

Attached, please find the Economic Development Incentives survey's ancillary report completed by the Miami-Dade Beacon Council, Miami-Dade County's official economic development partner. The information provided is at the sole discretion of the Beacon Council. Please note the capital investment and job creation figures are future projections reported by the companies. If you have any questions regarding this report, please contact:

The Miami-Dade Beacon Council
James Kohnstamm, Senior Vice President
80 SW 8th Street, Suite 2400, Miami, FL 33130
(305) 579-1300

FLORIDA REPORTING INFORMATION
(FY 2018-2019)

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 8th Street, Suite 2400
Miami, Florida 33130
(305) 579-1300

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.

- **\$3,941,056 Miami-Dade County Local Business Tax Surcharge (unaudited)**
*Funds are derived from a surcharge on the Business License Taxes, formerly known as Occupational Licenses Receipts.
 1. These funds are dedicated to countywide economic development purposes.
 2. These funds are not allocated from the county's general funds.
- **\$66,000 State of Florida Defense Initiative Grant**

4. The amount of funds received from private investors.

\$1,020,896 Private Sector Dues, Sponsorships and Event Income as September 30, 2019 (unaudited)

5. Administrative costs of the EDO.

\$5,484,102 Costs include; Total Personnel, Program, Occupancy & Equipment and Other expenses (unaudited)

6. The number of businesses assisted to completion, either expansion or relocation, by the EDO and the type of assistance provided. This includes assisting businesses with:

The Miami-Dade Beacon Council considers a company to be an active project if the company is evaluating Miami-Dade County 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, 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 2018-2019 (October 1, 2018 through September 30, 2019), The Beacon Council assisted 54 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, Procurement of Financing, State and Local Incentives.

**FLORIDA REPORTING INFORMATION
(FY 2018-2019)**

7. The capital investment of completed projects who have been assisted by the EDO.

In FY 2018-2019, The Miami-Dade Beacon Council assisted 54 companies in establishing new and/or expanding existing operations in Miami-Dade County, which will create a total of \$820,610,397 in new capital investment.

8. The foreign investment of businesses who have become completed projects by the EDO.

In FY 2018-2019, The Miami-Dade Beacon Council assisted 24 international companies in establishing their operations in Miami-Dade County. The total foreign investment of those 24 companies is \$42,635,000.

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 working with the assistance of the EDO.

In FY 2018-2019, The Miami-Dade Beacon Council assisted 54 companies in establishing new and/or expanding existing operations in Miami-Dade County, which will create a total of 2,198 new direct jobs.

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

In FY 2018-2019 The Miami-Dade Beacon Council assisted 4 companies in obtaining the Florida Qualified Target Industry (QTI) Tax Refund. The 4 approved QTI awards total \$1,553,000.

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

Building our community: Daily The Miami-Dade Beacon Council is answering questions and providing services and assistance to our business community. We do this by conducting business visitations, marketing, small business workshops, making business to business connections and more. We diversify and build our industry base through various initiatives and task force's such as 6 industry committees, small business committee, international committee and urban initiatives task force.

We support the entrepreneurial eco-system in various ways through the attraction of venture capital and angel investment, through connect and grow initiatives where connections are made for entrepreneurs with larger corporates of interest and through support given to the Miami Innovation Working Group which is composed of local Accelerators, Incubators, Maker Labs, Innovation Centers and shared space.

**FLORIDA REPORTING INFORMATION
(FY 2018-2019)**

The Miami-Dade Beacon Council hosts international delegations from across the world and plans and participates in numerous foreign direct investment recruitment conferences and missions. Further, The Miami-Dade Beacon Council maintains relationships with companies, consultants, and partners that help further the cause of building and diversifying the economic base of Miami-Dade County and the regions.

- Aviation
- Banking & Finance
- Creative Design
- Hospitality & Tourism
- Information Technology
- Life Sciences & Health Care
- Trade & Logistics

The Miami-Dade Beacon Council through The Beacon Council Economic Development Foundation, Inc. took the lead role in developing One Community One Goal (OCOG) Target Industry Strategic Plan. It is a community-wide effort that provides a unified vision to create an environment where significant job creation occurs with a focus on new higher-paying jobs in target industries, and touches upon the advocacy of other community assets that are necessary to maintain economic prosperity. The Plan serves to coordinate activities for positive economic development. OCOG process is designed to be holistic and implementation requires involvement by a broad spectrum of Miami-Dade County organizations. The Miami-Dade Beacon Council is the steward of the plan.

Seven target industries were identified as having the greatest potential for growth, including creating high-wage and high-skilled jobs and for each target industry, a set of niche sectors were identified. While the OCOG plan originally had a five-year horizon, the strategy has continued to evolve and adjust as our economy and needs evolve. Our stewardship of OCOG; information gathering community input, and plan implementation and reporting, is an on-going process of the Miami-Dade Beacon Council making it a living document that informs our priorities, partners, and in general all the work that we do. The Miami-Dade Beacon Council orchestrates the overall community plan.