



MIAMI-DADE
BEACON
COUNCIL

OFFICIAL
ECONOMIC
DEVELOPMENT
PARTNERSHIP
FOR MIAMI-DADE
COUNTY

MIAMI-DADE
BEACON COUNCIL
2020-2021
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.  **FPL**

MIAMI THRIVES

◀ We have always known that it is our people – entrepreneurial, diverse, and resilient – that sets Miami apart. This year, our people – both long-time residents and recent arrivals – came together to drive towards a common goal: building a better, more vibrant Miami-Dade. Seizing opportunities to support our small businesses and evolving workforce, driving innovation and inclusion, and elevating the strengths of this dynamic community produced a year of unprecedented economic impact that will be felt county wide. Our shared vision for a thriving community is one we can all be a part of – and we can all be proud of.



MISSION

Attract and retain companies that create high-value jobs and invest in Miami-Dade County.

VISION

Drive long-term economic prosperity and inclusive growth for Miami-Dade County, its businesses and residents.



◀ “Even in the middle of a global pandemic, in a business environment fraught with disruption and uncertainty, The Beacon Council stepped up to deliver for our community, our residents and our businesses. You play a vital role in building a more diversified and thriving economy for all Miami-Dade County residents - in fact this year you helped create a record nearly 5,000 new jobs and facilitated \$230 million dollars of capital expenditure. Thank you to all the companies choosing to do business with and in Miami-Dade County. I look forward to continuing our work together to accelerate our recovery from the pandemic and shape Miami-Dade into an even more thriving global economy.”

The Honorable Daniella Levine Cava
Mayor, Miami-Dade County

**MIAMI-DADE
COUNTY
BOARD OF
COUNTY
COMMISSIONERS**



**Chairman
Jose "Pepe" Diaz**
District 12



**Vice Chairman
Oliver G. Gilbert, III**
District 1



**Commissioner
Jean Monestime**
District 2



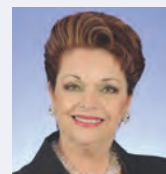
**Commissioner
Keon Hardemon**
District 3



**Commissioner
Sally A. Heyman**
District 4



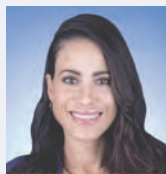
**Commissioner
Eileen Higgins**
District 5



**Commissioner
Rebeca Sosa**
District 6



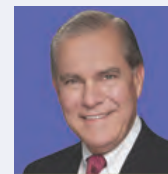
**Commissioner
Raquel A. Regalado**
District 7



**Commissioner
Danielle C. Higgins**
District 8



**Commissioner
Kionne L. McGhee**
District 9



**Commissioner
Javier D. Souto**
District 10



**Commissioner
Joe A. Martinez**
District 11



**Commissioner
René Garcia**
District 13



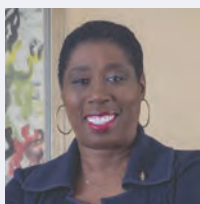
2020-2021 MIAMI-DADE BEACON COUNCIL OFFICERS



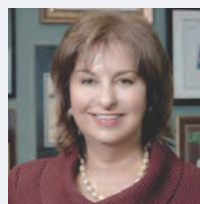
Gary Goldfarb,
2020-2021 Chair
Chief Strategy Officer,
Interport Logistics



George Bermudez,
2020-2021 Chair-Elect
Senior Vice President,
Bank of America



Yolanda Cash Jackson
2020-2021 Secretary
Shareholder,
Becker



Olga Ramudo,
2020-2021 Treasurer
President & CEO,
Express Travel



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

- ◀ “Last year was one for the record books. Amid COVID-19’s ongoing challenges, with the support of County Hall and other partners, we attracted business relocations and expansions, and supported area entrepreneurs that created thousands of new jobs and raised wages county-wide. Miami earned its place in the global spotlight as a model not only of economic prosperity, but environmental sustainability as an exportable business, as evidenced by The Aspen Institute’s Ideas: Climate conference to be held here in 2022. As I look ahead, I see the next generation ready to lead us into tomorrow. I couldn’t be more bullish about our future.”

Gary Goldfarb, 2020-2021 Chair
Chief Strategy Officer, Interport Logistics

- ◀ “While 2021 continued to challenge even the best businesses, we at The Beacon Council helped Greater Miami capitalize on the unique opportunities the slowdown presented. We helped secure domestic and international business expansions in targeted industries such as fintech, cryptocurrency, financial services, healthcare innovation, aviation, and trade & logistics. The figures tell the story: New job commitments and average wages for 2021 registered the highest level in the 36-year history of The Beacon Council. An economic impact analysis completed in partnership with Miami-Dade County and the Regional Economic Modeling Institute (REMI), highlighted the long-term economic impact and wage-growth projections from the record job commitments achieved by The Beacon Council Team.”

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



2020-2021 ECONOMIC DEVELOPMENT PROJECT RESULTS

32

PROJECTS

38%

= CORPORATE HQs

4,989

NEW DIRECT JOBS

\$229,255,500

NEW CAPITAL INVESTMENT

\$120,000

AVERAGE SALARY

1,230,688

NEW SQUARE FOOTAGE



HIGHEST JOB
COMMITMENTS &
AVERAGE SALARY
IN MDBC'S 36-YEAR
HISTORY.

IMPACT FOR URBAN PRIORITY AREAS*

38%

OF TOTAL PROJECTS

\$64,400,500

NEW CAPITAL INVESTMENT

23%

OF NEW DIRECT JOBS








258,826

NEW SQUARE FOOTAGE

*Urban Priority Areas include Target Urban Areas, and Opportunity, Empowerment and Enterprise Zones.



10-YEAR TARGET INDUSTRY JOB GROWTH IN MIAMI-DADE COUNTY

Industry	2012 Jobs	2021 Jobs	2020-2021 %Change
 Aviation	21,728	27,838	28%
 Banking & Finance	39,472	41,172	4%
 Creative Design	28,752	31,500	10%
 Hospitality & Tourism	125,535	110,135	-12%
 Life Sciences & Healthcare	126,259	146,241	16%
 Technology	8,328	15,678	88%
 Trade & Logistics	33,627	49,079	46%
Total Target Industries	383,701	421,643	10%
All Industries	1,165,761	1,303,204	12%

Source: EMSI, 2021. Table only reflects data through Q1 2021.

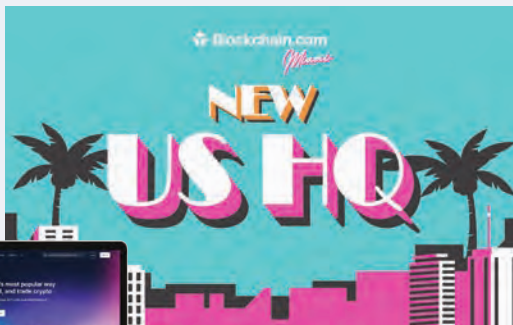
2020-2021 PROJECT HIGHLIGHTS



Blackstone bought the offices of 2 MiamiCentral, where it currently has a 41,000-square-foot workspace, and 3 MiamiCentral for \$230 million. Above: A rendering of the completed MiamiCentral project. Featured in Miami Herald, courtesy of BLANCA Commercial Real Estate.

Blackstone

New York-based investment management firm Blackstone relocated their technology office to Miami’s Central Business District, joining SoftBank, CI Financial and Thoma Bravo in the move south. They acquired two buildings with nearby access to the Brightline train station that will link its 200 tech workers to the region, and its new home will put the company at the center of the county’s burgeoning tech, innovation and investment marketplace.



Blockchain.com

Blockchain.com is betting big on Miami. The consumer and institutional crypto solutions provider was one of several cryptocurrency exchanges, digital banking and e-commerce players to hit Enter earlier this year. Lured by local crypto and STEM ecosystems, and City of Miami Mayor Francis Suarez’s vocal tech stance, the company will create 800 new jobs to the county. In all, moves here from San Francisco grew 49% year-over-year, notes real estate firm CBRE.

Ford Autonomous Vehicles



The next ride you hail here could be an autonomous vehicle from Ford Motor Co. In partnership with Argo AI and Lyft, the company’s ride-sharing “robotaxi” service is testing in Miami - its first-ever test market. The move marks the next step in Ford’s commercial autonomous-vehicle business, which also announced a partnership with Walmart and Argo for robo-deliveries. In all, Ford will create 200 jobs to the county.



KEY CEREMONY

- ◀ This year's Key Ceremony marked our first in-person event in 18 months. Our community's resiliency was on display, and we proudly recognized new and established businesses choosing Miami-Dade as their place to thrive. The passing of the gavel to the incoming Chair George Bermudez promises a continuation of our successes and shared vision for tomorrow.

Thank you to our Sponsors:



2020-2021 SNAPSHOT: RELOCATING & EXPANDING COMPANIES

Company	Industry	Commissioner & District	Municipality	Country of Origin
ACE Group*	Health Technology	Rebeca Sosa (6)	Unzincorporated M-D	Spain
ACI Worldwide*	Financial Services	Raquel Regalado (7)	City of Coral Gables	USA
Allison+Partners	Marketing & Communications	Keon Hardemon (3)	City of Miami	USA
Autotekne	Logistics IT Solutions	Keon Hardemon (3)	City of Miami	Argentina
Barry's*	Sports/Athletics	Keon Hardemon (3)	City of Miami	USA
Blackstone*	Financial Services & Consulting	Keon Hardemon (3)	City of Miami	USA
Blockchain.com*	Financial Services	Eileen Higgins (5)	City of Miami	USA
CECOP*	Biomedical	Eileen Higgins (5)	City of Miami	Spain
CI Financial*	Financial Services	Eileen Higgins (5)	City of Miami	Canada
Citco	Manufacturing	Jose "Pepe" Diaz (12)	City of Doral	Italy
CLUTCH	Media Production	Eileen Higgins (5)	City of Miami	USA
DemTECH	Medical Device	Renee Garcia (13)	Town of Miami Lakes	USA
Destination Sports Miami	Sports/Entertainment	Jose "Pepe" Diaz (12)	Unincorporated M-D	USA
Exusia	Technology	Eileen Higgins (5)	City of Miami	USA
Farmstead Miami	Food Service	Jose "Pepe" Diaz (12)	Town of Medley	USA
Ford Autonomous Vehicles	Automotive Tech	Keon Hardemon (3)	Unincorporated M-D	USA
Globant	IT Solutions/Consulting	Rebeca Sosa (6)	Unincorporated M-D	USA
Gymage	Entertainment	Eileen Higgins (5)	City of Miami Beach	Spain
itracHEALTH Corp.*	HealthTech	Jean Monestime (2)	City of North Miami	USA
Jansteel	Manufacturing	Jose "Pepe" Diaz (12)	Town of Medley	Israel
Kaseya*	IT Solutions/Consulting	Eileen Higgins (5)	City of Miami	USA
Kimre	Manufacturing	Kionne McGhee (9)	City of Homestead	USA

Attracting jobs and investment, and supporting the growth of our local businesses and entrepreneurs is at the core of what we do. Since 1985, The Beacon Council has assisted more than 1,200 businesses, providing free, confidential solutions customized to each company's unique needs. We are proud to have worked with the following companies over the last year, and look forward to continuing to work with them to maximize the opportunities our global business community offers.

Company	Industry	Commissioner & District	Municipality	Country of Origin
LGT Landing Gear Technologies	Manufacturing	Jose "Pepe" Diaz (12)	City of Hialeah	USA
North Equity*	Media	Eileen Higgins (5)	City of Miami	USA
Payless*	Retail	Jean Monestime (2)	City of North Miami	USA
SATTO Repair Center	Aviation Parts & MRO	Jose "Pepe" Diaz (12)	Unincorporated M-D	United Kingdom
Schonfeld Strategic Advisors*	Financial Services & Consulting	Keon Hardemon (3)	City of Miami	USA
SIAM USA	Chemicals/Composites & Petrochemicals	Raquel Regalado (7)	City of Miami	Spain
Total Life	HealthTech	Keon Hardemon (3)	City of Miami	Canada
Ventura Tec	Executive Recruitment	Eileen Higgins (5)	City of Miami	Brazil
Wanacare	HealthTech	Raquel Regalado (7)	City of Coral Gables	Spain
WIX.com	IT Solutions/Consulting	Eileen Higgins (5)	City of Miami Beach	USA

**"WHERE ARE YOU FROM?"
U.S. COMPANY MOVES**



- RELOCATIONS**
1. ACI Worldwide
 2. Allison + Partners
 3. Barry's
 4. Blackstone
 5. Blockchain.com
 6. Farmstead Miami
 7. Ford Autonomous Vehicles
 8. North Equity, LLC
 9. Payless
 10. Schonfeld Strategic Advisors, LLC
- EXPANSIONS**
11. Clutch
 12. DemeTech
 13. Destination Sports Miami
 14. Exusia
 15. Globant
 16. ItraHealth Corp.
 17. Kaseya
 18. Kimre
 19. Landing Gear Technologies (LGT)
 20. WIX

ECONOMIC IMPACT ANALYSIS: 2020-2021 MDBC PROJECTS

The following simulation was conducted by Miami-Dade County using REMI Tax Policy Insight (Tax-PI)* to forecast the economic impact of these projects over 5-year period. The model is calibrated specifically to Miami-Dade County for policy analysis and forecasting using financial data from Florida Office of Economic and Demographic Research for the fiscal years 2016 to 2019.



WHAT THIS MEANS FOR MIAMI-DADE RESIDENTS

THIS JOB GROWTH PROVIDES OPPORTUNITIES FOR NEW GRADUATES TO FIND THEIR FIRST JOB, AND THE NEXT STEP IN THEIR PROFESSIONAL LIVES FOR THOSE ALREADY WORKING.

~\$1 BILLION

ECONOMIC IMPACT GENERATED FOR MIAMI-DADE COUNTY

\$781 MILLION
IN DISPOSABLE
INCOME

WHAT THIS MEANS FOR MIAMI-DADE RESIDENTS

HOUSEHOLDS SECURING THESE NEW JOBS WILL BE ABLE TO SPEND MONEY ON ENTERTAINMENT, RESTAURANTS, AND OTHER ACTIVITIES IN ADDITION TO PAYING FOR HOUSING, INSURANCE, AND OTHER BASIC EXPENDITURES.

TOTAL
PAYROLL FOR
THESE JOBS

\$603 MILLION
ANNUALLY

\$229 MILLION+

INVESTED BY THESE 32 COMPANIES IN CONSTRUCTION AND EQUIPMENT TO OPERATE THEIR BUSINESSES

TOTAL ANNUAL ECONOMIC IMPACT
ON MIAMI-DADE COUNTY

\$926 MILLION

REMI Tax-PI is a dynamic modeling software that incorporates different aspects of modeling approaches which include input-output, general equilibrium, econometrics, and economic geography. It includes economic, demographic and policy variables so that any project or policy that affects the local economy can be tested. REMI models are used by government agencies (including most U.S. state governments), consulting firms, nonprofit institutions, universities, and public utilities.

2020-2021 KEY TRENDS

Challenges can happen in a flash. Trends emerge over time. What trends lured new recent arrivals and will continue into 2022 and beyond?



GREATER MIAMI AT THE GLOBAL CROSSROADS.

Miami blossomed as a hub of trade and logistics. Miami International Airport and PortMiami have invested billions to prepare for goods arriving from across the hemisphere and around the world, and developers have built millions of square feet of warehouse, distribution and logistics facilities. Cargo kept the ports open during the pandemic as shippers found inroads closer to their marketplace. This only promises to continue in the e-commerce era.



A FOCUS ON TALENT.

People learned during Covid that if you truly can work from anywhere, it might as well be in the sunshine. Leading employers across the tech, health and innovation sectors followed and found a growing sea of skilled talent, and the universities and workforce development organizations eager to customize training to meet employers' unique talent needs.



THE LONG VIEW.

The Beacon Council's years-long focus on the tech sector set the stage to connect the thousands of tech employers and talent who relocated to Greater Miami over the past year. Partners like Microsoft, Blackstone, Ford AV and others proved our long view remained in focus.



MIAMI-DADE
BEACON
COUNCIL



INTERNATIONAL INTEREST REMAINS STRONG.

The Beacon Council's transition to virtual trade missions broadened our reach - at lower cost and with greater impact. Collaboration with teams from Finland, Spain, England, Japan and throughout the Americas kept the global spotlight on Miami.



YESTERDAY'S WORK, TOMORROW'S COMMUNITY-WIDE IMPACT.

Efforts to lure employers in key target sectors, such as financial services, technology, life sciences, trade and logistics, as well as the increase in headquarters relocation, have driven new jobs and wages double the county average. Projects already in the pipeline will continue these gains.

A CONTINUALLY CHANGING PERCEPTION.

Greater Miami has become a global hub of banking, commerce and trade. It's a business community, a hub for 21st Century industry, a place where talent - and management - want to live and work.

◀ **From Fortune-ranked companies to scalable startups to the latest unicorn taking the global stage, Greater Miami is home for entrepreneurs of all stripes and the highly skilled and living-wage workers they employ. We're here to help ensure their success.**



2020-2021 COMMITTEE HIGHLIGHTS

- ◀ Our committees engage Beacon Council investors and local thought leaders in support of the Council’s mission of growing jobs and investment.

CREATIVE INDUSTRIES

“It was very gratifying to chair the Beacon Council Creative Design Committee. I enjoyed the opportunity to represent Perry Ellis International, as well as so many enlightening discussions with other local companies and how our community can expand in the industry.”

Lorraine Medici,
SVP, Marketing Communications, Perry Ellis International

TECHNOLOGY

“I’ve had the distinct pleasure... to be the Chair of The Beacon Council’s Tech committee during this unprecedented period of technology growth here in Miami ... [A] lot of that has been thanks to all of the great work that you have done over so many years – not just over this past year – in support of the tech ecosystem here in the region ... So very thrilled about what we’ve accomplished as a team here, and looking forward to that continuing.”

Ken Finneran,
VP, Global Human Resources, Kaseya
Remarks at his final meeting as 2020-2021 Tech Committee Chair

INDUSTRY & MARKET LEADERSHIP GROUPS

- ◀ “Feet on the street” insights and expertise provide an irreplaceable perspective critical to The Beacon Council’s mission. Even during Covid, our industry committees and market taskforces held almost 40 meetings between them, empowering business leaders from across the marketplace to share best practices, connect, and work together to guide us to a shared future. To our Committee Chairs, Chair-Elects and all the partners who tirelessly invest time, energy and expertise, thank you for helping keep Miami on the leading edge of tomorrow.



AVIATION

Chair: Klemen Ferjan, Amerijet International
Chair Elect: Santiago Saltos, Airbus

BANKING & FINANCE

Chair: Bernardo Adrover, City National Bank
Chair Elect: Gonzalo Acevedo, BAC Florida Bank

CREATIVE INDUSTRIES

Chair: Lorraine Medici, Perry Ellis International
Chair Elect: Alvaro Meléndez, CRANT

INTERNATIONAL ADVISORY

Chair: Andrew Markus, Carlton Fields
Chair Elect: Gina Polo, Buchanan Ingersoll
& Rooney PC

LIFE SCIENCES + HEALTHCARE

Chair: Dr. Richard Bookman, University of Miami
Chair Elect: Ardith Bronson, DLA Piper

NEW LEADERS TASKFORCE

Chair: Kevin Gonzalez, CBRE
Chair Elect: Ana Rodriguez, Director, Florida Blue

SMALL BUSINESS

Chair: Carole Ann Taylor, Miami To Go
Chair Elect: John Hall, Brickell Ventures

TECHNOLOGY

Chair: Ken Finneran, Kaseya
Chair Elect: Juha Mikkola, Wyncode Academy

TRADE & LOGISTICS

Chair: Lewis Greenberg, Marcum LLP
Chair Elect: Basil Khalil,
FedEx Express - Latin America and Caribbean

URBAN INITIATIVES TASKFORCE

Chair: Yolanda Cash-Jackson, Becker & Poliakoff

MARKETING MIAMI

◀ In a year of headlines, we worked with a variety of partners to tell our shared story. Miami's strengths as a business destination were seen in a new light, with a chorus of voices ranging from "O.G.s" to recent arrivals, CEOs to celebrities, entrepreneurs to recent college grads, championing the (305). MDBC was in the thick of the conversation locally, nationally and internationally, rolling out targeted campaigns to make sure we capitalized on this moment.



Co-Op marketing campaign with custom wrapped issues of FORTUNE 500 targeting NYC and Silicon Valley CEOs. Thank you to American Airlines, Florida Power & Light, Greater Miami Convention & Visitors Bureau, and Greenberg Traurig for partnering.

2020-2021 HIGHLIGHTS

400+ MEDIA PLACEMENTS

8.2 BILLION+ COMBINED AUDIENCE

96% SOCIAL FOLLOWING GROWTH SINCE 2018

OUTPERFORM ENGAGEMENT RATE BENCHMARKS BY

200%+ ON EVERY PLATFORM



Custom content hub highlighting local strengths as well as regional and statewide assets. Targeted to key Miami feeder markets in Business Journal network.



Juan Carlos Liscano
Vice President, Miami Hub Operations
American Airlines



Jarret Davis
Co-Managing Shareholder - Miami
Greenberg Traurig, P.A.

MAKE IT MIAMI CEO AMBASSADORS SERIES

Miami-based CEOs took up the mantle for Miami, partnering with Beacon and Mayor Levine Cava's office to serve as ambassadors for our business community.



BEACON COUNCIL FOUNDATION

- ◀ The Beacon Council Foundation is a Florida-based 501(c)3 nonprofit created exclusively for charitable and educational purposes dedicated to the growth and prosperity of Miami-Dade County. Initiatives supported by the Foundation include Miami Community Ventures, Small Business Exclerator, Advantage Miami Marketing Campaign and One Community One Goal - now Opportunity Miami.

We thank our Beacon Council Foundation Board Members for their guidance and dedication.



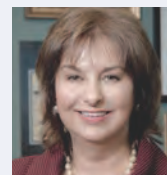
Gary Goldfarb,
Board Director, Chair
Chief Strategy Officer
Interport Logistics



Hugo Castro,
Board Director,
Immediate Past Chair
Divisional EVP
AXA Equitable



George Bermudez,
Board Director,
Chair-Elect
Market Executive
Bank of America



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



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



Yolanda Cash Jackson,
Board Director,
Secretary
Shareholder Becker



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



IMAGINE & CREATE



**SMALL BUSINESS
XCELERATOR**
A Beacon Council Foundation Initiative



BIG HELP FOR SMALL BUSINESS

Launched in 2020 and funded in part by the Rockefeller Foundation, The Beacon Council's Small Business Xcelerator (SBX), is an integrated business technical assistance initiative designed to provide comprehensive business growth and resiliency services to black and Latinx small and micro-businesses in Miami-Dade County.

**Organizations that are working together to support
Miami-Dade Small Businesses in partnership with SBX**



Organizations that are working together to support Miami-Dade Small Businesses in partnership with SBX

aire ventures



Business Technical Assistance Partner

Nandy Augustin	Connie W. Kinnard
Cynthia Cohen	Gerri Lazarre
Valerie Crawford	Kasandra McLester
Mohales Deis	Ann McNeill
Grace Escudero	Obdulio Piedra
Lacriscia M. Fowlkes	Matthew A. Pigatt
Meme Ferre	Rowland Sear
Iris Garcia	Diane Sugimoto
John Anthony Hall	Carole Ann Taylor
Yvette N. Harris	Bruce Turkel
Eric Hibbert	Marjorie Weber
Dominque Jean-Baptiste	Jessica Weitzman
Jody Ann Johnson	Lia Yaffar-Pena
Jermaine Jones	
James R. Kelly III	





MCV RECAP HIGHLIGHTS

- ◀ Miami Community Ventures (MCV), a Beacon Council Foundation initiative, connects low-income, structurally unemployed individuals to living wage jobs and long-term career pathways.



Through our partnership with Miami Lighthouse for the Blind and Visually Impaired, Jonnathan, an MCV participant, secured a role as a Service Advocate with Florida Blue.

- ◀ MCV brought together Miami Dade College, CareerSource South Florida, Bean Automotive Group, Chase Bank, Head Start, Miami Lighthouse for the Blind, Florida Blue, and the Federal Reserve Bank of Atlanta to offer programming such as apprenticeships, job placement, and financial literacy programs.

158 JOB PLACEMENTS

36% RETURNING CITIZENS

84%

FROM COMMUNITIES WITH A 20%+ POVERTY RATE

HOSTED SEVERAL JOB FAIRS, CAREER PREP SESSIONS, AND FINANCIAL LITERACY EVENTS FOR THE COMMUNITY.

The MCV Entrepreneurship track is working with 12 Black/Latinx women business owners to accelerate their business growth and foster job creation in our most under-served communities.



◀ Miami Community Ventures is based on an award-winning model and includes wrap-around services for each hire for up to a year after hire. Our goal is to place and retain residents in living wage jobs. MCV is supported by 40+ sponsors, partners, and community supporters.

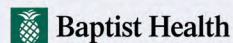
Advisory Group Members

Eduardo Padron, Ph.D.
President Emeritus, Miami Dade College

George Acevedo
Divisional Director, Managing Director
JPMorgan Chase Bank

Penny Shaffer, Ph.D.
Market President, South Florida
Florida Blue

Sponsors



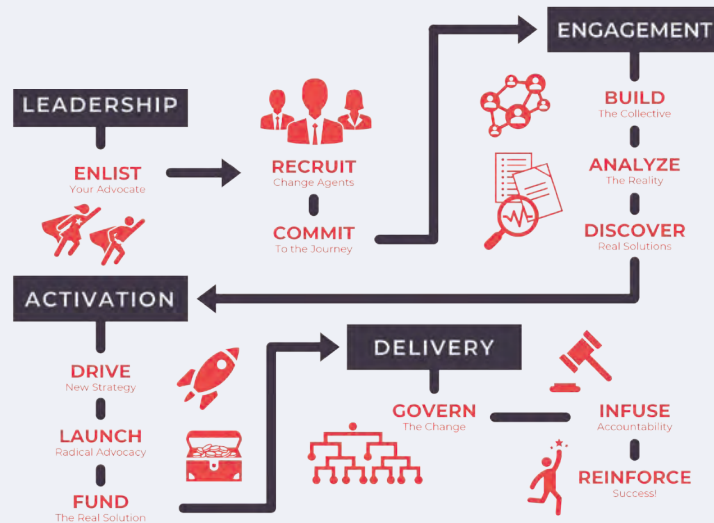
Partners

CWTP
FIU Construction Trades
Opa-locka CDC
Overtown Youth Center
CareerSource South Florida

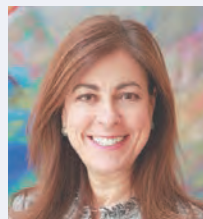
Job Corps
MDC
FMU
Head Start
20+ Community Supporters

PROJECT OPIOID Miami-Dade

Over the last year we localized a state-wide effort to confront the opioid crisis in our community. Project Opioid Miami-Dade mobilizes business, government, community, and philanthropic leaders to help address the overdose crisis in our community.



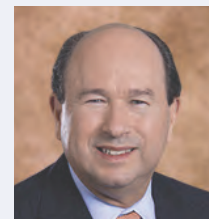
Leadership



Maria C. Alonso
President and CEO
United Way of
Miami-Dade



Sheldon Anderson
Chairman and CEO
Grove Bank and Trust



George Foyo
Chairman and CEO
L J International Inc.



Viviana E. Horigian, MD, MHA
Professor
Department of Public
Health Sciences at the
University of Miami Miller
School of Medicine



Penny Shaffer, Ph.D.
Market President,
South Florida
Florida Blue

◀ **Michael A. Finney, President and CEO of the Miami-Dade Beacon Council, is urgently asking for community support.**

“The crisis has reached levels we have never experienced before. Now is the time to act, and as a business community we really can make a difference to save lives.”

opportunity : miami

www.opportunity.miami
[@opportunitymia](https://twitter.com/opportunitymia)

INTRODUCING OPPORTUNITY MIAMI

- ◀ **A new community-wide initiative to help build Greater Miami's economic future.**

Opportunity Miami will focus on three areas critical to Greater Miami's economic future: innovation and entrepreneurship; talent and inclusion; and sustainability and resilience.

Opportunity Miami is led by Matt Haggman, Beacon Council executive vice president.

"Miami's biggest challenges also present our greatest opportunities," said Haggman. "The risks we face, such as climate change, also present a generational business opportunity that can create jobs and drive our economy for decades to come. Opportunity Miami will be a platform where the community can help identify these opportunities and act on them."



MDBC FOUNDERS & PAST CHAIRS

The success of The Beacon Council today was built on the foundation laid by yesterday's leaders.

For your guidance yesterday, today and tomorrow, we thank you.

WITH DEEP APPRECIATION, WE APPLAUD OUR FOUNDERS AND PAST CHAIRS.

1985-1986	Theodore Hoepner*	2003-2004	Calixto Garcia-Velez
1985-1986	Sidney Levin*	2004-2005	Benjamin J. Mollere
1986-1987	David R. Parker	2005-2006	Neisen Kasdin
1987-1988	Merrett R. Stierheim*	2006-2007	Angel Medina Jr.
1988-1989	Robert Epling	2007-2008	Pete Pizarro
1989-1990	Phil de Montmollin	2008-2009	Tere Blanca
1990-1991	Governor Jeb Bush	2009-2010	Alexandra Villoch
1991-1992	Burton Landy	2010-2011	Jack Lowell
1992-1993	Modesto Maidique, Ph.D.	2011-2012	Alan Becker
1993-1994	Williams Myers	2012-2013	Joe Pallot
1994-1995	Carlos Palomares	2013-2014	Sheldon Anderson
1995-1996	Robert Beatty	2014-2015	Donna Abood
1996-1997	Carol Wyllie	2015-2016	Ernie Diaz
1997-1998	Adolfo Henriques	2016-2017	Jaret Davis
1998-1999	George Foyo	2017-2018	Nelson Lazo
1999-2000	Fred Messing	2018-2019	Penny Shaffer, Ph.D.
2000-2001	Mario del Valle	2019-2020	Hugo Castro
2001-2002	Tom Cornish	2020-2021	Gary Goldfarb
2002-2003	Robin Reiter		

2021 ANNUAL MEETING

2020-2021 ANNUAL MEETING SPONSOR RECOGNITIONS

- ◀ A celebration of everything that makes Miami-Dade a diverse, dynamic, world-class business destination, the Miami-Dade Beacon Council's Annual Meeting is a testimony to the work we all do together to grow our local economy, develop our talent pipeline, support our businesses large and small, and drive the long-term health and prosperity of this community.

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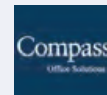
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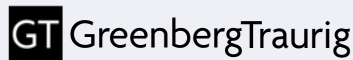


◀ Thank you for your support! It is partnerships like yours that “power” our economic development efforts.

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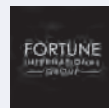


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OUR STAFF

◀ Behind the scenes at The Beacon Council you have a talented, hard-working, diverse team invested in our mission to drive long-term growth and inclusive prosperity for our community. They reflect the multicultural, multinational flavor unique to Greater Miami, and the innovative, collaborative spirit that drives our forward momentum. We thank them for their tireless efforts...

They make our magic happen.

MIAMI-DADE BEACON COUNCIL

President's Office

Michael A. Finney, President & CEO

Monique Medley, Executive Assistant to the President & CEO

BUDGET & ADMINISTRATION

Camela Glean-Jones, Chief Financial Officer & COO

Marco Phanord, Director of Finance

Jesenia Amoretti, Director of Finance

Janice Quevedo, Executive Assistant to CFO & COO

MARKETING & COMMUNICATIONS

Maria Budet, Chief Marketing Officer

Maria Teresa Garcia, Communications Manager

Cristina Ojeda, Marketing & Events Manager

INVESTOR RELATIONS

Julio Piti, Vice President, Development

Melissa Brod, Coordinator

ECONOMIC DEVELOPMENT

James Kohnstamm, Executive Vice President, Economic Development

Mario J. Sacasa, Senior Vice President,

International Economic Development

Greg Horowitz, Vice President, Economic Development, Life Sciences & Healthcare

Iлона Vega Jaramillo, Vice President, International Economic Development

Stanley Rigaud, Vice President, International Economic Development

Madeline Mesa, Director, International Economic Development

Thalis Morales, Coordinator, Systems Compliance

Frances Fleites, Coordinator, Economic Development

RESEARCH & STRATEGIC PLANNING

Jaap Donath, Ph.D., Senior Vice President, Research & Strategic Planning

Ines Mato, MPA, Director, Research & Strategic Planning

MIAMI COMMUNITY VENTURES

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

OPPORTUNITY MIAMI

Matt Haggman, Executive Vice President, Opportunity Miami

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CHAMPIONING MIAMI'S BUSINESS COMMUNITY AND YOUR PLACE IN IT: MIAMI-DADE BEACON COUNCIL

We know Miami inside and out — her best-kept secrets, work ethic, relentless optimism, and million-dollar ideas. We understand what drives Miami (and the millions that call her home) because we recognize that passion in ourselves. It's what brought us here and keeps us here – an openness and palpable energy that inspires innovation and accelerates growth for individuals and businesses in this community. We love Miami, and we know you'll love it too.

As the official economic development partnership for Miami-Dade County, The Beacon Council is ready to help you navigate our business community. Dedicated to growing quality jobs and promoting strategic investments across Miami's 34 municipalities, we strive to create a diversified, inclusive economy that supports shared prosperity and long-term growth for all. Efforts are focused on the high-wage, high-value industry clusters that expand our local economy, including Aviation, Banking & Finance, Creative Industries, Hospitality & Tourism, Life Sciences & Healthcare, Technology, and Trade & Logistics .

Our team of dedicated experts is ready to partner with you on every step of the economic development process. Since 1985, The Beacon Council has worked with more than 1,200 companies looking to relocate or expand in Greater Miami, driving \$7 billion in new capital investment and securing commitments for more than 120,000 new direct and indirect jobs combined. Global brands that worked with our team and chose Miami-Dade to support their next phase of long-term growth include Amazon, Boeing, Burger King, Ryder, Blackstone, Spotify, Blockchain.com, Ford Autonomous Vehicles, Starwood Capital, Bombardier, JP Morgan Chase, NBC Universal Telemundo Enterprises, CI Financial, BD Biosciences, FedEx, HBO, ThermoFisher and Visa.

All Beacon Council Services are confidential and at no cost to you.

Let us help you and your business thrive in Greater Miami. For more information, contact the Miami-Dade Beacon Council at (305) 579-1300, info@beaconcouncil.com or visit www.BeaconCouncil.com.

MDBC ECONOMIC DEVELOPMENT SERVICES

BUILDING CONNECTIONS

We facilitate valuable introductions and collaboration to those committed to Miami's economic development and global competitiveness.

TALENT RECRUITMENT AND TRAINING

MDBC supports companies in fulfilling their talent and human resource needs through partnerships with our local workforce agencies, executive search firms, industry associations and networks, including our college and university systems, coding schools and apprenticeship programs.

SITE LOCATION & PROPERTY SEARCH

MDBC uses powerful industry-leading property search platforms to research and identify areas and facilities in Miami-Dade County that best fit the needs of growing companies.

PERMITTING ASSISTANCE

The Beacon Council facilitates coordination between companies and our governmental permitting and regulatory agencies at the Federal, State, County and Municipal levels.

PROJECT MANAGEMENT

MDBC partners with companies of all sizes to evaluate and drive opportunities for growth in our community. A single point of contact from our professional Business Development team will navigate this process with you, tapping into public and private sector resources to ensure you have the information and tools you need.

ACCESS TO CAPITAL & BUSINESS INCENTIVES

Helping companies understand the landscape of financial support available to businesses, The Beacon Council analyzes companies' eligibility for local and state business incentives related to job creation and workforce training. Once determined, our economic development staff will partner with qualified companies to navigate the application and approval process.

INTERNATIONAL GROWTH

We foster global business connections and collaboration through targeted international missions, both outbound and inbound, that advance opportunities to invest in Miami's targeted industries.

BUSINESS AND ECONOMIC RESEARCH & ANALYSIS

MDBC serves as Miami-Dade County's resource for sophisticated data analytics and economic development research showcasing our business community. Our Research Department provides in-depth market data, comparative analysis of economic indicators, and other customized reports.

Thanks to you, South Florida is a brighter place.

The Miami Herald & el Nuevo Herald are a proud partner of the Miami-Dade Beacon Council.

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