

# MIAMI-DADE BEACON COUNCIL 2019-2020 ANNUAL REPORT





At **Florida Power & Light Company** we are **working together with the communities we serve** to make Florida an even better place to raise a family and do business.

#FPLCares

CHANGING THE CURRENT. 

**MISSION:**  
**Increase jobs and investment in Miami-Dade County.**

**VISION:**  
**Miami is a world-class global community.**

“COVID-19 and the subsequent economic shutdown required that we deliver on our economic development mission in new and different ways. Like the companies we work with, we had to pivot quickly – which forced us to stretch, reminded us of the importance of being agile and staying true to our mission. Always-on, our team continued engaging with prospects moving to or expanding in Miami, while at the same time convening dozens of private and public sector partners to ensure our small businesses, talent pool, and local economy were positioned for successful recovery. Not only were we able to exceed the key performance indicators that we had set for this year, we have fundamentally changed the way that we approach our efforts to market, grow, and shape Miami-Dade County... and our community will be better for it.”

Michael A. Finney, President & CEO,  
 Miami-Dade Beacon Council



“

As a University of Miami spin-off, it's important to us to be able to develop healthcare innovation in Miami... to show that technology and innovation doesn't just happen in Silicon Valley or New York, but that it is alive and growing very rapidly here in South Florida.

– Samson Magid, Chief Business Development Officer & Co-Founder, HealthSnap

”





**Carlos A. Gimenez,**  
Miami-Dade County Mayor

**Miami-Dade County Mayor and Board of County Commissioners**



**Audrey Edmonson**  
District 3, Chair



**Barbara J. Jordan**  
District 1



**Jean Monestime**  
District 2



**Sally A. Heyman**  
District 4



**Eileen Higgins**  
District 5



**Rebeca Sosa**  
District 6, Vice Chair



**Xavier L. Suarez**  
District 7



**Daniella Levine Cava**  
District 8



**Dennis C. Moss**  
District 9



**Javier D. Souto**  
District 10



**Joe A. Martinez**  
District 11



**José "Pepe" Diaz**  
District 12



**Esteban Bovo, Jr.**  
District 13

“  
For 35 years, The Beacon Council has been a pivotal partner, helping recruit top companies and bringing thousands of new, good-paying jobs to our County to strategically grow seven target areas, including technology, logistics, aviation, life sciences, international finance, creative industries and hospitality. Now more than ever, having The Beacon Council focus on driving jobs and investment to our community is essential to the successful recovery of our local economy.  
”

- Carlos A. Gimenez,  
Miami-Dade County Mayor

**Miami-Dade Beacon Council 2019-2020 Officers**

“Miami is a resilient community. This year has presented challenges that have forced our community to be creative and respond rapidly, to collaborate like never before, and to really appreciate just how interconnected we all are. As economic developers, we are committed to improving the economic well-being of Miami-Dade’s residents and businesses, and The Beacon Council understood that while WHAT we did and HOW we did things was going to change, that our objectives remained the same: create and retain jobs, support existing businesses, and drive investment in Miami-Dade.”

**Hugo Castro, 2019-2020 Chair, Miami-Dade Beacon Council**



Popular Curtiss Mansion in Miami Springs.



**Hugo Castro**  
Equitable Advisors,  
Chair



**Gary Goldfarb**  
Interport Logistics,  
Chair-Elect



**Olga Ramudo**  
Express Traveler, Treasurer



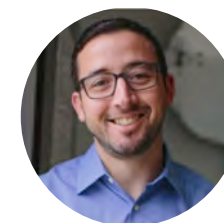
**Robert Muñoz**  
The Global Financial Group,  
Secretary



**Penny Schaffer, Ph.D.**  
Florida Blue,  
Immediate Past Chair Director



**Donna Abood**  
Avison Young,  
Past Chair Director



**Xavier Gonzalez**  
Cyxtera, Board  
Director



**Michael A. Finney**  
Miami-Dade Beacon  
Council, President & CEO



Parking garage at Miami Dade College,  
Hialeah Campus (FY19/20 Project)



# 2019-2020 ACHIEVEMENTS & GROWTH

“

Being with The Beacon  
Council means being at the  
forefront of understanding  
trends and being able to  
influence trends.

”

- Larry Levis,  
Principal Regional  
Director, The Haskell  
Company



## 2019-2020 Target Industry Job Growth

Industry	2019 Jobs	2020 Jobs	2019-2020 % Change
Aviation	27,213	28,652	5%
Banking & Finance	39,502	41,737	6%
Creative Industries	34,370	34,643	1%
Hospitality & Tourism	152,479	151,503	-1%
Life Sciences & Healthcare	143,651	146,465	2%
Technology	13,229	15,240	15%
Trade & Logistics	43,515	48,569	12%
<b>Total Target Industries</b>	<b>453,959</b>	<b>85,154</b>	<b>3%</b>
<b>All Industries Combined</b>	<b>1,344,113</b>	<b>1,363,1387</b>	<b>1.5%</b>

Source: EMSI, 2020

\* Table reflects Q1 2020 data; available does not reflect the full impact of the COVID-19 health and economic crisis. Look to BeaconCouncil.com for ongoing updates.

## 2012-2020 Target Industry Job Growth

Industry	2012 Jobs	2020 Jobs	2012-2020 % Change
Aviation	21,478	28,652	33%
Banking & Finance	39,292	41,737	6%
Creative Industries	28,804	34,643	20%
Hospitality & Tourism	124,863	151,503	21%
Life Sciences & Healthcare	125,546	146,465	17%
Technology	8,384	15,240	82%
Trade & Logistics	33,288	48,569	46%
<b>Total Target Industries</b>	<b>381,655</b>	<b>466,809</b>	<b>22%</b>
<b>All Industries Combined</b>	<b>1,145,761</b>	<b>1,363,138</b>	<b>19%</b>

Source: EMSI, 2020

\* Table reflects Q1 2020 data; available does not reflect the full impact of the COVID-19 health and economic crisis. Look to BeaconCouncil.com for ongoing updates.

## 2019-2020 Economic Development Project Results

### Impact of Completed Projects (All Combined)

2,904

New Direct Jobs Created

34

Companies Expanding or Relocating

\$771,758,692

New Capital Investment

3,674,144

New Square Feet

196

Business Visitations

### Impact of Completed Projects in Urban Priority Areas (UPAs)

41%

Of Completed Projects in UPAs

1,790

New Direct Jobs Created in UPAs

\$315,151,692

New Capital Investment

1,390,561

New Square Feet

64

Business Visitations



# 2019-2020 Project Highlights

The Beacon Council's Economic Development experts work hand-in-hand with site selectors, companies, and start-ups looking to relocate to or expand in Miami-Dade County, allowing them to maximize the many business advantages Miami has to offer.



## 7 Logistics Group & Genosur

- Medical Device Manufacturing recruited from Chile
- \$1.7 Million New Capital Investment
- City of Doral/District 12

44% of 2019-2020

Projects were

International,

representing Brazil, Chile, France, Israel, Mexico, Norway, Netherlands, Spain, Sweden, United Kingdom



## Atlantic Sapphire

- Farm-raised salmon from Norway
- 237 New Jobs
- \$340 Million New Capital Investment
- Homestead/District 9



## Xtreme Aviation

- Aviation MRO expands at Opa-Locka Airport
- 325 New Jobs
- Average Salary = \$62,000
- \$71 Million New Capital Investment
- City of Opa-Locka/District 1



# Celebrating a Milestone

35-years of making a difference in our community

As we celebrate our 35th year as Miami-Dade County's official economic development partnership, we reflect on our successes and performance. A diverse business community powered by an innate resourcefulness, global perspectives, and an array of advantages that accelerate success, it is our people, vision, and commitment to innovation that propel our continued growth. Confident we have only scratched the surface of the region's promise, we look forward to the next 35 years of championing Miami-Dade County as a world-class business destination.

### 1985-2020 ECONOMIC DEVELOPMENT IMPACT ON MIAMI-DADE

74,070

New Jobs Created

1,210

Companies Expanding or Relocating

\$6,726,738,475

New Capital Investment

















38,702,507

New Square Feet



# 2019-2020 Companies Assisted

Since 1985, The Beacon Council has assisted more than 1,000 businesses, working closely with them to provide free, confidential solutions that are customized for each company’s unique needs. We are so proud to have worked with the following businesses this past year and helped them maximize the many business advantages Miami has to offer.

Organization Name	Target Industries	Project Origin Country	Project Type	ED Municipality (Opp)	Project Commission District
 4 Wall Entertainment	Creative Industries	USA	Recruitment	Miami-Dade	12 - Jose "Pepe" Diaz - Comm District
 7 Logistics Group & Genosur	Life Sciences & Healthcare; Technology	Chile	Recruitment	City of Doral	12 - Jose "Pepe" Diaz - Comm District
 Amazon	Trade & Logistics	USA	Expansion	Miami-Dade	09 - Dennis C. Moss - Comm District
 AME Power	Technology; Manufacturing	USA	Expansion/Retention	City of Doral	12 - Jose "Pepe" Diaz - Comm District
 Amerijet International	Aviation	USA	Expansion	Miami-Dade	06 - Rebeca Sosa - Comm District
 Atlantic Sapphire	Food/Beverage Processing	Norway	Expansion/Retention	Miami-Dade	09 - Dennis C. Moss - Comm District
 Barfield Inc	Aviation	USA	Expansion/Retention	City of Opa-locka	01 - Barbara J. Jordan - Comm District
 BlueSpace Group Co.	Creative Industries	USA	Miami-Dade Startup	Miami-Dade	07 - Xavier L. Suarez - Comm District
 BodyK	Life Sciences & Healthcare; Technology	USA	Expansion	City of Coral Gables	07 - Xavier L. Suarez - Comm District
 Bulldog	Banking & Finance	United Kingdom	Recruitment	City of Miami	05 - Eileen Higgins - Comm District
 Caribshopper	Trade & Logistics; Technology	USA	Miami-Dade Startup	City of Miami	03 - Audrey M. Edmonson - Comm District
 Cases & Lacambra Law	Business Services	Spain	Recruitment	City of Miami	05 - Eileen Higgins - Comm District
 Chefs Warehouse	Food Service	USA	Recruitment	Miami-Dade	01 - Barbara J. Jordan - Comm District
 City Vitae	Trade & Logistics	Chile	Recruitment	City of Miami	03 - Audrey M. Edmonson - Comm District
 Drivania	Trade & Logistics	Spain	Recruitment	City of Coral Gables	07 - Xavier L. Suarez - Comm District
 Friesland Campina Consumer Dairy USA Inc.	Food/Beverage Processing	Netherlands	Recruitment	City of Coral Gables	06 - Rebeca Sosa - Comm District
 General Assembly Space, Inc.	Education/College/University	USA	Recruitment	City of Miami	03 - Audrey M. Edmonson - Comm District
 Haskell	Construction/Construction Management	USA	Expansion	City of Miami	05 - Eileen Higgins - Comm District
 Health Snap Solutions	Life Sciences & Healthcare; Technology	USA	Expansion/Retention	City of Miami	03 - Audrey M. Edmonson - Comm District
 Hebron	Life Sciences & Healthcare; Technology	Brazil	Recruitment	City of Miami	05 - Eileen Higgins - Comm District
 Idai Nature	Agribusiness & Agricultural Sciences	Spain	Recruitment	City of Miami	05 - Eileen Higgins - Comm District
 IDB Bank-Israel	Banking & Finance	Israel	Expansion	City of Aventura	04 - Sally A. Heyman - Comm District
 Interactive Powers LLC	Telecommunication Service Provider	Spain	Recruitment	City of Coral Gables	06 - Rebeca Sosa - Comm District
 Jumptuit	Technology	USA	Recruitment	City of Miami	05 - Eileen Higgins - Comm District
 Lorina, Inc.	Food/Beverage Processing	France	Expansion	City of Coral Gables	07 - Xavier L. Suarez - Comm District
 Majority LLC	Banking & Finance	Sweden	Expansion/Retention	City of West Miami	06 - Rebeca Sosa - Comm District
 OrganaBio	Biologics	USA	Expansion/Retention	Miami-Dade	02 - Jean Monestime - Comm District
 Puma Cybersystems	Business Services	Mexico	Recruitment	City of Miami	05 - Eileen Higgins - Comm District
 REEF Technologies	Technology	USA	Expansion/Retention	City of Miami	05 - Eileen Higgins - Comm District
 Knowmads	Technology; Creative Industries; Education Services	Spain	Recruitment	City of Miami	03 - Audrey M. Edmonson - Comm District
 Tabit	Technology; Food/Beverage Processing	USA	Recruitment	City of North Miami Beach	04 - Sally A. Heyman - Comm District
 Thermo Fisher Scientific	Technology; Manufacturing	USA	Expansion/Retention	Miami-Dade	01 - Barbara J. Jordan - Comm District
 United Parcel Services (UPS)	Trade & Logistics	USA	Expansion	City of Miami Gardens	01 - Barbara J. Jordan - Comm District
 Xtreme Aviation	Aviation	USA	Expansion	City of Opa-locka	01 - Barbara J. Jordan - Comm District





# COMMUNITY IMPACT & ENGAGEMENT

“

Strengthening our local economy means bringing together companies, municipalities, policy makers, and academia to identify tangible goals and execute a clearly defined plan.

”

- Nitin Motwani,  
Miami Worldcenter,  
2019-2020 Co-Chair,  
One Community  
One Goal





# Industry & Market Leadership

## 2019-2020 Committee Chairs & Chairs-Elect

- |   |  |
|---|--|
| <p> <b>AVIATION COMMITTEE</b><br/> <b>Lars Pottgiesser, Chair</b><br/>                 International Air Transport Association<br/> <b>Klemen Ferjan, Chair-Elect</b><br/>                 Amerijet International</p> | <p> <b>NEW LEADERS TASKFORCE</b><br/> <b>Sardou Mertilus, Chair</b><br/>                 RSM US LLP<br/> <b>Kevin Gonzalez, Chair-Elect</b><br/>                 CBRE</p>                   |
| <p> <b>BANKING &amp; FINANCE COMMITTEE</b><br/> <b>Bernardo Adrover, Chair</b><br/>                 City National Bank<br/> <b>Gonzalo Acevedo, Chair-Elect</b><br/>                 BAC Florida Bank</p>           | <p> <b>SMALL BUSINESS COMMITTEE</b><br/> <b>John Ingram, Chair</b><br/>                 Wells Fargo</p>   |
| <p> <b>CREATIVE INDUSTRIES COMMITTEE</b><br/> <b>Alan Sutin, Chair</b><br/>                 Greenberg Traurig, LLP<br/> <b>Lorraine Medici, Chair-Elect</b><br/>                 Perry Ellis International</p>      | <p> <b>TECHNOLOGY COMMITTEE</b><br/> <b>Yuda Saydun, Chair</b><br/>                 CyVent Cybersecurity<br/> <b>Ken Finneran, Chair-Elect</b><br/>                 Kaseya</p>            |
| <p> <b>INTERNATIONAL COMMITTEE</b><br/> <b>Glenn Cooper, Chair</b><br/>                 Nelson Mullins Broad and Cassel<br/> <b>Andrew Markus, Chair-Elect</b><br/>                 Carlton Fields</p>              | <p> <b>TRADE &amp; LOGISTICS COMMITTEE</b><br/> <b>Scott Gregory, Chair</b><br/>                 Prologis<br/> <b>Nabil Malouli, Chair-Elect</b><br/>                 DHL Corporation</p> |
| <p> <b>LIFE SCIENCES &amp; HEALTHCARE</b><br/> <b>Dr. Richard Bookman, Chair</b><br/>                 University of Miami<br/> <b>Ardith Bronson, Chair-Elect</b><br/>                 DLA Piper</p>                | <p> <b>URBAN INITIATIVES TASKFORCE</b><br/> <b>Yolanda Cash Jackson, Chair</b><br/>                 Becker</p>  |

# Technology Committee Makes 1MPACT in 2020

Identifies where partners can unite to provide solutions that contribute to the County's talent development and economic recovery

In response to COVID-19's effect on Miami's business community, The Miami-Dade Beacon Council's Technology Committee launched '1MPACT,' a series of initiatives dedicated to creating impactful projects in support of our County's recovery and talent development.

Three high-level priorities were identified after researching community needs through surveys and conversations. Sub-committees were then designated to design, deliver, and launch these three '1MPACT' projects:

**2 MiamiTech.Works:** a one-stop-shop portal that connects those recently laid off or facing reduced working hours with local reskilling opportunities, personalized career development coaching, and one-on-one access to hiring managers of companies currently hiring. Key partners include General Assemb.ly, CareerScore, 4Geeks Academy, Benjamin Douglas, Kaseya, FIU, Ironhack, Miami-Dade Beacon Council, Miami Dade College, Microsoft, Singularity University: Miami Chapter, University of Miami and Wyncode.

**1 Social Distance Detector:** a new data-driven business tool that leverages the latest in machine learning and computer vision techniques to identify adherence of social distancing guidelines. This tool is an open-source, free to the public technology that focuses on helping physical locations better manage their spaces for safety and health. Developed by Strata.ai.

**3 Regional Security Workshop:** A regional collaboration by Florida International University (FIU), Miami Dade College (MDC), and the University of Miami (UM) for a workshop to develop Post-Disaster Smart Response and Resilience in Critical Infrastructure, Security, and Data.

**“This is a great example of The Beacon Council's role in the community... In all three sub-committees, the levels of commitment, care, and enthusiasm were as remarkable as spontaneous. Each of the projects was driven by brilliant volunteers within tight deadlines and an unwavering view to deliver pragmatic, timely, relevant results.”**  
 – Yuda Saydun, President of CyVent Cybersecurity, 2019-2020 Technology Committee Chair





# Beacon in Action

## COVID-19 Response Highlights

**1 COVID-19 Business Resource Center:** One of our first efforts was to quickly centralize resources and information for the public on BeaconCouncil.com. Within 6 months, the Resource Center received almost 15,000 page views.



**2 BizHelp.Miami:** Launched in early April in partnership with Slalom, BizHelp. Miami is evolving to become a more long-term resource for our small business community. This directory of assorted funding sources and expanded business assistance partners, and other local resources is available in English, Spanish and Kreyol. The portal has received almost 19,000 pageviews and over 10,000 unique users since its launch.



**3 Business Response Education & Resources:** Dozens of webinars, panels, and meetings — both facilitated by The Beacon Council and/or featuring staff as a speaker — not only allowed the team to quickly disseminate actionable information, but created a space for valuable dialogue that stands to impact Miami-Dade businesses.



**4 B2B Supply Chain Connect:** Targeted efforts to secure much-needed PPE locally created the opportunity to make 34 connections for 87 local suppliers vetted by The Beacon Council and the South Florida Manufacturers Association.

**5 Pivot to Production:** As the team worked closely with the GMCVB and the County's Film Office, an opportunity arose: encourage underutilized businesses to monetize their space as a production location. A survey was created by The Beacon Council and distributed by all partners, with FilMiami and the GMCVB later screening the locations to confirm their addition to a location database.



**6 Small Business Excelsator:** One of the most important things to come out of The Beacon Council's COVID-19 response, the Small Business Excelsator, has been able to mobilize dozens of organizations and match them with small businesses that have a corresponding need. Engaging with smaller cohorts to ensure sustained support provides an opportunity to address some of the longer-term/back office issues that we know many small businesses face.



# The Beacon Council Foundation

## Making a Difference

Always searching for new ways to assist our local business community, The Beacon Council Foundation is a 501(c)3 nonprofit created exclusively for charitable and educational purposes dedicated to the growth and prosperity of Miami-Dade County.

Committed to delivering equitable, inclusive solutions that provide pathways to economic prosperity for all, the Foundation champions investment and job creation in target urban areas. Fostering increased growth in good times, The Beacon Council Foundation also provides relief services to local businesses large and small in times of crisis like hurricanes or the present coronavirus pandemic.



The Talent Development Network, an initiative of OCOG's Academic Leaders Council housed at FIU, presented "CEO for a Day" at Marlins Park in January 2020.

## 2019-2020 Board Members



**Hugo Castro**  
Divisional Executive  
Vice President,  
Equitable Advisors  
*Board Director, Chair*



**Penny Schaffer, Ph.D.**  
Market President, South Florida,  
Florida Blue  
*Board Director, Immediate  
Past Chair*



**Gary Goldfarb**  
Chief Strategy Officer,  
Interport Logistics  
*Board Director, Chair-Elect*



**Newton B. Sanon**  
President & CEO,  
OIC of South Florida  
*At-Large Director*



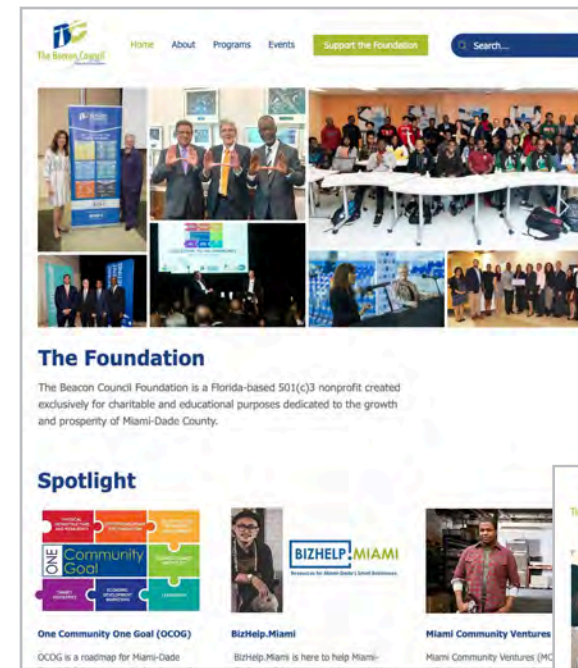
**Olga Ramudo**  
President & CEO,  
Express Travel  
*Board Director, Treasurer*



**Robert Muñoz**  
President, The Global  
Financial Group  
*Board Director, Secretary*



**Michael A. Finney**  
President & CEO,  
Miami-Dade Beacon Council  
*Ex-Officio Director*



## Community First

The Foundation's new website, [beaconcouncilfoundation.org](http://beaconcouncilfoundation.org), highlights the organization's key initiatives and how to best support these efforts.

## Support

The Beacon Council Foundation – which depends on the support of businesses, foundations, organizations, and individuals – owes much of its success and growth to generous funders who've invested in the community by financially supporting our initiatives. Thank you to all who have contributed! While we are one community with one goal – to advance Miami-Dade's strength and competitive position as an innovative, resilient business community that provides economic opportunity and prosperity for all – there are many ways for you to give.



To learn more about how you can support The Beacon Council Foundation's efforts by making a donation or otherwise including us in your charitable giving plan, please contact: Julio Piti, Vice President, Investor Relations & Development 305.579.1338 [jpiti@beaconcouncil.com](mailto:jpiti@beaconcouncil.com)



# Small Business *Exce*lerator

Over 30 local organizations are working together to support Miami-Dade small businesses as they move beyond recover to exce/long-term.



# Miami Community Ventures

Developing career pathways for low income, structurally unemployed individuals

Based on an award-winning model, Miami Community Ventures is a collective impact initiative designed to connect specific individuals with living wage jobs. The program is designed to deliver long-term economic benefits to participating individuals to set them up for success. Hired individuals receive wrap-around services, such as job training, childcare, success coaching, etc., for up to one year after hire.

- Target Audience:**
- Public assistance recipients
  - Returning citizens
  - Disabled
- Sub-groups:**
- Female head-of-households
  - Veterans
  - At-risk Youth (19-29 yrs.)
  - Communities with 20% poverty rates

**Current Performance:**  
71 placements to-date at average wage rate of \$15.41  
35 placements are ex-offenders (49%)

“ Providing a job is not enough... Knowing that you are not alone, that once you've gotten that job there's a support system in place to support your success; that's what makes the difference. The returns are extensive and benefit not only our employees and their families, but the employers and overall community. ”

- Sheri Colas-Gervais, VP/Executive Director, Miami Community Ventures

**Advisory Group:**



**Success Story:**

DeShawn is a single mother of two who was placed in a job at the Overtown Youth Center earning \$15 per hour.

“After losing my job of 15 years, having Mrs. Lomax help me get this job, saved me from the deep depression I was in. The continued coaching and support services I receive has helped to remove any barriers that would've kept me from working and caring for my children.”



# One Community

# One Goal

A collaborative platform that promotes community-wide economic development success and prosperity, One Community One Goal (OCOG) provides a successful roadmap for Miami-Dade County's economic development and growth. Convening leadership across target industries, local government, and key institutions both public and private, OCOG fosters ongoing strategic dialogue around the primary issues our community needs to address in order to continue to grow. Special thanks to 2018-2020 Co-Chairs Nitin Motwani, Sheldon Anderson and Mayor Carlos Gimenez.



Since its launch in 2011, OCOG has galvanized a broad spectrum of professionals and organizations to work together to build a thriving, inclusive, and diverse community. This happens in smaller groups like the Academic Leaders Council, in large open forums like the quarterly Access Breakfasts, and among tomorrow's talent – our students – via in-school programming like Career Connections.

## 2018-2020 Co-Chairs



**Nitin Motwani**  
Managing Partner,  
Miami Worldcenter



**Sheldon Anderson**  
Founder, Sheldon  
Anderson Consulting



**Carlos A. Gimenez,**  
Miami-Dade  
County Mayor





# The Future of...

## Why Miami-Dade is positioned to succeed

As our community comes together to celebrate 2019-2020 accomplishments, The Miami-Dade Beacon Council is looking to the future. Recent local and global events have shone a spotlight on the growing need to develop a resilient local economy. As a result, The Beacon Council has already begun focusing on key strategies that will impact the long-term viability of our business community. We are confident that the strengths our business sector has always enjoyed, coupled with lessons from the last year, position us to continue to drive growth and positive change for Miami-Dade County.

### TALENT DEVELOPMENT

Developing, retaining and attracting the best talent continues to be at the core of our development strategy. Increased dialogue and

collaboration between our K-12, colleges and universities, and other training programs such as code schools, will create opportunities for more focused curricular, apprenticeships, and internship programs. Targeted upskilling and reskilling initiatives take on increased importance as we work to support displaced workers. MiamiTech Works is a first step to engage our workforce with opportunities to transition to high-demand, high-value careers in growing sectors.

### SMALL BUT MIGHTY

The collection of small businesses that call Miami-Dade home have a big impact on our local economy. Their success is our success. Unfortunately, many of these companies in particular were negatively impacted by COVID-19's effect on the economy. Through several



2019-2020 Key Recipient.

### TECH ECOSYSTEM

As technology levels the playing field for business success, Miami-Dade companies are at the forefront of innovation. The recent country-wide lockdown highlighted the need for companies to pivot their services and find digital solutions to keep their businesses up and running, creating a perfect scenario for entities to turn to The Beacon Council's Tech Committee for support and resources. Moving forward, The Beacon Council will continue to partner with organizations in key fields — such as AI, data analytics, cybersecurity, fintech, and blockchain — and focus on growing the use of these technologies within target industries in order to position Miami-Dade County as a center for excellence for new technologies.



General Assembly at CIC Miami. 2019-2020 Key Recipient. Photo: RefreshMiami.

programs, such as the Small Business *Exce*lerator, The Beacon Council brought together resources to make it easier for them to find assistance and help them reach their next growth stage.

### DRIVE DIVERSITY

For The Beacon Council, focusing on traditionally underserved communities is one of the areas where we can make the greatest difference. We are confident that the next phase of Miami-Dade County's economic growth rests in the need for equity and inclusion to reduce disparities among residents and provide them with equal opportunities. That is why programs such as Miami Community Ventures and the Urban Initiative Taskforce will continue to be a priority. Plus, we encourage businesses to make sure they have diverse voices contributing at every level. Bring black and brown thought-leaders into your boardrooms and engage some of the underutilized talent that is eager to contribute to your company's success and that of our whole community.



Maghan Morin and Jeanine Suah, Co-Founders, Thynk Global coworking space in Miami's Little River. 2018-2019 Key Recipient.





# SUPPORTING SUCCESS

“

Diverse, innovative,  
entrepreneurial, and  
resilient; in defining our  
people, we also define  
what makes Miami  
Dade County a unique,  
competitive business  
community that is  
recognized and respected  
around the world.

”

- Michael A. Finney,  
President & CEO,  
Miami-Dade Beacon  
Council



## Looking Ahead: Miami-Dade Beacon Council

# 2020-2021 Board of Directors

### 2020-2021 Officers

<b>Gary Goldfarb</b>	Interport Group of Companies	2020-2021 Chair, Miami-Dade Beacon Council
<b>George Bermudez</b>	Bank of America Merrill Lynch	2020-2021 Chair-Elect, Miami-Dade Beacon Council
<b>Yolanda Cash Jackson</b>	Becker	2020-2021 Secretary, Miami-Dade Beacon Council
<b>Olga Ramudo</b>	Express Travel	2020-2021 Treasurer, Miami-Dade Beacon Council
<b>Hugo Castro</b>	Equitable Advisors	2020-2021 Immediate Past Chair, Miami-Dade Beacon Council
<b>Michael A. Finney</b>	Miami-Dade Beacon Council	President & CEO, Miami-Dade Beacon Council

### 2020-2021 Board of Directors

<b>Mike Carricarte Sr</b>	Amedex Assurance Company	<b>Jaret Davis</b>	Greenberg Traurig, LLP
<b>Juan Carlos Liscano</b>	American Airlines	<b>Daniel Mackler, Esq.</b>	Gunster
<b>Aviv Tzur</b>	Avbiz Aerospace Ventures Inc.	<b>Burton Landy</b>	Harper Meyer Perez Hagen O'Connor
<b>Donna Abood</b>	Avison Young		Albert & Dribin LLP
<b>Brian Clay</b>	BankUnited	<b>Joseph Pallot</b>	HEICO Corporation
<b>Alexandra Villoch</b>	Baptist Health South Florida	<b>Vivian De las Cuevas-Diaz</b>	Holland & Knight
<b>Ben Mollere</b>	Baptist Health South Florida	<b>Carlos Migoya</b>	Jackson Health System
<b>Nelson Lazo</b>	Baptist Health South Florida	<b>Alan Kleber</b>	Jones Lang Lasalle
<b>Michael Allen</b>	Barry University	<b>Diego Gordillo</b>	JP Morgan Chase & Co.
<b>Tony Coley</b>	BB&T Bank	<b>Raul Moas</b>	Knight Foundation
<b>Ron Shuffield</b>	Berkshire Hathaway HomeServices	<b>Rolando Montoya</b>	Miami Dade College
	EWM Realty	<b>Richard Kuper</b>	Miami Dade County League of Cities
<b>Albert Dotson Jr.</b>	Bilzin Sumberg	<b>Eric Knowles</b>	Miami-Dade Chamber of Commerce
<b>Jose "Joe" Chi</b>	CAMACOL	<b>Mayor Carlos Gimenez</b>	Miami-Dade County
<b>Rick Beasley</b>	CareerSource South Florida	<b>Daniella Levine Cava</b>	Miami-Dade County - District 8
<b>Andrew Markus</b>	Carlton Fields	<b>Lester Sola</b>	Miami-Dade County - MIA
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<b>Brittanie Bassant</b>	Chamber South	<b>Matthew Love</b>	Nicklaus Children's Health System
<b>David Appel</b>	Cherry Bekaert LLP	<b>Alexander Adams</b>	Northern Trust
<b>Raul Valdes-Fauli</b>	City of Coral Gables	<b>George Hanbury, II</b>	Nova Southeastern University
<b>Juan Carlos Bermudez</b>	City of Doral	<b>Joseph Roisman</b>	Perry Ellis International
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<b>Jaffus Hardrick</b>	Florida Memorial University	<b>Julio Frenk</b>	University of Miami
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# With Gratitude

## Today's Beacon Council owes much to its Founders and Past Chairs

Maya Angelou once said, "If you're going to live, leave a legacy. Make a mark on the world that can't be erased." The following remarkable men and women have left their mark on our community, leaving a legacy of inspiration, commitment, and advancement. It is with gratitude that we recognize our Founders and Past Chairs:

1985-1986	Theodore Hoepner*	2002-2003	Robin Reiter
1985-1986	Sidney Levin*	2003-2004	Calixto Garcia-Velez
1986-1987	David R. Parker	2004-2005	Benjamin J. Mollere
1987-1988	Merrett R. Stierheim*	2005-2006	Neisen Kasdin
1988-1989	Robert Epling	2006-2007	Angel Medina Jr.
1989-1990	Phil de Montmollin	2007-2008	Pete Pizarro
1990-1991	Governor Jeb Bush	2008-2009	Tere Blanca
1991-1992	Burton Landy	2009-2010	Alexandra Villoch
1992-1993	Modesto Maidique, Ph.D.	2010-2011	Jack Lowell
1993-1994	Williams Myers	2011-2012	Alan Becker
1994-1995	Carlos Palomares	2012-2013	Joe Pallot
1995-1996	Robert Beatty	2013-2014	Sheldon Anderson
1996-1997	Carol Wyllie	2014-2015	Donna Abood
1997-1998	Adolfo Henriques	2015-2016	Ernie Diaz
1998-1999	George Foyo	2016-2017	Jaret Davis
1999-2000	Fred Messing	2017-2018	Nelson Lazo
2000-2001	Mario del Valle	2018-2019	Penny Shaffer, Ph.D.
2001-2002	Tom Cornish	2019-2020	Hugo Castro

\*1985 Co-Founders

## In Memoriam

### Alan S. Becker (1946-2020)



**Alan S. Becker**  
Founding Shareholder  
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Miami-Dade has been blessed with many passionate leaders that have dedicated much of their lives to building this community. Alan Becker left his mark on the County and The Beacon Council as Past Chair 2011-2012 and a former Board Member.

As a founding shareholder of Becker & Poliakoff, his career was marked by local and international awards and recognitions, including garnering the Governor's Business Ambassador Medallion in 2012 for his contributions to economic development in Florida.

We thank him for his tireless commitment to the growth of this diverse, dynamic community, and celebrate his legacy.





# Miami-Dade Beacon Council

Growing your business with Miami-Dade County's official economic development partnership



## As a New/Expanding Company

The Miami-Dade Beacon Council, the County's official economic development organization, is a public-private partnership that focuses on job creation and economic growth. Since 1985, the Council has assisted more than 1,200 businesses that have created over 74,000 direct jobs and added more than \$6.7 billion in new capital investments. It accomplishes this by marketing Miami-Dade as a world-class business location, growing local companies and shaping the local economy's future.

Our Economic Development experts work closely with you to provide free, confidential solutions that are customized for your company's unique needs, allowing you to maximize the many business advantages Miami has to offer. Complimentary services available to new and expanding businesses large and small include:

- Market and Demographics Information
- Business Costs Information
- Site Selection Assistance
- Permitting Facilitation
- Access to Talent and Training
- Financial Referrals and Assistance
- Business Incentive Programs

## CONTACT US TODAY

Learn more about how you can start growing your business by investing in Miami-Dade County  
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## Participate: Become an Investor

Business is good, and your investment in The Miami-Dade Beacon Council will help keep it that way. We take our partnerships seriously and want investors to see the organization as an extension of their own. Together we can effectively champion Miami-Dade locally, nationally and internationally as the destination of choice for business investment.

### Benefits of investment in the Miami-Dade Beacon Council: Access to Research and Market Intelligence:

Our award-winning Research Department is continually compiling and analyzing information about the economic climate and business trends in our region. As an Investor, you will have access to general Miami-Dade County demographic data, economic demographic data and a variety of business reports and analysis.

### Access to Prominent Business and Community Leaders:

Our Investors include top employers and a who's who of Miami-Dade County's leading executives. We also work closely with all of the county's elected officials. This means you will have extensive opportunities to interact with the individuals shaping the future of Miami-Dade County.

**Participation in Industry and Market Committees:** Due to the unique dynamics that define our growing diverse industries, we have created targeted industry committees to address the needs of our Investors in these fields. By participating on a committee, you will have the ability to help shape the economic development strategies that most closely relate to your business and Miami-Dade County's economic future.

### Invitations to Meetings, Seminars, Special Events and Business Development Missions:

Each year, we host a variety of exclusive events intended to provide our Investors valuable opportunities to learn more about business in Miami-Dade County. Through these unique gatherings, you can network with hundreds of professionals spanning a multitude of major industries.

**Unique Advertising and Sponsorship Opportunities:** Our extensive branding and sponsorship opportunities will provide you a wealth of innovative and effective ways to reach key decision makers in the community and to brand your company as a leader.



Working to advance our competitive position as an innovative, resilient community that provides economic opportunity and prosperity for all, **The Beacon Council Foundation** supports research, marketing, and educational efforts that encourage investment, talent development, and job creation in Miami-Dade.

## Miami Community Ventures



Connecting underserved, unemployed Miami-Dade County residents with career pathways and living-wage jobs.

## Career Connections



Business leaders help prepare students for the jobs of today and tomorrow.

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For more information: [www.beaconcouncilfoundation.org](http://www.beaconcouncilfoundation.org) | [info@beaconcouncilfoundation.org](mailto:info@beaconcouncilfoundation.org)



# Beacon Council

Thank you for your vision and partnership



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## Together we are building a stronger Miami

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WE ALL NEED EXTRA HELP THESE DAYS, especially the small businesses trying to navigate the many programs and resources rolled out to support them and their staff during COVID-19.



Resources for Miami-Dade's Small Businesses

Go to [www.BizHelp.Miami](http://www.BizHelp.Miami) for information on resources available to Miami-Dade's small businesses, including funding sources and 1-1 help from our Small Business Excel-erator partners.

BizHelp.Miami is powered by the Miami-Dade Beacon Council and Slalom





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