

MIAMI IS DIFFERENT.

A community that percolates with possibility, Miami is powered by a diverse talent pool, thriving industries, global connectivity, and an entrepreneurial spirit that sets it apart. From biotech to beaches, finance to fine art, coding to *cafecito*, Greater Miami is a world-class business hub where innovation, opportunity, and quality of life converge. This is what draws global leaders like SoftBank, Blackstone, Ryder Systems, NBC Universal Telemundo, and other

companies looking to launch, relocate, or expand to choose Miami.

In an effort to drive a more inclusive, diversified economic future for Greater Miami, the Miami-Dade Beacon Council (MDBC) — the County's official economic development partnership — focuses on increasing jobs and investments from companies in Miami's target industries, which include technology, financial services, life sciences and healthcare, aviation, trade and logistics, and creative.

Home to more than 6.2 million residents and a workforce of more than 3.1 million, the Miami MSA* is the ideal place for companies that value proximity to a vast, creative, diverse talent pool; vibrant, culturally rich neighborhoods; one of the most pro-business tax structures in the country; and a local government deeply committed to supporting economic growth.

Learn more about why you and your business need to be in Miami.

FLORIDA BY THE NUMBERS

220MILLION

POPULATION*



LARGEST STATE

TAX ADVANTAGES

2ND

BEST STATE FOR BUSINESS

 $\bigcirc.\bigcirc\%$

LOCAL PERSONAL INCOME TAX

\$1 TRILLION:

177TH

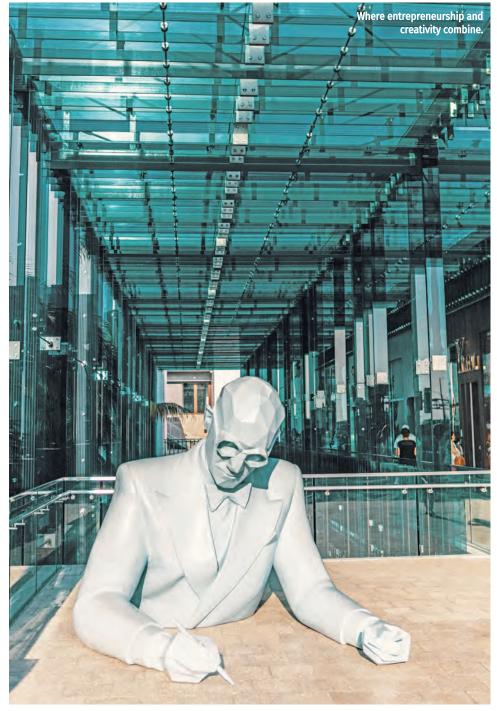
AMONG GLOBAL ECONOMIES

 \bigcirc . \bigcirc %

STATE PERSONAL INCOME TAX

5.5%

STATE CORPORATE INCOME TAX

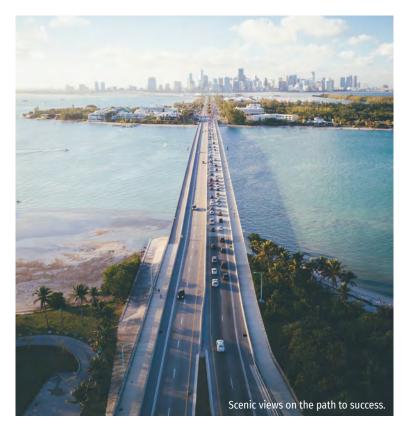


(Sources: *U.S. Census Bureau; **Wallethub 2020; ***fDi Magazine 2020)



"Our ability to continue attracting world-class businesses speaks to the welcoming, thriving business climate in our community."

-THE HONORABLE
DANIELLA LEVINE CAVA.
MAYOR. MIAMI-DADE COUNTY



MIAMI-DADE COUNTY BY THE NUMBERS

2.7¢MILLION

POPULATION

PROJECTED FOR 2030

49%

OF POPULATION
UNDER 40

76%

OF THE POPULATION IS BILINGUAL SPEAKING 100+ LANGUAGES

CITY	Personal Income Tax (%)		Corporate Income Tax (%)		Sales Tax (%)		Cost of Living (\$)
Metro Area	State	Local	State	Local	State	Local	g \\/
Miami-Dade	0.0	0.0	5.5	0.0	6.0	1.0	\$114
Boston	5.15	0.0	8.0	0.0	6.25	2.0	\$151.20
Chicago	4.95	0.0	7.0	0.0	6.25	4.0	\$120.10
New York	4.0-8.9	2.9-3.6	7.1	8.85	4.0	4.845	\$242.50
San Francisco	1.0-13.3	0.0	8.85	8.85	6.0	2.5	\$201.70
Washington D.C.	4.0-8.95	0.0	9.2	0.0	5.75	0.0	\$163.40

\$52,269

AVERAGE ANNUAL WAGE**

LITH

FASTEST GROWING LARGE U.S. CITY

TOP 25

MAJOR AMERICAN CITIES OF THE FUTURE***

REGION IN NORTH AMERICA FOR INVESTMENT 2021-2022****















INNOVATE IN MIAMI

The diverse technology infrastructure and business ecosystem that made Miami the only U.S. city to be recognized as a "Global City of the Future for Connectivity" in 2019 also helps draw in entrepreneurs, founders, and funders as diverse as the market itself, from local unicorns REEF Technology and Cyxtera, to Peter Thiel, Jack Dorsey, Blackstone, Founders Fund, and Blockchain.com. Over the past 10 years, Miami's tech sector has grown in leaps and bounds, with both the number of companies and jobs increasing by over 80 percent.





esigners. Architects. Founders. Makers.
Builders. No matter what they are called, entrepreneurs around the world are drawn to Miami's diverse startup ecosystem, and funders are following. In 2020 alone, \$2.27 billion in venture capital was invested across 156 deals — that's not only 25 times more than the investments made in 2010, but it makes Miami 7th in the U.S. for investments in 2020.

Miami's commitment to innovation — a priority over the last decade — drove 81 percent growth for the Tech sector since 2010, with particular strengths in Blockchain, FinTech, EdTech, HealthTech, and Cybersecurity.

Ranked 2nd in the U.S. for Tech Job Creation,* there is a growing ecosystem that includes global leaders like Softbank, Cyxtera, and Kaseya; organizations like Endeavor, 500 Startups, and the Center for Black Innovation; and institutions including Florida International University, University of Miami, Miami Dade College, and others developing both world-class talent and ideas.

As an immigrant-driven community, diversity and inclusion is at Miami's core. The local tech scene is powered by a global pool of innovators that reflect the community's international population. In many cases, women and minorities lead the charge, earning Miami the ranking of 7th globally



"Besides choosing to build and grow
Caribu in Miami because it was my hometown,
it was also the only tech ecosystem I had worked
in where the community was being built by
women and diverse founders. Not only is it being
built by us, but it's also an incredibly supportive
community where we all cheer each other on and
clap loudly for everyone's success."

-MAX TUCHMAN CO-FOUNDER & CEO, CARIBU

\$2.27 BILLION

2020 VC INVESTMENTS IN MIAMI, 7^{TH} IN U.S.**



FOR U.S. STARTUP ACTIVITY***

2010-2020 GROWTH:

TECH SECTOR

+82%

TECH JOBS

₽

TECH COMPANIES

(Source: *Florida, EMSI & Dice; **eMerge Americas Insights; ***Kauffman Foundation 2017-2020)



for female founders in Startup Genome's Global Startup Ecosystem 2019 Report.

More than 200 incubators, accelerators, nonprofit partnerships, and co-working spaces — such as Converge Labs at CIC Miami — connect local startups and national entities to foster an environment of development and innovation. Key to the market's accelerated growth, Greater Miami's colleges and universities are not only producing world-class talent but also commercializing research at an increased pace.



HIGHLIGHTS: SOUTH FLORIDA UNICORNS

























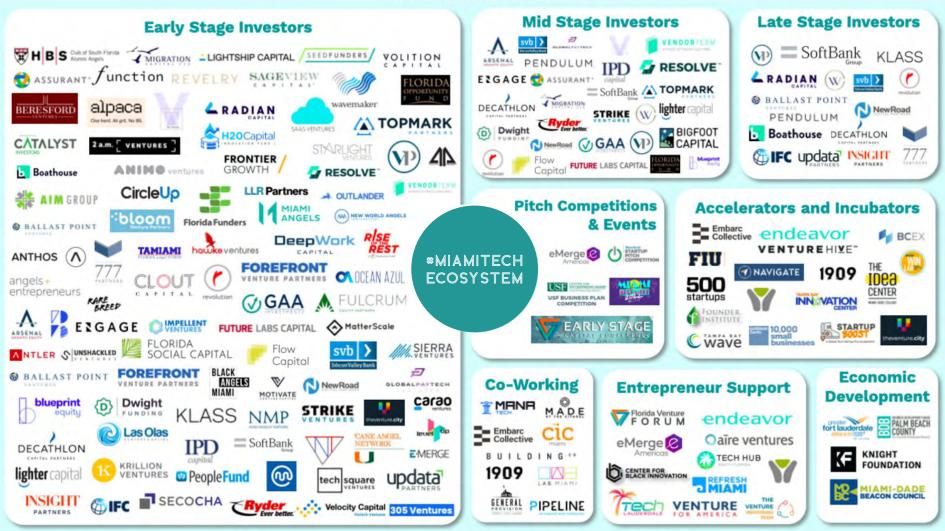


#MIAMITECH ECOSYSTEM

With early successes going back more than a decade, Miami's tech ecosystem has experienced exponential growth in the last couple of years. Leading founders, funders, and entrepreneurs are further accelerating the rapid expansion of America's next tech hub.

A diverse community with unique opportunities for Black, Latinx, and women entrepreneurs, resources include Knight Foundation, SoftBank's Opportunity Fund and LatAm Fund, The Center for Black Innovation, Pharrell's Black Ambition Prize, and JPMorgan Chase's Advancing Black Pathways.

Miami Ecosystem



Based on Endeavor Miami's May 2021 ecosystem map.

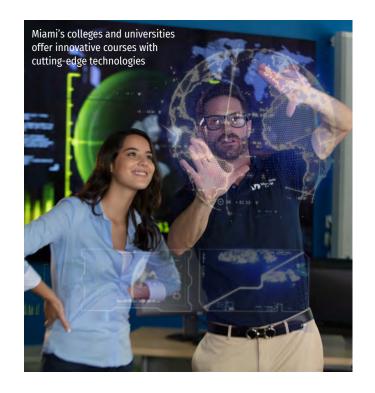


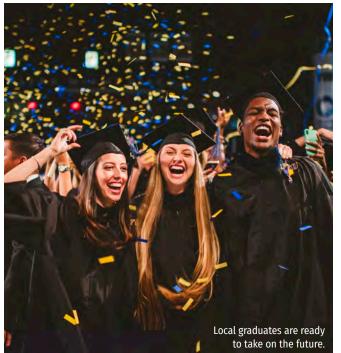




GROW IN MIAMI

No other U.S. city has seen its status as a business and lifestyle destination rise in the past year as much as Greater Miami. A low-tax, high-quality-of-life locale where people work collaboratively and live deliberately, the growth of this 125-years-young community is powered by the vision, passion, and determination of the people and businesses that call it home.





TALENT FOR TODAY & TOMORROW

Talent is essential to the growth of a business and a community. Some 375,000 students attend more than a dozen colleges and universities in the region, including four R1- and R2-ranked research institutions. Boasting the largest undergraduate enrollment of any college or university in the U.S., Miami Dade College also has the highest enrollment of Hispanic and 3rd highest enrollment of Black undergraduates in the country. Florida International University graduates the most Hispanic engineers in the U.S., and is 6th in the country for number of undergraduate Computer Science Degrees conferred annually. The University of Miami's Rosenstiel School of Marine and Atmospheric Science is recognized as one of the leading academic oceanographic and atmospheric research institutions in the world.

The main campus is part of a specially designated 65-acre marine research and education park that includes two NOAA laboratories and a dedicated marine and science technology high school.

Miami's pipeline of highly educated, diverse talent extends beyond the homegrown to those relocating from other cities around the country and around the world. At a time where "work from anywhere" is at the top of everyone's list, Miami is reaping the benefits with an influx of remote workers choosing to stay.

Committed to upskilling and reskilling its current workforce to prepare them for the jobs of tomorrow, there are a variety of bootcamps and training programs that create opportunities to access long-term career pathways via living wage jobs.

375,000

STUDENTS ATTEND AREA
COLLEGES AND UNIVERSITIES,
WHICH INCLUDE FOUR
R1- & R2-RANKED RESEARCH
UNIVERSITIES

GROWTH OF TECH
PROFESSIONAL POPULATION

OF MIAMI'S FOREIGN-BORN POPULATION HOLDS AN ADVANCED DEGREE



LANGUAGES SPOKEN









"Smart governance, smart energy, smart building, smart mobility, smart infrastructure, smart technology, smart healthcare and a local economy guided by smart city technology."

RAIMUNDO RODULFO, P.E..
DIRECTOR OF INFORMATION TECHNOLOGY
& CHIEF INNOVATION OFFICER.
CITY OF CORAL GABLES





INNOVATIVE WORKSPACES

Miami is strategically positioned to provide each company with their ideal workspace, whether it's robust connectivity to support hybrid inoffice/remote-working options or a modern warehouse, cold chain, or distribution facility. Commercial real estate options also include new Class A office towers and attractive mixed-use developments that seamlessly blend work life and home life with fun and entertainment. Major new developments include Miami WorldCenter, The Plaza Coral Gables, and CocoWalk, a revitalized center in Coconut Grove.

Businesses can take advantage of Miami's 67 federal Opportunity Zones and expand their business with tax-advantaged commercial real estate investment, including trade, logistics, and technology businesses. This makes it possible for investors to drive socially responsible development and sustainable business growth while enjoying significant capital gains tax benefits.

Visit www.miamidadesites.com for current listings on vacant industrial and commercial properties.



AVIATION

Miami-Dade's skilled, multicultural workforce and easily accessible strategic location prove to be invaluable for aviation companies, drawing most of the world's leading suppliers to the region. Today, Miami International Airport is one of the world's busiest hubs for domestic and international travel and cargo. For maintenance, repair, and overhaul (MRO) companies, aviation parts, components, and flight training companies, Miami-Dade offers an ideal platform to serve customers in North America and around the world.







FINANCIAL SERVICES

Home to the second-largest concentration of international banks in the U.S., Miami-Dade has deep roots in banking and finance. Visa, Bank of America, JPMorgan Chase, TD Bank, Wells Fargo, Citibank, and others have long established headquarters here. Among recent Fintechs are Swedish mobile banking app MAJORITY, NovoPayment, Finconecta, Milo, and Nirvana from former Paypal CEO Bill Harris. Industry players Blockchain.com, VC firm Borderless Capital, and eToro, the world's second-largest exchange, also announced plans to open offices here.







JPMORGAN CHASE & CO.

CREATIVE INDUSTRIES

A culturally diverse, global community, Miami boasts a Creative Class: highly paid, highly skilled workers in science and technology; knowledge-based management and professional work; and arts, design, media, and cultural occupations. From architecture and engineering to fashion, film, and television production, Miami is constantly dialoguing about and delivering creative solutions across sectors. Local creatives have also developed very strong media and marketing services of which a variety of industries continue to take advantage.













LIFE SCIENCES & HEALTHCARE

Miami-Dade County is Florida's largest healthcare economy, serving more than 2.8 million residents. Ranked as the No. 2 Health District. in the U.S., its unique geographic location enables it to serve as a lynchpin between the U.S. and Latin American healthcare ecosystems. With a healthcare workforce of more than 140,000 employees and one of the largest concentrations of high-ranking colleges and universities in the southeastern United States, Miami-Dade has a robust talent pipeline driving innovation and economic growth in the healthcare industry and related services.

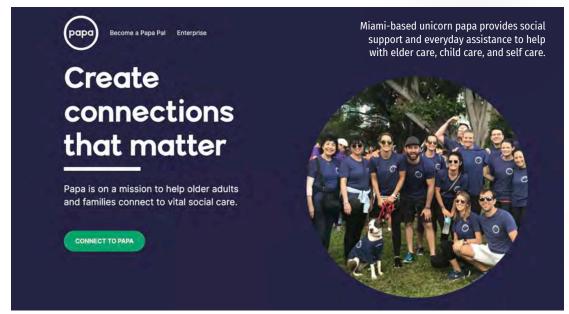












TECHNOLOGY

Miami's tech industry ranges from entrepreneurial startups to regional businesses and Fortune 500 companies. The city's tech professionals are also able to take advantage of increasingly sophisticated positions and a growing ecosystem ripe with conferences and networking opportunities, and investors and support professionals seeking to capitalize on new products and services, like Softbank's \$100 million commitment to seed Miami's tech startup scene.













HOSPITALITY & TOURISM

Miami is the top tropical vacation getaway destination for the country and home to some of the world's top exclusive luxury hotels. Known as the "Cruise Capital of the World™," PortMiami is the world's leading cruise port and largest passenger port in the world. Capitalizing on Miami's international appeal, professional meetings, sales events, company retreats, trade shows, and even high-profile diplomatic and hemispheric events flock to the city's shores.







TRADE & LOGISTICS

Key assets like Miami International Airport and Panamex-ready PortMiami, coupled with cold chain leadership and a highly connected rail system, position Miami as a dominant force in trade and logistics. The Miami Customs District, one of the 10 largest in the U.S., manages more than \$100 billion in total trade annually. The Prologis Trade and Logistics Lab at Miami Springs Senior High School played a critical role in building a pipeline of talented workers for careers in logistics, distribution, and transportation.

















CONNECT IN MIAMI





"Miami is an increasingly important cargo center and connectivity point, and we fly to more than 40 countries. As you continue to connect commerce, you connect people and you connect deals. you help foster that and it continues to grow. It's why so many companies have put satellite offices and headquarters in Miami."

-JUAN CARLOS LISCANO, VICE PRESIDENT
. MIAMI HUB OPERATIONS, AMERICAN AIRLINES

GLOBAL LEADERS CALLING MIAMI HOME

ACI Worldwide

Airbus

American Airlines

American Express

Avaya Bacardi

BankUnited

BDO

Beckman Coulter Bilzin Sumberg

Bitcoin.com

Blackstone

Boeing Brightstar

Burger King

Carnival Cruise Lines

Cisco

Cisneros Group

Cyxtera Diageo

Discovery Channel Greenberg Traurig

НВО

Lennar Corporation

MasTec

MasterCard Worldwide

MSC Cruises

NBC Universal Telemundo Noven Pharmaceuticals

OPKO Health

Oracle

Perry Ellis International The Related Group

Royal Caribbean Cruise Lines

Ryder System

SAP

SoftBank

Sony Entertainment Starwood Capital ThermoFisher

Uher

Univision Networks

Virgin Voyages Visa International

Watsco

World Fuel Services



iami is a powerful magnet for global investment and home to some 1,500 multinational corporations. Not only is the city located in the center of the Western Hemisphere, but as business continues to rely on internet connectivity, the importance of Miami's NAP of the Americas — the primary internet exchange point and communication gateway to commercial centers in Latin America, the US, and Europe — cannot be overstated.

International businesses attracted to Miami's strategic location and supportive business environment also find a wide range of professionals with international expertise. Their talents range across various industries,

from attorneys that focus on import-export trade regulations and accountants familiar with international tax laws, to bankers with ties to financial institutions throughout Latin America and engineering firms specializing in global transportation projects. With global banks, trade offices, foreign consulates, and multinational chambers found throughout the county, Miami's diverse talent pool reflects the business being conducted on its shores.

If you run a multinational enterprise, Greater Miami is the gateway to the globe. Three international airports boast more than 2,000 daily flights, with MIA ranking #1 in international freight and #2 in international passengers. Miami is also a major

1 of 2

GLOBAL PHARMAHUBS (MIA)

2ND

IN INTERNATIONAL PASSENGERS (MIA)

2,000

DAILY DEPARTURES
ACROSS SOUTH FLORIDA'S
3 REGIONAL AIRPORTS

CONTAINER PORT IN FLORIDA & 11TH BUSIEST PORT IN THE U.S. (PORTMIAMI)

ONLY

PANAMAX-READY PORT SOUTH OF VIRGINIA

CITY TO DO BUSINESS IN LATIN AMERICA

center for FTZs, which allow manufacturers overseas to park their merchandise in a duty-free FTZ and ship it to final customers in another country, thus avoiding any U.S. tariffs.

With commute times comparable to other major cities, Miami offers a variety of options for getting around, including an elevated rapid transit Metrorail system and extensive Metrobus routes. Free options include the Metromover circling Downtown Miami, the Miami Trolley and the open-air Freebee shuttle. To reach destinations beyond Miami, Tri-Rail and Brightline — one of the most advanced passenger rail systems in the country — connects to Fort Lauderdale and West Palm Beach, with Brightline eventually extending out to Orlando. Miami has also invested in technology-enabled transportation solutions and infrastructure, while the SMART Plan is set to add rapid transit corridors in main traffic thoroughfares.

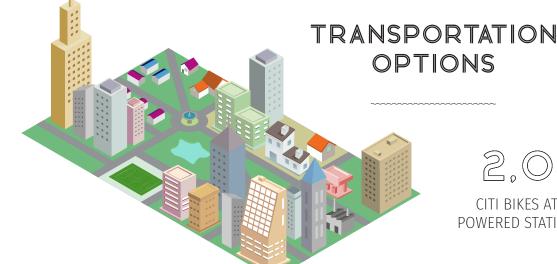














METRORALI SYSTEM

BUS/TROLLY ROUTES



CITI BIKES AT 170 SOLAR-POWERED STATION LOCATIONS



FREEBEE SHUTTLES





LIVE IN MIAMI

Beyond Miami's world-famous beaches lies a diverse community bonded together by passion and ambition. From young professionals and seasoned veterans to high-achieving students and recent arrivals, Miamians are driven to succeed professionally while enjoying a high quality of life, plus reaping the benefits of innovative healthcare and nationally recognized public and private educational institutions. It's the one-of-a-kind energy you'll only find in an international hub brimming with culture.

ith the lowest cost of living compared to major cities such as New York, Chicago, San Francisco, and Boston, Miami quality-of-life assets include distinct neighborhoods, cultural institutions, dining options crafted by celebrity chefs, and family-friendly attractions. Each of Miami's 34 municipalities offers a variety of restaurants, shops, libraries, and more.

Taking advantage of Miami's natural beauty, many neighborhoods have developed lush outdoor spaces and parks popular with active adults, families and pets, farmers markets, and community event organizers. Key to commuters, one can travel to most sites within the county in under an hour due to the city's interconnection.

Plus, residents are treated to a front-row seat to some of the world's most popular events, like Art Basel Miami, the Miami Open, the Miami International Boat Show, and the South Beach Wine & Food Festival, to name a few.





INNOVATIVE HEALTHCARE

Miami-Dade is at the forefront of innovative healthcare. The area's leading healthcare systems — UHealth, Jackson Health System, Baptist Health South Florida, Nicklaus Children's Health System, and Mount Sinai Medical Center — are exploring how best to support the healthcare innovation ecosystem, investing in new centers of excellence and offering patients access to leading-edge treatments.

U.S. RANKING IN OPHTHALMOLOGICAL CARE, BASCOM PALMER EYE INSTITUTE* RANKING IN EAR, THROAT, AND NOSE SPECIALTY, UNIVERSITY OF MIAMI HOSPITAL AND CLINICS – UHEALTH TOWER**

BAPTIST HEALTH
SOUTH FLORIDA
IS THE MOST
AWARD-WINNING
HEALTHCARE
ORGANIZATION IN FL.

ONLY

NCI-DESIGNATED
CANCER CENTER
IN SOUTH FLORIDA
IS SYLVESTER
COMPREHENSIVE
CANCER CENTER

(Sources: *U.S. News & World Report; **U.S. News National Ranking, 2019-2020)



"No country, no company, no university by itself can meet all the challenges that it is expected to without taking into account what happens in the rest of the world. We need to educate young people who truly are global citizens."

-DR. JULIO FRENK, PRESIDENT UNIVERSITY OF MIAMI





EDUCATION

Miami's top-quality primary education and world-renowned institutions for higher learning come together to nurture tomorrow's workforce. The fourth-largest school district in the United States, Miami-Dade County Public Schools has won widespread recognition for its excellence. More than 800,000 students attend the county's 460 private and 476 public schools — four of which are among the Top 100 Public High Schools in the Country according to *U.S. News & World Report*.



MIAMI-DADE HIGH SCHOOLS AMONG U.S. NEWS & WORLD REPORT'S TOP 100:



SCHOOL FOR ADVANCED STUDIES



YOUNG WOMEN'S PREPARATORY ACADEMY

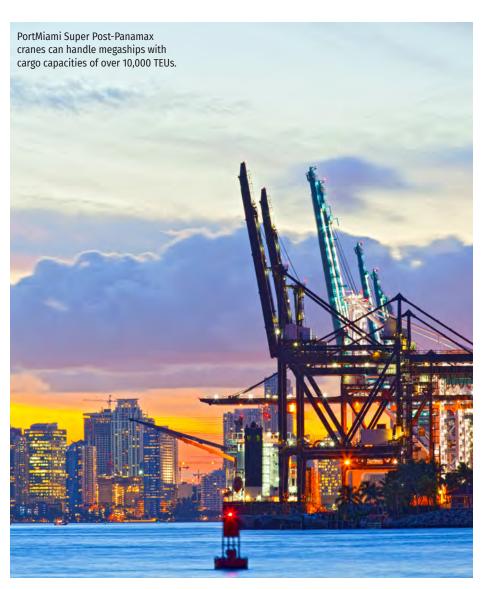


DESIGN & ARCHITECTURE SENIOR HIGH SCHOOL (DASH)



JOSE MARTI MAST 6-12 ACADEMY

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



e know Miami inside and out — her bestkept secrets, work ethic, relentless optimism, and milliondollar 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, that openness and palpable energy that inspires innovation, creates opportunities and accelerates growth for individuals, businesses and our community as a whole. We love Miami, and we know you'll love it too.

As the official economic development organization for Miami-Dade County, The Beacon Council is here to guide your business through this vibrant 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.

Our team of dedicated experts is ready to partner with you on every step of the economic development process: cultivating target industries that offer our local economy the strongest opportunities for growth; working with businesses that are looking to relocate or expand in a world-class market like; supporting the creation of quality jobs - and ensuring that South Floridians have the tools and training to succeed in them; and helping to shape Greater Miami's economic future in a way that ensures it continues to be a great place to live, work, and do business.

Let us help you and your business thrive in Miami-Dade — contact The Beacon Council today.
Email info@beaconcouncil.com and visit beaconcouncil.com to learn more.



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