabilitation center. And at Sacred Heart Hospital in Pensacola, a blood test that helps detect lung cancer early is now available. The test, which is known as EarlyCDT-Lung, increases detection of early-stage lung cancer while decreasing unnecessary invasive procedures, radiation exposure and costs. It is one of only a few such tests offered in North Florida.

In Panama-City, Gulf Coast Regional Medical Center has begun a \$62-million expansion that will add 67,000 square feet consisting of a fourth and fifth floor to the facility's north tower and a third floor to its south tower. Clinical facilities to be added include a 22-bed medical/surgical unit, an 18-bed acute inpatient rehabilitation facility and a 12-bed surgical intensive care unit for a total of 52 new beds. Estimated completion: late 2021-early 2022.

In Tallahassee, Capital Regional Medical Center has opened two more freestanding emergency rooms, one in Southwood, the other in the Lake Jackson area. The identical 10,800-sq.-ft. facilities have 24 beds each and provide pediatric and adult care around the clock.

Sacred Heart Hospital in Pensacola



Florida A&M Entomology Research Building



EDUCATION

For the third year in a row, personal finance website WalletHub.com has named Tallahassee among the top 20 most educated cities in the U.S. based on quality of education and educational attainment. Nearly half (48%) of Tallahassee residents over the age of 25 have a bachelor's degree or higher compared with 32% nationwide.

Two of Florida's 12 public universities are located in Tallahassee: Florida A&M University, ranked seventh among historically Black colleges and universities by U.S. News & World Report and first in Florida for elementary education programs; and Florida State University, the nation's 18th-ranked public university and a research heavyweight at No. 22 among U.S. public universities for patents granted in 2019 (43). New to the FSU campus: the Earth, Ocean, and Atmospheric Science Building, housing the university's environmental science, geology, meteorology and oceanography programs, including 31 research and teaching labs, a broadcast studio for meteorology students and a 280-seat auditorium. At seven stories, it's the tallest point on the FSU campus.

This region's third public university — University of West Florida in Pensacola — earns accolades on U.S. News & World Report's 2020 list of "Regional Universities South" in two categories: "Top Public Schools" (No. 15) and "Best Colleges for Veterans" (No. 19). UWF is widely known as a center for its cybersecurity and entrepreneurship programs, including the recently opened Commons Entrepreneurship Incubator aimed at providing networking opportunities for students with innovative business ideas.

Also in this region: Gulf Coast State College, home to the Unmanned Safety Institute, the first training safety and education center of its kind in the U.S. for drones; Tallahassee Community College, the only state college in the nation to receive a \$1-million investment from the National Science Foundation to provide full scholarships for students seeking associate degrees in science, technology, engineering and math (STEM); and Northwest Florida State College, nationally recognized for its registered apprenticeship programs in carpentry, plumbing, machining and hospitality.

LIFE & LEISURE

Tourism is big business in Northwest Florida and it's easy to see why. Who can resist all those miles of sugar white sand and emerald green water? Hurricane Michael in October 2018 took a sizable bite out of tourism revenues across the Panhandle temporarily, but this region came roaring back in 2019, posting double-digit gains in visitor spending across the three coastal counties of Walton, Okaloosa and Santa Rosa. Even Bay County — the most heavily impacted by Michael — began showing recovery in the tourism sector in late summer 2019, with losses partially offset by bed and tax revenue from displaced residents and out-of-town contractors. Not surprisingly, tourism in Florida's Northwest is significantly down in 2020 due to closures related to COVID-19, the full effects of which have yet to be fully assessed.

Northwest Florida is a great place to visit; it's an even better place to live. Flip-flops, shorts and shades are universally accepted here, and the only traffic jam you're liable to encounter is on a causeway headed for a beach. And speaking of Panhandle beaches, Grayton Beach State Park is No. 1 on the 2020 list of America's 10 best beaches compiled by Florida International University's Stephen "Dr. Beach" Leatherman. Away from the coast, there are dozens of small towns to explore, many of which boast tongue-twisting names like Miccosukee, Wacissa and Sopchoppy. Florida's capital city — Tallahassee — is here too, along with Pensacola, named to U.S. News & World Report's 2019 top 25 list of most desirable places to live in the U.S., and DeFuniak Springs, dubbed "Best Small Town in Florida" by MSN.com's Insider Online in 2019. There's plenty of natural beauty here too — winding rivers, pine forests, crystal clear springs — plus lighthouses, the world's smallest police station and museums devoted to everything from naval aviation to Florida history and fine arts.

In an effort to preserve this state's fragile ecosystem, the Florida Department of Environmental Protection is teaming up with Florida's hotel and hospitality industry to encourage lodging facilities to voluntarily commit to reducing waste, conserving water, using less energy and recycling. To date, 15 Northwest Florida lodging facilities have signed on to The Florida Green Lodging Program. In 2018, participating properties decreased landfill waste by more than 1.5 million pounds statewide. Some properties have even seen financial savings and increased occupancy rates as a result of participating in the program.

Tampa Bay

What's not to like about Tampa Bay? If you follow reviews on WalletHub, not very much. This region gets high marks on everything from "Best Places to Start a Business" (No. 5) and conversely "Best Places to Retire" (No. 2) to "Best Places for First-Time Homeowners" (No. 6) and "Most Pet Friendly" (No. 1). But seriously, Florida's second most heavily populated region is a great place to live and work. On the Cost of Living Index published annually by the Council for Community and Economic Research, Tampa Bay routinely scores below the national average. And with seamless connections, a thriving job market, outstanding educational options and plenty of things to see and do, Tampa is the right place to settle down and stay awhile.



HEADQUARTERS

Tampa Bay is home to 20 corporate headquarters, five of which have been named to the Fortune 500 list for 2020: Publix Super Markets, which moved up four notches to claim the No. 87 position; Tech Data (No. 90); Jabil (No. 121); Mosaic (No. 356); and Raymond James Financial (No. 396). Also scoring recognition by Fortune: Roper Technologies at No. 518 and Bloomin' Brands at No. 628. Tampa-based WellCare Health Plans, No. 155 on Fortune's 2019 list, was sold earlier this year to St. Louis-based Centene, which is ranked No. 42 by Fortune in 2020.

Among recent activities in this sector:

Lakeland-based Publix Super Markets celebrated its 90th anniversary on September 6, 2020. With more than 220,000 employees, it is the largest employee-owned company in the U.S.

As of June 2020, Tech Data is no longer a public company after it sold itself to private

equity giant Apollo Global Management of New York. The worldwide distributor of technical products, services and solutions will remain headquartered in Clearwater.

St. Petersburg-based Raymond James Financial is moving ahead with plans to open a new satellite campus in the Pasco County community of Wesley Chapel.

KEY PLAYERS: Jabil, *St. Petersburg*; The Mosaic Company, *Tampa*; Publix Super Markets, *Lakeland*; Roper Technologies, *Sarasota*; Tech Data, *Clearwater*

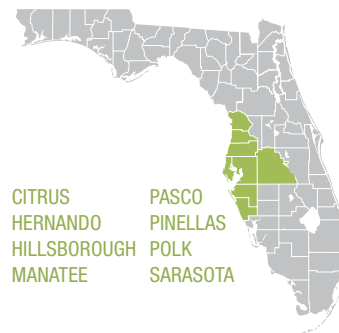
INNOVATION & TECHNOLOGY

Home to more than 52,000 technology-related jobs, Tampa Bay is Florida's top tech market ... and it's growing. Since October 2019, seven companies from as far away as the United Kingdom and Ukraine have announced plans to open sites in Tampa Bay and five other tech firms here are growing in size. For the first time ever, Tampa has cracked CompTIA's list of the nation's top 20 best cities for technology workers.

Among tech companies that have recently expanded or relocated to Tampa Bay is NIX United, a Ukraine-based software company, which opened its new headquarters at First Central Tower in downtown St. Petersburg in 2019.

Other tech companies relocating to Tampa Bay include:

- iO Associates, an information technology and digital staffing firm based in the United Kingdom, bringing cloud technology staffing expertise and 40 jobs to Tampa.
- TheInLab (TIL), hiring up to 15 developers and engineers over the next



3 Deep-water Seaports

3 Commercial Airports

17 Colleges / Universities



PASCO COUNTY, FL

- 📍 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 2,000 acres of land evaluated and ready for industrial development



"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 Healthcare



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Port
Manatee

12 months as it opens a new human-centered Artificial Intelligence Experience (AI + X) lab — its third nationwide — in Ybor City.

- Drift, a Boston-based company and originator of a Conversational Marketing Platform, opening its fourth U.S. office in downtown Tampa, with plans to grow its Tampa team to 100 employees by 2021.
- Madison Cloud, a cloud and enterprise storage provider, relocating its headquarters from Baltimore to a 2,000-sq.-ft. office in Waterview at Feather Sound.
- Pole Star, a London-based maritime technology company with offices in Singapore, Hong Kong, Australia and Panama has established its U.S. headquarters in St. Petersburg.

Meanwhile, five companies that are already prominent fixtures in Tampa's tech sector are growing in place and, in at least one case, overseas:

- Cybersecurity giant ReliaQuest, which was founded in Tampa in 2007, plans to hire 100 employees at its Tampa headquarters by the end of 2020.
- A-LIGN, a cybersecurity and privacy compliance solutions provider that specializes in helping businesses navigate the complexities of regulatory and business-driven security compliance needs has opened an office in Sofia, Bulgaria, its first international expansion.
- San Francisco-based information technology startup NinjaRMM plans to boost employment at its Clearwater office — currently at 42 — by up to 50%.
- Clearwater-based KnowBe4, provider of the world's largest security awareness training and simulated phishing platform, continues to experience hypergrowth. In August 2020, the firm launched a new research arm for conducting and publishing reports centered around cybersecurity.

KEY PLAYERS: ALIGN, Tampa; KnowBe4, Clearwater; ReliaQuest, Tampa

LOGISTICS AND DISTRIBUTION

Tampa Bay excels at logistics and distribution because it has all the right assets: Florida's largest seaport; a top-rated international airport; superior rail connections; and an interstate highway network that puts 34 million consumers within an 8-hour drive. Many of the most readily recognizable names in distribution — Amazon, Walmart, Wayfair, IKEA, Home Depot and Gordon Food Services — are already here, and more are on the way. Third-party logistics providers BlueGrace Logistics, Integrity Express Logistics, Quality Distribution and Total Quality Logistics chose 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 22.5 million passengers and 220.9 million tons of cargo in 2019. TIA has made progress on several expansion projects, including the topping out at its SkyCenter One, the first commercial office building linked to the Tampa airport by train. Also providing air passenger and cargo service in Tampa Bay: Sarasota-Bradenton International Airport, serving close to 2 million passengers in 2019, and St. Pete-Clearwater International Airport with 2.3 million passengers in 2019.

By sea: Port Tampa Bay is Florida's largest port by physical size and cargo tonnage. In FY2019, 34.5 million tons of cargo passed through the port, including 105,663 TEUs of containerized cargo. During the same period, Port Tampa Bay welcomed 233 cruise ships and, for the second consecutive year, more than 1 million cruise passengers in a single year. On the southern edge of Tampa Bay, Port Manatee — the nearest U.S. deep-water seaport to the expanded Panama Canal — in FY 2019 handled a new all-time high of 10.1 million tons of cargo, and containerized cargo tons were up by a whopping 49.3%, at an all-time peak of 535,176.

Pinellas County

Ideal Business Climate



Fortune 500 corporate headquarters - Tech Data, Jabil and Raymond James – as well as entrepreneurial start-ups, small, medium, and large businesses call Pinellas County home. An extensive network of suppliers, service-providers and business associations support operations across our target industries, and entrepreneurs find numerous opportunities for expansion assistance. Come grow with us in Pinellas County - www.pced.org.



Pinellas County Economic Development

The EpiCenter, 13805 58th St. N., Suite 1-200, Clearwater, FL 33760
(727) 464-7332 | PCED.org | [@PinellasBiz](https://www.instagram.com/PinellasBiz)

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 Tampa.

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.

A recent study by Colliers International described the I-4 Corridor linking Tampa and Orlando as one of the fastest growing and most dynamic industrial markets in the country. It is estimated that along this stretch of roadway, more than 7 million square feet of new industrial and logistics

space are either under construction or in serious planning stages. Three of the biggest names in the distribution business are finding homes in Tampa Bay:

Home Depot, which already has committed to building two facilities here — an 800,000-sq.-ft. e-commerce distribution center in Plant City and a 105,000-sq.-ft. warehouse in Pinellas County for last-mile distribution — is making plans for a third, a 400,000-sq.-ft. warehouse in Gibsonton.

Ace Hardware Corporation, which has operated a Retail Support Center in Tampa since 1977, is looking to upsize at a new facility in nearby Plant City. Construction on the new 315,000-sq.-ft. RSC is expected to begin in October 2020 with a target completion date of 2021.

Amazon, on July 23, 2020, officially opened its newest regional air hub at Lakeland Linder International Airport with the arrival of its first flight from Sacramento. The Amazon hub, which also includes a 300,000-sq.-ft. warehouse, is Amazon Air's largest facility in the Southeast. It will service Amazon's larger-scale regional needs and eventually create up to 1,000 jobs.

Nearing completion elsewhere in Polk County is a 1-million-sq.-ft. warehouse in Auburndale, where hiring the more than 500 people to fill it has begun. Next on the list for Polk: a delivery station; the word on the street is that Amazon has leased the 700,000-sq.-ft. Lakeland Dragstrip Logistics Center. Fast forward to Pasco County, where Amazon plans a 110,866-sq.-ft. structure, most likely a last-mile fulfillment center. And last, but not least, there's the Tampa region where Amazon has closed on two major transactions — the purchase of more than 80 acres in Temple Terrace and a warehouse lease in Seffner. Amazon's 120,000-sq.-ft. distribution center north of I-75 near Venice is nearing completion.

Third-party logistics firms with ties to Tampa Bay are also growing:

- Integrity Express Logistics, based in Cincinnati, plans to add 50 or more employees to its current staff of 92 as it expands in Tampa. Integrity's Tampa office opened in 2016 with a staff of 20.
- BlueGrace Logistics has acquired its crosstown rival Anthym Logistics, bringing its total number of U.S. locations to 15 and adding another 55 employees in the process. The merger, which took place in March 2020, is expected to build BlueGrace's presence further in Tampa and Chicago and add new offices in Boca Raton and Birmingham, Ala.

KEY PLAYERS: Ace Hardware, Oak Brook, Ill.; Amazon, Seattle, Wa.; BlueGrace Logistics, Riverview; Home Depot, Atlanta, Ga.; Integrity Express Logistics, Cincinnati, Ohio

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MANUFACTURING

As the source of innovation for a wide range of industries, manufacturing has a long history in Tampa Bay. Today, more than 63,000 people are employed in this region's manufacturing sector producing everything from building materials and fertilizers to flight simulators and luxury yachts ... and many are growing.

- Flight simulator manufacturer CAE USA broke ground on its new state-of-the-art U.S. headquarters adjacent to Tampa International Airport in fall 2019. Slated for completion in 2022, the new 290,000-sq.-ft. facility will be home to more than 600 Tampa-based CAE USA employees with the capacity to add 150 more.

- Advanced Airfoil Components, a joint venture between Siemens USA and Chromalloy, which produces high strength blades and other parts for the Siemens gas turbines used in electric power generation plants, is hiring more than 40 manufacturing and engineering positions at its 210,000-sq.-ft. advanced manufacturing facility in Gibsonton.

- Zellwood-based Anuvia Plant Nutrients has entered into a long-term strategic relationship with The Mosaic Company to reopen a shuttered Plant City facility where it will manufacture fertilizers for the agriculture, turf and lawncare industries and hire 130+.

- Radiant Power, which makes aviation parts, has expanded its Manatee County factory, where it employs 135, from 40,000 square feet to 50,000 square feet.

- Hine Automation in St. Petersburg has nearly doubled its manufacturing space to 12,445 square feet, its fourth expansion since 2009. The company makes automation systems and robotic components for the semiconductor, solar and flat-panel display industries.

KEY PLAYERS: Advanced Airfoil Components, Gibsonton; CAE USA, Tampa; Jabil, St. Petersburg; The Mosaic Company, Tampa

LIFE SCIENCES & HEALTH CARE

Home to 14% of Florida's biotech companies and 22% of its pharmaceutical and medicine manufacturing workforce, Tampa Bay is both a driving force in Florida's fast-growing life sciences industry sector and a magnet for medical innovation. While familiar names like Amgen, Bausch & Lomb, Bristol Myers Squibb, Florida Blue, Johnson & Johnson, M2Gen and Quest Diagnostics continue to enjoy success in this region, locally grown firms are expanding their facilities and new companies are arriving:

- Amgen, a biotechnology company headquartered in Thousand Oaks, Calif., has expanded its Global Capability Center in Tampa's Westshore business district, with the addition of 33,101 square feet of office space.

- Avalon Healthcare Solutions, a health care technology company focused on medical benefit management, is expanding its corporate office in Tampa with plans to add more than 40 jobs.

- Soule Medical, a maker of disposable foam, reusable gel and other items used by health care workers and hospitals, plans to expand in Lutz with the addition of a 106,000-sq.-ft. manufacturing plant and warehouse.

- Pharmaceutical device manufacturer Formulated Solutions is expanding in two ways: adding approximately 24,000-sq.-ft. of warehouse, office, manufacturing and parking at its Largo facility and 75 jobs to its 300-member workforce.

In downtown Tampa, University of South Florida's CAMLS — Center for Advanced Medical Learning and Simulation — provides state-of-the-art, hands-on learning opportunities for practicing physicians and

medical students. Nearby, USF's Morsani College of Medicine and Heart Institute moved into its new 13-story building in downtown Tampa in January 2020. The 395,000-sq.-ft. facility serves as a hub for approximately 1,800 students, faculty and staff to live, work and study along the vibrant downtown waterfront as a key anchor in Strategic Property Partners' \$3 billion Water Street Tampa development. In September 2020, Tampa General Hospital opened its new TGH Urgent Care Powered by Fast Track on the first floor of the Morsani College of Medicine.

Across the bay in Clearwater, the Dr. Kiran C. Patel College of Osteopathic Medicine at Nova Southeastern University's new Tampa Bay Regional Campus enrolled its first class in August 2019.

For the fifth year in a row, Tampa General Hospital has been named Tampa Bay's "Best Hospital" by U.S. News & World Report. Also earning top rankings from U.S. News & World Report: Moffitt Cancer Center in three specialties — cancer care, gynecology and ear, nose & throat. In June 2020, Moffitt broke ground on a 10-story, \$400-million surgical hospital near its main facility that will expand its patient capacity by 65% and allow for about a third more procedures over the next decade. Anticipated completion: 2023. In November 2020, Moffitt will welcome its new president and CEO, Dr. Patrick Hwu.

Morton Plant Hospital in Clearwater and Sarasota Memorial Hospital tied as seventh best hospitals in Florida on U.S. News & World Report's "Best Hospitals, 2020-21." Other ranked hospitals in Tampa Bay include Mease Countryside Hospital in Safety Harbor at No. 28 and AdventHealth Tampa at No. 38.

Johns Hopkins All Children's Hospital in St. Petersburg is recognized as a "Best Children's Hospital 2020-21." TGH and USF Health Morsani College of Medicine announced they would be partnering with Johns Hopkins All Children's Hospital in St. Petersburg to expand pediatric general surgery services at TGH's Medical Center.



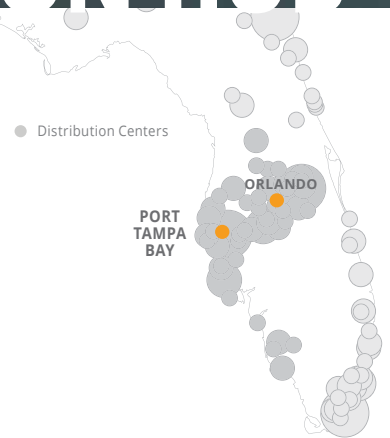
USF Center for Advanced Medical Learning and Simulation (CAMLS)



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Hospitals across the region are expanding too:

- St. Joseph's Hospital in Tampa, part of the BayCare System, sped up work on a \$126-million expansion to handle the influx of COVID-19 patients.
- Sarasota Memorial Hospital will start construction later this year on a \$65-million project to replace its aging behavioral health hospital. The new 82-bed, 95,000-sq.-ft. behavioral health pavilion is expected to be completed by October 2023.
- At St. Anthony's Hospital a \$152-million renovation is underway, adding 90 rooms and bringing the St. Petersburg hospital's total bed count to 448.

KEY PLAYERS: Amgen, *Thousand Oaks, Calif.*; Bristol Myers Squibb, *New York, N.Y.*; Florida Blue, *Jacksonville*; Johnson & Johnson, *New Brunswick, N.J.*

EDUCATION

University of South Florida — Tampa Bay's largest university — ranked 2nd among Florida universities and 16th worldwide for patent production with 108 new U.S. utility patents in 2019. In March 2020, the university began construction on a three-story, \$42-million research building at the USF Research Park. The 120,000-sq.-ft. building will house research labs and office space for researchers, high-tech startups and established firms. On U.S. News & World Report's 2020 "Best Public Universities," USF was among the top 50 nationwide for the second year in a row.

Tampa's premier private university, the University of Tampa, offers more than 200 academic programs and is ranked No. 17 on U.S. News & World Report's 2020 "Best Regional Universities South" and No. 8 among "Best Schools for Veterans."

At Florida's newest accredited university — Florida Polytechnic in Lakeland — construction continues. The 85,000-sq.-ft. Applied Research Center is scheduled to open in August 2021. Next up on Florida Poly's master plan: a student achievement center.

Pasco County's Saint Leo University was ranked No. 25 among U.S. News & World Report's 2020 "Best Regional Universities South" and No. 14 among "Best Schools for Veterans."

Florida Southern College — known for being home to the world's largest single-site collection of Frank Lloyd Wright architecture — is ranked No. 10 among southern regional universities by U.S. News & World Report. In Sarasota, New College of Florida is pairing up with the University of Florida beginning in early 2021 to offer an innovative five-year dual-degree program: Students earn a B.A. in liberal arts and sciences from New College during the first two years, then a B.S. in engineering from UF during the last three years.



Clearwater Jazz Holiday at Coachman Park

LIFE & LEISURE

Water Street Tampa, the 56-acre mixed use development being constructed in downtown Tampa, is the first neighborhood in the world to be certified as a WELL community by the New York-based WELL Building Institute. Designed with a focus on walkability, sustainability, resiliency, connectivity and innovation, Water Street aims to promote healthy living by providing easy access to fresh foods and drinking water, creating sidewalks and streets that prioritize pedestrians and alternative forms of transportation and making air quality monitoring data readily accessible. The first phase, which is currently under construction, consists of 4.5 million square feet of new office, hotel, retail and residential space across 12 individual buildings; estimated completion: late 2021. Full buildout at Water Street Tampa is anticipated around 2027.

Three beaches along Tampa Bay's Gulf coast once again dominate TripAdvisor's 2020 "Best Beaches, U.S." list; they've just switched positions in the ranking. Siesta Beach on Siesta Key in Sarasota moved up from No. 6 last year to claim the top spot in 2020. Just up the road and not to be outdone, St. Pete Beach, last year's No. 4 best beach, moved up to No. 2. And last but not least, Clearwater Beach, which took top honors last year, slipped to No. 5. Incidentally, Siesta Beach and St. Pete Beach were also listed on TripAdvisor's 2020 "Best Beaches, World" list of the top 25 beaches worldwide at No. 11 and No. 16 respectively, the only U.S. beaches to make the international cut.

The 24.5 million tourists who visited Tampa Bay in 2019 can't be wrong. Nor can WalletHub which, in 2020, ranks Tampa the No. 3 best place for a "staycation." When you live here, every day's a mini-vacation, so if you haven't explored

Tampa Bay, do it now. Here's a taste of what you'll find: Tampa's Riverwalk, which takes you past four must-see destinations — Glazer Children's Museum, the Tampa Art Museum, the Florida Aquarium (marking its 25th anniversary in 2020), and the Tampa Bay History Center; Clearwater Marine Aquarium, home to the stars of "A Dolphin's Tale," Winter and Hope; the newly opened St. Pete Pier; The James Museum of Western & Wildlife Art; The Dali (world's largest collection of Salvador Dali's art); The Bishop Museum of Science and Nature in Bradenton; The Ringling complex of museums in Sarasota; Busch Gardens, LEGOLAND and Dinosaur World; Crystal River National Wildlife Refuge (swim with manatees!); Weeki Wachee Springs State Park, where real-live mermaids perform underwater; and the world's largest single-site collection of Frank Lloyd Wright architecture in Lakeland. And if that's not enough to keep you busy, there are seasonal options too, like spring training baseball — the Blue Jays, Braves, Orioles, Phillies, Pirates, Tigers and Yankees all play here — plus beaches galore to enjoy year-round.

It took two decades of public debate and more than seven years of planning and construction, but St. Pete finally has a downtown pier again. The new \$92-million structure along the waterfront opened to great fanfare in July 2020 along with its 26-acre pier district featuring a pavilion on Spa Beach, splash pads, a Doc Ford's Rum Bar and Grille, the Tampa Bay Watch Discovery Center, a fishing deck, retail shops, green spaces and several pieces of public art. The new structure replaces an inverted pyramid-themed pier, which opened in 1973 and closed in 2013 after years of decline. The site has been home to a pier of one kind or another since the late 1800s.

Northeast

Florida's Northeast is a region fueled by possibilities and positioned to thrive. Located along I-95, just south of the Georgia state line, its signature city — Jacksonville — has added nearly 90,000 new residents since 2010 and, at 840 square miles, is the largest city by area in the continental U.S. Driving growth in this region are a skilled and diverse workforce of 837,000; a multimodal network of exceptional land-sea-air connections; and a can-do attitude that inspires innovation across industry sectors. No surprise, then, that three Fortune 500 companies and the national or divisional headquarters of more than 80 other firms have found homes here.



Jacksonville skyline
from St. Johns River

FINTECH

Home to more than 20 institutions on Forbes Global 500 list, Florida's Northeast is widely known as an international banking, investment and insurance powerhouse. Among well-known brands thriving in Jacksonville are: Bank of America, Citi, JPMorgan Chase, Fidelity National Financial, FIS, Wells Fargo and VyStar Credit Union; two offshore financial institutions, Frankfurt-based Deutsche Bank and Sydney-based Macquarie Group; and insurance giants Florida Blue, Aetna and Allstate.

FIS, a global leader in financial services technology and one of three Fortune 500 companies headquartered in Jacksonville, is doubling down on its commitment to Northeast's fintech industry sector. Founded in Little Rock in 1968, FIS went public in 2008 and that same year, chose Jacksonville as its headquarters. In November 2019, FIS announced plans to build a new and expanded world headquarters here. The anticipated 12-story structure overlooking the St. Johns River in downtown Jacksonville is expected to open by June 2022. Also anticipated: an additional 500 employees by 2029, bringing the company's workforce in Jacksonville to approximately 1,800.

Also joining Northeast's fintech sector: Cantor Fitzgerald. The financial services firm headquartered in New York plans to open an office in Jacksonville to handle international securities processing; 80 new jobs are expected.

And to ensure that the region's workforce is prepared for jobs in this growing industry sector, Florida Governor Ron DeSantis has launched the "Northeast Florida Fintech Initiative" in conjunction with Florida State College at Jacksonville and St. John's River State College. In addition to two technical certificate programs and a boot

camp academy, the initiative will embed fintech-related skills and coursework into accounting, business administration, financial services and information technology curricula.

KEY PLAYERS: Emtec, Jacksonville; Fidelity National Financial, Jacksonville; FIS, Jacksonville; Florida Blue, Jacksonville; SS&C Technologies, Jacksonville

LOGISTICS & TRANSPORTATION

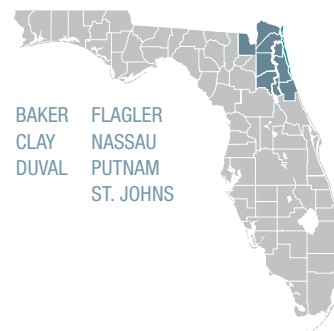
Looking for seamless connections by land, air and sea? Northeast Florida has the goods. Two deep-water ports, three railroads, two commercial airports, a spaceport and three interstate highways — I-95, I-10 and I-75 — stand ready to provide business owners with easy access to suppliers and the customers they serve.

Amazon is among distribution companies taking full advantage of Northeast Florida's prime location. The Seattle-based online retailer, which currently operates four facilities in Jacksonville, has three under development and is seeking to add two more. Nearing completion are two Amazon delivery stations on Jacksonville's west side and another in St. Johns County, and on the drawing board is a delivery station for heavy bulk freight and a 1-million-sq.-ft. distribution center to handle Amazon's "softlines" (apparel and shoes).

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

- Beverage distributor Champion Brands, celebrating the completion of its new \$6-million, 36,000-sq.-ft. headquarters building in Jacksonville. Founded in 1985, Champion Brands has grown from 80 employees to 320 and currently handles approximately 1,600 products from 62 suppliers worldwide.

- CSX, investing \$4.14 million on renovations at its Water Street headquarters



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building and Warrick Street dispatch facility in Jacksonville. Improvements to flooring, lighting and HVAC systems are planned.

- Four industrial projects are slated to add a total of 1.1 million square feet of warehouse space in north and west Jacksonville. The largest is a 477,362-sq.-ft. speculative building on almost 45 acres in Westlake Industrial Park that would include 2,366 square feet of office space.

JAXPORT, Florida's largest container port, has continued to break records in three cargo categories. In FY 2019, the port moved more than 1.338 million TEUs, a 5% increase over 2018 and the fourth consecutive year for record container volumes. This port also moved the most vehicles in its history — nearly 696,500 total units — to maintain its position as one of the nation's busiest vehicle handling ports. Contributing to this growth: strong auto sales in the Southeast combined with growing global demand for previously owned vehicles. And at 10.9 million tons, general cargo volumes were up too — by 4% over 2018. Meanwhile, a harbor deepening project to accommodate bigger cargo container ships continues at JAXPORT thanks to an influx of federal dollars and, in July 2020, the port welcomed Siem Confucius, the world's first-of-its-size LNG-powered vehicle carrier.

Jacksonville International Airport celebrated its 51st anniversary year in 2019 with 7.1 million passengers, a 16.41% increase over 2018. In March 2020, JIA was one of three medium-sized airports in North America cited for best customer service by the Airports Council International.

And on the roads, Jacksonville Transportation Authority (JTA) efforts to create a transportation hub connecting all modes of transportation from adjacent counties to downtown Jacksonville, including the First Coast Flyer (bus service) and Skyway (monorail), has finally crossed the finish line, sort of. A grand opening of the Jacksonville Regional Transportation Center at LaVilla scheduled for March 2020 was postponed due to the coronavirus pandemic. A partial grand opening took place in early May with bus routes operating on a modified schedule; the JTA administrative offices and Skyway remain closed.

KEY PLAYERS: Amazon, *Seattle, Wa.*; Crowley Marine, *Jacksonville*; CSX, *Jacksonville*; Suddath, *Jacksonville*

AVIATION/AEROSPACE & DEFENSE

A second launch tenant has arrived at Cecil Spaceport in Jacksonville with plans to send small satellites into low Earth orbit for the military and other government agencies beginning in fall 2021. Huntsville, Ala.-based aerospace contractor Aevum joins existing Spaceport tenant Generation Orbit, which is planning to launch its first satellite from an aircraft out of Cecil within the next year. Owned by the Jacksonville



JAXPORT

Aviation Authority, Cecil Spaceport is one of 11 licensed spaceports in the U.S.

Made in Space, a developer of space manufacturing technology, has relocated its corporate headquarters from Silicon Valley to Jacksonville, citing proximity to Cape Canaveral, the Kennedy Space Center and other aerospace companies as reasons for the move. The firm, which has had a manufacturing and testing presence in Jacksonville since 2015, nearly doubled its footprint at Baymeadows Business Center to accommodate administrative, engineering and production operations. Made in Space is credited with creating the first 3D printer to be used in space.

Jacksonville's Naval Station Mayport commissioned its latest littoral combat ship — the USS St. Louis — in August 2020. The nearly 390-foot-long ship is the Navy's 22nd LCS and one of 14 such vessels slated to be homeported at Mayport by 2023. Built by Lockheed Martin, littorals are designed primarily for near-shore missions such as minesweeping in shallow water and can travel at speeds over 40 knots.

KEY PLAYERS: BAE Systems, *Farnborough, U.K.*; Flightstar Aircraft Services, *Jacksonville*; Grace Aerospace, *Jacksonville*; Northrop Grumman, *Falls Church, Va.*

ADVANCED MANUFACTURING

Jacksonville has a long-standing history of manufacturing excellence. The proof is in a neon coffee cup that first appeared atop the Maxwell House plant downtown in 1910. The signature cup still glows nightly, but in the intervening years, many more manufacturers have settled in Florida's Northeast. In addition to coffee, products manufactured in this region include pace-makers, insulin pumps and other medical devices; glass bottles; high-tech lithium batteries; aircraft components; contact lenses;

writing instruments; and peanut butter.

And at least three of this region's manufacturers are in growth mode:

- Johnson & Johnson Vision, maker of Acuvue disposable contact lenses, has received a \$24-million permit to expand the central utilities plant at its 732,000-sq.-ft. southside Jacksonville facility. In 2019, the World Economic Forum recognized Johnson & Johnson's Jacksonville plant as a "lighthouse" — a so-called smart factory that embraces technology as a competitive advantage — for its use of vision-guided robots and augmented-reality tools to reduce costs and bring products to market faster.

- Georgia-Pacific, which makes Angel Soft and Quilted Northern bath tissue in addition to paper towels, has beefed up production to meet the increased demand for its products due to the coronavirus pandemic. The firm's Palatka plant, which has about 1,000 employees, began producing 120% of its normal capacity in late March.

- Huckins Yacht, a third-generation family-owned custom yacht manufacturer in Jacksonville, has begun building the Hybrid Sportsman 38, a hybrid prototype that couples the design of the company's 1936 Sportsman with the option of operating with either diesel or electric motors fueled by fireproof lithium ion phosphate batteries. The final product is expected to retail at around \$1.3 million.

KEY PLAYERS: Johnson & Johnson Vision, *Jacksonville*; Pilot (Pen) Corporation of America, *Jacksonville*; Rayonier Advanced Materials, *Jacksonville*

EDUCATION

Talent thrives in Florida's Northeast thanks in large part to readily available educational opportunities at all levels. The region's K-12 public educational options include five of the top 25 Florida school districts offering career-focused academies and career and technical education (CTE) programs. Three Jacksonville



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Global R&D Director
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University of North Florida in Jacksonville



high schools were among the nation's top 250 on U.S. News & World Report's "Best High Schools, 2020," and one school district — St. Johns County — received its 10th consecutive "A" grade from the Florida Department of Education based on student achievement, learning gains and graduation rate (94.3% countywide) among other factors.

With a combined graduate and undergraduate enrollment topping 17,000, University of North Florida has, for the first time, been named among U.S. News & World Report's "Best Colleges — National Universities, 2020" at No. 281 and continues to remain among "Top Public Schools" at No. 140. In 2019, UNF's Coggin's College of Business was recognized by The Princeton Review as one of the nation's best business schools for the 13th consecutive year. And one more point of pride: UNF ranks No. 1 among the state's 12 public universities for percentage of graduates employed in Florida.

Also making news: Edward Waters College, the first historically Black college in Florida, which is on its way to becoming a university as it expands course offerings and creates its first graduate-level program — a master's degree in business administration; and Jacksonville University, named to U.S. News & World Report's list of "Best Regional Universities South, 2020" at No. 28 and to "Best Colleges for Veterans" at No. 16.

HEALTH CARE

Florida's Northeast is widely known for its superior health care and here's the documented proof. Three hospitals in the region were among the top 50 nationwide in one or more specialty on U.S. News & World Report's "Best Hospitals 2020-21" list.

Mayo Clinic Jacksonville topped the region and earned second-place statewide in seven adult specialties, including neurology and neurosurgery, gastroenterology and GI surgery and geriatrics. In 2019, Mayo opened its long-awaited Discovery and Innovation Building in Jacksonville. The 75,000-sq.-ft. structure houses a lung restoration facility where lung transplant experts repair and restore damaged lungs for transplantation; an automated stem cell manufacturing site; and a life sciences incubator for biotech entrepreneurs.

And coming soon to Mayo's Jacksonville campus: a 140,000-sq.-ft. cancer care center where patients will have access to the newest form of proton therapy — pencil beam scanning. When completed in late 2023, the Mayo facility will be Jacksonville's third proton therapy center.

Also claiming excellence on U.S. News & World Report's 2020-21 list: Baptist Medical Center for gynecology. With an eye to growing health care services in Clay County, Baptist Health is planning to build a new, full-service hospital at its Baptist Clay Medical Campus on Fleming Island. The 300,000-sq.-ft. facility will open with 100 beds and the addition of enhanced cardiology and women's services. An estimated 700 new jobs are anticipated when the hospital opens in early 2022.

UF Health Jacksonville also earned U.S. News & World Report recognition in the ear, nose and throat category. In Nassau County, UF Health continues construction on its Wildlight wellness building. Slated for completion in early fall 2020, UF Health Rehabilitation-Wildlight will provide a variety of education, fitness and recreation programs aimed at promoting a healthy lifestyle for residents of the surrounding community.

Other hospitals making news in the region: Orange Park Medical Center, which opened a cardiac treatment center with 14 patient rooms and two electrophysiology labs to test, diagnose and treat abnormal heart rhythms; Ascension St. Vincent, opening free-standing emergency rooms in two Jacksonville locations; and St. Augustine's Flagler Hospital, exploring the idea of building a "health village" in the St. Johns County community of Durban Park.

Children's health care has had an important role to play in this region too. Wolfson Children's Hospital in Jacksonville garnered recognition on U.S. News & World Report's "Best Children's Hospitals, 2020-21" list in three pediatric specialties: diabetes & endocrinology (No. 45); orthopedics (No. 48); and urology (No. 50). Among recent developments at Wolfson: construction of a lead-lined therapy suite to allow for the high-dose radiation therapy (MIBG) needed to treat children with high-risk neuroblastoma, the third most common childhood cancer after leukemia and brain/spine tumors. Wolfson is the first hospital in Florida to offer the procedure.

LIFE & LEISURE

Contrary to popular belief, America's earliest settlers weren't British, and they didn't touch ground at Plymouth Rock. Spanish conquistadors were first to arrive in Northeast Florida at what is today St. Augustine and — here's the good news — they left plenty of evidence behind for 21st-century tourists to enjoy. Worth the trip to St. Augustine from anywhere in Florida: the oldest masonry fort in the continental U.S. (Castillo de San Marcos); the oldest house; the oldest wooden schoolhouse; the oldest store; a



Electrophysiology lab at Orange Park Medical Center



St. Augustine's historic King Street

wonderfully bizarre collection of "stuff" at the Lightner Museum; and even an alligator farm where you can zipline just above the reptiles. And for a bird's-eye view of it all, visit the St. Augustine Lighthouse and Maritime Museum — only 219 winding steps to the top!

When it comes to attractions worth visiting in this neck of the woods, St. Augustine only scratches the surface. In

Jacksonville, there's the Cummer Museum of Art and Gardens, Museum of Science and History (MOSH) and Jacksonville Zoo and Gardens, which in addition to the usual complement of lions, lemurs and elephants, houses a bunch of birds with interesting names like blue-bellied roller, double-striped thick knee and spotted dikkop. For history buffs, there's downtown Fernandina Beach boasting 400+ historic homes, churches and commercial buildings, and Green Cove Springs, which some believe to be the actual "Fountain of Youth" that Ponce de Leon is said to have come looking for. And, of course, there's the ocean. Florida's Northeast boasts 90 miles of Atlantic Ocean coastline for swimming, snorkeling, sailing, surfing or just sunning.

For the golfer, Florida's Northeast boasts more than 80 golf courses, including TPC Sawgrass in Ponte Vedra where the Players PGA Tournament is held annually. And still under construction nearby, PGA Tour's new 187,000-sq.-ft. headquarters. Elsewhere in the region, there are plenty of spectator

sports to enjoy and teams to cheer for, including the NFL Jacksonville Jaguars, 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. COVID-19 has put them all on hiatus for now, but not to worry ... they'll be back one day soon.



Jacksonville Jumbo Shrimp

X MARKS THE SPOT

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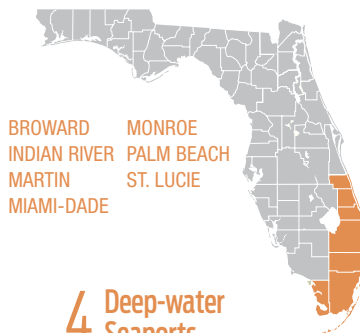
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Downtown
Miami skyline

Southeast

Florida's Southeast is an exceptional region for many reasons: largest population, largest labor pool, longest ocean coastline, most seaports, closest to Latin America, home to three national parks and the world's busiest cruise port. Add to that its ready proximity to global markets, a multicultural and multilingual workforce, outstanding educational institutions, an incomparable quality of life ... and the challenge for companies looking to relocate here becomes less about finding a right site and more about choosing just one.



4 Deep-water
Seaports

5 Commercial
Airports

16 Colleges /
Universities

LOGISTICS, TRANSPORTATION & TRADE

With five deep-water ports, four international airports and a multimodal network of rail and roads connecting them all, it should come as no surprise to learn that companies in need of seamless logistics have clustered in Florida's Southeast. Among key players in this industry sector are: 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, over the last 18 months, has opened two fulfillment centers in Southeast Florida — an 855,000-sq.-ft. facility in Opa-Locka and a 60,000-sq.-ft. facility in Fort Pierce — and is making plans for more. Two Amazon warehouses boasting a

million square feet each are slated for Palm Beach County and south Miami-Dade near Homestead. And also under consideration is a "last-mile" delivery station in Pompano Beach to provide speedier transmission of packages from warehouse to consumer.

Also providing logistical support in this region is Shipmonk, which gears its fulfillment services toward small and medium-sized e-commerce companies that sell on multiple sites. Opened in 2014 at Florida Atlantic University's Tech Runway incubator with just 3,000 square feet of space, Shipmonk has prospered to the point of outgrowing four Broward County-based office sites in four years, while also adding offices in California and the Czech Republic. In early 2019, Shipmonk moved its operations — for the fourth time in four years — into a 220,000-sq.-ft. facility in Pompano Beach and opened an office in Pennsylvania.

Norwegian Cruise
Line's new terminal at
PortMiami, rendering

PortMiami, the closest U.S. East Coast deep-water container port to the Panama Canal, moved 1.121 million TEUs of containerized cargo in FY2019, breaking its previous cargo record of 1.084 million TEUs set in 2018. During the same period, PortMiami once again retained its position as the world's busiest cruise port, welcoming a record-breaking 6.8 million cruise passengers. And for the second year in a row, PortMiami set a single-day cruise record with 55,819 passengers on December 9, 2019. That still wasn't enough to top Port Everglades, however, which eight days earlier had logged 55,964 cruise passengers, topping its own previous record of 55,885

Cargo at Port Everglades



set on March 13, 2016. In November 2019, Royal Caribbean's *Symphony of the Seas*, which can carry up to 6,680 guests, began sailing from PortMiami.

In Fort Lauderdale, Port Everglades maintained its status as Florida's No. 1 container port, exceeding 1 million TEUs for the sixth consecutive year in 2019 with a total of 1.053 million TEUs. Meanwhile, at the world's fourth busiest cruise port and home to 10 cruise lines, business increased by 2.6% in 2019 for a total of 3.9 million passengers. Among new ships welcomed to Port Everglades in 2019 were Celebrity Cruises' first new ship class in a decade, *Celebrity Edge*, Holland America's newest Pinnacle-class ship, the 2,650-passenger *Nieuw Statendam*, and Princess Cruises' *Sky Princess*, equipped with wearable technology allowing guests to personalize their shipboard experience.

As the new year began with ever-flashier cruise terminals and bigger ships on the immediate horizon, both ports were looking forward to a profitable 2020. Then came COVID-19 and all bets were off. The cruise industry worldwide took a particularly hard hit as passengers sickened and cruise lines pushed sailing dates back by weeks, then months. According to both ports, cruising will resume in Southeast Florida, but firm dates have yet to be determined.

Meanwhile, in the Port of Palm Beach, operations have been anything but sluggish. The Port of Palm Beach serves as an essential lifeline to the Bahamas, moving more than \$3.3 billion worth of essential goods to the island chain each year. But never was this port more essential to the island chain than in the aftermath of Hurricane Dorian. Between September 2019 and February 2020, the port handled more than \$600 million worth of lifesaving cargo earmarked for Grand Bahama Island,

the Marsh Harbour in the Abaco Islands and Nassau, including food, water, hygiene kits, telephone poles, school supplies, roofing materials, construction equipment, fire engines and shipping containers to be converted into homes.

Airport activity across Southeast Florida continued to be impressive in 2019. 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 2019, MIA handled 2.3 million total tons of freight and 46 million passengers, 49% of them international. A \$5-billion upgrade of the airport rolled out in March 2020 is still underway, but not exactly as originally planned. For example, a comprehensive redevelopment of MIA's Central Terminal has been provisionally paused to await a clearer understanding of how passengers and employees will move through the terminal post-COVID and whether social distancing and contactless checkpoints will still be necessary. In the meantime, domestic airlines continue to fly and international carriers return in small batches as travel restrictions are lifted.

Fort Lauderdale-Hollywood International Airport served 36.7 million passengers in 2019, a 2.2% increase over the previous year, and at 8.8 million, international traffic was up by 2.7%. Palm Beach International Airport recorded a passenger increase of 5.9% in 2019 for a total of 6.9 million passengers. In June 2019, Fort Lauderdale-Hollywood International embarked on a four-month, \$90-million overhaul of its primary runway including electrical, signage and draining system upgrades. The runway was reopened on October 1.

In January 2020, Miramar-based Spirit

Accel International Holdings, Port St. Lucie

When a company is ready to grow and it finds the right location, even a global-wide pandemic can't stop the momentum. Case in point: wire and cable manufacturer Accel International Holdings, which in July 2020 announced its plans to build a 150,000-sq.-ft. manufacturing facility in Port St. Lucie, Florida, and generate 125 jobs in the process. "We're excited about our corporate expansion into Florida," says Director of Finance Tim Cummings. "We anticipate a bright future for us in the city of Port St. Lucie, and we hope that bringing in 125 new jobs during these difficult economic times will be the catalyst for other companies to do the same." Headquartered in Meriden, Conn., Accel currently operates three modern manufacturing facilities in Connecticut and Indiana.

Airlines broke ground on a new, state-of-the-art headquarters in Dania Beach with plans to move its current staff of 1,000 to the new site, while adding 225 additional jobs. The \$250-million, 500,000-sq.-ft. project, located just minutes away from Spirit's largest operating base at Fort Lauderdale-Hollywood International Airport, is slated for completion in 2022. In addition to corporate offices, the new headquarters will include corporate housing and a crew training facility with flight simulators.

To help commuters, the Florida Department of Transportation has embarked on an \$802-million project in downtown Miami to reduce traffic congestion at the Dolphin Expressway/I-95 interchange leading to the MacArthur Causeway and Miami Beach. A signature piece of the project is an arched bridge spanning 1,025 feet over Northeast 2nd Street and Biscayne Boulevard, providing easier access to and from the beach. The area under the bridge will become a 55-acre park to be known as Heritage Trail.

KEY PLAYERS: Amazon, *Seattle, Wa.*; FedEx Latin America, *Miami*; Norwegian Cruise Line, *Miami*; Royal Caribbean International, *Miami*; Ryder Integrated Logistics, *Miami*; Spirit Airlines, *Miramar*



Cobia fishing
boat by Maverick
Boat Group

INNOVATION & TECHNOLOGY

In 1980, a team of engineers in Boca Raton designed and built the first IBM PC, a machine that would forever change the American workplace. Forty years later, Florida continues to be an innovator, ranking first in the Southeast and third in the nation for high-tech employment growth.

Ultimate Software, one of Southeast Florida's largest and most profitable tech firms, in April 2020 announced its merger with Massachusetts-based Kronos. The new company with 12,000 combined employees and approximately \$3 billion in revenue plans to announce a new company name. Meanwhile, in June 2020, IDG's Insider Pro and Computerworld "Best Places to Work in IT" ranked Ultimate Software No. 1 among large organizations for the fourth consecutive year; Kronos was No. 2 among midsize organizations.

Elsewhere in the region:

- Accelirate, an IT firm focused on helping companies accelerate automation within their business processes, plans to double its workforce in Sunrise over the next few months as it launches new services in the areas of process automation and artificial intelligence.

- Misfits Gaming Group, an e-sports and gaming leader in the IT industry, is expected to create 30 new jobs with the opening of its \$1.35 million, 18,000-sq.-ft. corporate headquarters in Boca Raton.

- Music streaming service Spotify plans to open a 20,000-sq.-ft. office in the mixed-use development Oasis that is a part of Miami's Wynwood Arts District. Other high-tech companies with a presence in the area include Facebook, Google, Uber and Chewy.

- The new investment group, Black Angels Miami, aims to increase opportunities for budding entrepreneurs to receive startup funding by helping African-Americans and other minorities become angel investors. It launched in January 2020 with \$250,000 from the John S. and James L. Knight Foundation.

KEY PLAYERS: Accelirate, *Sunrise*; Citrix, *Fort Lauderdale*; Cytera Technologies, *Miami*; Modernizing Medicine, *Boca Raton*; Prolexic Technologies, *Hollywood*

MANUFACTURING

Manufacturing is big business in the Southeast region where three counties are among the top 10 for manufacturing jobs in Florida. Miami-Dade County is ranked No. 1 with more than 41,000 people employed, followed by Broward at No. 5 with more than 28,000 and Palm Beach at No. 8 with just under 20,000.

Manufacturers in the aerospace and defense industries are particularly active. Vero Beach-based Piper Aircraft nearly tripled its output of aircraft and doubled its workforce since 2009, and in 2018, jet engine maker Pratt & Whitney announced plans to expand in northwest Palm Beach County and create 215 new engineering jobs. Joining Palm Beach County's growing aerospace hub is engineering firm Cyient Defense Services, adding 50 jobs to its existing workforce and a new 30,000-sq.-ft. facility near Jupiter. Sintavia, a leading manufacturer of metal additives for the aerospace and defense industries, opened its new 55,000-sq.-ft. advanced manufacturing facility in Hollywood, and AAR Landing Gear is increasing its workforce by 100 jobs, expanding its Medley headquarters.

Manufacturers in other industry sectors are growing too:

- Sports equipment maker Fluorotek USA plans to add nearly 75 employees at its new facility in Riviera Beach.

- Lighting and electrical products company Tamco Group has consolidated operations with the opening of its \$38-million, 411,000-sq.-ft. manufacturing center in Port St. Lucie.

- Maverick Boat Group, maker of Cobia fishing boats in Fort Pierce, has increased its local workforce from 287 to nearly 400.

Wire and cable manufacturer Accel International Holdings has selected Port St. Lucie as the site of its new 150,000-sq.-ft. facility for the manufacture of high-performance cables, wires and conductors; an estimated 125 new jobs are expected by 2021.

KEY PLAYERS: HEICO, *Hollywood*; Noven Pharmaceuticals, *Miami*; Pratt & Whitney, *East Hartford, Conn.*; Tectronic Industries, *Fort Lauderdale*

BUSINESS SERVICES & SUPPORT

Global investment banking services firm Corporate Finance Associates is expanding its North American operations to Miami. The Los Angeles-based company provides merger and acquisition, business evaluation, capital resources, and financial advisory services to middle-market businesses at more than 30 locations throughout the U.S., Europe and India.

Slalom, a consulting firm focused on assisting companies of all configurations with strategy, technology and business transformation, has opened a Miami office, its first in Florida. Founded in 2001 and headquartered in Seattle, Slalom was named one of Fortune's 100 Best Companies to Work For in 2019. Slalom's plans call for expansion throughout Florida within the next 24 months, including the addition of offices in Tampa, St. Petersburg, Orlando and Jacksonville.

KEY PLAYERS: American Express, *Sunrise*; Office Depot, *Boca Raton*; Zimmerman Advertising, *Fort Lauderdale*

HEALTH CARE & LIFE SCIENCES

Health care facilities in Florida's Southeast are top of the line. For the 17th consecutive year, Bascom Palmer Eye Institute at the University of Miami has taken 1st place nationwide for ophthalmology on U.S. News & World Report's "Best Hospitals 2020-21." Also cited: Cleveland Clinic Florida in Weston for gastroenterology and GI surgery (No. 29); and University of Miami Hospital and Clinics for ear, nose and throat (No. 28). On U.S. News & World Report's Best Children's Hospitals 2020-21, Nicklaus Children's Hospital in Miami was singled out in five pediatric specialties: neurology & neurosurgery (No. 23); pulmonology and lung surgery (No. 35); orthopedics (No. 36); cardiology & heart surgery (No. 46); and diabetes & endocrinology (No. 49). Also cited: Holtz Children's Hospital at UM-Jackson Memorial Medical in Miami for diabetes & endocrinology (No. 48) and Joe DiMaggio Children's Hospital in Hollywood for orthopedics (No. 25) and cardiology and heart surgery (No. 48).

Making news in this sector:

- The University of Miami Health System's Sylvester Comprehensive Cancer Center is only the second Florida facility to be designated a National Cancer Institute Cancer Center (Moffitt Cancer Center in Tampa is the other one.). The designation gives Sylvester access to NCI trials, treatments and research grants. In other developments, Sylvester has signed an affiliation agreement with Jupiter Medical Center.

- The University of Miami Health System is expanding its clinical reach, bringing destination academic medical programs fueled by the research of the Miller School of



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Medicine to more South Florida communities. Currently underway is the construction of comprehensive clinics at Solé Mia, the 184-acre mixed-use development in North Miami, and in downtown Doral. These new centers will include multispecialty services, advanced imaging technology, infusion and radiation therapy and operating rooms for outpatient procedures.

- At UHealth/Jackson Memorial Medical Center in Miami, the Christine E. Lynn Rehabilitation Center for The Miami Project to Cure Paralysis is growing by 100 beds to house inpatient and outpatient rehabilitation facilities for adult and pediatric patients with spinal cord and traumatic brain injuries.

- Baptist Health South Florida, the region's largest health system with 11 hospitals, more than 23,000 employees and 4,000 physicians spanning Miami-Dade, Monroe, Broward and Palm Beach counties, has joined forces with Mayo Clinic on a clinical trial focused on increasing convalescent plasma therapy for COVID-19 patients. And coming this fall: the reopening of Baptist Health's newly rebuilt/refurbished Fishermen's Community Hospital in Marathon in the Florida Keys, designed to withstand a Category 5 hurricane.

- Nova Southeastern University is remaking the southwest portion of its main campus in Davie into an "Academical Village" anchored by a new HCA hospital. The 200-bed hospital, under construction on 7.5 acres where a shopping center once stood, is scheduled to open in 2021. The next phase — a 30-acre mixed-use project — will add 2.5 million square feet of retail, residential units, office and medical space and a hotel and conference center.

Companies engaged in medical research or providing services to the medical industry are finding homes and/or expanding.

- Cytonics, a Jupiter-based biotechnology company that develops osteoarthritis therapies, is expanding its research group in Plantation. The firm plans to use the \$470,000 it raised from more than 300 investors in a 2019 crowd-funding campaign to fund pre-clinical trials of its CYT-108, a new drug that can be applied to damaged joints to slow and eventually halt the progression of arthritis.

- R&D-focused life sciences accelerator firm Beacon Pharmaceutical will construct a state-of-the-art sciences accelerator and biologics synthesis facility on nine acres in Jupiter. The planned 160,000-sq.-ft. company headquarters is expected to create 137 new jobs.

- MPLT Healthcare has announced plans to relocate its headquarters to a 23,000-sq.-ft. facility in Boca Raton. A national leader in health care staffing, MPLT will add 75 new jobs to its existing workforce of 56.



Art Basel
Miami Beach

EDUCATION

Fifteen Southeast Florida high schools were named among the top 200 nationwide in U.S. News & World Report's "2020 Best High Schools" rankings.

This region is also home to 16 institutions of higher education, including Florida Atlantic University, which has begun offering Florida's first master's degree in artificial intelligence and broke ground in 2020 on a 60,000-sq.-ft. neuroscience building at its Jupiter campus; Florida International University, where research expenditures totaled \$226 million in 2019 and the goal is to reach \$300 million by 2025; and University of Miami, logging \$358.9 million in research and sponsored program expenditures in FY19.

Also located in this region: two state colleges — Miami Dade and Indian River — which shared the 2019 Aspen Prize for Community College Excellence; Broward College, which is a finalist for that same prize in 2021; and The College of the Florida Keys, formerly known as Florida Keys Community College, which has begun offering bachelor's degrees in nursing, hospitality and marine resource management and conservation.

LIFE & LEISURE

All seven Southeast counties are brimming with fun things to see and do ... and many of them won't cost you a dime. Walk along the beach any time of day — every county in this region has at least one. Catch a sunrise over the Atlantic on Jupiter Island; watch the sun set over the Gulf of Mexico in Key West. Browse the eclectic galleries in Miami's artsy Wynwood neighborhood and the designer boutiques along Worth Avenue in Palm Beach; there's no rule that says you have to buy. Take a stroll along the Riverwalk in downtown Fort Lauderdale. Join a turtle walk after dark during sea turtle nesting season. Snorkel along the underwater trail at Phil Foster Park in Riviera Beach. Or simply do what the natives do — sit by the sea or in a shady public park and lose track of time altogether.

Naturally appealing, Southeast Florida's reputation for glitz and glam pales by comparison to its natural wonders. 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 — you won't believe how big Florida lobsters can grow in these protected waters!). Also to be found in this region: some two dozen state parks for hiking, fishing, kayaking, camping and cycling, plus some pretty spectacular beaches — ones you've heard of like South Beach and Fort Lauderdale and many more you haven't like tiny Tiger Shores in Martin County — zero amenities, but outstanding views!

For diehard fans of professional sports, Southeast Florida is more than paradise — it's nirvana. This region, which hosted the Super Bowl for a record-breaking 11th time in February 2020, is home to major and/or minor teams in baseball, basketball, hockey, soccer and football as well some legendary sites where championships are determined. Miami-Dade boasts three teams — the MLB Miami Marlins, the NBA Miami Heat, the NFL Miami Dolphins — and two championship venues — the Homestead-Miami Speedway where the Ford Championship Weekend in November decides all three of NASCAR's premier series crowns (Sprint Cup, Nationwide and Camping World Trucks) and the Miami Open tennis tournament at The Tennis Center at Crandon Park. Broward County also hosts three professional teams — the NHL Florida Panthers, the MLS Inter Miami CF, owned in part by soccer legend David Beckham, and the NASL Fort Lauderdale Strikers. And two counties in the region host a total of five MLB teams for Grapefruit League play each spring: the Houston Astros, Washington Nationals, Miami Marlins and St. Louis Cardinals in Palm Beach; and the New York Mets in St. Lucie.

Fort Myers and the
Caloosahatchee River

Southwest

Consisting of just three counties, Florida's Southwest is the state's smallest region by land size, but it carries a powerful punch. Its largest county — Collier — is Florida's second richest by per capita income and offers the second longest life expectancy. Lee County, home to Fort Myers and Cape Coral, is among Florida's fastest growing counties, this year logging a 21.6% increase in population since 2010. And Charlotte County, strategically located along I-75 between Tampa and Miami, continues to shine as a logistical powerhouse, providing ready access to a potential 4 million customers within a 90-mile radius. Thriving industry clusters in this region include life sciences, logistics and technology.

LIFE SCIENCES & HEALTH CARE

Global medical device manufacturer Arthrex, a fixture in Collier County since 1991, has moved into its new 300,000-sq.-ft., six-story headquarters building in Naples. Under construction since 2018, the building is one of three new structures Arthrex will debut at its Naples campus this year. Also new to this company's campus: a four-story, 160-room hotel to accommodate physicians who come to Naples for training in the surgical devices developed at Arthrex; and a two-story, 38,000-sq.-ft. wellness and medical center housing a fitness center and medical clinic for employees and their families.

Elsewhere in the region, NeoGenomics, a specialist in cancer genetics testing and information services, is building a 150,000-sq.-ft. headquarters on 14 acres of land just west of I-75 near Southwest Florida International Airport in Fort Myers. The \$60-million project, which will include a space for laboratory and corporate support functions, is scheduled for completion in fall 2021.

Fort Myers-based Florida Cancer Specialists & Research Institute now has about 100

Researchers
at EmCyt

locations throughout Florida, including new offices in Wesley Chapel, Ocala, Lake Mary and Sebring. The firm, which opened its first office in 1984, is today the largest independent medical oncology/hematology practice in the U.S.

Medical manufacturing firm EmCyt is breaking ground in the fields of sports medicine, orthopedics and chronic wound care with production of devices for extracting platelet-rich plasma at its 30,000-sq.-ft. state-of-the-art facility in Fort Myers.

And health care facilities across this region are also continuing to adapt and grow:

- A \$315-million expansion/renovation was already underway at Gulf Coast Medical Center in Fort Myers when the COVID-19 pandemic struck west Florida in March 2020. To accommodate a suddenly growing population of coronavirus patients, the hospital fast-tracked its construction project, and on April 2 — two months ahead of schedule — opened 250 beds on three new floors. Still to come: expansion of the emergency department, clinical laboratory, radiology department, dining services and central energy plant. When the project is fully completed in fall 2021, Gulf Coast's total bed capacity will increase from 356 to 624, making this the largest hospital between Sarasota and Miami.

- In a unique partnership, two children's health care facilities — Golisano Children's Hospital of South Florida in Fort Myers and Johns Hopkins All Children's Hospital in St. Petersburg — have teamed up to provide

CHARLOTTE
COLLIER
LEE

2 Commercial Airports

4 Colleges / Universities

seamless pediatric care across Florida's west coast. The new agreement between the two facilities, which took effect in October 2019, gives providers at both locations medical privileges to admit and treat pediatric patients at either hospital. Bottom line: Every child has access to the best health care regardless of where he/she lives along the gulf coast in west Florida.

- And in the battle against superbugs, Southwest Florida's NCH Healthcare System has a new high-tech weapon. In addition to using traditional methods of disinfection, the Naples-based hospital chain has introduced portable machines that destroy

germs with intense pulses of UV light. The machines, which cost more than \$100,000 each, kill microorganisms and pathogens such as MRSA, Ebola and coronavirus, as well as viruses that can cause the flu.

KEY PLAYERS: Arthrex, *Naples*; Golisano Children's Hospital of South Florida, *Fort Myers*; Gulf Coast Medical Center, *Fort Myers*; NeoGenomics, *Fort Myers*

LOGISTICS & TRANSPORTATION

Companies of every size in Southwest Florida enjoy ready accessibility to domestic and international markets. I-75 bisects the region from north to south linking distributors in these three counties to major population centers throughout the Southeast and putting five deep-water ports within a half-day's drive. Not surprisingly, it is this very proximity to widespread markets that has helped the Southwest region establish its reputation as a leader in logistics and distribution.

Among companies that have been drawn here as a result is foodservice distributor Cheney Brothers. Headquartered in Riviera Beach on Florida's east coast, this nearly 100-year-old family-owned and operated firm chose to site its fifth distribution center in Punta Gorda in 2015. Opened with 250,000 square feet, the facility has since expanded to 345,000 square feet and is in the process of completing an \$8.6 million, 80,000-sq.-ft. expansion of its food service distribution operation. At the same time, Cheney Brothers' success in Charlotte County has prompted one of its suppliers — Miami-based Amigo Pallets — to open its own warehouse in Punta Gorda.

Companies growing distribution capabilities in Fort Myers include:

- Online e-commerce giant Amazon, which has opened a 60,000-sq.-ft. delivery station inside a former warehouse.
- Fast-growing logistics and

Summit Orthopedic Technologies, Naples

Summit Orthopedic Technologies, an industry leader in the manufacture of medical devices and orthopedic implants, has joined the growing cluster of life sciences firms in Naples. Founded in 2014 in Milford, Conn., Summit boasts three owners with a combined history of more than 75 years in medical device fabrication. Specializing in artificial hips, knees, spine and foot and ankle implants, the company chose Naples for its commitment to growing Southwest Florida's manufacturing industry. Summit moved its headquarters, production facilities and 15 existing employees to Naples in March 2020 just as the coronavirus pandemic was ramping up ... and didn't miss a beat. The firm's commitment to add 85 jobs in Collier County remains on track with 20 new hires already in place by mid-September.

transportation firm Scotlynn USA, building a new 60,000-sq.-ft., \$11-million headquarters with the goal of becoming a world-class leader in freight transportation and the distribution of perishable products. At least 140 new hires are expected within three years as a result, with an eventual goal of housing 350+ management and operations staff in the new facility.

And supporting this region's logistical clout are two commercial airports:

- Southwest Florida International Airport in Fort Myers, where construction continues on an \$80-million air traffic control tower. The new 200-foot tower, which replaces the existing 90-foot tower opened in 1983, features a 15,000-sq.-ft. operations building at its base. When completed in late 2022, the new tower will accommodate 40 air traffic control workers and position the airport to potentially add a second runway. Southwest Florida International, which is currently the second-busiest one-runway public airport in the nation, served a record 10.2 million passengers in 2019, a 9.1% increase over 2018 traffic.

- Punta Gorda Airport, logging 1.6 million passengers in 2019 aboard its single carrier — Allegiant — which provides

nonstop air service from Charlotte County to more than 45 U.S. destinations. And new to the airport grounds in 2020: AeroGuard Flight Training Center, which opened its first East Coast campus here in January. Headquartered in Phoenix, AeroGuard provides career-focused accelerated commercial pilot training.

KEY PLAYERS: Arcadia Aerospace Industries, *Punta Gorda*; Cheney Brothers, *Riviera Beach*; Intrepid Aerospace, *Fort Myers*; Amazon, *Seattle, Wa.*

BUSINESS SERVICES & TECHNOLOGY

Alta Resources, a Wisconsin-based global customer service outsourcing company, has announced plans to construct a \$21-million, 90,000-sq.-ft. office building at Skyplex, the new commercial park/office project adjacent to Southwest Florida International Airport. Alta, which expanded to Fort Myers in 2013, currently has about 600 employees in Southwest Florida. The firm's expansion to Skyplex is expected to create at least another 400 more.

Fort Myers-based CallMiner has received its largest single investment ever — \$75 million. The firm, which created the software platform Eureka, uses artificial intelligence and machine learning to analyze customer reactions via call centers and other channels to help financial institutions and communications companies improve customer service and efficiency. CallMiner plans to use the funds to grow its customer base in the U.S., where it primarily works now, and to expand worldwide.

HVAC services firm Conditioned Air Company has moved into its newly constructed 52,710-sq.-ft. Lee/Charlotte Operations Center in Fort Myers. Founded in 1962 and headquartered in Naples, Conditioned Air currently employs 370, providing expertise in light commercial and residential HVAC systems across Collier, Lee, Charlotte, Sarasota and Manatee counties.

KEY PLAYERS: Alta Resources, *Fort Myers*; ASG Technologies, *Naples*; Cigent Technology, *Fort Myers*; Gartner, *Fort Myers*; Zypha Corporation, *Port Charlotte*

Southwest Florida International Airport



Florida Gulf Coast University student researcher



EDUCATION

Southwest Florida is home to Florida Gulf Coast University, which earned two spots on U.S. News & World Report's Best Regional Universities South rankings. Among Top Public Schools FGCU was ranked No. 28 and among Most Innovative Schools, No. 12. Opened in 1997, Florida Gulf Coast offers 58 undergraduate and 31 graduate degrees, plus workshops and counseling for entrepreneurs. In May 2020, FGCU launched Restart SWFL, an initiative dedicated to helping Southwest Florida businesses respond to the impact of COVID-19 on their operations, workforce, vendors and customers.

Also providing higher education opportunities in this region are 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 Monaghan; and Florida SouthWestern State College offering baccalaureate, associate and certificate programs at its main campus in Fort Myers and satellite campuses in Charlotte and Collier counties. And at its Corporate Training Center in Bonita Springs, Florida SouthWestern provides customized programs specifically tailored to the needs of Southwest employers, including Arthrex, Cheney Brothers and Gartner.

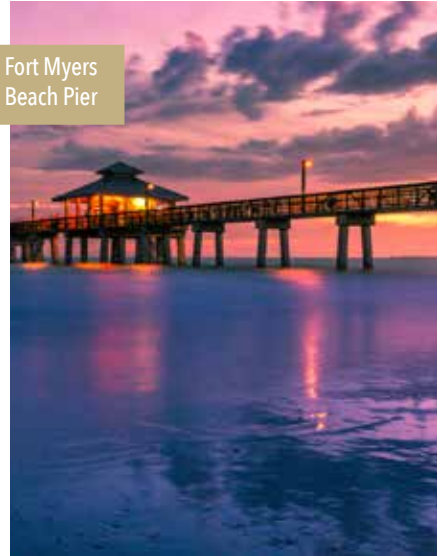
LIFE & LEISURE

Florida's Southwest offers an abundance of activities and man-made attractions, including quaint shops and galleries, symphony orchestras, theaters, festivals and museums. Naples boasts a zoo that began 100 years ago as a botanical garden, and Fort Myers is home to the Edison and Ford Winter Estates, where the legendary Thomas Edison and his friend Henry Ford were snowbirds together in the 1920s and '30s. For sports fans, there's MLB spring training baseball — the Minnesota Twins and Boston Red Sox in Fort Myers and the Tampa Bay Rays in Port Charlotte along with BMX bicycle racing and Pickleball in Punta Gorda (the first ever World Pickleball Championship took place here in 2019). And there's plenty of natural beauty to enjoy here too: Ten Thousand Islands, Big Cypress Preserve, Everglades National Park, Sanibel Island and Corkscrew Swamp Sanctuary, plus miles and miles of coastal waters for fishing, swimming, boating, beachcombing and birdwatching.

Florida's Southwest is a hotbed of entrepreneurial activity and here's the proof. Three cities in the region have been named among the nation's top 10 "entrepreneurial ecosystems" by the new think tank Heartland Forward. The honors go to Punta Gorda (No. 7); Naples (No. 8); and Cape Coral (No. 10) based on two factors influencing job growth: the community's share of employment by small firms and the number of college-educated employees in those firms.

There's Green Development too. Babcock Ranch, Southwest Florida's solar-powered community planned for up to 50,000 residents and 19,500 homes continues to grow. Powered by

Fort Myers Beach Pier



a 440-acre solar plant producing close to 75 megawatts of electricity, Babcock Ranch is largely self-contained; it has its own school, downtown district dubbed Founders Square, Healthy Life Center with exercise facilities and medical offices, meeting rooms and a park with tennis, pickleball and basketball courts. Of its 18,000 available acres, half are set aside as greenways, parks and interconnected lakes. And coming in summer 2021: a 48,387-sq.-ft. Publix supermarket with a drive-through pharmacy to serve as the anchor for an 82,640-sq.-ft. shopping center. Construction is scheduled to begin in late 2020.

Looking to live a longer life? Head to Florida's Southwest. Each of this region's three counties boasts a life expectancy of 80 years or more, according to U.S. News & World Report's 2019 Healthiest Communities rankings. And in the 2020 study by the Robert Wood Johnson Foundation and the University of Wisconsin, Collier County held steady as the second-healthiest county in Florida for the seventh consecutive year — and not by accident.

In 2015, the Collier County-based NCH Healthcare System, a network of hospitals, outpatient facilities and emergency medical centers throughout Southwest Florida, signed on to the Blue Zones Project, a nationwide initiative to promote health and wellness across the U.S., one community at a time. NCH employees signed a pledge to improve their health by incorporating better practices in their daily lives and, as word spread, members of the community at large began to join in too. In 2017, NCH became the first certified Blue Zone worksite in Florida with more than half of its workforce — about 2,150 employees — signing on to the program.

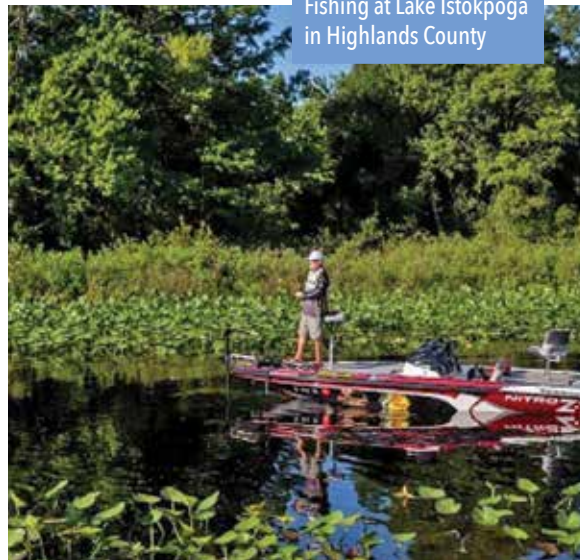
PicklePlex in Punta Gorda



South Central

South Central is an anomaly among Florida's eight economic development regions. It has neither a saltwater coastline nor a theme park. But what it does have are wide open spaces and an enviable geographic location. Three interstate highways and the Okeechobee Waterway, a system of navigable rivers and canals linking Florida's east and west coasts through Lake Okeechobee, put nearly 90% of the state's entire population within a 150-mile radius. This is Florida's heartland where citrus growers and cattle ranchers do business alongside manufacturing facilities and solar power plants. To site a company here is to enjoy the best of two worlds — backyard picnics and porch swings close at hand, with beaches and big, bustling cities just a short drive away.

Fishing at Lake Istokpoga in Highlands County



RENEWABLE ENERGY

Blessed with 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. Next came FPL's Citrus Solar Energy Center in 2016 and, two years later, its Wildflower Solar Energy Center. These three facilities generated enough solar power — more than any other county in the state could claim — for DeSoto to be dubbed Florida's "solar capital."

A fourth FPL facility — Hammock Solar Energy Center — opened in Hendry County in 2018. 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 stop there.

In early 2018, FPL unveiled a solar-plus-storage system at the Citrus Solar Energy Center. For the Citrus plant, this has meant a potential increase of more than 500,000 kilowatt-hours delivered to the electric grid per year and increased capacity to store energy for dispatch to the grid at a later time.

Fast forward to 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 the South Central region. Blue Heron Solar Energy Center in Hendry County, Cattle Ranch Solar Energy in DeSoto County and Okeechobee Solar Energy Center in Okeechobee County

opened in spring 2020, bringing FPL's total number of solar power plants in Florida to 24.

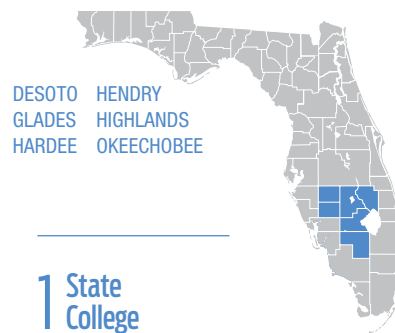
Keeping with its goal of 14 universal solar power plants in operation across the state by 2023, Duke Energy Florida's 45-megawatt Lake Placid Solar Power Plant began operations in Highlands County in December 2019. In August 2020, Duke announced plans to build an 18-megawatt lithium battery storage site at the Lake Placid plant to increase energy security and enable the integration of more renewables. The 74.9-megawatt Charlie Creek Solar Plant on 610 acres in Hardee County is due to be completed in late 2021.

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

LOGISTICS & TRANSPORTATION

Travel by air is a little easier for goods and people in Hendry County now that both of its airports have undergone upgrades:

- At LaBelle Municipal Airport, a new \$5.6-million, 6,240-sq.-ft. terminal building opened in 2019. The new facility, which features a pilot lounge and conference room, is expected to include a restaurant that will be open to the public.
- At Airglades International Airport in Clewiston, ground was broken in early 2020 for a new \$2.1 million, 4,000-sq.-ft. U.S. Customs and Border Protection (CBP) facility, built to handle incoming perishable goods, relieve congestion at Miami International Airport, and expand shipping logistics opportunities with a less expensive option. An estimated 1,000 new jobs are expected at Airglades as a result.



1 State College

The six counties comprising Florida's South Central region are spread across 5,020 square miles and there's no one, centrally located super-highway linking them all to fast food and gasoline. But not to worry, Wawa is coming to town. The Pennsylvania-based convenience store chain has three sites under construction across the region: in Sebring, Lake Placid and Arcadia and a fourth site is rumored to be in the works.

KEY PLAYERS: Walmart Distribution Center, *Arcadia*; Walpole Feed & Supply, *Okeechobee*

BUSINESS SERVICES

The Results Companies, a leading provider of customer experience management services — aka, call centers — has expanded its presence in South Central Florida with the opening of its Sebring Contact Center. The firm employs more than 30,000 associates in 38 locations across the U.S., Latin America and the Philippines. Up to 125 new jobs are expected at the new Sebring center.



Streamsong Resort
in Bowling Green



Mobile 1 Twelve
Hours of Sebring

MANUFACTURING

Companies making everything from sunscreen to fertilizer have found the right sites and a ready workforce in South Central Florida. Among manufacturers with production facilities in the region are:

- PFMan (high precision parts, molds and fittings for many uses and industries), Pacer Marine Engineering (electrical supplies for boat builders) and Florikan (controlled-release fertilizer) in Bowling Green.
- Howard Fertilizer in Lake Placid.
- Stream2Sea (eco-conscious skin care products and hand sanitizers) in Wauchula.
- CitraPack (FruitPearls and other frozen real fruit healthy snacks) and Steel Blue Fabrication (customized measurement and control products, such as propane and natural gas meters and gauges) in Sebring.
- Maxant Aluminum products (buttons and buckles) in Moore Haven.

There's new activity in this sector too:

- Bautech USA is opening a U.S. facility in two buildings at Okeechobee Airport Industrial Park where it plans to produce up to 800 metric tons of precast concrete construction products per day. The Guatemala-based company plans to hire approximately 20 managers and engineers with the expectation of generating its first precast concrete products by year's end.
- Construction has begun at the new \$240-million Nucor Florida Steel Plant in Frostproof that, when completed by fall 2020, is expected to produce 350,000 tons of rebar from scrap metal each year. Although the plant is located in Polk County, Highland County and Avon Park, in particular, anticipate economic benefits from the new arrival. Work is already underway to extend the city of Avon Park's water and sewer lines to provide services to Nucor, and a portion of the 235 workers needed to staff the facility may well come from the city of Avon Park's labor force.

KEY PLAYERS: CitraPack, Sebring; Entegra Roof Tile, Okeechobee; Florikan, Bowling Green; Stream2Sea, Wauchula

AGRIBUSINESS

Agriculture is big business in Florida, and South Central's six counties rank among the state's highest in value of agricultural products sold. According to the most recent USDA Ag Census, Hendry leads the list at just under \$500 million followed by 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 in 2017-18, second only to Polk County in Florida's Tampa Bay region which had 10,000 more acres in production.

Nuco Citrus plans to purchase 193 acres in east DeSoto County, where it will process pectin from citrus peels and other leftovers from the juice-making process.

KEY PLAYERS: Lykes Brothers, Lake Placid, Okeechobee, LaBelle; The Mosaic Company, Hardee and DeSoto counties; United States Sugar, Clewiston

HEALTH CARE

AdventHealth Sebring opened its newly expanded \$17.5 million state-of-the-art Heart and Vascular Center in June 2020. The 24,000-sq.-ft. facility, providing 24 private rooms dedicated to heart and vascular patients and a fourth additional catheterization lab, is the only certified heart and vascular center in the South Central region.

EDUCATION

South Central is home to South Florida State College with four campuses offering bachelor and associate degree programs in fields such as accounting, agriculture, business, elementary education, health sciences and information technology as well as certificates in a variety of workplace specialties. In January 2021, SFSC will begin providing educational services to active duty members of the armed forces by way of the U.S. Naval Academy Community College.

The Hendry Glades campus of Florida SouthWestern State College in LaBelle and the Dixon Henry campus of Indian River State College in Okeechobee also offer educational support.

LIFE & LEISURE

The least populated of Florida's eight regions, South Central provides a little glimpse of how things used to be before condos and theme parks. And there's no shortage of fun things to see and do, from paddling the Peace River to playing a round of golf at Mosaic's Streamsong Resort built on former phosphate mines. Keep an eye out for the elusive and hard to spot Florida panther, especially at dawn or dusk; get to know the original Floridians and their "chickkees" at Big Cypress Seminole Indian Reservation; or visit the remote Kissimmee Prairie Preserve State Park near Okeechobee, said to be the best spot for stargazing in Florida.

COVID-19 put a damper on 2020's NCAA Final Four competition. But who needs brackets and basketball to celebrate March Madness when South Central has a brand of its own? Three back-to-back — and sometimes overlapping — events take place here in March every year. The madness begins in DeSoto County with the four-day Arcadia All Florida Championship Rodeo at Mosaic Arena; the 2021 event will be No. 93. Next up: the "Mobile 1 Twelve Hours of Sebring" endurance race and four-day car-themed party, now in its 69th year. And wrapping it all up, the four-day Okeechobee Music & Arts Festival at Sunshine Grove, a "Woodstock-on-Steroids" event featuring 80 bands and DJs, and at least 25,000 spectators, come rain or come shine.

South Central loves a good festival to celebrate anything and everything. Animals, vegetables, flowers, fruit, fish — you name it, they all get a shout-out here. Typical "honorees" in this region throughout the year include: watermelon (Arcadia); swamp cabbage (LaBelle); sugar (Clewiston); alligator hatching (Palmdale); sour oranges (Lakeport); caladiums (Lake Placid); catfish (Moore Haven); and speckled perch (Okeechobee).

Largest Public and Private Companies

PUBLIC COMPANIES

Company	Location	Revenue (in billions)	Employees	Line of Business
Tech Data	Clearwater	\$37.0	15,000	Computer distribution
World Fuel Services	Miami	\$36.8	5,500	Petroleum products distribution
Jabil	St. Petersburg	\$25.3	200,000	Electronic components manufacturing
Lennar	Miami	\$22.3	10,106	Residential developer
AutoNation	Fort Lauderdale	\$21.3	26,000	Automotive
Carnival	Miami	\$20.8	92,000	Cruise line
NextEra Energy	Juno Beach	\$19.2	8,900	Energy provider
CSX	Jacksonville	\$11.9	21,000	Railroads
Royal Caribbean Cruises	Miami	\$11.0	85,400	Cruise line
Office Depot	Boca Raton	\$10.6	40,000	Office products retail/distribution
Fidelity National Information Services	Jacksonville	\$10.3	55,000	Information technology support services
Hertz Global Holdings	Estero	\$9.8	38,000	Car rental business
Ryder System	Miami	\$8.9	39,900	Transportation services
Mosaic	Tampa	\$8.9	12,600	Phosphate/potash mining
Darden Restaurants	Orlando	\$8.5	185,000	Restaurants
Fidelity National Financial	Jacksonville	\$8.5	25,063	Title insurance
Raymond James Financial	St. Petersburg	\$7.7	14,200	Financial services
MasTec	Coral Gables	\$7.2	21,000	Telecom infrastructure services
L3Harris	Melbourne	\$6.8	50,000	Telecommunications equipment development
Norwegian Cruise Line Holdings	Miami	\$6.5	36,000	Cruise line

Ranked by 2019 revenue. Companies listed are those with Florida-based headquarters; derived from data collected for Florida Trend's Public 125 list. ©Copyright 2020 Trend Magazines Inc. This list may not be reproduced in any format without written permission from the publisher.

PRIVATE COMPANIES

Company	Location	Revenue (in billions)	Employees	Line of Business
Publix Super Markets	Lakeland	\$38.1	200,000	Grocery stores
Southern Glazer's Wine & Spirits of America	Miami	\$20.0	22,000	Wine/spirits/beer distributor
H.I.G. Capital Management	Miami	\$19.3	350	Investment holding company
JM Family Enterprises	Deerfield Beach	\$17.8	4,379	Automotive
Sun Capital Partners	Boca Raton	\$16.7	135	Private investment firm
Benderson Development	University Park	\$13.5	280	Real estate development/property management
Brightstar	Miami	\$12.2	9,000	Wireless device solutions/distribution
Florida Blue	Jacksonville	\$9.6	11,500	Health care
Southeastern Grocers	Jacksonville	\$8.6	50,000	Grocery stores
Fanjul Corp./Florida Crystals	West Palm Beach	\$5.5	2,200	Ag/consumer products/energy/tourism/real estate
Hard Rock	Davie	\$5.3	45,000	Lotteries/casinos
Premier Sotheby's International Realty	Naples	\$5.2	124	Real estate
TBC	Palm Beach Gardens	\$5.0	10,500	Automotive
NASCAR	Daytona Beach	\$3.8	10,500	Auto racing
Atlantic Auto Group	North Palm Beach	\$3.2	2,200	Automotive
Chiquita Brands International	Fort Lauderdale	\$3.1	20,000	Food products
South East Personnel Leasing	Holiday	\$2.9	219	Professional employment organization
Florida Cancer Specialists	Fort Myers	\$2.9	1,300	Oncology/hematology treatment
Arthrex	Naples	\$2.8	6,000	Health care/medical
Red Lobster Hospitality	Orlando	\$2.7	55,000	Restaurants

Ranked by 2019 revenue. Companies listed are those with Florida-based headquarters; derived from data collected for Florida Trend's Private 225 list. ©Copyright 2020 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	burngameeven.com
Goldstein Business Accelerator	Oviedo	goldsteinaccelerator.com
Groundswell Startups	Melbourne	swellstartups.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

Tampa Bay

Catapult	Lakeland	catapultlakeland.com
Clearwater Business SPARK	Clearwater	clearwaterbusinessspark.com
Innovations Capital Group	Tampa	innovationscapitalgroup.com
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 Entrepreneurship Institute	Boynton Beach	gbdcei.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	swflenterprise.com

Venture Capital Firms

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.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 2020 Trend Magazines Inc. This list may not be reproduced in any format without written permission from the publisher.

Economic Development Stakeholders

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 77 for information on the **Florida SBDC Network**.

Statewide

CareerSource Florida
careersourceflorida.com

Florida Chamber of Commerce
flchamber.com/

Florida Economic Development Council
fedconline.org

Florida Regional Councils Association
flregionalcouncils.org

Florida Ports Council
flports.org

East Central

CareerSource Central Florida
careersourcecentralflorida.com

CareerSource Flagler Volusia
careersourcecfv.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

North Brevard Economic Development Zone
brevardfl.gov/northbrevardeconomicdevelopmentzone

Space Florida
spaceflorida.gov

LAKE COUNTY
City of Groveland
groveland-fl.gov

City of Tavares
tavares.org

Elevate Lake Economic Development
elevatelake.com

ORANGE COUNTY
City of Orlando
orlando.gov/Our-Government/
Departments-Offices/Economic-
Development

Engineering Consulting Services (ECS)
ecslimited.com

FloridaMakes, Inc.
floridamakes.com

FloridaRealtors
floridarealtors.org

Orange County Government
orangecountyfl.net/Economic
Development

Orlando Economic Partnership
orlando.org

OSCEOLA COUNTY
City of Kissimmee
kissimmee.org

City of St. Cloud
stcloud.org

Osceola County Economic Development Department
greaterosceola.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

SEMINOLE COUNTY
City of Lake Mary
lakemaryfl.com

City of Longwood
longwoodfl.org

City of Sanford
sanfordfl.gov

Seminole County Government
seminolecountyfl.gov

SUMTER COUNTY
Sumter County Economic Development
sumterbusiness.com

VOLUSIA COUNTY
City of DeLand
deland.org

City of Deltona
deltonafl.gov

City of Holly Hill
hollyhillfl.org

City of New Smyrna Beach
cityofnsb.com

City of Ormond Beach
ormondbeach.org

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
ncrpc.org

North Florida Regional Chamber of Commerce
northfloridachamber.com/

ALACHUA COUNTY
Greater Gainesville Chamber of Commerce
gainesvillechamber.com

Weyerhaeuser
weyerhaeuser.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 Council
madisonfldevelopment.com

MARION COUNTY
Ocala/Marion Co. Chamber & Economic Partnership
ocalacep.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 Florida
careersourcenortheastflorida.com

JAXUSA Partnership
jaxusa.org

Northeast Florida Regional Council
nefrc.org

BAKER COUNTY
Baker County Development Commission
bakercountyfl.org

CLAY COUNTY
Clay County Economic Development Corporation
chooseclay.com

DUVAL COUNTY
Jacksonville Office of Economic Development
coj.net/departments/office-of-economic-development.aspx

FLAGLER COUNTY
Flagler County Department of Economic Opportunity
flaglercounty.org/departments/
economic_development.php

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

PUTNAM COUNTY
Putnam County Chamber of Commerce
putnamcountychamber.com

ST. JOHNS COUNTY
St. Johns County Chamber of Commerce
sjcfl.us/EconomicDevelopment/

St. Johns County Government
sjcfl.us/EconomicDevelopment

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
floridagreatnorthwest.com

North Florida Economic Development Partnership
nflp.org

Opportunity Florida
opportunityflorida.com

PowerSouth Energy Cooperative
powersouth.com

BAY COUNTY
Bay Economic Development Alliance
bayeda.com

ESCAMBIA COUNTY
Escambia River Electric Cooperative, Inc.
erec.com

Florida West Economic Development Alliance
floridawesteda.com

Gulf Power
gulfpower.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
gulfcounity-fl.gov

HOLMES COUNTY
Holmes County Development Commission
holmescountyedc.com

JACKSON COUNTY
Jackson County Development Council
jacksoncounty.com/list/member/jackson-county-development-council-427

Melvin Engineering
melvineng.com

JEFFERSON COUNTY
Jefferson County Planning Department
jeffersoncountytfl.gov/p/county-departments/planning

LEON COUNTY
Florida First Capital Finance Corporation
ffcc.com

Tallahassee-Leon County Office of Economic Vitality
oevforbusiness.org

Veterans Florida
veteransflorida.org

LIBERTY COUNTY
Liberty County Chamber of Commerce
libertycountytflorida.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

Washington County Economic Development Council
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

OOKEECHOBEE COUNTY
Okeechobee County Economic Development Corporation
ocedcorp.com

Southeast

CareerSource Research Coast
careersourcecerc.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

Village of Indiantown
indiantownfl.gov

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
bdb.org

CareerSource Palm Beach
careersourcepbc.com

City of Delray Beach
delraybeachfl.gov

City of West Palm Beach
wpb.org

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

Palm Beach County
discover.pbcgov.org/Pages/default.aspx

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
EDO of Charlotte County
cleared4takeoff.com

COLLIER COUNTY
Collier County Business & Economic Development
colliercountytfl.gov

LEE COUNTY
City of Cape Coral
capecoral.net

City of Fort Myers
cityftmyers.com

Lee County Economic Development Office
leecountybusiness.com

Tampa Bay

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
CareerSource Tampa Bay
careersourcetampabay.com

Hillsborough County Economic Development
hillsboroughcounty.org/government/departments/econdev

SBDC at USF
sbdctampabay.com

Tampa Electric Company
tampaelectric.com

Tampa Bay EDC
tampaedc.com

MANATEE COUNTY
Bradenton Area EDC
bradentonareaedc.com/

CareerSource Suncoast
careersourcesuncoast.com

Manatee County EDO
mymanatee.org

PASCO COUNTY
Pasco Economic Development Council
pascoedc.com

Pasco Board of County Commissioners
pascocountyfl.net

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

SARASOTA COUNTY
City of North Port
cityofnorthport.com

Economic Development Council of Sarasota County
edcsarasotacounty.com/about

Florida SBDC Network

The **Florida SBDC Network** helps aspiring and existing businesses grow and succeed. Contact the regional office nearest you.

Florida SBDC at	Serving Counties	Contact
Florida A&M University <i>Tallahassee</i>	Franklin, Gadsden, Jefferson, Leon, Liberty, Madison, Taylor, Wakulla	(850) 599-3407 sbdcfamu@gmail.com
Florida Atlantic University <i>Broward and Palm Beach</i>	Broward, Palm Beach	(954) 762-5235 sbdc@fau.edu
Florida Gulf Coast University <i>Fort Myers</i>	Charlotte, Collier, Glades, Hendry, Lee	(239) 745-3700 sbdc@fgcu.edu
Florida International University <i>Miami-Dade and Monroe Counties</i>	Miami-Dade, Monroe	(305) 779-9230 sbdc@fiu.edu
Indian River State College <i>Fort Pierce</i>	Indian River, Martin, Okeechobee, St. Lucie	(772) 336-6285 fsbdc@irsc.edu
University of Central Florida <i>Orlando</i>	Brevard, Flagler, Lake, Orange, Osceola, Seminole, Sumter, Volusia	(407) 420-4850 sbdc@ucf.edu
University of North Florida <i>Jacksonville</i>	Alachua, Baker, Bradford, Citrus, Clay, Columbia, Dixie, Duval, Gilchrist, Hamilton, Lafayette, Levy, Marion, Nassau, Putnam, St. Johns, Suwannee, Union	(904) 620-2476 smallbiz@unf.edu
University of South Florida <i>Tampa</i>	DeSoto, Hardee, Hernando, Highlands, Hillsborough, Manatee, Pasco, Pinellas, Polk, Sarasota	(813) 905-5800 usf@floridasbdc.org
University of West Florida <i>Pensacola</i>	Bay, Calhoun, Escambia, Gulf, Holmes, Jackson, Okaloosa, Santa Rosa, Walton, Washington	(850) 474-2528 sbdc@uwf.edu

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