



MIAMI-DADE
BEACON
COUNCIL



ANNUAL REPORT 2024-25

This year marked a defining inflection point for Greater Miami's economic future. It brought the Miami of four decades ago into sharp focus.

As we celebrate the Miami-Dade Beacon Council's first 40 years, we also accelerate a new era of purpose and progress punctuated by measurable impact and undeniable momentum.

The meaningful work our teams are advancing through our strategic 5-year plan, the companies we are attracting, and the economic progress we are championing together spotlight a community on the rise and a region ready for its next chapter, with a clear and focused vision of Miami's future.

Join us on the world stage, Miami, to build what comes next.



From Our Leaders



Rodrick T. Miller
President & CEO
Miami-Dade Beacon Council

“This year marked steady progress in the second year of our strategic plan, with the organization strengthening its role as Miami-Dade’s economic development leader and deepening collaboration across the region. We delivered a record-breaking \$1.2 billion in capital investment, reflecting both the confidence of companies choosing Miami-Dade and the effectiveness of our targeted, data-driven approach. As we enter the 40th year of the Miami-Dade Beacon Council, we are focused on building a more resilient, inclusive, and competitive economy. This year’s milestones underscore what we can achieve together and set a strong foundation for the decade ahead.

“Serving as Board Chair has been a profound privilege. Together, we strengthened the Beacon Council’s foundation, grew private-sector contributions by nearly 57%, and reignited the Beacon Awards to spotlight Miami-Dade’s boldest innovators. At American Airlines’ Miami hub, I see every day how vision and collaboration turn ambition into achievement. The Beacon Council is charting a course toward a future defined by opportunity, resilience, and shared prosperity—and I’m confident that journey has only just begun.



Juan Carlos Liscano
Board Chair,
Miami-Dade Beacon
Council (2023-25)
Vice President,
American Airlines

From Our Leaders



Daniella Levine Cava
Mayor, Miami-Dade County

“Economic development is central to delivering an economy that works for all—one that welcomes innovation, prepares our workforce for the future, supports small businesses, and empowers residents to thrive. Through our partnership with The Beacon Council, we are creating quality jobs, strengthening key industries, and expanding opportunity across Miami-Dade County. As The Beacon Council marks its 40th year, I am proud to continue our work together through STRIVE305 and the Risk & Resilience Tech Hub to build a stronger, more resilient local economy.

MISSION



Drive a more sustainable, inclusive, and competitive economy for Greater Miami.

VISION



Greater Miami is unparalleled as a global business community, where a diverse workforce, innovation and opportunity intersect to produce a prosperous economy.

STRATEGIC PILLARS

- I Grow the Economy
- II Champion Miami
- III Invest in People
- IIII Shape the Future
- IIII Track and Deliver

Strategic Plan Results

As we conclude the second year of our strategic plan, we reflect on the strategies that shaped our priorities and guided our execution. In collaboration with our investors and community partners, these strategies enabled our team to advance the plan’s vision, strengthen the regional economy, and enhance the overall competitiveness of Miami-Dade.

I GROW THE ECONOMY

- Delivered record-breaking business development results, closing 55 projects, creating over 3,000 direct jobs, and securing \$1.2B in capital investment—the strongest capital investment year in Beacon Council history
- Improved operational efficiency and responsiveness, by restructuring the Business Development team and making it faster and easier for businesses and partners to connect with the Beacon Council through enhanced scheduling and new digital AI enabled tools, supporting timely project execution
- Restructured the Industry Advisory Councils—Aviation, Technology, Finance, Life Sciences & Healthcare, and International—around shared pillars of innovation, workforce development, and business attraction, while also aligning industry leaders on emerging opportunities such as eVTOL, data infrastructure, and fintech to support long-term growth

II CHAMPION MIAMI

- Launched a new website that is tailored specifically towards investors, site selectors and companies looking to grow and expand in Miami
- Activated DCI, a nationally recognized leader in place-based marketing for economic development organizations, conducted a strategic overhaul of The Beacon Council’s marketing function, refining brand positioning, and built a modern, scalable outreach strategy
- Beacon surveyed 50 national consultants on Greater Miami’s competitiveness as a business destination. The results revealed that 70 percent had considered Miami-Dade for client projects but overall perceptions of the region’s business climate have declined since 2023

III INVEST IN PEOPLE

- Talent Bridge is the Beacon Council's industry led effort to address the talent continuum in Miami, receiving support from over 200 companies and Beacon's first-ever legislative appropriation of \$1 million to support this effort
- Partnered with Teach for America and the Miami-Dade Economic Advocacy Trust to highlight trends in workforce, and education in Miami
- The Academic Leaders Council (ALC) held a luncheon that included the Helios Foundation to learn about Florida's Future Billions report. Closing gaps in college enrollment and completion, improving readiness by 10%, and raising degree attainment 20% could result in over \$8.38B in economic activity

IIII SHAPE THE FUTURE

- Engagement through more programming and investment – private investment has increased by 57% during the past two years. This does not include grants, legislative appropriations and event sponsorships have diversified the organization's funding sources
- The cities of North Miami and North Miami Beach became the first cities to formally join The Beacon Council, setting the tone for broader collaboration across the county
- New engagement opportunities from a quarterly speaker event, quarterly business development updates, the annual meeting, key ceremony and the return of the Beacon Awards. The latter returned in the new fiscal year but the groundwork occurred during FY2024-25. This was the return after a five-year hiatus

IIII TRACK AND DELIVER

- The Miami-Dade Beacon Council's Advisor is a cutting-edge, AI-driven virtual assistant designed to streamline lead qualification and provide tailored economic development resources to businesses exploring opportunities in Greater Miami
- The Beacon Council was awarded a \$250,000 Defense Reinvestment Grant from the Florida Department of Commerce. This funding will help veteran-owned businesses and other military-dependent enterprises diversify their revenue streams by providing greater access to critical information, expanding business networks, and offering support in securing procurement opportunities
- A Quarterly Report with insights into the work we are doing and the overall state of the economy is published and distributed to all stakeholders

Performance Metrics

The Beacon Council met its respective goals and had a record-breaking year of capital investment.

	PROJECT RESULTS	TUA RESULTS
Projects Completed	55	21
Total Jobs	7,769	4,480
Direct Jobs	3,070	1,510
Indirect/Induced Jobs	4,699	2,970
New Capital Investment	\$1.2B	\$499M
Economic Impact	\$1.96B	\$1B
BRE Visits	328	104

BRE – Business Retention & Expansion
 TUA – Targeted Urban Area

FY 2024-25

Over the **past year**, we delivered high quality jobs and increased our engagement with small businesses. Plus, our first back-to-back year of raising \$1M+ in private sector investment.

 **\$86K**

Average salary

 **85%**

Of BRE calls were with companies with less than 50 employees

 **\$1M**

First time MDBC has had back-to-back \$1M+ private donation years

Over the past **two years**, The Beacon Council has supported **100 companies** to grow and expand in our community. We expanded our support for our mission and greatly expanded our business outreach efforts.

 **100**

Projects completed

 **5,599**

Total direct jobs over the past two years

 **\$2.1B**

New capital investment (New record)

Highlights

01

During the first quarter the Beacon Council received its first ever grant to support and advance the connections to the business and military community.

Additionally, we hosted our second annual **Founders Summit** during Art Basel.



02

The Beacon Council joined forces with local leaders during Miami-Dade Days and conducted three advocacy trips to Tallahassee. Senator Ana Maria Rodriguez and Representative Demi Busatta sponsored Beacon's Talent Bridge legislation.

The Annual Meeting and **Key Ceremony** drew record participation and spotlighted the strength of the economic development pipeline.

Q3

SelectUSA Brazil Roadshow 2025, promoting Miami-Dade’s business advantages across multiple Brazilian cities, generating strong leads in manufacturing, pharmaceuticals, and tech through 60+ one-on-one meetings and 13 qualified leads generated.

The Beacon Council **Annual Board Retreat** focused on three key themes: Talent Bridge, marketing, and future-proofing the organization. This full-day session included insights into the philanthropic scene in Miami, an overview of the Perception Survey and insights on the 2025 Legislative session.



Q4

Opportunity Miami, powered by the Beacon Council Foundation, won the Bronze 2025 Excellence in Economic Development Award from the International Economic Development Council in the Postsecondary Education Partnership category. The honor recognizes the work of our **Academic Leaders Council**, a collaboration between Miami’s largest educational institutions and Miami-Dade County Public Schools.

The Last Board meeting of the year included passing the budget, seating a new board, and providing insights on Carnival Cruises selecting Miami for its consolidated headquarters where all the landside operations will be under one roof.



Business Visitation Summary

Every year, The Beacon Council visits with a wide swath of businesses in the region. These make up targeted industry sectors, past companies that have invested in Miami and companies that need assistance. This past year, these efforts have been redoubled, with 328 companies interviewed to learn more about their future plans, barriers, and opportunities in the region, as well as the key advantages and disadvantages of doing business there.

These visits also allow us to help companies grow and expand in Greater Miami rather than pursue opportunities in other communities.

OVERVIEW OF COMPANIES

328

Companies visited

104

Companies visited in targeted urban areas

19,500

Average square footage of companies visited

73

Average number of employees

INTERVIEW INSIGHTS

KEY BUSINESS ADVANTAGES

30%

Cited business climate and tax structure

25%

Cited access to markets as key advantage

KEY BUSINESS CONCERNS

46%

Cited costs and availability of real estate

20%

Cited permitting and regulatory environment

TOP TAKEAWAY

60%

Of companies indicated a future growth plan

Projects List

NAME	PROJECT TYPE	INDUSTRY	COUNTRY	PERIOD	DISTRICT	CITY
Agesbec	Recruitment	Trade & Logistics	Brazil	Q4	12	Doral
ALP.X Group GmbH	Recruitment	Finance Services	Germany	Q4	3	Miami
Alphabet Capital Group USA	Expansion/Retention	Other	USA	Q3	5	Miami
Asesoría de Riesgos Empresariales	Recruitment	Finance Services	Peru	Q2	4	North Miami
AREK AI & Robotics	Expansion/Retention	Technology	USA	Q3	3	Miami
B&B Hotel	Recruitment	Other	France	Q4	5	Miami
Bank Miami	Expansion/Retention	Finance Services	USA	Q3	7	South Miami
BC Ingenieria	Recruitment	Other	Costa Rica	Q4	5	Miami
BR Nation	Recruitment	Other	Brazil	Q4	3	Miami
City Labs, Inc.	Expansion/Retention	Other	USA	Q4	9	Miami
Cross & Rudder LLC	Expansion/Retention	Life Sciences & Healthcare	Brazil	Q3	4	Miami Beach
CubiQ Robotics	Expansion/Retention	Trade & Logistics	Colombia	Q4	5	Miami
DooleHealth	Expansion/Retention	Life Sciences & Healthcare	Spain	Q3	7	Coral Gables
Exata Tech	Recruitment	Technology	Brazil	Q4	3	Miami
Expando LLC	Expansion/Retention	Technology	Argentina	Q4	12	Doral
Facil'iti	Recruitment	Technology	France	Q4	5	Miami Beach
FEAM Aero Expansion	Expansion/Retention	Aviation	USA	Q4	6	Miami Springs
Gaia Horizons	Expansion/Retention	Technology	USA	Q3	3	Miami
Guixer & Partners	Recruitment	Finance Services	Spain	Q2	5	Miami
Heart n Soul Hospice	Recruitment	Life Sciences & Healthcare	USA	Q3	13	Miami Lakes
HiveHub	Expansion/Retention	Other	Venezuela	Q3	12	Doral
Holika Gran Reserva Enterprises	Recruitment	Hospitality & Tourism	Spain	Q1	3	Miami
Iberia Foods LLC Florida	Expansion/Retention	Other	USA	Q3	1	Miami Gardens
Imascono	Recruitment	Technology	Spain	Q4	5	Miami
Indigitall	Recruitment	Technology	Spain	Q3	5	Miami
JF2 Academy	Recruitment	Other	Spain	Q2	5	Miami
JJ4 Tech	Recruitment	Technology	Brazil	Q4	5	Miami
Kandji.io	Recruitment	Technology	USA	Q2	7	Coral Gables

Projects List

NAME	PROJECT TYPE	INDUSTRY	COUNTRY	PERIOD	DISTRICT	CITY
Klerk	Recruitment	Technology	USA	Q1	3	Miami
Local Secrets	Expansion/Retention	Hospitality & Tourism	Spain	Q4	7	Miami
Marahrens Expansion	Expansion/Retention	Trade & Logistics	Germany	Q2	13	Miami Lakes
Millenium Natural Systems	Expansion/Retention	Life Sciences & Healthcare	Colombia	Q3	12	Doral
Modoscript	Expansion/Retention	Life Sciences & Healthcare	USA	Q4	5	Miami
MyDola	Expansion/Retention	Finance Services	USA	Q4	5	Miami
Nuvolar	Recruitment	Technology	Spain	Q3	6	Coral Gables
Olsen USA LLC	Expansion/Retention	Life Sciences & Healthcare	Brazil	Q2	5	Miami
Project Apollo	Recruitment	Technology	USA	Q1	12	Miami
Project Hometown	Expansion/Retention	Hospitality & Tourism	USA	Q2	6	Miami
Project Janus	Expansion/Retention	Life Sciences & Healthcare	USA	Q4	13	Miami Lakes
Project Mercurio	Recruitment	Technology	USA	Q4	8	Homestead
Project Pascua	Expansion/Retention	Finance Services	Spain	Q4	5	Miami
Rava Consulting	Recruitment	Other	Peru	Q2	5	Miami
Readi LLC	Expansion/Retention	Technology	USA	Q4	5	Miami
Scharlack Law Firm	Recruitment	Finance Services	Brazil	Q4	5	Miami
SCL Consultores LLC	Recruitment	Technology	Chile	Q4	5	Miami
Skretting USA	Recruitment	Other	Netherlands	Q3	9	Homestead
Solco Lab	Expansion/Retention	Other	Chile	Q1	5	Miami
SOS Assistance	Expansion/Retention	Trade & Logistics	USA	Q1	3	Miami
Sustainable Skylines	Expansion/Retention	Aviation	USA	Q2	2	Opa-Locka
Telefonica Tech Inc	Expansion/Retention	Technology	Spain	Q4	6	Unincorporated
Titl Expansion	Expansion/Retention	Technology	USA	Q3	6	Coral Gables
Traxyl LLC	Recruitment	Other	USA	Q4	12	Doral
Technical University of Valencia	Recruitment	Technology	Spain	Q4	5	Miami
Volkabel USA	Recruitment	Trade & Logistics	Mexico	Q4	5	Miami
World Homes	Expansion/Retention	Other	USA	Q4	2	Miami

Breakdown by Quarter

METRICS	Q1	Q2	Q3	Q4	TOTAL
Completed Projects	5	10	14	26	55
Projects in TUA	4	5	3	9	21
Direct Jobs	111	853	408	1698	3,070
Capital Investment	\$159.4M	\$456.9M	\$105.6M	\$501M	\$1.2B
Business Visits	58	90	110	70	328
Business Visits in TUA	23	24	36	21	104

TUA – Targeted Urban Area

FY 2024-25

Our Global Reach



- ARGENTINA
- BRAZIL
- CANADA
- CHILE
- COLOMBIA
- COSTA RICA
- HAITI
- MEXICO
- PERU
- VENEZUELA



- AUSTRIA
- BELGIUM
- FRANCE
- GERMANY
- IRELAND
- ISRAEL
- ITALY
- JAPAN
- NETHERLANDS
- POLAND
- SPAIN
- UNITED KINGDOM

This year The Beacon Council engaged with **22 countries** across 4 continents. From Tokyo to Tel Aviv, São Paulo to Madrid—we are Greater Miami's economic ambassador on the world stage.



Key Accomplishments

Business Development delivered a landmark year in FY24–25, closing 55 projects, generating \$1.2 billion in capital investment and over 3,000 new jobs—the strongest capital investment year in Beacon Council history and the second-highest year for projects and jobs in the past decade.

We also visited the most local businesses on record (328 companies). The year also marked meaningful progress in strengthening the business development platform, including improved engagement through enhanced booking systems and advancement of long-term initiatives such as the Strive305 transition and regional collaboration—positioning the organization for sustained, higher-impact growth.

In December of 2024, The Beacon Council was awarded a \$250,000 **Defense Reinvestment Grant** from the Florida Department of Commerce. This funding will help veteran-owned businesses and other military-dependent enterprises diversify their revenue streams by providing greater access to critical information, expanding business networks, and offering support in securing procurement opportunities. The Department of Commerce increased the grant amount twice resulting in over \$800,000 being awarded.



talentbridge.miami

Backed by a \$1 million appropriation in Florida's FY25 budget, **Talent Bridge** is moving from concept to execution—advancing a critical solution to Miami-Dade's high-skill talent shortages. Designed in response to employer demand, the platform connects people to opportunity and companies to talent with greater speed, precision, and long-term impact. We extend our sincere thanks to Governor Ron DeSantis for signing this appropriation into law and to Senator Ana Maria Rodriguez and Representative Demi Busatta Cabrera for their leadership in sponsoring this initiative. Their commitment reflects a growing statewide recognition: workforce readiness is economic readiness.

opportunity : miami

opp.miami/talentgoals

In 2025, **Opportunity Miami**, a program of the Beacon Council Economic Development Foundation, was named a Bronze Honoree of the International Economic Development Council (IEDC) Excellence in Economic Development Awards. The recognition highlights the Academic Leaders Council (ALC)—a first-of-its-kind collaboration uniting Miami-Dade County Public Schools and the presidents of Miami-Dade's major colleges and universities to align education with industry demand. Since its relaunch in 2022, the ALC has become a cornerstone of the County's talent strategy, convening leaders quarterly, engaging the public through annual forums, and publishing thought leadership focused on building a future-ready workforce.



Company Highlights

“Cordis is a homegrown Miami company, and our growth has always been deeply tied to this community. Many of our innovations were first developed here, and many of our teammates have been with us for decades. Miami-Dade isn’t just where we started—it’s where our future continues to grow.

Pedro Diaz

Vice President of R&D, Cordis



“We have been in Miami for more than 40 years, and today we are making a very significant long-term commitment to the city. With the expansion of our facilities in Brickell and more than 1,000 employees projected in Miami, we see this as a strategic investment—driven by connectivity to Latin America and Europe, access to top talent, and a business ecosystem that embraces innovation.

Luis Bermúdez

Head of Wealth for Santander U.S. & CEO, Banco Santander International



“Miami is a market we targeted from the very beginning. It’s a major population center, a fast-growing tech hub, and a critical connectivity bridge between Latin America and the U.S. East Coast. Combined with Florida’s business-friendly environment, strong infrastructure, and supportive partners like the Beacon Council, it’s exactly where we want to grow.

Ernest Popescu

Chief Executive Officer, Metrobloks



40 YEARS OUR MAJOR ACHIEVEMENTS



1985 — 1995

THE BUILDERS

It began with a bold idea: Miami could compete with the world. Visionary leaders united to rebuild in a decade marked by challenge and change, anchored by partnership, purpose, and possibility.

The visionaries of this era didn't just build an organization; they built a platform for Miami's future.

1985

The Miami-Dade Beacon Council was founded to unite businesses and government and attract jobs, investment, and opportunities to Dade County.



1986

The Beacon Council Economic Development Foundation is created as a research hub funded by the State of Florida and the Knight Foundation. Launches first campaign: "Miami Has What the World Wants."



1990

Future Governor Jeb Bush chairs The Beacon Council and establishes Team Miami, a private sector engine for corporate recruitment.

1992

After Hurricane Andrew, the Beacon Council Economic Development Foundation deploys \$11.3 million in emergency bridge loans, helping 558 companies rebuild and reignite the local economy.

1995

The Beacon Council secures the relocation of U.S. Southern Command from the Republic of Panama and supports the Summit of the Americas, placing Miami at the center of hemispheric trade and diplomacy.

1996 — 2005

THE INNOVATORS

As technology reshaped the world, Miami claimed its place at the crossroads of innovation and trade. This was the decade when creativity met connectivity — and a city once defined by geography became defined by ideas.

In these years, Miami didn't just go online; it went global. Innovation became identity, and the city's voice began to carry across continents.

MAKE IT MIAMI
miami-dade county

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BEACON
AWARDS

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1998

The Beacon Council launches Internet Coast (iCoast), positioning South Florida as a global tech and telecom hub. The effort leads to the Network Access Point of the Americas, connecting Latin America to the digital world.

1999

The Beacon Council launches "Make It Miami," a \$6 million global marketing campaign showcasing Miami's business strength and lifestyle appeal.

2003

The Beacon Awards and Jay Malina Award debut, celebrating companies and civic leaders driving progress across Greater Miami.

2005

The Beacon Council retains Burger King's global headquarters, reaffirming Miami as home to iconic international brands through a historic incentive package.

2006 — 2015

THE CONNECTORS

In this decade, Miami didn't just open doors it built bridges. Between continents and communities, ideas and industries, ambition and access, the city stepped fully into its role as the gateway where the world meets.

Miami built physical, economic, and human bridges. In the years to come, those bridges would become the lifelines of a city built to connect the world.

2008

The Beacon Council launches "Miami: Where Worlds Meet," cementing the city's global brand as a crossroads of culture and commerce.



2010

The Beacon Council helps Visa expand in Miami-Dade, retaining 250 jobs and creating 366 new ones, a powerful vote of confidence in Miami's global economy.

2012

The Beacon Council Economic Development Foundation relaunches "One Community One Goal," aligning business, education, and government around a shared vision for Miami's future.



2014

PortMiami Tunnel opens, a game-changing infrastructure link connecting Miami's economy directly to global trade routes.

2015

The Academic Leadership Council was formed along with the launch of the Talent Development Network.



2016 — 2025

THE RESILIENT

From global disruption emerged local transformation, as Miami turned challenge into momentum and resilience into reinvention, proving its ability to lead in moments of change.

Through every challenge, Miami proved resilience is more than recovery; it's reinvention. And in that reinvention, we discovered our power to lead.

2018

Miami was one of two finalists from Amazon's national search for HQ2.

2020

Began launching several pandemic-related recovery efforts to help businesses and residents cope with the fallout from COVID-19.

2021

Building on recovery efforts, The Beacon Council launches SBX, a small business initiative, and Miami Community Ventures, empowering the underemployed, returning citizens, and heads of households.

2023

The Beacon Council delivers a record year with 5,700 new jobs and \$650 million in investment, fueled by Kaseya's expansion and a surge of tech innovation redefining Miami's skyline and workforce.

2025

At 40 years strong, The Beacon Council celebrates \$1.2 billion in new capital investment, 3,000 quality jobs, and securing \$1 million from the Florida Legislature to launch Talent Bridge, a groundbreaking workforce initiative that connects employers, educators, and local talent, advances skills-based hiring, and ensures Miami's residents are prepared for the jobs of the future.



Staff

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Rodrick T. Miller
President & CEO



Jibril Nettles
Vice President & Special
Assistant to the President & CEO

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Camela Glean-Jones
Chief Financial Officer & COO



Marco Phanord
Vice President of Finance &
Administration



Janice Quevedo
Executive Assistant, Finance &
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Executive Vice President,
Strategic Partnerships &
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Julio Piti
Vice President, Member Investor
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Initiatives Taskforce (UITF) Lead

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Mario J. Sacasa
Senior Economic Development
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Vice President, International
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Nidia Martínez Quezada
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Madeline Mesa
Director, International Economic
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Marixell Garcia
Director, Business Development



Thalís Morales
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Ayla Brandt
Manager, Business Development

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Evgeny Yudin



Yearim De Leon

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Thank you to our four amazing Cristo Rey High School Students

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Rodrick T. Miller
President & CEO
Miami-Dade Beacon Council

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South Florida Business Journal
BizJournals

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Penny Shaffer

Ralph Cutie
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Symeria Hudson
United Way Miami

Tere Blanca
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Miami-Dade County Commissioner,
District 10

The Honorable Demi Busatta
Florida House of Representatives

**The Honorable Mayor
Francis Suarez**
City of Miami

**The Honorable Mayor
Alix Desulme**
City of North Miami

**The Honorable Mayor
Christi Fraga**
City of Doral

**The Honorable Mayor
Daniella Levine Cava**
Miami-Dade County

**The Honorable Mayor
Rodney Harris**
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District 9



Oliver G. Gilbert, III
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Marleine Bastien
District 2



Keon Hardemon
District 3



Micky Steinberg
District 4



Eileen Higgins
District 5 (now Mayor of Miami)



Natalie Milian Orbis
District 6



Raquel A. Regalado
District 7



Danielle Cohen Higgins
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