



THE BEACON COUNCIL

2013-2014 ANNUAL REPORT
TO THE COMMUNITY





THE BEACON COUNCIL

2013-2014 ANNUAL REPORT
TO THE COMMUNITY

THE BEACON COUNCIL

2013/14 ANNUAL REPORT TO THE COMMUNITY



Biscayne Bay at night illustrates why Miami is known for its spectacular views.

- 3 A MESSAGE FROM OUR LEADERS
- 5 WHY MIAMI
- 6 ASSISTING NEW & EXPANDING COMPANIES
- 14 REVITALIZING URBAN NEIGHBORHOODS
- 15 GUIDING SMALL BUSINESSES
- 16 FOSTERING GLOBAL CONNECTIONS
- 22 LEADING COMMUNITY INITIATIVES
- 28 BUILDING LOCAL PARTNERSHIPS
- 30 PROMOTING MIAMI-DADE COUNTY
- 34 SUPPORTING GOVERNMENT EFFORTS
- 35 ANALYZING KEY DATA
- 40 CREATING A BOLD NEW VISION

THE BEACON COUNCIL

LARRY K. WILLIAMS

President & CEO

CAMELA GLEAN-JONES

*CFO & Executive Vice President
Budget and Administration*

STEPHEN BEATUS

*Executive Vice President
Economic Development*

MARIO J. SACASA

*Senior Vice President
International Economic Development*

JAAP DONATH, PH.D.

*Senior Vice President
Research and Strategic Planning*

ANA ACLE-MENENDEZ

*Vice President
Marketing and Communications*

IVETTE A. ARANGO O'DOSKI

*Vice President
Corporate, Government and
Community Relations*

SHERI COLAS-GERVAIS

*Vice President of Economic Development and
Urban Initiatives*

PAMELA FUERTES-BERTI

*Vice President
International Economic Development*

JOE HOVANCÁK

*Vice President
One Community One Goal*

JAMES C. KOHNSTAMM

*Vice President
Economic Development*

JULIO PITI

*Vice President
Member-Investor Services*

THE BEACON COUNCIL

80 SW Eighth Street Suite 2400
Miami, FL 33130

Tel: 305-579-1300 | Fax: 305-375-0271

www.beaconcouncil.com

A MESSAGE FROM OUR LEADERS



CARLOS A. GIMENEZ *Mayor, Miami-Dade County*

We continue to work with The Beacon Council, our official economic development partners, in diversifying our economic development efforts throughout our community. Miami-Dade County is leading the way in the tourism and international trade sectors, anchored by our top economic engines of PortMiami and MIA. We are also becoming a center for technology and start-up business with Microsoft opening its first "Microsoft Innovation Center" in North America, and the arrival of "Code for America" fellows to our community. Our efforts are guided by the Beacon Council's One Community One Goal initiative, bringing focus to these economic development efforts across all fronts. I look forward to working with the Beacon Council in the year ahead to build on these successes and to bringing jobs, innovation and new business ventures to our growing community.



REBECA SOSA *Chairwoman, The Miami-Dade Board of County Commissioners*

As we look back on the successes of the past year, I commend and congratulate the Beacon Council for continuing to fulfill its ongoing mission of promoting our large and small businesses. During my tenure as Chairwoman of the Miami-Dade County Commission, I have had the pleasure of partnering with the Beacon Council on countless initiatives and programs that have helped bolster economic development. Through careful attention to the unique needs of our diverse business sectors, the Beacon Council has proven to be a vital resource in helping large businesses expand in and relocate to our community. Besides assisting large businesses, the Beacon Council has made it a priority to support small business owners via outreach events and development workshops. Our small businesses are the backbone of our community, and their economic vitality is of paramount importance to our economy as a whole. Heading into 2015, I feel confident that the Beacon Council will continue to be one of this community's most valued partners and I am looking forward to working together to make our economy as vibrant and dynamic as the culture we so enjoy.



SHELDON T. ANDERSON *Chair, The Beacon Council*

As Chair of The Beacon Council this past year, it has been my privilege to work alongside Miami-Dade County Mayor Carlos A. Gimenez, County Commission Chairwoman Rebeca Sosa, the Board of County Commissioners and President & CEO Larry K. Williams in promoting Miami-Dade County as a leading global business destination. This year, we joined Miami Mayor Tomas Regalado, the Spain-U.S. Chamber of Commerce and the Greater Miami Chamber of Commerce in a mission to Spain, Miami-Dade County's top international partner. We held nine (and counting) small business workshops, hosted Site Selectors from New Jersey, New York, Pennsylvania and Georgia, and completed more than 42 new location and expansion projects. We recognized corporate citizens and organizations that contribute to our community at the 12th Annual Beacon Awards Ceremony held at the Ritz Carlton in Key Biscayne. This past year, we also welcomed new private-sector Member-Investors to The Beacon Council. Our growing group of Member-Investors continues to build this organization and make our community stronger. I invite business leaders to become more active and engaged in The Beacon Council because continued leadership and vision is needed as we work together to strengthen the economic vitality of Miami-Dade County.



LARRY K. WILLIAMS *President & CEO, The Beacon Council*

As the new President & CEO of The Beacon Council, this past year has been exciting and memorable in many ways. Miami and The Miami-Dade Beacon Council have become my home. The Beacon Council has led or been instrumental in initiatives that have helped grow the local economy including: bringing the community together with One Community One Goal, elevating Miami-Dade's status as a tech hub for the Americas with eMerge; encouraging young people to stay in our community after college with the New Leaders Taskforce; mentoring students and building the local workforce with the Talent Development Network. Thank you to the companies that create the jobs, our partners at Miami-Dade County, our cities, Chambers of Commerce, the Greater Miami Convention & Visitors Bureau and other non-governmental organizations. I'm excited about the next steps in growing jobs and investment and how we can work together to market, grow and shape Miami-Dade as a leading global business destination.

The Beacon Council would like to recognize its public sector partners:

CARLOS A. GIMENEZ
Miami-Dade County Mayor

Miami-Dade County Commission

REBECA SOSA
Chairwoman, District 6

BARBARA J. JORDAN
District 1

JEAN MONESTIME
District 2

AUDREY EDMONSON
District 3

SALLY A. HEYMAN
District 4

BRUNO A. BARREIRO
District 5

XAVIER L. SUAREZ
District 7

DANIELLA LEVINE CAVA
District 8

DENNIS C. MOSS
District 9

JAVIER D. SOUTO
District 10

JUAN C. ZAPATA
District 11

JOSÉ "PEPE" DIAZ
District 12

ESTEBAN BOVO, JR.
District 13

The Beacon Council Chair Sheldon T. Anderson receives the official gavel from Outgoing Chair Joe Pallot during the Annual Meeting held at the Loews Miami Beach Hotel.



WHO WE ARE

As a not-for-profit public-private partnership, The Beacon Council focuses its efforts on two major goals. First, we market Miami-Dade County nationally and internationally to attract new businesses to the area, resulting in economic growth. Second, we are committed to helping local businesses prosper by assisting them in their expansions through a variety of economic development programs, activities, events, initiatives and award-winning marketing and research materials. The mission is to create more jobs for residents.

Since its creation The Beacon Council has assisted more than 941 companies, which have created more than 63,223 direct jobs, retained more than 18,011 existing jobs and added more than \$4.15 billion in new capital investment to our community.

Companies assisted include Wells Fargo Advisors, Federal Express, Burger King, Ryder System, BD BioSciences, Telefonica, Harley-Davidson Motor Co., HBO Latin America Group, Discovery Network-Latin America, Visa and Univision.

WHAT WE DO

The Beacon Council provides free, confidential, customized assistance to companies looking to expand or relocate. This assistance can come in the form of:

Site Selection Assistance — Identification and assessment of appropriate locations in the county.

Market Research and Demographic Information — Customized information including demographic profiles, data on local infrastructure such as the airport and seaport, business data, and quality of life.

Business Costs Information — Research and specialized information including wages, office space costs, industrial space costs and taxes.

Business Incentives — Negotiation of local and state business incentives packages.

Permitting and Regulatory Assistance — Support to businesses in working with the various county and municipal permitting and regulatory agencies.

Financing Programs and Assistance — Support to companies in identifying financing programs, such as the Industrial Bond Program, that allow Miami-Dade businesses to expand and grow.

Labor Recruitment — Identification and referral of agencies to assist with finding the qualified candidates to meet human resource needs. Facilitate access to various training programs that offer reimbursements to the employer.

Employee Assistance Relocation Program — Assembly and coordination of a customized team to facilitate relocation, including residential real estate companies, local experts, banks, and moving companies who can develop substantial relocation discount packages.



Top right: The Beacon Council President & CEO Larry K. Williams, Miami-Dade County Mayor Carlos A. Gimenez and outgoing Chair Joe Pallot led the Annual Meeting, attended by 400 people.

Bottom right: Gray Swoope, Florida Secretary of Commerce and President & CEO of Enterprise Florida, provides the keynote address.

THE RESULTS

In the 2013-2014 fiscal year, The Beacon Council worked on many initiatives to strengthen and diversify Miami-Dade County's economy. Below are just a few of those initiatives:

- Marked two-year anniversary of One Community One Goal launch
- Attracted foreign investment from Chile, France, Germany, and Spain
- Visited one-on-one with more than 151 Miami-Dade businesses
- Completed 43 new location and expansion projects*
- Created 2,423 new direct jobs and retained 761 existing jobs*
- Brought more than \$558 million in new capital investment
- Occupied 1.41 million new square feet of commercial space in Miami-Dade County*

*at time of print.

TOP 10 REASONS WHY MIAMI IS THE PLACE TO DO BUSINESS

- 1 Excellent business climate with no local or state personal income tax.
- 2 Convenient direct air service from Miami International Airport to all major destinations in Latin America and the Caribbean — more flights to the region than any other U.S. airport.
- 3 Ability to ship goods efficiently any where in the world through PortMiami, Florida's largest container port.
- 4 A central location in the Western Hemisphere and in the Eastern time zone, facilitating communications with Europe and the western United States.
- 5 More than 100 international consulates, trade offices, and bi-national chambers of commerce that support the worldwide flow of goods and services.
- 6 Skilled multilingual, multicultural workforce drawn from more than 100 nations.
- 7 Strong, growing domestic economy serving more than 5.6 million South Floridians.
- 8 Ready access to sophisticated international banking, insurance and legal services, and other professional services.
- 9 High quality of life with a wide range of housing options, year-round outdoor recreational activities, renowned cultural institutions and four major professional sports franchises.
- 10 Financial and workforce training incentives available to qualified companies.

ASSISTING NEW AND EXPANDING COMPANIES

The Beacon Council works to support a diverse economy

To confront the global economic challenges of the past year, The Beacon Council prioritized all economic development strategies in three areas: Retention and expansion of Miami-Dade County businesses, recruitment of new businesses, and development of urban initiatives. Despite national and state trends where job loss continued to threaten and outpace job growth, The Beacon Council continued to identify new location and expansion projects, which contributed to a stable active project pipeline. During the 2013-2014 fiscal year, The Beacon Council assisted 43 companies, which will create 2,423 direct jobs and occupy more than 1.41 million square feet of office space.

4OVER

Expansion » Miami Gardens

4Over, an industry leader in print order fulfillment for print brokers and industry professionals, purchased a 73,500-square-foot-facility in Miami Gardens and nearly doubled its Miami footprint.

Total Direct Jobs: 39

New Capital Investment: \$4.6 million

ACCOR

New Location » France

Accor, a French hotel-group which operates in 92 countries, is consolidating and relocating its America's management office from New York City and Dallas to a 14,513-square-foot-office in Doral.

Total Direct Jobs: 60

New Capital Investment: \$875,000

AMAZON

New Location » Miami-Dade County

Amazon, the giant online retailer, is opening a 335,000-square-foot-package handling facility in Miami-Dade County.

Total Direct Jobs: 50

New Capital Investment: \$5 million

CARIBBEAN RADIATION ONCOLOGY CENTER

New Location » Puerto Rico

Caribbean Radiation Oncology Center, a cancer treatment company from Puerto Rico, is building a new state-of-the-art radiation oncology facility in Doral.

Total Direct Jobs: 22

New Capital Investment: \$8.35 million

CARIBBEAN SAVOURIES

New Location » United Kingdom

Caribbean Savouries, a Caribbean products food distribution company from

the United Kingdom, is establishing a 2,000-square-foot-warehouse in Miami-Dade County to enter the U.S. market.

Total Direct Jobs: 15

New Capital Investment: \$250,000

CE NORTH AMERICA

Expansion » Miami-Dade

CE North America is a consumer home-goods wholesaler. With its global headquarters in Miami, CE manages sales and distribution centers across the globe. The company is adding 10,000 square feet to their existing 100,000-square-foot-facility in Northwest Miami-Dade County.

Total Direct Jobs: 8

New Capital Investment: \$1 million

COTRAL LAB

New Location » France

Cotral Lab, a France-based company that manufactures and markets customized





hearing protection devices, opened a location in Miami Lakes.

Total Direct Jobs: 15

New Capital Investment: \$800,000

COWS – CONTAINER ON WHEELS

Expansion » Miami-Dade

COWs, a manufacturer of mobile storage containers used through a network of dealers across the United States, expanded the company's manufacturing and sales operation and moved to South Dade.

Total Direct Jobs: 200

New Capital Investment: \$2 million

CREATIVE TERRAZZO SYSTEMS

Expansion » Opa-locka

Creative Terrazzo Systems, a 26-year-manufacturer of Terrazzo products, is expanding to the manufacturing of pre-cast Terrazzo products in a new 83,000-square-foot-facility in Opa-locka.

Total Direct Jobs: 75

New Capital Investment: \$2.2 million

CUMMINS POWER SOUTH

Expansion » Miami Lakes

Cummins Power South is a joint venture distributorship within the Cummins North America Distributor System. The company specializes in the sales and service of Cummings engines, generators and related products, and is building a new 27,000-square-foot-facility in Miami Lakes.

Total Direct Jobs: 22

New Capital Investment: \$2.42 million

CXP USA

New Location » Chile

CXP USA Corp., a shipment and logistics company from Chile, is opening a new 5,400-square-foot-location in Miami.

Total Direct Jobs: 14

New Capital Investment: \$1.5 million

DLA

Expansion » Doral

DLA, a leader in the development of entertainment products for Video on Demand platforms worldwide, is consolidating existing offices in Miami and Coral Springs, and expanding to a new 32,000-square-foot office in Doral.

Total Direct Jobs: 265

New Capital Investment: \$2.2 million

EMD MILLIPORE CORP.

New Location » Germany

EMD Millipore Corp., a pharmaceutical and subsidiary of Merck KGaA of Darmstadt, Germany, is establishing the company's Americas headquarters in a 1,400-square-foot corporate-office in Miami-Dade County.

Total Direct Jobs: 7

New Capital Investment: \$5,000

FEEL GOOD HEALTHYFOOD

New Location » France

Feel Good Healthy Food is a French company startup that delivers fresh fruit, vegetables and cooking ingredients to households and businesses. The company is opening a 1,615-square-foot facility in Miami-Dade County.

Total Direct Jobs: 10

New Capital Investment: \$120,000

Top: The Beacon Council Chair Sheldon T. Anderson; Miami-Dade County Commissioner Jose "Pepe" Diaz; Administrator and Chief Financial Officer for Caribbean Radiation Oncology Center Carmen I. Bigles; President and Radiation Oncologist for Caribbean Radiation Oncology Center Dr. Pedro A. Serrano-Ojeda; Doral Mayor Luigi Boria; and The Beacon Council President & CEO Larry K. Williams are shown putting shovels to dirt during the ceremony.

Right: Feel Good Healthy Food owners Alexandre Pollet and Claire Soulet show their products. The couple opened their business in Miami-Dade County after listening to The Beacon Council at a mission in Paris.



THE FEEL GOOD HEALTHY FOOD

New Location » France

The Feel Good Healthy Food case is an example of the importance The Beacon Council Economic Development Mission plays in a company's decision to establish in Miami-Dade County.

During an Economic Development Mission to the Paris Air Show in June 2013, The Beacon Council coordinated the "Miami in Paris" Business Seminar attended by both Florida Gov. Rick Scott and Miami-Dade County Mayor Carlos A. Gimenez. After attending this seminar, Feel Good Healthy Food decided that Miami would be the ideal place to establish operations in the United States.

In July 2014, the company officially opened its first office in the City of Miami and will create 10 direct jobs within 3 years.

PROJECT TIMELINE

- **JUNE 2013** – Feel Good Healthy Food attends the "Miami in Paris" Business Seminar where the company was provided with information on Miami-Dade County and connected with various business contacts including the company's accountant from Jade Associates, a Beacon Council member.
- **AUGUST 2013** – Feel Good Healthy Food is registered in the United States as an LLC.
- **JANUARY 2014** – Company arrives in Miami to choose a location to establish the company.
- **JULY 2014** – Feel Good Healthy Food officially opens for business.
- **AUGUST 2014** – The Beacon Council visits the company in its new location and meets with the CEO and General Manager of the company.
- **AUGUST 2014** – The Beacon Council provides additional research information and business contacts and referrals.
- **SEPTEMBER 2014** – Project completion with direct jobs and capital investment numbers is released.

FERRING PHARMACEUTICALS

Expansion » Miami

Ferring Pharmaceuticals is a research-driven biopharmaceutical company dedicated to identifying, developing and marketing innovative products in the fields of infertility, obstetrics, urology, gastroenterology, endocrinology and osteoarthritis. The company is expanding and staying at its current Miami location.

Total Direct Jobs: 8

New Capital Investment: 0

GENPOWER ELECTRICS

New Location » Tanzania

GenPower Electrics, a Tanzania-based company that manufactures and assembles automatic changeover

switches and control panels for commercial generators, is opening a 4,700-square-foot-leased office space in Miami-Dade County.

Total Direct Jobs: 12

New Capital Investment: \$500,000

GS INIMA USA

Expansion » Spain

GS Inima, a Spain-based construction and engineering group in the water sector, expanded with new U.S. headquarters in Miami-Dade.

Total Direct Jobs: 30

New Capital Investment: \$10 million

IMEX PAPER

Expansion » Medley

IMEX Paper, a 10-year-old Miami paper

distribution company with a Miami corporate office and locations in Brazil and Peru, is moving into a 42,000-square-foot warehouse in Medley.

Total Direct Jobs: 20

New Capital Investment: \$5 million

INTERPORT LOGISTICS

Expansion » Miami-Dade

Interport Logistics, a provider of air and ocean freight services, intermodal and consolidated cargo for import and export shipments, as well as warehousing, distribution, insurance and chartering, expanded into a 150,000-square-foot-facility in unincorporated Miami-Dade County.

Total Direct Jobs: 25

New Capital Investment: \$800,000

LAN CARGO

Expansion » Chile

LAN Cargo, a Chilean-based air cargo company, is building a new 65,000-square-foot-maintenance hangar at Miami International Airport.

Total Direct Jobs: 102

New Capital Investment: \$20 million

LARKIN COMMUNITY HOSPITAL

New Location » Miami-Dade County

Larkin Community Hospital is developing a post graduate university campus called Larkin Health Sciences in South Dade that will focus on health sciences. Schools within the campus include a College of Osteopathic Medicine, Pharmacy, Biomedical Sciences and a School of Nursing.

Total Direct Jobs: 122

New Capital Investment: \$64 million

LIONAGENCY

New Location » Argentina

Lionagency, a graphic communication and online project developer from Argentina, is opening a 1,000-square-foot-office in Miami Beach.

Total Direct Jobs: 10

New Capital Investment: \$25,000



Above: Sheldon Anderson, Chair of The Beacon Council, Commission Chairwoman Rebeca Sosa, Mike Frank, President, COWs – Container on Wheels; Dan Osman, Chief Wrangler, COWs; Coral Gables Jim Mason; and Larry K. Williams, President & CEO, The Beacon Council; at the annual Key Ceremony honoring projects.

LOCAL MEASURE

New Location » Australia

Local Measure, a growing company that helps businesses understand and manage the social conversations and influencers. The company merges local content, social media and mobile technology to provide some of the largest businesses and brands with live access to data-rich content and analytics at a local level. The company is expanding its reach and is making the Miami office its Americas headquarters.

Total Direct Jobs: 20

New Capital Investment: \$200,000

MEDISON ECONET

Expansion » Medley

Medison Econet is a Latin American company that provides solutions for the integration, imaging and information transfer through high-quality, affordable and reliable medical equipment products such as x-ray and ultra-



Left: LAN Cargo Chief Operating Officer Fernando Poitevin; Chair of The Beacon Council Sheldon Anderson; County Commission Chairwoman Rebeca Sosa; President & CEO of The Beacon Council Larry K. Williams; and Director of the Miami-Dade Aviation Department Emilio T. González, Ph.D just before the event.

sound. The company is launching its U.S. manufacturing location with a new 12,000-square-foot operation in Medley.

Total Direct Jobs: 15

New Capital Investment: \$2 million

MULTICARE PHARMACEUTICAL

New Location » Brazil

Multicare Pharmaceutical, a pharmaceutical wholesaler specializing in the Brazilian and South American markets, is opening a new 1,000-square-foot-facility in Doral.

Total Direct Jobs: 5

New Capital Investment: \$300,000

NUBEFONE

New Location » Spain

Nubefone, a Spain-based telecom operator that provides innovative solutions for smartphones that allows customers to make international calls at a low cost, is setting up an office in Miami to serve both the U.S. and Latin American markets.

Total Direct Jobs: 15

New Capital Investment: \$1.5 million

ONTIER

New Location » Spain

ONTIER, a Spanish international law firm specializing in corporate, real estate, immigration and litigation, is investing

DOMESTIC CASE STUDY

SHIVER ENTERTAINMENT

Expansion » South Miami

The Shiver Entertainment case shows the burgeoning tech scene in Miami-Dade County and the ever-increasing importance of sourcing local talent when deciding a new company location.

Shiver Entertainment is a digital gaming start-up that established their headquarters in Miami-Dade County in 2013 and is now expanding their existing four-employees and 3,800-square-foot operation to include production and development teams in order to create the “world’s best” mobile and PC games. The company’s executives have backgrounds in leading some of the world’s top gaming companies, including Electronic Arts, Microsoft Corporation, Activision and Zynga.

Shiver considered locating the production and development side of the company in other cities better known for tech talent, including Los Angeles, Dallas, Detroit, Vancouver, and Silicon Valley. However, the company ultimately chose Miami-Dade County due to the strength of our local workforce and economy, and the inducement package coordinated by The Beacon Council and Enterprise Florida.

With assistance from The Beacon Council and the State of Florida with financial incentives, permit facilitation, labor recruitment, and business contacts and referrals, Shiver decided to expand operations to include production and development teams in Miami-Dade County, a decision that will create 60 new high-paying jobs and a capital investment of \$2.35 million in a newly renovated space in the City of South Miami.

PROJECT TIMELINE

- **OCTOBER 2013** – The Beacon Council received information from Enterprise Florida regarding the company’s interest in expanding locally and began working with the company to define project impact and location decision drivers.
- **OCTOBER 22 & 23, 2013** – The Company met with Miami-Dade County Commission Chairwoman Rebeca Sosa and Deputy Mayor Jack Osterholt, as well as leadership from the University of Miami, Florida International University and Miami Dade College.
- **NOVEMBER 2013** – In coordination with the office of Miami-Dade County Mayor Carlos A. Gimenez and Enterprise Florida, The Beacon Council developed an aggressive incentive package to induce the company to expand locally.
- **DECEMBER 2013** – The Beacon Council met with staff of Miami-Dade County Commissioner Xavier L. Suarez to discuss project impact and company’s plans to locate in District 7.
- **JANUARY 22, 2014** – Miami-Dade County Board of County Commission approved Qualified Target Incentive.
- **FEBRUARY 2014** – The Florida Department of Economic Opportunity finalized and approved the state portion of the incentive agreement.
- **APRIL 2014** – Press release issued to announce the Company’s plans to expand in Miami-Dade County.
- **JUNE & JULY 2014** – The Beacon Council assisted company with permitting needs.
- **SEPTEMBER 2014** – Renovations were completed and the company moved into the new office facility.

in a 4,000-square-foot facility in Miami. ONTIER has offices in Lisbon, London, Caracas, Bogota and Shanghai.

Total Direct Jobs: 24

New Capital Investment: \$500,000

PRICewaterhouse COOPERS

Expansion » Miami

Pricewaterhouse Coopers, a global professional financial services firm, is expanding to a 43,277- square-foot office space in Miami.

Total Direct Jobs: 80

New Capital Investment: \$5.5 million

QUICKSILVER TRANSLATE

Expansion » Spain

Quicksilver Translate, a Spanish global multi-lingual translation and desktop publishing company, has opened an office in Miami to serve the U.S. market.

Total Direct Jobs: 4

New Capital Investment: \$50,000

RATIOKONTAKT

New Location » Germany

ratiokontakt, an international premium internet service provider from Germany that offers advanced and reliable managed IT-hosting, data center services and cloud solutions, opened a new location in Miami.

Total Direct Jobs: 15

New Capital Investment: \$1 million

RENT4DAYS

New Location » Spain

Rent4Days, a company from Barcelona that specializes in short-term apartment rentals, opened a new location in Miami Beach.

Total Direct Jobs: 10

New Capital Investment: \$1 million

RYDER SYSTEM

Expansion » Miami

Ryder, a Fortune 500 provider of leading-edge transportation, logistics and supply chain management solutions worldwide, purchased the company’s global headquarters building in Miami-Dade County.

Total Direct Jobs: 10

New Capital Investment: \$15.86 million

Exclusive Leasing and Sales Opportunity at Coral Gables' Most Prestigious Office & Retail Address



Centrally located in the heart of Coral Gables, minutes from the airport and Downtown

Premium offices with spectacular Miami skyline views

Efficient column-free floor plates and wrap around terraces at no additional charge

Covered parking ratio at 4 spaces per 1,000 SF

Elegant penthouse featuring 12-foot ceilings

Ultra-contemporary lobby with on-site retail and security on premises

Pre-wired for telephone, internet, video conferencing, video/security, digital/HD TV

IMMEDIATE OCCUPANCY

2020
PONCE

2020 Ponce de Leon Blvd., Coral Gables
www.2020ponce.com



EXCLUSIVE
LISTING
AGENTS

Donna Abood 305.446.0011 / donna.abood@colliers.com

Joe Abood 305.447.7878 / joe.abood@colliers.com



Information contained herein has been obtained from the owners or from other sources deemed reliable. We have no reason to doubt its accuracy, but we regret we cannot guarantee it. All properties subject to change or withdrawal without notice. Colliers International South Florida is an independently owned and operated business and a member firm of Colliers International, a worldwide affiliation of independently owned and operated companies. ORAL REPRESENTATION CANNOT BE RELIED UPON AS CORRECTLY STATING REPRESENTATIONS OF THE DEVELOPER. FOR CORRECT REPRESENTATIONS, MAKE REFERENCE TO THE DOCUMENTS TO BE FURNISHED BY THE DEVELOPER TO A BUYER OR LESSEE TOGETHER WITH A PURCHASE AGREEMENT OR LEASE. AMENITIES, LAYOUT AND FINISHES SUBJECT TO CHANGE.

ASSISTING NEW AND EXPANDING COMPANIES

SHIVER ENTERTAINMENT

Expansion » Miami

Shiver Entertainment, a digital gaming start-up, has expanded its operations to include production and development.

Total Direct Jobs: 60

New Capital Investment: \$2.35 million

SKYRISE MIAMI, LLC

New Location » Miami-Dade County

SkyRise Miami will be a new landmark entertainment and visitor destination in the City of Miami that will change the Miami skyline and bring renewed development and job growth to the Bayside Marketplace and the downtown area.

Total Direct Jobs: 908

New Capital Investment: \$392 million

SWEEPY GROUP PRODUCTS

New Location » Miami Lakes

Sweepy Group Products, a Miami-Dade start-up and manufacturer of snack packs featuring American made breadsticks and German confectionery dips, is opening a plant in Miami Lakes.

Total Direct Jobs: 30

New Capital Investment: \$2 million

TERBERG TRACTORS AMERICA

New Location » The Netherlands

Terberg Tractors America, a Netherlands-based manufacturer of tractors and trucks for ground and construction transportation, is opening a 2,742-square-foot-facility as its regional headquarters in Doral to serve North and South America.

Total Direct Jobs: 4

New Capital Investment: \$270,000

TERUMO LATIN AMERICA CORP.

Expansion & Retention » Doral

Terumo Latin America Corp, one of the world leaders in medical device manufacturing, chose to stay in Miami-



John Schappert, CEO of Shiver Entertainment, discussing plans with programmers.

Dade County after evaluating other locations and expand its Latin American headquarters in Doral.

Total Direct Jobs: 9

New Capital Investment: 0

THE FRAGRANCE COMPANY CORP.

New Location » Spain

The Fragrance Company Corp., D/B/A Equivalenza USA, a producer of high-quality yet affordable perfumes, is opening a new location in Miami to develop business in North and Latin America as well as the Caribbean.

Total Direct Jobs: 30

New Capital Investment: \$250,000

UNIVERSA INVESTMENTS

New Location » California

Universa Investments, a California-based Hedge fund, has relocated to Coconut Grove after evaluating other locations.

Total Direct Jobs: 25

New Capital Investment: \$800,000

USA VOIP

New Location » Spain

USA VOIP, a Spanish IT company - Avanzada7, that supports integrators in the installation, development and deployment and maintenance of VoIP infrastructure, opened an office in Coral Gables to distribute telecom equipment

throughout the Americas.

Total Direct Jobs: 5

New Capital Investment: \$500,000

U.S. CONTAINER LINE

New Location » The Netherlands

U.S. Container Line, a Netherlands-based logistics provider is opening an office in Miami to develop new business.

Total direct Jobs: 12

New Capital Investment: \$100,000

VELTIA USA

New Location » Spain

Veltia, a Spanish innovator and designer of hand dryers, opened a new location in Coral Gables to develop business in North and Latin America, and the Caribbean.

Total Direct Jobs: 4

New Capital Investment: \$60,000

YELLOWPEPPER MOBILE FINANCIAL SOLUTIONS

Expansion » Miami

YellowPepper Mobile Financial Solutions is a Miami-based, growing company that provides financial institutions, corporations and merchants with a means to improve the purchasing experience. The company is expanding its reach to Latin America and is making its Miami location, the company's official global headquarters.

Total Direct Jobs: 50

New Capital Investment: \$150,000

Thank You

to the Miami-Dade County Mayor
and the Board of County Commissioners



CARLOS A. GIMENEZ
Miami-Dade County Mayor



BARBARA J. JORDAN
District 1



JEAN MONESTIME
District 2



AUDREY EDMONSON
District 3



SALLY A. HEYMAN
District 4



BRUNO A. BARREIRO
District 5



REBECA SOSA
District 6



XAVIER L. SUAREZ
District 7



**DANIELLA LEVINE
CAVA**
District 8



DENNIS C. MOSS
District 9



JAVIER D. SOUTO
District 10



JUAN C. ZAPATA
District 11



JOSÉ "PEPE" DIAZ
District 12



ESTEBAN BOVO, JR.
District 13

REVITALIZING URBAN NEIGHBORHOODS

The Beacon Council works to bring jobs to urban areas

The Beacon Council's Urban Initiatives program focuses on identifying assets, such as available sites within urban communities for businesses looking to move into the area and hire workers. In partnership with other local entities, the Urban Initiatives program focused on the following urban areas for job creation projects:

- Brownfield Sites and Designated Brownfield Areas
- Enterprise Zones
- Empowerment Zones
- Target Urban Areas

Throughout the year, The Beacon Council collaborated with community business support organizations including the Miami-Dade Chamber of Commerce; Southern Florida Minority Supplier Development Council; Hispanic Business Initiative Fund; Small Business Administration; CareerSource Florida; Economic Community Partnership; Accion



Commissioner Jean Monestime of District 2 with Larry Williams, President & CEO of The Beacon Council, at a small business workshop.

East: Partners for Self Employment Inc.; MEDWeek and Liberty City Trust.

The Beacon Council conducted a series of small business workshops in various

districts throughout the Miami-Dade County, providing resources to assist new and existing businesses pursue business growth and job creation aspirations in our communities. Included were discussions on Enterprise Zone and Brownfield site incentives, benefits that are available with capital investment, and business growth deliveries in most target urban areas.

During Fiscal year 2013—2014, The Beacon Council assisted the following companies to locate or expand in Target Urban Areas, Enterprise Zones or Empowerment Zones: COWs - Container on Wheels, GS Inima USA, Lan Cargo, Ontier, Shiver Entertainment, and U.S. Container Line.

Since 1999, The Beacon Council accomplishments in Target Urban Areas (TUAs)* have included the completion of 129 projects which generated 12,401 direct and indirect jobs for the Miami-Dade community – 8,511 of which were direct jobs. The total capital investment in TUAs generated over this period is \$694,753,954. All projects located in a TUA, with the exception of one, also are located within an Enterprise Zone.

TARGETED URBAN AREAS COMPLETED PROJECTS 2013-2014*

FISCAL YEAR	PROJECTS COMPLETED	EXISTING JOBS RETAINED	DIRECT JOBS CREATED	INDIRECT JOBS CREATED	TOTAL JOBS	NEW SQUARE FEET	NEW CAPITAL INVESTMENT
1999-2000	10	722	1,201	620	1,821	308,700	\$53,312,000
2000-2001	9	0	772	381	1,153	574,834	\$97,984,000
2001-2002	8	0	520	314	834	260,000	\$28,265,000
2002-2003	11	5	347	178	525	178,400	\$22,950,000
2003-2004	14	108	883	413	1,296	361,790	\$25,945,000
2004-2005	13	600	723	433	1,156	557,700	\$83,613,500
2005-2006	8	0	525	273	798	176,200	\$37,774,000
2006-2007	4	40	291	154	445	105,700	\$4,700,000
2007-2008	6	419	462	282	744	608,282	\$159,679,740
2008-2009	9	4	353	177	530	83,947	\$23,605,000
2009-2010	13	385	842	328	1,170	73,127	\$28,805,000
2010-2011	10	0	510	118	628	123,300	\$48,710,000
2011-2012	3	0	130	37	167	23,760	\$3,650,000
2012-2013	6	0	767	99	866	452,700	\$42,810,718
2013-2014	12	0	1,363	564	1,927	511,927	\$434,750,000
TOTAL	136	2,283	9,689	4,371	14,060	4,400,367	\$1,096,553,958

*Pursuant to County Ordinance 97-33, the Miami-Dade County Empowerment Zone neighborhoods and its developable sites also became Targeted Urban Areas.

GUIDING SMALL BUSINESSES

The Beacon Council works to grow small businesses in Miami-Dade County

The Beacon Council, in partnership with Miami-Dade County, conducted the Open for Business Small Business Workshop series throughout the county. The workshops provided resources designed to assist small businesses in reaching growth and job-creation targets.

Launched in September, the workshops featured expert panelists who discussed business topics identified as priorities in each area including starting a business, accessing capital, marketing, doing business with the government, doing business with the military and taking advantage of business incentives. Incentives discussed included Enterprise Zone and Brownfield site incentives,; benefits available when making capital investments and delivering new jobs in most target urban areas. The PortMiami FTZ-281 foreign trade zone program also was highlighted. In addition, support organizations provided one-on-one discussions during the final portion of the workshops.

The workshops were held in Opa-locka, North Miami Beach, Coconut Grove, Liberty City, Westchester, Miami Lakes, Miami Springs, North Miami, and Palmetto Bay; attracting a total of 402 participants. The Beacon Council also provided support to more than 100 small businesses who contacted our offices because of the workshops.

Access to additional small business development forums, workshops, and other tools were made available by The Beacon Council via the weekly newsletter, along with collaborative programming with organizations throughout the course of the year. The Beacon Council also recently entered into a strategic alliance



Miami-Dade County Commissioner Audrey M. Edmonson addresses an audience of small business owners during The Beacon Council Open for Business Small Business Workshop held January 28.

More than half of the participants surveyed rated the information provided during the workshop as excellent, with financial resources ranking as the most important topic, and networking a valuable component of the workshop.

agreement with the U.S. Small Business Administration (SBA), jointly committed to strengthen and expand small business development in Miami-Dade County.

The Beacon Council surveyed workshop participants and found most of the respondents had been in business for five years or more and that the majority classified themselves as being in the personal services industry. More than half rated the information provided during the workshop as excellent with financial resources ranked as the most important topic and networking a valuable component of the workshop. Thanks to our workshop supporters including: Accion East, Biztegra Partners,

Coconut Grove Business Improvement District, Economic Community Partnership, Feverish Ice Cream, Goldman Sachs 10K Small Businesses at M-DC, Haitian-American Chamber of Commerce of South Florida, Hispanic Business Initiative Fund, Miami Lakes Chamber of Commerce, Miami-Dade Chamber of Commerce, Miami-Dade County Public Schools Department of Economic Opportunity, Miami-Dade County Small Business Development, Neighbors and Neighbors Association, Partners for Self Employment, Robert Rogers, Esq. Law Firm, SCORE, Small Business Administration, Small Business Development Center at FIU, Southern Florida Minority Supplier Development Council, Verity Content, Westchester Miami-Dade Chamber Of Commerce. The Beacon Council took the lead in supporting the launch of the Goldman Sachs 10,000 Small Businesses program at Miami-Dade College; facilitating introductions and recruitment for the inaugural and second cohort classes. The Goldman Sachs 10K team presented during our small business workshop series and The Beacon Council continued support with the cohort classes that followed.

FOSTERING GLOBAL CONNECTIONS

The Beacon Council works to attract new companies from all over the world

The Beacon Council promotes Miami-Dade County through an active national and international program of economic development missions and participation in industry tradeshow and conferences. By identifying opportunities and fostering business connections, The Beacon Council attracts new companies and encourages the growth of existing businesses and industries.

This year, our missions and trade show attendance was focused on the targeted industries and international target markets. We were successful in marketing the benefits of doing business in Miami-Dade County to company representatives throughout the world. During the 2013-2014 fiscal year, five economic development missions and trade shows were conducted. During these missions and trade shows, a total of 173 business contacts briefed and of this number 24 were identified as prospects with future potential for Miami-Dade investment and 10 were made active projects, companies that were considering Miami-Dade as a future location.

MISSIONS ABROAD

GERMANY

NOVEMBER 17-23, 2013 — The Beacon Council participated in the MEDICA Tradeshow in Düsseldorf, Germany. MEDICA is the world's largest medical show in which Life Science companies from throughout the world participate. More than 134,482 people from over 120 countries visited the show's 4,571 exhibitors from around 60 countries.

Attending this show fits in the strategy



Gonzalo Arance, EFI-Spain; Gontzal Barasorda, SPRI; Mario Sacasa, Larry K. Williams, The Beacon Council; Miren Madinabeita, SPRI; Carolina Rendeiro, eMerge Americas; Sheldon Anderson, The Beacon Council; and Daniel Novela, Novela Law gather together during the Spain mission.

to attract Life Sciences companies to Miami-Dade County. In addition to meeting with individual companies who already have indicated an interest in Miami-Dade County, attendance allows staff to reach out to a large number of companies during a short period of time. In total 47 briefings/contacts were completed during the show. These included pre-show appointments, Enterprise Florida leads and cold calls to exhibiting companies. The show resulted in three projects and three prospects.

MARCH 8-15, 2014 — The Beacon Council participated in CeBIT, the world's leading exhibition and trade fair in the information and communications technology industry held in Hannover. The five-day event attracted nearly 3,500 exhibitors from 70 different countries equating to more than 200,000 visitors. The most notable of the 1,000 speakers included British Prime Minister David Cameron, German Chancellor Angela

Merkel, Apple Co-founder Steve Wozniak, and Wikipedia Co-founder Jimmy Wales.

In total, 58 companies were briefed on doing business in Miami-Dade County. Of these companies, six are prospects and one is a project. These included pre-show appointments, Enterprise Florida leads and cold calls to exhibiting companies.

In addition, several companies indicated interested in attending the May 2014 eMerge Americas Conference which will give them the opportunity to visit Miami-Dade County and be introduced to the IT sector.

SOUTH KOREA

MAY 10-16, 2014 — At the request of the Economic and International Trade Unit (EDIT) of the Department of Regulatory and Economic Resources of Miami-Dade County, The Beacon Council participated in a Branding Mission to the Republic of Korea. The Miami-Dade Delegation consisted



Steven Karski and Mario Sacasa of The Beacon Council; Joseph Napoli, Chief of Staff & Senior Policy Advisor for Miami International Airport; Miami-Dade County Commissioner Jose "Pepe" Diaz; Jonathan Lee Yoo, U.S. Consul in Busan; Desmond Alufohai, Miami-Dade County International Trade Coordinator; and Eric Olafson, Manager of Intergovernmental Affairs Cargo Department at PortMiami pose for a photo during the South Korea mission.

of the following persons: Miami-Dade County Commissioner, Jose "Pepe" Diaz who led the Mission; Desmond Alufohai, Miami-Dade County International Trade Coordinator; Rolando Aedo, Senior Vice President Greater Miami Convention and Visitors Bureau; Eric Olafson, Manager Intergovernmental Affairs Cargo Department Port Miami; Joseph Napoli, Chief of Staff & Senior Policy Advisor Miami International Airport; and Steven Karski, President of South Beach Wine LLC and the Beacon Council, representing our area's private sector.

The Mission had the following objectives: to promote Miami-Dade County as a Global Business Center and to enhance access to opportunities in international commerce and other areas of economic development and to foster goodwill and cultural understanding; and to meet and establish contact with business development organizations in South Korea

such as the U.S. Commercial Services Department, the Seoul and Busan Metropolitan Governments, the Korea International Trade Association (KITA) and the Port of Busan. As a result, 21 business contacts were made, three prospects identified and a follow-up visit from KITA representatives to Miami Dade in early FY 2014-2015 was arranged.

SPAIN

JUNE 21-27, 2014 — Spain is Miami-Dade County's top international market for Foreign Direct Investment with to date 80 completed projects from different industries and different regions of the country. To this end, The Beacon Council conducted an economic development mission to Madrid, Bilbao and Valladolid. The week-long mission was led by Sheldon T. Anderson, Chairman of The Beacon Council and Larry K. Williams, President & CEO of

The Beacon Council. They were joined by Carolina Rendeiro, Director of Partnerships for eMerge Americas and the Board of Directors Secretary for The Beacon Council; Daniel Novela, Attorney at the Novela Law Firm; and Gonzalo Arance, Deputy Director of Enterprise Florida-Spain.

In Madrid, The Beacon Council participated in a joint business program with the Greater Miami Chamber of Commerce and the Spain-U.S. Chamber of Commerce. As part of the Joint Business Program, The Beacon Council delegation attended a Country briefing conducted by the U.S. Commercial Service Office at the Occidental Miguel Angel Hotel as well as the Signing of the Sister Cities Agreement between the City of Miami and the City of Madrid. The Agreement was signed by City of Miami Mayor Tomas Regalado and Ana Botella, Mayor of the Community of Madrid.

In Bilbao, The Beacon Council and Enterprise Florida partnered with SPRI, the Foreign Trade and Investment Agency of the Basque Region. On June 26, the three organizations hosted a Business Seminar on "Miami-Dade County: Global Business Center of the Americas" showcasing our community's business assets and international infrastructure. More than 40 companies from the Basque Region attended the presentation. Following the seminar, one-on-one business meetings were held.

In Valladolid, The Beacon Council and Enterprise Florida in partnership with the Junta de Castilla y Leon, also hosted a Business Seminar. More than 20 companies attended and following the presentation, one-on-one business appointments were held with companies interested in doing business in Miami-Dade County.

As a result, 3 active projects were contacted, 3 new projects and 12 new prospects identified.

JAPAN

SEPTEMBER 16-21, 2014 — Created in 1976, the Associations were established to promote trade, investment and friendship between Japan and SEUS member states which currently include Alabama, Florida, Georgia, Mississippi, North Carolina, South Carolina, and Tennessee. On the Japanese

FOSTERING GLOBAL CONNECTIONS

side, members include top business leaders as well as government officials. There is an annual meeting held on a rotational basis in Japan and one of the Southeastern states. The theme of the Joint Meeting was “Success through Harmony, Tradition and Innovation”. Co-Chairs of the Joint Meeting were Atsutoshi Nishida, Adviser to the Board, Toshiba Corporation and William Yates, Chairman, Yates Construction Company.

DOMESTIC MISSIONS/TRADE SHOWS HIGHLIGHTS

MIAMI-DADE COUNTY

OCTOBER 17, 2013 - The Beacon Council attended the NAIOP Commercial Real Estate Association Miami-Dade County bus tour. This annual event highlights available industrial and office properties around the community, and provides a great opportunity to network with key commercial real estate professionals in Miami-Dade County. The Beacon Council was an event sponsor and presented at the tour luncheon.

OCTOBER 18, 2013 - The Beacon Council was an active participant in the annual MEDWeek business matchmaking conference and awards ceremony – themed “Celebrating 31 years of Economic Empowerment and Minority Business Excellence.” The conference was held at the Florida International University Kovens Conference Center in North Miami. Participation consisted of hosting community businesses at sponsored breakfast and luncheon tables along with a booth presence in the exhibit area. Awards were presented to top performing minority businesses at the awards luncheon. This year’s conference also featured presentations from the U.S. Department of Commerce, Florida Department of Transportation, Biscayne



Panel discussion at eMerge on Big Data & Analytics: The Ability to Change the Future with speakers Emilio Diaz, Executive Vice President at INDRA; and Bernard “Bernie” Meyerson, Fellow & Vice President of Innovation at IBM. The panel was moderated by Larry K. Williams, President & CEO of The Beacon Council.



Larry K. Williams, President & CEO of The Beacon Council with Manuel ‘Manny’ Medina, Founder of eMerge Americas and Medina Capital.

Landings development, and many others. The event also included a special “BizTank” small business competition offering investor and mentoring support. The Minority Enterprise Development Week (MEDWeek) Conference is the nation’s premier event for minority entrepreneurs and small business owners, at the national, regional and local levels and is hosted under the auspices of the U.S. Department of Commerce’s Minority Business Development Agency’ Business Center, operated in Florida by M. Gill & Associates.

CHICAGO

OCTOBER 21-23, 2013 - The Beacon Council attended the two-day Women in Economic Development Conference with topics such as insights into current site selection trends and best practices, interactive professional development sessions focusing on leadership and career advancing skills, peer panel discussions and group sessions with site selection consultants.

LAS VEGAS

OCTOBER 21-22, 2013 - The Beacon Council promoted Miami-Dade County during the 2013 CoreNet Global Summit. The CoreNet association is the world’s leading association for corporate real estate and workplace professionals, service providers and economic developers. To promote Miami-Dade County, The Beacon Council hosted a group of corporate site selectors and consultants for a breakfast briefing on Miami-Dade County. The event was sponsored by Florida Power & Light and allowed The Beacon Council a forum to inform guests on new economic development activities in Miami-Dade County, such as the Miami International Airport and PortMiami infrastructure improvements, and our One Community One Goal initiative. The event also offered the opportunity for feedback from the site selectors/consultants on Miami-Dade County.



Miami Mayor Tomás Regalado, Miami-Dade Commission Chairwoman Rebeca Sosa, The Beacon Council President & CEO Larry K. Williams, The Beacon Council Chair Sheldon T. Anderson and CBS4 Reporter Vanessa Borge served as presenters at the annual Key Ceremony and Holiday Reception held at Vizcaya Museum and Gardens.

MIAMI-DADE COUNTY

NOVEMBER 6 - 8, 2013 - The Beacon Council attended the Air Cargo & Sea Cargo Americas Conference held at the Miami Airport Convention Center. The event featured 28 industry experts on various panels discussing their views on current air and sea cargo industry trends as well as their outlook on future industry growth. More than 6,800 international aviation and maritime business executives from 65 countries visited the exhibition. The conference was the largest attended air & maritime cargo show in the Western Hemisphere.

ATLANTA

MARCH 11-13, 2014 - The Beacon Council conducted a Business Development Mission to Atlanta with the objective to meet with key site selectors and corporate real estate professionals who influence the location decisions of corporations worldwide in order to develop new and re-establish contacts with this influential group. The Beacon Council met with 13 individuals representing eight companies.

MIAMI-DADE COUNTY

MARCH 27 - 28, 2014 - The Inaugural BioFlorida Latin America & Caribbean Life Sciences Conference was held on March 27 - 28, 2014 in Miami. The Beacon Council, as part of its activities in the Life Sciences, was a

sponsor of the conference. The purpose of the conference was to connect experts in life sciences from Florida (and other parts of the United States) with counterparts from Latin America and the Caribbean. The event, hosted at Florida International University and the Sofitel Miami Hotel, consisted of panels and speakers on current trends in the scientific and business sides of life sciences. The conference showed the continued growth of Miami-Dade County and Florida as a center for life sciences, especially with an emphasis on Latin America.

MIAMI-DADE COUNTY

MAY 2-6, 2014 - More than 6,000 attendees and more than 150 speakers and 115 startups were at the inaugural five-day eMerge Americas Techweek conference. The conference was organized by Manuel "Manny" Medina, Diane Sanchez and the Technology Foundation of the Americas' team and was part of a larger effort led by local entrepreneurs, business and education leaders, and government officials as a movement to transform Greater Miami into the preeminent technology hub for the Americas. The conference included a Mayoral summit, smart city expo, startup village and launch competition, youth business plan challenge, hackathon, hiring fair, and more than 60 panel discussions addressing topics related to finance, healthcare, education, media

& entertainment, and sustainable cities. The Beacon Council participated in all aspects of the conference, from having a booth and participating on panels, to assisting various Fortune 100 companies in meeting with community leaders to attending ancillary events. Beacon Council staff members also held meetings with companies and startups to discuss how to assist in relocation or expansion plans in Miami-Dade County. The Beacon Council President & CEO Larry K. Williams moderated a panel on Big Data & Analytics: The Ability to Change the Future with speakers Bernie Meyerson, Fellow & Vice President of Innovation at IBM and Emilio Diaz, Executive Vice President at INDRA.

PALM BEACH, FLA.

MAY 13-14, 2014 - The Beacon Council attended the Florida Power & Light Powering Florida: Illumination Event. This event for South Florida economic development organizations included presentations from seven leading Site Selector consultants on topics such as how to market your community to negotiating incentives

TAMPA, FLA.

JUNE 6-8, 2014 - The Florida Economic Development Conference is the premier professional development event attended by economic, workforce and community developers from all corners of the State of Florida. The conference included breakout sessions covering a wide array of subjects including entrepreneurship, global trade and workforce training. The highlight of the conference was the award presentation to our One Community One Goal Co-Chairs George Foyo and Art Torno for their volunteer commitment.

INCOMING DELEGATIONS

Following The Beacon Council's International marketing initiatives, international delegations frequently visit Miami-Dade County to learn more about the community and its competitive advantages. During the 2013-2014, The Beacon Council hosted the following incoming delegations and international meetings, representing at least 10 different countries:

FRANCE

NOVEMBER 1, 2013 - As part of French Weeks, The Beacon Council welcomed the delegation led by Hélène Conway-Mouret, the Minister Delegate for French Nationals and H.E. François Delattre, Ambassador of France to the United States. Conway-Mouret held a number of private business meetings in Miami, along with company visitations. The Beacon Council attended several events throughout the course of their visit.

MARTINIQUE

NOVEMBER 13, 2013 - A delegation of public and private sector members from Martinique were in Miami. The businesses included a fashion designer, IT company, Hotel Industry company and the Economic Development organization for Martinique. During their visit, a business briefing was held at the offices of PortMiami. We provided a full briefing on The Beacon Council and Miami-Dade County. Others in attendance who briefed the delegation were representatives from Enterprise Florida, Miami-Dade County and PortMiami.

ITALY

NOVEMBER 28-DECEMBER 1, 2013 - On the occasion of Art Basel, an incoming delegation from Tuscany, Italy, visited Miami-Dade County. The delegation included representatives from Tuscany's Creative Design industry.



The Beacon Council President & CEO Larry K. Williams, Miami-Dade County Mayor Carlos A. Gimenez and United Kingdom Ambassador Sir Peter Westmacott discuss climate change and the insurance industry at The Beacon Council.

AFRICA

DECEMBER 18, 2013 - A delegation of more than 22 people including 14 entrepreneurs from various regions of Africa participated in a panel discussion on economic development hosted by The Beacon Council. Panelists included: Andrew Gately, Commercial Officer of the U.S. Commercial Service; Bryant Salter, Africa Expert for Enterprise Florida; Pamela Fuertes, Vice-President for International Economic Development, The Beacon Council; and Sheri Colas-Gervais, Vice-President for Economic Development and Urban Initiatives for The Beacon Council. Countries represented included: Burundi, Cameroon, Democratic Republic of the Congo, Cote d'Ivoire, Guinea, Kenya, Madagascar, Malawi, Niger, Nigeria, Rwanda, Swaziland, Tanzania and Togo.

FRANCE

NOVEMBER 1, 2013 - Hélène Conway-Mouret, Minister Delegate for French Nationals and H.E. François Delattre, Ambassador of France to the United States visited Miami-Dade County.

PERU

JULY 30, 2014 - The Trade Office of Peru in Miami coordinated a group of 15 graduate business students from the "Universidad del Pacifico" to visit The Beacon Council. We met with the group and made a presentation on the advantages of Miami-Dade as a global

business destination and on The Beacon Council mission and services.

ECUADOR

AUGUST, 28, 2014 - Manuel Echeverria, Trade Commissioner of Ecuador in Miami, coordinated a visit to The Beacon Council for Antonio Ruales, the Executive Director of Pro Ecuador, the country's Export and Investment Promotion Agency. The Beacon Council met with the Ecuadorian representatives and made a presentation on Miami-Dade County and the services provided by The Beacon Council. Ruales is interested in our County as an entry point into the U.S. market. He informed us about a future invitation to members of the Miami-Dade private and public sectors to visit Ecuador. The Beacon Council would have the opportunity to meet with Ecuadorian companies interested in learning more about the advantages of conducting business in Miami-Dade.

MEXICO

MAY 1, 2014 - The new Consul General of Mexico in Miami Jose Antonio Zabalgoitia coordinated business meetings for a delegation of BANCOMEXT led by its president, Enrique de la Madrid. BANCOMEXT is Mexico's National Bank in charge of financing foreign trade and supporting the internationalization of Mexican companies. The Beacon Council briefed the delegation on the advantages



Josh Gelfman, Deputy Director of the Miami-Dade County Department of Regulatory and Economic Resources; Yolanda Nader, Chair of The Beacon Council International Advisory Committee and CEO/CFO of Dosal Tobacco Corp.; Jose Lampe Cuisia, Jr., Ambassador of the Republic of the Philippines to the United States of America; Gary Goldfarb, Chair of The Beacon Council Trade and Logistics Committee and Chief Strategy Officer at Interport Group of Companies; and Steve Beatus, Executive Vice President of The Beacon Council, pose for a photo at The Beacon Council on June 27.

of conducting business in Miami-Dade and on The Beacon Council services.

BRAZIL

JANUARY 15, 2014 - A business delegation from the Associacao Comercial do Rio de Janeiro visited with The Beacon Council and members of our business community. The delegation led by Eduardo Lessa Bastos met with Larry Williams, President & CEO of The Beacon Council, to talk about the possibility of organizing a mission from Miami-Dade County to Rio de Janeiro in the near future. Williams and The Beacon Council staff members of the International Economic Development Department briefed the delegation on the services of The Beacon Council and the advantages of conducting business operations in our global community.

SPAIN

APRIL 2, 2014 - Barcelona Mayor Xavier Trias and Vice Mayor Sonia Recasens led a delegation from Barcelona that visited Miami-Dade and met with Miami-Dade County Mayor Carlos A. Gimenez and City of Miami Mayor Tomas Regalado. During their visit, The Beacon Council met with Vice Mayor Recasens, who is also in charge of Economic Development matters in Barcelona. A briefing on Miami-Dade and Beacon Council services were given to

the Barcelona delegation informing them that The Beacon Council President & CEO Larry Williams will be visiting Barcelona in March 2015 on for the World Mobile Congress.

CANARY ISLANDS

JUNE 23, 2014 - The President of the Canary Islands Paulino Rivero Baute visited Miami-Dade County during an international trade mission to discuss the Canary Islands as a European hub in Africa and gateway for U.S. exports to the African continent. The agenda was organized in collaboration with the Commercial Office of Spain, the U.S. Department of Commerce, Enterprise Florida, The Beacon Council, the Economic Development and International Trade Unit of Miami-Dade County, the Spain-USA Chamber of Commerce and the Greater Miami Chamber of Commerce.

President Baute also met with Miami-Dade County Mayor Carlos A. Gimenez, Commission Chairwoman Rebeca Sosa, Commissioner Moss and other official representatives from various entities, such as The Beacon Council, the Greater Miami Convention & Visitors Bureau, Miami-Dade County Seaport and Airport and others. Each representative gave a brief presentation on their respective organizations and the Chair of The Beacon Council's International Economic

Development Committee and Executive Board Member Yolanda Nader, who is also the CEO/CFO of Dosal Tobacco Corporation, provided the presentation on behalf of The Beacon Council.

PHILIPPINES

JUNE 27, 2014 - The Beacon Council hosted a meeting with the Ambassador of the Republic of the Philippines to the United States of America Jose Lampe Cuisia, Jr. and a delegation from the Philippines. The lunch at The Beacon Council was attended by Josh Gelfman, Deputy Director of the Miami-Dade County Department of Regulatory and Economic Resources; Yolanda Nader, Chair of The Beacon Council International Advisory Committee and CEO/CFO of Dosal Tobacco Corp.; Gary Goldfarb, Chair of The Beacon Council Trade and Logistics Committee and Chief Strategy Officer at Interport Group of Companies; Eric Olafson, PortMiami Manager, Intergovernmental Affairs and Cargo Development; Charles LaPradd, Miami-Dade County Agricultural Manager; Joseph Napoli, Chief of Staff at Miami Dade Aviation Department and Miami International Airport; Jorge Suarez, Leasing & Marketing Manager at Miami Free Zone; Ken Roberts, Founder and President of WorldCity; Jimmy Nares, Assistant Director at Miami-Dade County (ITC); Jennifer Diaz Becker, Shareholder and Chair of Customs & International Trade at Becker & Poliakoff; Dr. Josyline C. Javelosa; Maria Roseni M. Alvero and Luizviminda G. Padilla with the Ambassador; Steve Beatus Executive Vice President; Ivette A. O'Doski, Vice President of Government and Community Relations; James C. Kohnstamm, Vice President of Economic Development; and Kemely Castro Manager, International Economic Development Programs; all of The Beacon Council. Topics included trade, the political and security alliance, economic relations and people-to-people ties between the Philippines and the United States.

LEADING COMMUNITY INITIATIVES

The Beacon Council and its foundation work to support industries so residents can have quality jobs.



ONE COMMUNITY ONE GOAL

The Beacon Council and the Beacon Council Economic Development Foundation took the lead role in developing the One Community One Goal (OCOG) Target Industry Strategic Plan (2012-2017). This plan provides Miami-Dade County with a roadmap for its future economic development success. 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. It coordinates all economic development activities. It is designed to be holistic and implementation requires involvement by a broad spectrum of Miami-Dade County organizations.

BACKGROUND

Given the changes in the global economy, the recession and the competition from cities throughout the world for new investment and job creation, a Miami-Dade County Target Industry Strategic Plan was needed.

COLLABORATION

The One Community One Goal Steering Committee is comprised of more than 50 public sector, private sector, education, and community organization leaders. In addition, the committee received input from more than 5,000 participants including survey responses from more than 4,100 people.

IMPLEMENTATION

The One Community One Goal five-year plan provides strategic recommendations aimed at growing jobs and creating long-term sustainable economic prosperity in Miami-Dade County. These recommendations were divided into these categories:

- Education and Workforce
- Physical Infrastructure
- Entrepreneurship and Innovation
- Business Climate and Public Policy
- Economic Development Marketing
- Target Industries

Target Industry Taskforce Groups have been created to assist with the

implementation of the recommendations and to allow the community to become more actively involved with OCOG.

Education has been identified as the foundation of OCOG and is the key driver of the target industries. As a result, OCOG has established an Academic Leaders Council (ALC). The purpose of the ALC is to create an educational ecosystem that aligns with the business community to ensure worker availability and to ensure that skill sets keep pace with business needs.

In addition to the OCOG recommendations, six communitywide priorities were outlined. A communitywide priority is an initiative or improvement that maximizes Miami-Dade County's economic development potential across the board. These are not specific to any single target industry, but all business sectors benefit from implementation of these priorities. Community-wide priorities include the following goals:

- Continue to develop a globally renowned educational ecosystem.



Top: The Beacon Council Chair Sheldon T. Anderson, The Beacon Council President & CEO Larry K. Williams, with OCOG Co-Chairs George Foyo and Art Torno.

Left: Miami-Dade County Mayor and OCOG Co-Chair Carlos A. Gimenez speaking at the One Community One Goal Update on July 23.

ABOUT THE BEACON COUNCIL ECONOMIC DEVELOPMENT FOUNDATION

The Beacon Council Economic Development Foundation, Inc. is a 501(c)(3) Florida Not For Profit Corporation created exclusively for charitable and educational purposes:

- to compile, prepare, and publish statistical data concerning Miami-Dade County Florida and make such data avail-

able to all segments of the community;

- to set charitable and educational goals to improve the local economy. The sole member of the Foundation is The Miami-Dade Beacon Council, Inc.

ON THE WEB

www.onecommunityonegoal.com

- Plan for and invest in intermodal transportation systems that anticipate Miami-Dade County's long-term needs.
- Build resources to support consistent and competitive international economic development marketing.
- Become a vibrant entrepreneurial and high tech community.
- Improve the availability of modern, sophisticated convention space.
- Continue to improve Miami-Dade County's Targeted Urban Areas.

UPDATE TO THE COMMUNITY

More than 450 business leaders and community members received an update on The Beacon Council's One Community One Goal Strategic Plan, a blueprint for local economic development on July 23.

The event, held at Miami Dade College Wolfson Campus, was kicked off by opening remarks from Sheldon T. Anderson, Chair of The Beacon Council. OCOG Co-Chair Miami-Dade County Mayor Carlos A. Gimenez highlighted the County's progress with streamlining operations and enhancing our business

ONE COMMUNITY ONE GOAL AT A GLANCE

TARGET INDUSTRIES

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

CO-CHAIRS

CARLOS A. GIMENEZ

Miami-Dade County Mayor

ART J. TORNÓ

Senior Vice President – Mexico, Caribbean and Latin America, American Airlines

GEORGE W. FOYO

Executive Vice President & Chief Administrative Officer for Baptist Health South Florida

FUNDING

One Community One Goal

Contributors include:

- American Airlines
- Bank United
- Baptist Health South Florida
- CareerSource South Florida
- Citi
- Dosal Tobacco Corporation
- The Miami Herald & El Nuevo Herald
- eMerge Americas
- Florida Blue
- Florida Power & Light
- Greater Miami Convention and Visitors Bureau
- Greenberg Traurig
- Helios Foundation
- JPMorgan Chase
- Knight Foundation
- Miami Dade County
- Miami Downtown Development Authority
- Miami Marlins
- Morrison, Brown, Argiz & Farra, LLC
- Peacock Foundation
- Perry Ellis International
- Ryder Charitable Foundation
- Shaffer Community Fund
- TD Bank
- The Beacon Council
- The Beacon Council Economic Development Foundation
- The Miami Foundation
- United Homecare
- Walmart
- Wells Fargo
- World Trade Center Miami

LEADING COMMUNITY INITIATIVES



Members of the New Leaders Taskforce with Alex Villoch, Former Beacon Council Chair and President & Publisher of the Miami Herald Media Company.

climate and policies.

Masters of Ceremonies were OCOG Co-Chairs Art Torno, Senior Vice President, Mexico/Caribbean/Latin America, American Airlines; and George Foyo, Executive Vice President & Chief Administrative Officer, Baptist Health South Florida. They spoke about this transitional year where OCOG has migrated from a strategic study to the implementation of industry and educational recommendations. Larry K. Williams, President & CEO of The Beacon Council highlighted the unprecedented collaboration by the community in assisting The Beacon Council with the implementation of the One Community One Goal recommendations. He also shared the unified vision and strategy for the upcoming year.

Highlights included:

- Edward Goldberg, Senior Vice President of Macys, announced the partnership with The Beacon Council Foundation's OCOG Creative Design Taskforce to launch a Fashion Incubator downtown Miami.
- Industry Taskforce Chairs provided

reports on the progress of their teams and respective industry initiatives.

- Academic Leaders Council Chair and FIU President Mark B. Rosenberg announced the launch of the OCOG Talent Development Network that will provide internships for university/college students throughout Miami-Dade County beginning in the summer of 2015.

- Economist Tony Villamil provided remarks about job growth supported by OCOG and he noted solid growth in local jobs in the target industries.

- The Florida Economic Development Council (FEDC) honored OCOG Co-Chairs Art Torno and George Foyo for their contributions and presented them with the FEDC Southeast Region Volunteers of the Year Award.

NEW LEADERS TASKFORCE

The Beacon Council formed the New Leaders Taskforce (NLT) as a way in which to develop future leaders for The Beacon Council and economic development in Miami-Dade County. They are charged

with developing and executing tactics that help cultivate a vibrant and growing community of talented young professionals who are vested in Miami-Dade County's future growth and in possible leadership roles within The Beacon Council. The NLT aims to inspire increased collaboration and partnership with other local young professionals groups, sharing the goal of talent retention.

On July 23, more than 200 people attended The NLT's "Why Miami?" panel discussion, which provided an overview of Miami and its business and civic assets. The program was geared towards young professionals who are new to the Miami area, transitioning into the business community, or simply interested in getting more civically involved. The event was held at Florida International University's Brickell Campus and included keynote speaker Alexandra Villoch, President & Publisher of the Miami Herald Media Company, and a panel discussion moderated by Matt Haggman, Miami Program Director at the John S. and James L. Knight Foundation.



When *life happens*, we're here for you.

Sometimes life can take an unexpected turn.
Count on Florida Blue to help you find your
way with a health plan option that fits your
needs and budget.

floridablue.com



Florida Blue 

In the pursuit of health[®]

Florida's Blue Cross and Blue Shield Plan

Florida Blue is an Independent Licensee of the Blue Cross and Blue Shield Association.

78416-0913

LEADING COMMUNITY INITIATIVES

MILITARY MIAMI-DADE (FORMERLY KNOWN AS MIAMI-DADE DEFENSE ALLIANCE)

Military Miami-Dade is a program of The Beacon Council that serves as a liaison for the Florida Defense Alliance. The program's goal is to enhance, expand, and retain existing military installations in Miami-Dade County; to support local reuse efforts because of base/mission closures or realignments; and to retain and enhance the defense-related industries that contribute significant economic benefit to the local economy. It is the only organization in Miami-Dade County with the primary purpose of addressing the issues of our local military industry with an economic development focus.

Military Miami operates in partnership with local chambers of commerce, economic development organizations and veteran support organizations. The program also benefits from a strong partnership with Miami-Dade County and private businesses.

ACCOMPLISHMENTS FOR FISCAL YEAR 2013-14

- The Beacon Council received a Defense Reinvestment Grant from the State of Florida in the amount of \$75,000 to support the Military Miami-Dade program.
- Planning is underway for the annual Doing Business with the Military, an event which will take place on October 3, 2014. As in past years, local businesses will network with the procurement agents of our local military installations as well as other agencies that provide business development assistance.
- Military Miami-Dade is in the process of developing a Strategic Plan for our local military industry. This plan is being developed with military consultants that have been engaged by the State of Florida to prepare a statewide strategic plan for the military. It will include policies and initiatives that could assist in making our local military industry more resilient to



Panelists discuss the challenges facing veterans and how the community can support them during the Access Breakfast about Veteran Admin. Mary Berrocal, former director of the Miami Veterans Administration hospital; Lt. Col. Tony Colmenares, USMC (ret.); Miami-Dade College Director for Veteran and Military Services, Director for Veteran Services at the City of Miami; and Dr. Fleur Sack, a Board Certified Family Physician with experience working for the Miami VA Hospital System in the Broward Outpatient Clinic where she was involved in an innovative project aimed at improving the healthcare delivery for Veterans. The moderator is Good Government Initiative President and CEO Katy Sorenson.

military downsizing efforts, including Base Realignment and Closure.

- A portion of the grant funding this year has been used to support military programming that is coordinated by the Military Affairs Committees of Chamber South, Greater Miami Chamber of Commerce, and Greater Homestead Florida City Chamber of Commerce. In addition, the program is also sponsoring the Southcom Spouse Symposium, and the Armed Forces Services Center at Miami International Airport
- In partnership with the Good Government Initiative, Military Miami-Dade hosted an Access Breakfast that addressed the issues facing our veterans and how the business community can support veterans and returning military personnel and their families here in Miami-

Dade County. Good Government Initiative President and CEO Katy Sorenson moderated a panel of presenters consisting that have substantial experience addressing the needs of our veteran community.

- Military Miami-Dade and Beacon Council staff have been active participants in Homestead Air Reserve Base's Shared Services Planning effort. The purpose of the program is to bring the base and the community closer together to mutually beneficial projects that can be executed through a public/public partnership. Two such projects include the development of a central repository for information of interest to Military personnel, their families and veterans, and the establishment of Joint Use Airfield at HARB.

Keeping South Florida Healthy and Strong.

Baptist Health South Florida has always been committed to providing the finest-quality healthcare for every member of your family. We care for over a million patients each year, and we touch the lives of millions more.

But we're far more than just a healthcare provider. We're South Florida's largest private employer, with more than 15,000 employees. We're creating jobs and driving South Florida's economy.

Perhaps we have touched you with our care. Maybe we have touched your life in some other way. Every day we're making a healthy investment in our community. That's just what good neighbors do.



**Baptist Health
South Florida**

Healthcare that Cares

Visit BaptistHealth.net

Connect
BaptistHealthSF



A not-for-profit organization committed to our
faith-based charitable mission of medical excellence



BUILDING LOCAL PARTNERSHIPS

The Beacon Council works to provide Member-Investors with networking opportunities and access to vital research

One of the strengths of The Beacon Council is the active involvement of more than 250 Member-Investors who continue to build economic development opportunities in our community.

Through their participation, Member-Investors have a unique opportunity to influence the growth and prosperity of the Miami-Dade Community as we rely on their expertise to shape economic development initiatives.

NEW MEMBERS

In 2013-2014*, 25 local, national, and international companies joined The Beacon Council as Member-Investors:

AIMS International- US

Atlantic Broadband

Captrust Advisors LLC

Coconut Grove Bank

Dosal Capital, LLC

Economic Community Partnership (ECP)

Foley & Lardner LLP

GolinHarris

Hernandez & Company

Jurado & Farshchian, P.L.

Leo A Daly

Miami-Dade Gay & Lesbian Chamber of Commerce

**Octagon Professional Recruiting
OIC of South Florida**

Ontier

Pérez Art Museum Miami (PAMM)

Quanta Staffing Solutions

RTKL Associates

Sigma Technologies

Special Events Catering by Les

Strategic Systems, Inc.

Take Stock in Children

**Technology Foundation
of the Americas**

The Boeing Company

Whitman Family Development

*New Members FY 13-14 as of 9/25/2014



The Beacon Council President & CEO Larry K. Williams, jazz singer Nicole Henry, and Greater Miami Convention & Visitors Bureau President & CEO William D. Talbert III during Dade Days





Joe Roisman,
Executive Vice
President for Perry
Ellis International,
and Miami Heat
President Pat Riley
at the Beacon
Awards on April 9.



Ben Mollere of
Baptist Health
South Florida,
Irene White of
FPL, Irma Becerra-
Fernandez of
Florida International
University and Joe
Pallot of HEICO at
our Annual Meeting.

2013-2014 BEACON COUNCIL COMMITTEE CHAIRS

- CHAIR
SHELDON T. ANDERSON, *Northern Trust*
- CHAIR ELECT
DONNA ABOOD,
Colliers International South Florida
- TREASURER
RONALD A. SHUFFIELD,
EWM Realtors International
- SECRETARY
CAROLINA RENDEIRO,
Right Space Management
- IMMEDIATE PAST CHAIR
JOSEPH A. PALLOT, *HEICO Corporation*
- PRESIDENT & CEO
LARRY K. WILLIAMS, *The Beacon Council*
- ONE COMMUNITY ONE GOAL CHAIRS
CARLOS A. GIMENEZ,
Mayor, Miami-Dade County
ART TORNO, *American Airlines*
GEORGE FOYO, *Baptist Health South Florida*
- AUDIT & FINANCE
RONALD A. SHUFFIELD,
EWM Realtors International
- AVIATION
AVIV TZUR, *AvBiz Aerospace Ventures*
ANTHONY IMPARATO, *Barfield*
- BANKING & FINANCE
ERNIE DIAZ, *TD Bank*
- COMPENSATION & HUMAN RESOURCES
SHELDON T. ANDERSON, *Northern Trust*
- CREATIVE DESIGN
JOSEPH ROISMAN, *Perry Ellis International*
- ECONOMIC ROUNDTABLE
DR. TONY VILLAMIL,
The Washington Economics Group
- HOSPITALITY
GENE PRESCOTT, *Biltmore Hotel*
- INFORMATION TECHNOLOGY
DIANE SANCHEZ, *Technology Foundation
of the Americas*
- INTERNATIONAL ADVISORY
YOLANDA NADER, *Dosal Tobacco Corporation*
- INVESTMENT
SIGFREDO BIRRIEL,
Bank of America Merrill Lynch
- LIFE SCIENCES & HEALTHCARE
NELSON LAZO, *Doctors Hospital Corporation*
- MEMBERS-INVESTOR
NELSON LAZO, *Doctors Hospital Corporation*
- NEW LEADERS TASKFORCE
FABIOLA FLEURANVIL,
Blueprint Creative Group
- NOMINATING
JOSEPH A. PALLOT, *HEICO Corporation*
- TRADE & LOGISTICS
CHARLOTTE GALLOGLY,
World TradeCenter Miami
GARY GOLDFARB, *Interport Group of
Companies*

PROMOTING MIAMI-DADE COUNTY

The Beacon Council works to market Greater Miami as the ideal location to grow your business

Demonstrating a solid record of success, The Miami-Dade County Beacon Council, received its reaccreditation this year from the International Economic Development Council (IEDC), a nonprofit organization dedicated to raising the profile of the economic development profession.

The Beacon Council was originally accredited in 2000. Today, it is one of two accredited economic development organizations in Florida and 42 in the Americas.

The AEDO designation lends credibility to the organization's economic development efforts. To acquire the accreditation, the local partnership went through a comprehensive peer review process that included a documentation review and an on-site visit.

Our staff members have more than 250 years collectively of economic development experience and have received national recognitions from their peers and industry associations.

As such, we are a nonprofit organization marketing Miami-Dade County globally on a budget. The Beacon Council continues to leverage the resources available to raise our community's profile as a global business destination.

COMMUNITY PROMOTION

The Beacon Council generates advertisements that remind audiences that economic development programs work for the betterment of the entire community. The new advertisements this year are



Ana Acle-Menendez and Camela Glean-Jones of The Beacon Council watch videographer David Sutta record Gabriela Pombo, Alexandra Buitrago, and Andrew Jones for the One Community One Goal video at a park in West Kendall.

more industry-specific to generate interest and leads.

Media engagement continues to be proactive with regular press releases, timely news conferences, emails and newsletters. The Beacon Council continues to answer inquiries and write thoughtful and inclusive Opinion pieces and/or Editorials.

2012-2013 ACCESS SERIES EVENTS

The ACCESS Series provides an in-depth access to business community leaders. Attendees are engaged in an informal setting which allows them to ask questions and provide input on key issues. Topics included:

- Community, partnerships and opportunity with Florida International University President Mark B. Rosenberg.
- Community services and the military with The Good Government Initiative and invited panelists.
- Univision Communications with President of Programming and Content for Univision Alberto Ciurana.

- Transatlantic Business Opportunities with Peter Fischer, Minister at the German Embassy in Washington D. C. and Head of the Department of Economic Affairs.

- Miami-Dade County Parks with Jack Kardys, the Director of the Miami-Dade Parks, Recreation and Open Spaces Department.

- WorldCity's 2014 Who's Here Multinational Directory and the 2014 Miami Business Profile and Location Guide.

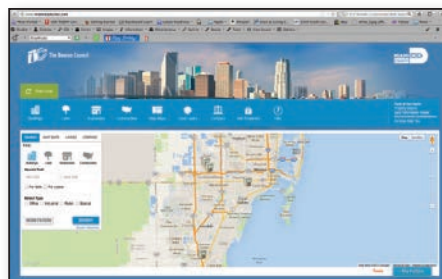
- Transatlantic Trade and Investment Partnership with Former British Consul General Kevin McGurgan.

NEW GIS WEBSITE SELECTION TOOL IS LAUNCHED

The Beacon Council, in partnership with Miami-Dade County launched a new geographic information system (GIS) site selection tool, www.miamidadesites.com, which features available sites & buildings, area demographics, industry data & analysis, and GIS mapping with live connection feeds directly from Miami-Dade County.

The Beacon Council was able to reach

a relatively high number of properties early on by partnering with the Miami Realtors Association and establishing a live data connection feed that uploads properties automatically on to the website. Through established partnerships with Florida Power & Light, Enterprise Florida, and local municipalities, The Beacon Council has been able to increase the exposure of available commercial properties and key area assets by establishing connections feeds into their respective systems or by



New GIS Website

providing customized widgets for these partners to place on their sites.



Kemely Castro of The Beacon Council holds a microphone as videographer Kyle Hall records Feel Good Healthy Food owners Alexandre Pollet and Claire Soulet at their warehouse.

EVENTS

The Beacon Council provides members and guests with informative events that also include networking opportunities, create awareness of The Beacon Council, promote the county, raise funds to market Miami, and showcase the current targeted industries.

THE BEACON COUNCIL COMMERCIAL REAL ESTATE PANEL DISCUSSION

The Beacon Council Commercial Real Estate Panel Discussion hosted by The Collection in Coral Gables was held on Sept. 10. Panelist included; Donna Abood, Founding Partner of Colliers International South Florida and the Incoming Chair of The Beacon Council;

Tere Blanca, President/CEO of Blanca Commercial Real Estate and a Past Chair of The Beacon Council; Mary Jo Eaton, Executive Managing Director, Florida CBRE; and Alicia Cervera Lamadrid, Managing Partner of Cervera Real Estate; and Moderator Diana Brooks, Managing Partner at VSBrooks Advertising. The Beacon Council President & CEO Larry K. Williams welcomed the 80 attendees and introduced the panelists.

ANNUAL MEETING

About 500 civic and business leaders and guests attended The Beacon Council Annual Meeting luncheon on Oct. 24 at the Loews Miami Beach Hotel. The Annual Meeting highlights the fiscal year's completed projects and job creation

results, as well as provides the formal introduction of the new Chair Sheldon Anderson and the officers for the coming year. During the event, Miami-Dade County Mayor Carlos A. Gimenez gave proclamations to outgoing Chair Joe Pallot and Interim President Robin Reiter, citing their dedication to the nonprofit. Keynote Speaker Gray Swoope, Florida Commerce Secretary and President of Enterprise Florida, spoke about Miami-Dade's importance to Florida. President and CEO Larry Williams gave closing remarks and assured the audience that The Beacon Council would be responsive to its public and private partners.

KEY CEREMONY & HOLIDAY RECEPTION

Miami-Dade County and The Beacon Council honored 38 companies on Dec. 11 at the annual Key Ceremony and Holiday Reception held at Vizcaya Museum and Gardens. The companies were saluted for investing in the growth of the local economy and given a key to the County by Miami-Dade County Mayor Carlos A. Gimenez and Commission Chairwoman Rebeca Sosa.

SITE SELECTORS SHOWCASE

The Beacon Council conducted the 2014 Miami-Dade County Site Selector Showcase program April 8 to 10 for eight visiting corporate real estate consultants (site selectors). Site selectors are important to local economic development as they directly influence the location decisions of corporate clients. The showcase program included expert panels on Education & Workforce,

FOLLOW US!

Keep up to date with The Beacon Council's activities on:

Facebook.com/BeaconCouncil

Vimeo.com/BeaconCouncil

Youtube.com/beaconcouncil

Instagram: @BeaconCouncil

Twitter: @BeaconCouncil

www.linkedin.com/company/the-beacon-council



More than 500 people attend The Beacon Awards held at the Ritz Carlton Key Biscayne to honor Miami-Dade's corporate citizens and organizations that contribute to the community.

IT & Entrepreneurship, Real Estate & Development, and CEO & Executive as well as infrastructure tours at PortMiami and Miami International Airport.

12TH ANNUAL BEACON AWARDS

The Beacon Council honored 20 local businesses and community leaders at its yearly awards ceremony held April 9 at the Ritz Carlton Key Biscayne including **Mike Fernandez, Chairman of MBF Healthcare Partners**, who received the prestigious **Jay Malina Award** saying our community is business-savvy and reflects the future of the United States.

About 500 attendees at The Beacon Awards ceremony honored Miami-Dade County's corporate citizens and the organizations that contribute to the strength of the business community. The Jay Malina Award, sponsored by Wells Fargo, tributes the late founder of the first One Community One Goal initiative.

The winners were chosen by a panel of past and present chairs:

- **Education Award** - Diageo Learning for Life



The Beacon Council Chair Sheldon T. Anderson, President & CEO Larry K. Williams and MBF Healthcare Partners Chair Mike Fernandez at the Beacon Awards.

- **Chairman's Award** - The One Community One Goal Academic Leaders Council
- **Judges' Special Award** - The Public Health Trust of Miami-Dade County & Jackson Health System
- **Make it Miami Award** - The Boeing Company

TARGET INDUSTRY AWARDS:

- **Aviation** - Centurion Cargo
- **Creative Design** - SapientNitro
- **Foreign Direct Investment** - Giraffas USA

- **Healthcare** - Simply Healthcare Plans
- **Hospitality & Tourism** - Pérez Art Museum Miami
- **Information Technology** - IOS Health Systems
- **International Banking & Finance** - BBVA Compass
- **Life Sciences** - ProSolut Pharmaceuticals
- **Small Business** - Eberjey
- **Trade & Logistics** - Inktel Contact Center Solutions

Thanks for making South Florida shine.

The Miami Herald Media Company is
proud to support The Beacon Council.



INFORM. ENTERTAIN. INSPIRE.

Miami Herald
MEDIA COMPANY

1-800 THE HERALD

MIAMIHERALD.COM

ELNUEVOHERALD.COM

SUPPORTING GOVERNMENT EFFORTS

The Beacon Council works to ensure job-generating policies for statewide and local businesses

ENTERPRISE ZONE PROGRAM

During the past year, The Beacon Council has continued to advocate for the reauthorization of the Enterprise Zone program, which is scheduled to sunset pursuant to statute on December 31, 2015 unless the Florida Legislature acts to extend the sunset provision. Leadership in the Florida Senate has expressed their inclination to allow the Enterprise Zone program to expire. The Florida Enterprise Zone program is the only statewide program with the goal of revitalizing and rehabilitating distressed areas by encouraging business to locate or expand in designated zones. Miami-Dade County is the largest stakeholder in Florida and this program is used as an important economic development tool. In the last five years, Miami-Dade County, according to 2014 OPPAGA report, has received the lion's share of the statewide Enterprise Zone incentives benefits receiving \$68.2 million for fiscal years 2009-2010 through 2011-2012. The breakdown is as follows: In 2012, Miami-Dade's Beacon Council



The Beacon Council Vice President of Government and Community Relations Ivette O'Doski, Florida Gov. Rick Scott and The Beacon Council President & CEO Larry K. Williams at the February Enterprise Florida Board and Stakeholders Meeting in Tallahassee. Photo courtesy of Florida Governor's office.

completed 13 projects in Enterprise Zones that provided the following:

- **70 existing jobs retained in Miami-Dade County**
- **1,205 total direct and indirect jobs created**
- **482,511 sq. ft. occupied**
- **\$46,840,718 in new capital investment**

In the 2014 legislative session, the Florida Legislature did not reauthorize the Enterprise Zone program. Senate Bill (SB) 472 by Sen. Joe Abruzzo (D - Wellington) and House Bill (HB) 141 by Rep. Bobby Powell (D - West Palm Beach) would have reauthorized the Enterprise Zone Program. SB 472 and HB 141 died in committee.

During this legislative session, the Office of Economic and Demographic Research (EDR) released a report that narrowly defined "return on investment" and concluded that the Enterprise Zone program produced a negative return on investment to the state. After several conversations, EDR conceded that it did not evaluate the impact of Enterprise Zone incentives on the local economy and weigh the goals of the Enterprise Zone program

ENTERPRISE ZONE INCENTIVES BENEFITS

FISCAL YEARS 2009-2010 THROUGH 2011-2012

Number of Businesses Receiving...

Jobs Tax Credits (1,837 Jobs or Employees)



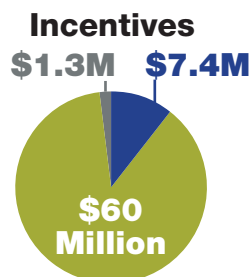
Refunds for Business Machinery Used



Refunds for Building Materials Used



*Businesses or Individuals



MIAMI-DADE TOTAL= **\$68.2 MILLION**

CONTINUED ON PAGE 36

ANALYZING KEY DATA

The Beacon Council researches and examines relevant information for business operations



Joe Hovancak, Vice President, One Community One Goal at The Beacon Council; Tyler Lindberg, Intern at Miami Downtown Development Authority (MDDA); Robert Hesler, Senior Economic Analyst at the Miami-Dade County Department of Regulatory and Economic Resources; Will Corbin, Manager of the Research & Strategic Planning at The Beacon Council; Mario J. Sacasa, Senior Vice President of International Economic Development at The Beacon Council; Jaap Donath, Ph.D., Senior Vice President, Research & Strategic Planning at The Beacon Council; John Lucas, Miami-Dade County Regulatory and Economic Resources; Dr. J. Antonio Villamil, Chief Executive Officer at The Washington Economic Group; Anthony M. Graziano, Senior Managing Director at Integra Realty Resources; Nicholas Martinez, AICP, Applied Research Analytics at MDDA; and Glen Mowatt, Director of Acquisitions at TMSA Real Estate gathered together for a photo after a meeting on Sept. 12 at The Beacon Council.

In order to gain a competitive advantage in the marketplace, information is key. The Beacon Council offers a wealth of research to public and private organizations, businesses and media to increase the knowledge of Miami-Dade County and its global business advantages. From conducting market studies to providing online data, The Beacon Council helps local, national and international business executives with new location and expansion decisions.

Throughout the 2013-2014 fiscal year, The Beacon Council Research Department provided cross-functional support by providing vital information for business

assistance initiatives, economic impact analyses, presentations and media inquiries from around the world. The Research Department provides information and assists in drafting text for collateral materials and any other marketing publications. The Research Department also assists with press inquiries that require data on the local economy and the community.

In addition, The Beacon Council Research Department provides information on Miami-Dade County, including business costs (office space costs, wages and taxes), requested by companies and prospects. For 2013-2014, more than 150

research requests for data and information were processed.

The Research Department also provides data comparisons between Miami-Dade County and other areas in the United States. In addition, it conducts an economic impact analysis for any incentive that requires Miami-Dade County funding, such as the Florida Qualified Target Industry Tax Refund and the Miami-Dade Targeted Jobs Incentive Fund. During the 2013-2014 fiscal year, 28 economic impact analyses were prepared for companies (in many cases, multiple impact analyses are prepared for different scenarios).

The Research Department also develops PowerPoint presentations used by The Beacon Council departments. Each presentation is custom-made and includes pertinent information relevant to the audience.

The Research Department staff was also heavily involved in the One Community One Goal activities, including grant writing, the Report to the Community event and additional research for the target industries. In addition, the department is asked by business and community organizations to provide presentations and participate on panels as it relates to the local economy.

The Beacon Council's Economic Roundtable, which meets quarterly, monitors and is a source of analysis of the local economy. It also tracks the progress made with the One Community One Goal initiative. The group is chaired by Dr. Tony Villamil of the Washington Economics Group. Dr. Villamil is the former Dean of the School of Business at St. Thomas University and was US Undersecretary of Commerce for Economic Affairs appointed by President George H.W. Bush. Members of the group are experts in a variety of fields, including real estate, trade, demographics and labor data, visitor industry and consumer data.

CONTINUED ON PAGE 36

SUPPORTING GOVERNMENT EFFORTS

FROM PAGE 34

is to revitalize and rehabilitate distressed areas and enhance social wellbeing in the particular zones. As a result, The Beacon Council has a two-session strategy and is focused on laying the groundwork now with our State Legislative Delegation and others in leadership by working with Miami-Dade County and other key stakeholders to coordinate the advocacy strategies.

LOCAL BUSINESS TAX

In the final days of session there were several amendments filed onto legislation that implicated the local business tax laws. These amendments were successfully withdrawn or voted down on the House and Senate floor.

STATEWIDE FUNDING

The Beacon Council helped Enterprise Florida, our statewide economic development partners, to advocate for additional funding for the economic development toolkit. Florida Gov. Rick Scott had recommended a budget allocation of \$3 million for the purpose of marketing Florida as a business state. No funding, however, was allocated for this purpose. Funding of incentives



Florida Lt. Gov. Carlos Lopez-Cantera and Gov. Rick Scott speak at the inauguration of PortMiami's tunnel.

was successful with Enterprise Florida receiving \$71 million for the economic development toolkit.

FILM INCENTIVES

SB 1630 and SB 1734 by Sen. Nancy Detert (R - Venice) and HB 893 by Rep.

Manny Diaz (R - Hialeah) would have extended the film and entertainment incentive program and provided additional funding. These bills died in committee. A \$20 million appropriation for film incentives was removed from the budget during the budget conference.

ANALYZING KEY DATA

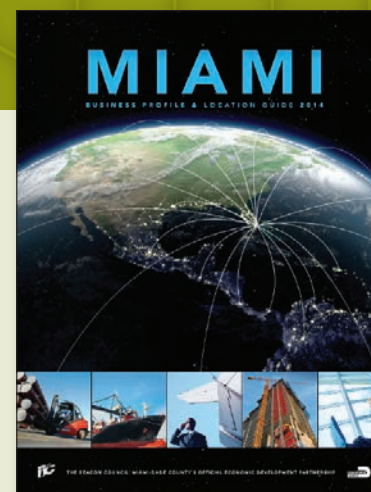
FROM PAGE 35

2014 MIAMI BUSINESS PROFILE AND LOCATION GUIDE

The 2014 Miami Business Profile and Location Guide is an annual publication used to promote Miami-Dade County to key corporate decision makers and business leaders both domestically and internationally. The magazine is utilized

throughout 2014 at tradeshow, economic development missions and special events worldwide.

Right: The Miami Business Profile and Location Guide is an annual publication used to promote Miami-Dade County to key corporate decision makers and business leaders both domestically and internationally.



Here's to those
who elevate the
world around them.

American Airlines is a proud sponsor of The Beacon Council.



THE BEACON COUNCIL 2013-2014 BOARD OF DIRECTORS

DONNA ABOOD

Colliers International South Florida

SHELDON ANDERSON

Northern Trust

JAMES ANGELTON

AEGIS FinServ Corp.

ANTONIO L. ARGIZ

Morrison, Brown, Argiz & Farra, LLC

PATRICIA ARIAS

CAMACOL

EDUARDO BALCAZAR

SunTrust Bank Inc.

ALAN BECKER

Becker & Poliakoff, P.A.

BRUCE BENNETT

Pathman Lewis, LLP

SIGFREDO BIRRIEL

Bank of America Merrill Lynch

TERE BLANCA

Blanca Commercial Real Estate

LUIGI BORIA

City of Doral

GEORGE BURGESS

Becker & Poliakoff

JON BURGESS

City of Homestead

HUGO CASTRO

AXA Advisors, LLC

MARIA CHANG MAYER

Carlton Fields, P.A.

TERRY CURRY

Ocean Bank

THOMAS M. DAVID

Fuerst, Ittleman, David & Joseph, PL

JARET DAVIS

Greenberg Traurig, LLP

ERNESTO DIAZ

TD Bank

ROBERT R. FELDMANN

McGladrey, Inc.

JOSE FELIX DIAZ

*Miami-Dade County Legislative
Delegation*

FABIOLA FLEURANVIL

Blueprint Creative Group

RICARDO FORBES

Miami Dade Chamber

GEORGE FOYO

Baptist Health South Florida

OLIVER G. GILBERT III

City of Miami Gardens

CARLOS A. GIMENEZ

Miami-Dade County

HENRY GODWIN

MDW Insurance Group, Inc.

GARY GOLDFARB

Goldfarb Management Services

EMILIO T. GONZALEZ

Miami International Airport

HENRY GONZALEZ

Tiffany & Co.

CARLOS HERNANDEZ

City of Hialeah

MATTI HERRERA BOWER

City of Miami Beach

KENT HIPPOLYTE

Corps of Miami

PHILLIP M. HUDSON III

Arnstein & Lehr, LLP

BARRY JOHNSON

Greater Miami Chamber of Commerce

BILL JOHNSON

PortMiami

MARIA JOHNSTON

AT&T

DAVID R. KLOCK

Florida International University

RICHARD KUPER

Dade League of Cities

BURTON A. LANDY

Honorary Consul General of Korea

NELSON LAZO

Doctors Hospital BHSF

JACK LOWELL

Flagler Real Estate Services, LLC

PETER J. LOYELLO

Miami Marlins

DANIEL MACKLER

Gunster

TOMISLAV MANDAKOVIC

Barry University

JACQUELINE MENENDEZ

University of Miami

BEN MOLLERE

Baptist Health South Florida

YOLANDA NADER

Dosal Tobacco Corporation

FRANK NEWMAN III

Wells Fargo Company

PHILLIS OETERS

Baptist Health South Florida

JOSEPH W. PALLOT

HEICO Corporation

EDUARDO J. PADRON

Miami Dade College

PETE PIZARRO

*Whitney International University
System*

OLGA RAMUDO

Express Travel

ROBIN REITER

Reiter & Associates, LLC

CAROLINA RENDEIRO

Right Space Management

TOMAS REGALADO

City of Miami

WALTER ROBINSON

*Robinson Commercial Real Estate
Services, Inc.*

JOSEPH ROISMAN

Perry Ellis International

JEFFREY RUBINGER

*Bilzin Sumberg Baena Price and
Axelrod*

VIRGINIA SANCHEZ

Diageo/Laureum Group

STEPHEN H. SCHOTT

CapTrust Advisors

MARY SCOTT RUSSELL

Chamber South

PENNY SHAFFER

Florida Blue

RON SHUFFIELD

EWM Realty International

REBECA SOSA

Miami-Dade County Commission

WILLIAM D. TALBERT III

*Greater Miami Convention &
Visitors' Bureau*

PATRICIA THOMPSON

Carlton Fields, P.A.

LUCIE M. TONDREAU

City of North Miami

ART TORNIO

American Airlines

MARK TROWBRIDGE

Coral Gables Chamber of Commerce

AVIV TZUR

AvBiz Aerospace Ventures, LLC

ANTONIO VILLAMIL

St. Thomas University

ALEXANDRA VILLOCH

Miami Herald Media Company

DAWN B. WHITE

American Airlines

IRENE WHITE

Florida Power & Light

LARRY K. WILLAMS

The Beacon Council

STUART WYLLIE

The Graham Companies



**We're changing Florida's
energy today to create a better
tomorrow for all of us.**

www.FPL.com



CHANGING THE CURRENT... FPL

CREATING A BOLD NEW VISION

The Miami-Dade Beacon Council presents a bold new vision for the future meant to propel Miami's evolution as a 21st Century City. This ambitious plan redefines our role in growing the local economy, prioritizes efforts to be more inclusive and responsive to the community, and encourages links to small businesses and entrepreneurs in an effort to foster an entrepreneurial and innovation ecosystem.

The plan is to provide a solid strategic framework and create a long-lasting foundation and structure to make informed decisions about how we sustain our valuable work bringing jobs and investment to our community. Our mission is defined around three pillars: Market, Grow and Shape.

VISION: MIAMI IS THE WORLD CLASS 21st CENTURY CITY

MISSION: INCREASE JOBS AND INVESTMENT IN MIAMI-DADE COUNTY



PILLAR 1

**MARKET
MIAMI-DADE
AS A WORLD-
CLASS BUSINESS
LOCATION**



PILLAR 2

**GROW
LOCAL
COMPANIES**



PILLAR 3

**SHAPE
MIAMI-DADE'S
ECONOMIC
FUTURE**

ONE COMMUNITY ONE GOAL



**Promote
Miami-Dade
as a Global
Business
Center**



**Connect
Small
Businesses
with
Resources**



**Advocate
for
Education,
Workforce
and
Retention**



**Attract
and Retain
New Leaders
of
Tomorrow**



**Engage
New Board
of Advisors
Connected to
Mission**

**Will You
Join Us?**



The Beacon Council
Miami-Dade County's Official
Economic Development Partnership

THE BEACON COUNCIL 2014-2015 BOARD OF DIRECTORS

DONNA ABOOD

Colliers International South Florida

SHELDON ANDERSON

Northern Trust

JAMES ANGELTON

AEGIS FinServ Corp.

EDUARDO BALCAZAR

SunTrust Bank Inc.

ALAN BECKER

Becker & Poliakoff, P.A.

PHILIPPE BIEN-AIME

City of North Miami

SIGFREDO BIRRIEL

Bank of America Merrill Lynch

TERE BLANCA

Blanca Commercial Real Estate

LUIGI BORIA

City of Doral

GEORGE BURGESS

Becker & Poliakoff, P.A.

HUGO CASTRO

AXA Advisors, LLC

SCOTT COBLE

Wells Fargo Company

TERRY CURRY

Ocean Bank

MARY JO EATON

CBRE

THOMAS M. DAVID

Fuerst Ittleman David & Joseph, PL

JARET DAVIS

Greenberg Traurig, LLP

ERNESTO DIAZ

TD Bank

JOSE FELIX DIAZ

Miami-Dade County Legislative
Delegation

ROBERT R. FELDMANN

McGladrey, Inc.

OLIVER G. GILBERT III

City of Miami Gardens

CARLOS A. GIMENEZ

Miami-Dade County

HENRY GODWIN

MDW Insurance Group, Inc.

GARY GOLDFARB

Interport Group of Companies

HENRY GONZALEZ

Tiffany & Co.

CARLOS HERNANDEZ

City of Hialeah

PHILLIP M. HUDSON, III

Arnstein & Lehr, LLP

BARRY JOHNSON

Greater Miami Chamber Of Commerce

MARIA JOHNSTON

AT&T

RICHARD KUPER

Dade League of Cities

NELSON LAZO

Doctors Hospital BHSF

PHILIP LEVINE

City of Miami Beach

DANIEL MACKLER

Gunster

BEN MOLLERE

Baptist Health South Florida

ROBERTO MUÑOZ

BBVA

YOLANDA NADER

Dosal Tobacco Corporation

PHILLIS OETERS

Baptist Health South Florida

TOM OLIVERI

Northern Trust

JOSEPH W. PALLOT

HEICO Corporation

PETE PIZARRO

Whitney International University
System

JEFF PORTER

City of Homestead

OLGA RAMUDO

Express Travel

ROBIN REITER

Reiter & Associates, LLC

TOMAS REGALADO

City of Miami

CAROLINA RENDEIRO

Right Space Management

WALTER ROBINSON

Robinson Commercial Real Estate
Services, Inc.

JOSEPH ROISMAN

Perry Ellis International

JEFFREY RUBINGER

Bilzin Sumberg Baena Price and
Axelrod

VIRGINIA SANCHEZ

Diageo | Laureum Group

PENNY SHAFFER

Florida Blue

RON SHUFFIELD

EWM Realty International

REBECA SOSA

Miami-Dade County Commission

WILLIAM D. TALBERT III

Greater Miami Convention and
Visitors' Bureau

PATRICIA THOMPSON

Carlton Fields Jorden Burt, P.A.

ART TORNO

American Airlines

AVIV TZUR

AvBiz Aerospace Ventures, LLC

PETER ULRICH

Boston Consulting Group

ALEXANDRA VILLOCH

Miami Herald Media Company

DAWN B. WHITE

American Airlines

IRENE WHITE

Florida Power & Light

LARRY K. WILLIAMS

The Beacon Council

STUART WYLLIE

The Graham Companies

Growing your business is easier when you have a dedicated team



At Wells Fargo, we take time to get to know Miami-Dade County businesses

By getting to know you and your business, our experienced business bankers can offer financing options tailored to meet your financial needs.

Visit us at a location near you or talk to a banker at 1-800-35-WELLS (1-800-359-3557).

wellsfargo.com

Together we'll go far



CONGRATULATIONS, DONNA!

BEACON COUNCIL CHAIRMAN

**Colliers International South Florida
Chairman & Founding Partner**

From your Colliers
International Family!



Commercial Real Estate Services



The Beacon Council

Miami-Dade County's Official
Economic Development Partnership

80 SW Eight Street Suite 2400

Miami, FL 33130

305-579-1300

www.beaconcouncil.com

