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.
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.

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.
“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
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

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

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

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

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 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.

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.
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.
# 2020-2021 Snapshot: Relocating & Expanding Companies

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

*Headquarters
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.

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

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

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

RELOCATIONS
11. Clutch  
12. DemiTech  
13. Destination Sports Miami  
14. Eluxia  
15. Globant  
16. Itrahealth Corp.  
17. Kasaya  
18. Kimro  
19. Landing Gear Technologies (LGT)  
20. WIX

EXPANSIONS
6. Bay Area, CA  
7. Detroit, MI  
9. Topeka, KS  
2-5/10, NY City  
1. Naples, FL

*Headquarters
ECONOMIC IMPACT ANALYSIS: 2020-2021 MDBC PROJECTS

The following simulation was conducted by Miami-Dade County using REMI Tax Policy Insight (Tax-PI)\textsuperscript{*} 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.

32 COMPANIES GENERATING 4,989 NEW HIGH-VALUE DIRECT JOBS

LEAD TO

13,527 TOTAL NEW JOBS (DIRECT & INDIRECT COMBINED) 8,538 INDIRECT JOBS

AVERAGE SALARY OF DIRECT JOBS $120,000+

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.
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.
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.

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.

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.

- 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.
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
“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
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.

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

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.

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

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

MAKE IT MIAMI CEO AMBASSADORS SERIES

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

Business Technical Assistance Partner

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

Treatsnbeatz is a company that specializes in desserts and cakes, but is best known for their line of "Nana’s Puddin" offered in more than 40 flavors.
**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.

- 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
  - **84%** returning citizens
  - **36%** from communities with a 20%+ poverty rate

  Hosted several job fairs, career prep sessions, and financial literacy events for the community.

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

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

BANK OF AMERICA  
BankUnited  
Baptist Health  
CareerSource South Florida

CHASE  
Florida Blue  
MIAMI-DADE COUNTY  
OIC

TRUIST  
Charitable Foundation  
Uber

Partners

CWTP  
FIU Construction Trades  
Opa-locka CDC  
Overtown Youth Center  
CareerSource South Florida  
Job Corps  
MDC  
FMU  
Head Start  
20+ Community Supporters
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.”
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.”
WITH DEEP APPRECIATION,
WE APPLAUD OUR FOUNDERS
AND PAST CHAIRS.

1985-1986  Theodore Hoepner*
1985-1986  Sidney Levin*
1986-1987  David R. Parker
1987-1988  Merrett R. Stierheim*
1988-1989  Robert Epling
1989-1990  Phil de Montmollin
1990-1991  Governor Jeb Bush
1991-1992  Burton Landy
1992-1993  Modesto Maidique, Ph.D.
1993-1994  Williams Myers
1994-1995  Carlos Palomares
1995-1996  Robert Beatty
1996-1997  Carol Wyllie
1997-1998  Adolfo Henriques
1998-1999  George Foyo
1999-2000  Fred Messing
2000-2001  Mario del Valle
2001-2002  Tom Cornish
2002-2003  Robin Reiter

2003-2004  Calixto Garcia-Velez
2004-2005  Benjamin J. Mollere
2005-2006  Neisen Kasdin
2007-2008  Pete Pizarro
2008-2009  Tere Blanca
2009-2010  Alexandra Villoch
2010-2011  Jack Lowell
2011-2012  Alan Becker
2012-2013  Joe Pailot
2013-2014  Sheldon Anderson
2014-2015  Donna Abood
2015-2016  Ernie Diaz
2016-2017  Jaret Davis
2017-2018  Nelson Lazo
2018-2019  Penny Shaffer, Ph.D.
2019-2020  Hugo Castro
2020-2021  Gary Goldfarb
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.
Thank you for your support! It is partnerships like yours that “power” our economic development efforts.

**SUSTAINING INVESTORS**

American Airlines  
AVISON YOUNG  
Compass

**BENEFACTORS INVESTORS**

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FPL  
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Nicklaus Children’s Hospital

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SOUTH FLORIDA BUSINESS JOURNAL  
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MIA
CORPORATE

AAR Corp. – Aircraft Services
Akerman LLP
Becker & Poliakoff, P.A.
Blanca Commercial Real Estate
The Boeing Company
CBI Workplace Solutions
CBRE
Duke Realty
FirstBank Florida
Florida East Coast Railway – FECR
Florida East Coast Realty Inc
Florida International University
Foley & Lardner LLP
Gerson, Preston, Klein, Lips, Eisenberg, & Gelber PA
Globant
Gray Robinson
Greater Miami Chamber of Commerce (GMCC)
Hunton Andrews Kurth LLP
IBERIABANK / First Horizon
Jackson Health System
Kaufman Rossin, CPA Advisors
Knoll
Marsh & McLennan Agency
Miami International University of Art & Design
OIC of South Florida
Performance Foodservice
PortMiami
Procacci Development Corp
Prologis
Publix Super Market, Inc.
Signature Consultants LLC
TECO Energy
Transwestern Commercial Services
United Way of Miami-Dade

TRUSTEE

8base
Atlantic Sapphire
Bean Automotive Group
Bradesco BAC Florida Bank
City National Bank
Crown Castle
Empire Office
Equitable Advisors, LLC
Greater Miami Convention & Visitors Bureau
HEICO Corporation
Hotwire Communication
Interport Group of Companies
McGriff Insurance
Mercy Hospital (HCA Healthcare.com)
Roanoke Insurance Group

SMALL BUSINESS

AEI Spaces
Align1Solutions
Arts & Business Council of Miami
Avbiz Aerospace Ventures Inc
BodyK
Bolhmann Accounting Group
Broker Nation Realty
CareerSource South Florida
CJ Labs, Inc.
Crant
CyVent
The Education Fund
Eikon Digital USA
Executive Air Services
Express Travel
FinConecta
Finley & Bologna International
The Global Financial Group
Gossett Marketing
Hilton Miami Dadeland
Integra Realty Resources
Kimre
Magaya Corp
Marcum LLP
McGuireWoods Consulting
Miami Lighthouse for The Blind & Visually Impaired
MK Strategic Advisors
MortgageQuote.com
Mughal & McRae Executive Search, LLC
Northwestern Mutual Financial Network
One Biscayne Tower LLC
OneUnited Bank
Paychex, Inc.
Prizm Art Fair
Robinson Commercial Real Estate
SAP USA Truck & Auto Parts
South State Bank
Trailblazer
Trembly Law Firm
Ventura Tec
Waterdiam Group
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.
Are you looking to create a strong and meaningful brand?

We can help.

At Might & Matter we help brands build truthful connections with consumers, to create a brand that matters.

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

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.

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.

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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.