

**FLORIDA REPORTING INFORMATION  
(FY 2009-10)**

**1. The name of the Economic Development Agency, Entity or Organization (EDO) and their contact information**

The Miami-Dade Beacon Council, Inc., also known as The Beacon Council  
80 SW 8<sup>th</sup> Street, Suite 2400  
Miami, FL 33130  
Phone: (305) 579-1300  
Fax: (305) 375-0271

Contact: Stephen Beatus, Associate Executive Vice President, Economic Development

**2. The name of the local government the EDO has a contract with.**

Miami-Dade County

**3. The amount of funds received from the local government.**

\$ 3,909,196\*

\*Funds are derived from a surcharge on Business License Taxes, formerly known as Occupational Licenses. These funds are dedicated to countywide economic development purposes. These funds are not allocated from general funds.

**4. The amount of funds received from private investors.**

\$ 1,158,124

**5. Administrative costs of the EDO.**

\$ 5,067,320\*

\*Costs include; Total Personnel, Program, Occupancy & Equipment and Other expenses

**6. The number of businesses assisted by the EDO and the type of assistance provided. This includes assisting businesses with:**

The Beacon Council considers a company to be an active project if the company is in a targeted industry sector, is considering Miami-Dade as a place to locate or expand its operations and will be creating new jobs and committing new capital into the area.

A project is considered completed once all Beacon Council services are provided and the company acknowledges receiving those services and certifies the expected level of new job creation and new capital investment being made in Miami-Dade County.

In fiscal year 2009-2010 (October 1, 2009 through September 30, 2010), The Beacon Council assisted 32 companies in establishing new and/or expanding existing operations in Miami-Dade County. Assistance provided to these companies includes:

Site Selection, Permitting/Licenses, Employee Relocation Services, Research & Market Analysis, Business Contacts & Referrals, General Community Information, Enterprise/Empowerment Zone Benefits, Procurement of Financing, State and Local Incentives (Qualified Target Industry (QTI) Tax Refund, Targeted Job Incentive Fund (TJIF), Quick Action Closing Fund (QACF) and Manufacturing Sales Tax Exemption), Labor/Training Programs, such Quick Response Training (QRT), Incumbent Worker Training (IWT) and Florida Back to Work program.

**7. The capital investment of business who have been assisted by the EDO.**

The total capital investment of the 32 companies assisted by The Beacon Council in FY 2009-2010 is \$69,606,000.

**8. The foreign investment of businesses who have been assisted by the EDO.**

In FY 2009-2010, The Beacon Council assisted 20 international companies in establishing their operations in Miami-Dade County. The total foreign investment of those 20 companies is \$49,950,000.

**9. The number of new direct jobs as a result of a business being moved into the area or expanding in the area due to the assistance of the EDO.**

In FY 2009-2010, The Beacon Council assisted 32 companies in establishing new and/or expanding existing operations in Miami-Dade County, which will create a total of 1,543 new direct jobs over a period of three years.

**10. The number of these jobs retained and the length of the job retention.**

In FY 2009-2010 and in addition to the 1,543 new jobs created, The Beacon Council assisted in retaining 645 jobs in Miami-Dade County.

**11. The type of incentives and the amount of the incentives that the EDO has successfully assisted businesses in receiving.**

In FY 2009-2010, the Beacon Council assisted four companies in obtaining one or more of the following State and Local Incentives; the Florida Qualified Target

Industry (QTI) Tax Refund, the Miami-Dade County Targeted Job Incentive Fund (TJIF) and the Florida Quick Action Closing Fund (QACF), totaling:

QTI: \$961,300  
TJIF: \$797,167  
QACF: \$2,080,000

**12. Any additional information that would show an economic benefit to the local government as a result of the efforts of the EDO.**

The Beacon Council's Urban Initiatives program augments Miami-Dade County's economic development efforts and identifies the opportunities inside Miami-Dade County's Targeted Urban Areas and Enterprise Zones in order to present them to site selectors and companies looking to locate to or expand in Miami-Dade County. To this end, The Beacon Council has partnerships with local organizations to facilitate service and program delivery for small businesses, as well as employs a variety of outreach efforts, including the following:

- Conducts visitations to companies located in Enterprise Zones, Empowerment Zones, and Targeted Urban Areas (TUA), as identified by Miami-Dade County,
- Conducts business assistance workshops and seminars with local partners,
- Partners with investors, banks and financial institutions to drive more small business funding into urban areas, and
- Recommends policy initiatives to foster economic growth in urban areas.

During fiscal year 2009-2010, The Beacon Council's Urban Initiatives Committee had members representing a cross-section of targeted industries and Enterprise Zone-located businesses. The committee supported the marketing of Enterprise Zones and designated priority areas to businesses in an effort to increase economic development projects in our Targeted Urban Areas and creating employment opportunities for residents of these communities.

To increase awareness about the availability and scope of incentives and workforce opportunities in Enterprise Zones, the committee created a prospect referral program that has resulted in nearly 40 project leads to staff. Also, the committee hosted a Community Partners meeting to uncover new partnerships for advancing economic development in urban areas.

The Urban Initiatives Committee has coordinated with The Beacon Council's Inter-Governmental Committee on the implementation of proposed legislative items, which include Legislation on Economic Gardening, the new Empowerment Zone Revolving Loan Fund Program, marketing of the Florida Back to Work Program, upcoming Enterprise Zone Boundary Revisions, and Miami-Dade County's new Renovation for Energy Efficiency Loan (REEL) program.

In fiscal year 2009-2010, The Beacon Council completed a total of 12 Enterprise Zone projects, with 10 of those also located in an Empowerment Zone. The total projects will result in the creation of 682 new direct jobs and add over \$18.8 million in new capital investment.