



MIAMI-DADE
BEACON
COUNCIL

BUILDING A **Greater *Miami***



MIAMI-DADE BEACON COUNCIL
2022-2023 ANNUAL REPORT





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Message from the President

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Rodrick T. Miller

President & CEO

Miami-Dade Beacon Council

On behalf of the entire Miami-Dade Beacon Council executive team, our volunteer board members, and staff, I am pleased to present you with our Annual Report for the 2022-2023 Fiscal Year.

Having joined the Miami-Dade Beacon Council in February 2023, this is my first Annual Report with the organization. When asked “Why Miami?”, my answer is simple. This is an unparalleled market, a diverse community brimming with optimism that is committed to shared success and primed for continued growth. I couldn’t be more excited to help shape our community’s future, ensuring we build an inclusive and sustainable economy that competes robustly in the global marketplace.

This past year was a record-breaking year for the organization. Our efforts resulted in the addition of close to 15,000 new jobs, more than a million square feet of commercial space, and almost half a billion dollars in capital investments. The investments of these 51 projects are estimated to generate \$839 million in disposable income for our residents, \$54.2 million in revenue for Miami-Dade County, and a \$1.5 billion increase to our Gross Regional Product. The ROI on the County’s investment in The Beacon Council? \$36-to-\$1 in relation to the GRP, \$13-to-\$1 when looking at County revenue.

Engaging the right audiences locally, around the country and around the world is key to our success. Consistently championing Miami’s business brand, we reached a targeted audience of 1.7 billion, and built a community of engaged users on social media almost 40,000 strong. We convened dozens of action-oriented meetings throughout the year, including nine climate meetups via Opportunity Miami, our future-focused platform generating ideas and gatherings meant to stir action and solutions around our biggest long-term challenges.

One of the collaborators on the EDA-designated South Florida Climate Resilience Tech Hub, our team continues to engage strategically on climate and other priorities impacting our community and its competitiveness. Many of today’s challenges also present the biggest opportunities for Miami to lead on a global stage; our team is working to make sure we are positioned to seize them.

Conveners and collaborators by design, many of our successes over the past year stem from partnerships with Miami-Dade County, CareerSource South Florida, the leaders at our top colleges and universities working together via our Academic Leaders Council, municipal leaders, and countless others that share our vision for Greater Miami. Our private sector partners played an equally vital role, especially investors like American Airlines, Florida Power & Light, Bank of America, and the many others that invest their time and resources, fostering connections and sharing expertise that we leverage community wide. Thank you for your partnership, support, and faith in our efforts.

One of my top priorities when joining this best-in-class organization was to ensure that Beacon was best positioned to continue delivering consistent growth for this community; this led to a robust strategic planning process centered on re-envisioning the organization and how we maximize our long-term impact on Greater Miami’s economy. Having completed the first phase, we have defined a new roadmap that allows us to engage more deeply across a variety of issues that impact competitiveness and create equitable pathways for sustainable, inclusive growth.

As we look ahead, we know that Miami-Dade County is uniquely positioned to thrive in a rapidly evolving global marketplace. Beacon will continue to dedicate itself to elevating this unparalleled community, and we are confident that, working together, we will continue to build a Greater Miami.

Sincerely,
Rodrick T. Miller
President and Chief Executive Officer
Miami-Dade Beacon Council

Re-Envisioning Beacon's Mission and Greater Miami's Future

Greater Miami is at an inflection point. The business landscape has changed and, as Miami continues to cement its position among leading global markets, the work that we do to market, grow and shape our community's economic future needed to be revisited. While attracting high-value knowledge-based jobs and investments continues to be at the core of what we do, The Beacon Council took a step back to assess where we needed to work differently in order to best support health, wealth and prosperity for Greater Miami's residents and businesses. That re-envisioning – part of our organizationally-focused strategic planning process earlier this year – led us to update our Mission and Vision. These guiding principles build on the work of the last 38 years, clearly articulating a shared vision that The Beacon Council continues to build towards.

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.*





Miami-Dade County Board of County Commissioners

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Chairman Oliver G. Gilbert, III
District 1



Vice Chairman Anthony Rodriguez
District 10



Commissioner Marleine Bastien
District 2



Commissioner Keon Hardemon
District 3



Commissioner Micky Steinberg
District 4



Commissioner Eileen Higgins
District 5



Commissioner Kevin M. Cabrera
District 6



Commissioner Raquel A. Regalado
District 7



Commissioner Danielle Cohen Higgins
District 8



Commissioners Kionne L. McGhee
District 9



Commissioner Roberto J. Gonzalez
District 11



Commissioner Juan Carlos Bermudez
District 12



Commissioner René Garcia
District 13





Daniella Levine Cava
Mayor, Miami-Dade County

“As Miami-Dade County continues to expand our business ecosystem, creating jobs and investing in our business community is critical to driving inclusive, sustainable growth. The Beacon Council plays a key role in our competitiveness, generating commitments that will increase our gross regional product by \$1.5 billion and securing \$54.2 millions in revenue for Miami-Dade County this year. Our partnership positions us to have even bigger impact as we plan for a resilient future and compete in the global economy.”



Yolanda Cash Jackson
2022-2023 Board Chair

“This was a transformational year for The Beacon Council, and I could not be more proud of the work we’ve done. From attracting new businesses from across the globe to record-breaking job creation that impacts the whole of our community, each opportunity has uniquely enriched Miami-Dade County's already vibrant economic landscape. Securing the right President and CEO for the organization was an integral part of that success, as was collaborating on the South Florida Climate Resilience Tech Hub application, and rolling out a strategic plan that positions us to compete in a more inclusive, sustainable way. The work we are doing today allows us to build an economic ecosystem for Greater Miami that leverages our talent and other business assets for unparalleled competitiveness on a global scale.”



Results: 2022-2023 Economic Development KPIs

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51

COMPLETED PROJECTS

5,734

NEW DIRECT JOBS

1.5M

NEW SQFT

\$98,000

AVERAGE SALARY
(150% local average)

\$405M

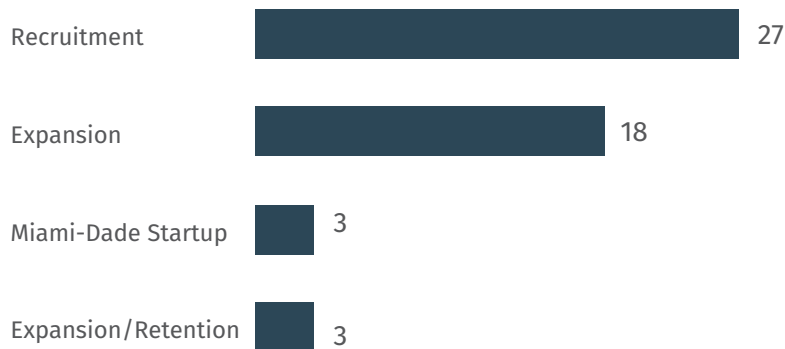
NEW CAPITAL INVESTMENT

47%

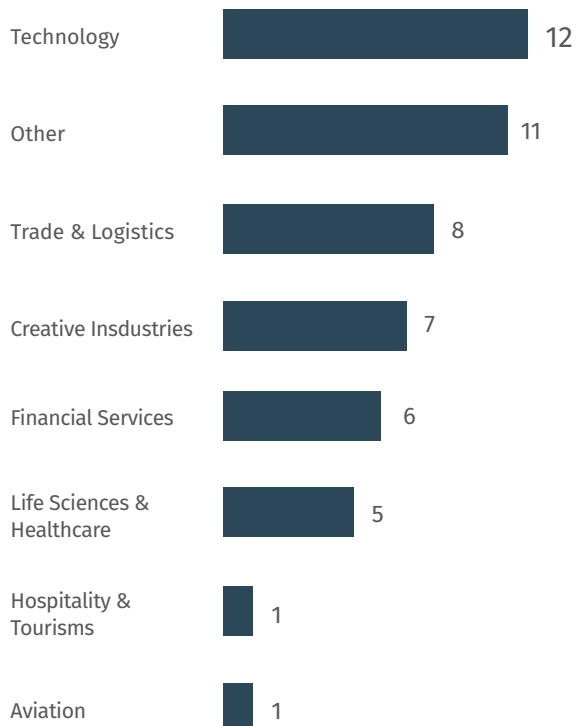
PROJECTS IN
COUNTY-DESIGNATED
PRIORITY AREAS

2022-2023 Project Details

2022-2023 Projects by Type



2022-2023 Projects by Industry



2022-2023 Projects by Country





What does this mean for Greater Miami?

10

51

Projects

14,818

New direct & indirect jobs

\$1.5BIncrease to Miami-Dade County's GRP
(recurring annually)**\$839M**Increase in Disposable Personal Income
Among Miami-Dade Residents
(recurring annually)**\$54.2M**Revenue for Miami-Dade County
(recurring annually)

*revenues include taxes, permits, fees, etc.

Miami-Dade County's ROI on 2022-2023 investment in The Beacon Council**

- **\$36-to-\$1** impact on Greater Miami's GRP

- **\$13-to-\$1 in County Revenue**

**Based on Beacon's 2022-2023 revenue from Miami-Dade County's Local Business Tax.

Economic and fiscal impact analysis of The Beacon Council's 2022-2023 activity provided by Miami-Dade County's Department of Regulatory and Economic Resources, Planning Research and Economic Analysis Section using the REMI model, November 2023.

5-Year Growth by Target Industry

Miami-Dade County

Industry	2018 Jobs	2023 Jobs	2018-2023 % Change
Aviation	26,559	31,285	17.8%
Creative Industries	21,299	21,802	2.4%
Finance	47,039	48,880	3.9%
Hospitality & Tourism	178,512	180,458	1.1%
Life Sciences & Healthcare	165,031	186,417	13.0%
Technology	32,406	46,325	43.0%
Trade & Logistics	33,363	46,208	38.5%
TOTAL	504,209	561,375	11.3%

Targeted efforts to strategically diversify our economy have yielded impactful results for our local economy. Growth since 2018 indicates positive signs for the region, including:

Aviation sector growth in Greater Miami is

6X *national US*

(17.8% vs. 2.8%)

Miami continues to lead in Finance, with **2nd largest international finance hub on east coast**

Local jobs in the Creative Industries, Life Sciences & Healthcare, Technology, and Trade & Logistics industries have grown at

2X *the rate nationally*

(2.4% v.0.9%; 13% v. 7.1%; 43% v.23.5%; and 38.5% v. 17.2%, respectively).



2022-2023 New & Expanding Companies

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Company Name	Project Type	Target Industry	Origin Country	Commission District	City
AAR	Expansion/Retention	Aviation	USA	06	Miami
Altura Capital	Recruitment	Finance Services	USA	06	Coral Gables
AOH	Expansion	Tech	USA	06	Coral Gables
Bakery Distribution	Miami-Dade Startup	Trade & Logistics	USA	12	Doral
Big Cypress Distillery	Expansion	Other	USA	08	Miami
BioTissue Expansion	Expansion	Life Sciences & Healthcare	USA	12	Doral
BRAVENT Corporation	Recruitment	Tech	Spain	06	Coral Gables
Bungalow	Recruitment	Tech	USA	03	Miami
Climate Trade	Recruitment	Tech	Spain	05	Miami
Co-Work Latam	Recruitment	Other	Chile	05	Miami
Corporativo INDEKO, S.A. de C.V.	Recruitment	Creative Industries	Mexico	05	MIAMI
Cosabella	Expansion	Creative Industries	Switzerland	07	Miami
Costa Farms	Expansion/Retention	Trade & Logistics	USA	08	Miami
DO & CO Miami Catering	Recruitment	Hospitality & Tourism	Austria	06	Miami
FlatStone Capital	Recruitment	Finance Services	Canada	05	Miami
Flexport	Expansion	Trade & Logistics	USA	03	Miami
GECI	Expansion	Tech	Spain	05	Miami
Gorilla Investments Co.	Miami-Dade Startup	Finance Services	USA	08	Palmetto Bay
Gymage Expansion	Expansion	Other	Spain	05	Miami Beach
Henley & Partners USA	Recruitment	Other	Canada	05	Miami
Hiberus International	Recruitment	Tech	Spain	07	Coral Gables
INSOCO LLC	Expansion	Other	USA	06	Miami
Insperity	Expansion	Other	USA	05	Miami
iTolerance	Expansion	Life Sciences & Healthcare	USA	03	Miami
Jansteel	Expansion	Trade & Logistics	Israel	13	Opa Locka
Kaseya	Expansion	Tech	USA	05	Miami



Company Name	Project Type	Target Industry	Origin Country	Commission District	City
Let's Prototype	Recruitment	Tech	Spain	05	Miami
LeverX	Recruitment	Tech	USA	05	Miami
Make Systems	Recruitment	Creative Industries	Colombia	06	Coral Gables
Mindspace	Recruitment	Tech	Israel	03	Miami
MIU City University Miami	Expansion	Other	USA	05	Miami
MONTT GROUP USA	Recruitment	Other	Chile	07	Miami
Neocis	Expansion/Retention	Life Sciences & Healthcare	USA	03	Miami
Northeastern University	Recruitment	Other	USA	03	Miami
Novarmis	Recruitment	Tech	Portugal	06	Coral Gables
Nowports	Recruitment	Trade & Logistics	Mexico	03	Miami
Office of the Government of Quebec	Recruitment	Other	Canada	05	Miami
Omni Transloading and Logistics	Expansion	Trade & Logistics	USA	12	Medley
Optima Partners Holdings LLC	Recruitment	Finance Services	USA	05	Miami
Palletized	Expansion	Trade & Logistics	Venezuela	12	Miami
Paysend	Recruitment	Finance Services	UK	05	Miami
Plaey	Miami-Dade Startup	Tech	USA	05	Miami Beach
Quiskeya Foods	Expansion	Trade & Logistics	Haiti	02	Miami
REC Miami	Recruitment	Creative Industries	USA	03	Miami
Rook	Recruitment	Life Sciences & Healthcare	USA	12	Doral
RxLongevity	Recruitment	Life Sciences & Healthcare	Spain	05	Miami
Sauvegarder Investment Management	Recruitment	Finance Services	USA	05	Miami
Simplicity	Recruitment	Creative Industries	Chile	05	Miami
TelevisaUnivision	Expansion	Creative Industries	USA	12	Doral
Touchland	Expansion	Creative Industries	Spain	05	Miami
Westfield Business School	Recruitment	Other	Colombia	05	Miami





2022-2023 Additional Achievements

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Building Greater Miami's Business Brand

Miami is a global brand for many reasons – and its strength as a business destination is just one of them. Our team has consistently engaged the right domestic and international audiences with targeted, relevant messaging and compelling storytelling that builds Greater Miami's business brand.

EARNED MEDIA

1,385
MENTIONS
3 BILLION
ESTIMATED AUDIENCE
\$50M
AD EQUIVALENCY VALUE

SOCIAL MEDIA:

27K
COMBINED AUDIENCE
+14% YoY
8.2%
AVERAGE ENGAGEMENT RATE
+32% YoY
+142%
INCREASE IN VIDEO VIEWS

Better Together: Successful Collaborations



South Florida Climate Resilience Tech Hub

The Beacon Council joined partners from the South Florida region on the Miami-Dade County-led Tech Hub application. Our Tech Hub will have four areas of focus: coastal resilience and marine infrastructure; clean cement; energy-efficient building operations; and clean energy generation, transmission and storage. South Florida will be applying for \$50 to \$75 million in funding during phase 2 of the process.



Good Jobs Challenge: Miami Tech Works

Miami Tech Works is a three-year bet on developing tech talent in Miami. An initiative led by Miami Dade College, Miami Tech Works was awarded \$10 million by the Good Jobs Challenge, a federal program under the U.S. Department of Commerce aimed at catalyzing transformative, local-led talent development efforts. The challenge is part of the \$3 billion American Rescue Plan, where 32 winners across the U.S. were selected from 500+ applicants. The Miami-Dade Beacon Council is proud to have partnered with Miami Dade College, Miami-Dade County, City of Miami, OIC of South Florida, and others on this transformative effort.



Accredited Economic Development Organization

Accredited Economic Development Organization [see logo in dropbox]

The Beacon Council successfully underwent re-accreditation last year, emerging as one of less than 70 EDOs globally certified as a best-in-class organization by the International Economic Development Council. Congratulations to Beacon's hardworking team for the recognition.



2022-2023 Additional Achievements

opportunity : miami

Powered by the Miami-Dade Beacon Council, Opportunity Miami is a future-focused platform of ideas, gatherings, and solutions meant to stir action related to our biggest long-term challenges. The belief is that our greatest challenges present our biggest opportunities. And the goal is to create a more inclusive, innovative, and sustainable economic future by focusing on three key areas: driving innovation and entrepreneurship, dramatically increasing talent and inclusion, and making Miami a leader in the transition to a sustainable net-zero economy.

Over the past 18 months, Opportunity Miami has engaged an audience of thousands invested in Miami's long-term future.

11,000 followers

17,500+ video views

32,000 page views

12 events

convening more than

1,000 people

180

pieces of original content

In partnership with the Academic Leaders Council and CareerSource South Florida, we will be releasing **2040 Talent Development Goals** in January 2024, a one-of-its-kind effort in the nation, marking a major milestone for our community to strengthen our talent pipeline.

Climate change presents a generational business opportunity for this community, and Opportunity Miami has been at the forefront of the dialogue.

- **9 climate meetups, kickstarting new ideas such as a Miami Climate Campus**
- **Collaborating with Miami-Dade County on the Climate Business Ecosystem Database**
- **Producing over 50 pieces of original content related to sustainability and net-zero**

Join us on this journey. Visit www.opportunity.miami today.





2022-2023 Officers Cabinet & Board of Directors

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Yolanda Cash Jackson
Becker Chair



Juan Carlos Liscano
American Airlines Chair-Elect



Christine Barney
rbb communications Secretary



Basil Khalil
FedEx Latin America Treasurer



Alex Villoch
Baptist Health
South Florida At-Large Director



Gary Goldfarb
Interport Logistics
Past Chair Director



Rodrick Miller
Miami-Dade Beacon Council
President & Chief Executive Officer

Donna Abood, Avison Young

Steve Adkins, Greater Miami LGBTQ Chamber

Michael Allen, Barry University

Sheldon Anderson, Grove Bank & Trust

David A. Armstrong, St. Thomas University

Carlos Arrizurieta, Northern Trust

Roderick Barnes, Jones Lang Lasalle

Christine Barney, rbb Communications

Brittanie Bassant, Chamber South

Rick Beasley, CareerSource South Florida

George Bermudez, Bank of America

Philippe Bien-Aime, City of North Miami

Veronica Birch Flores, First National Bank of South Miami

Tere Blanca, Blanca Commercial Real Estate

Esteban L. Bovo, Jr., City of Hialeah

Demi Busatta Cabrera, Florida House of Representatives

Yolanda Cash Jackson, Becker

Hugo Castro, Equitable Advisors, LLC

Joe Chi, CAMACOL (Latin Chamber of
Commerce of the U.S.A.)

Ralph Cutie, Miami-Dade Aviation Department

Jaret Davis, Greenberg Traurig, LLP

Alix Deslume, City of North Miami

Melanie Dickinson, South Florida Business Journal

Jose Dotres, PhD, M-DC Public Schools

Albert Dotson Jr., Bilzin Sumberg

Jeffrey Feldman, Trailblazer

Armando Fernandez, Florida Power & Light

Rebecca Fishman Lipsey, The Miami Foundation

Christi Fraga, City of Doral

Julio Frenk, University of Miami

Dan Gelber, City of Miami Beach

Gary Goldfarb, Interport Group of Companies

Xavier Gonzalez, Kaseya

George Hanbury II, Nova Southeastern University

Jaffus Hardrick, Florida Memorial University

Rodney Harris, City of Miami Gardens

Felecia Hatcher-Pearson, Black Ambition

Austin Hollo, Florida East Coast Realty Inc

Symeria Hudson, United Way of Miami-Dade

Kenneth Jessell, Florida International University

Vanessa Johannes, Carlton Fields

Norma Kenyon, University of Miami
Basil Khalil, FedEx Express Latin America
Grant Killingsworth, CBRE
Mark Knight, Jackson Health System
Eric Knowles, Miami-Dade Chamber of Commerce
Richard Kuper, Miami-Dade County League of Cities
Vince Lago, City of Coral Gables
Burton Landy, Harper Meyer Perez Hagen Albert Dribin & DeLuca LLP
Nelson Lazo, Baptist Health South Florida
Daniella Levine Cava, Miami-Dade County
Juan Carlos Liscano, American Airlines
Liliam Lopez, South Florida Hispanic Chamber
Steven Losner, City of Homestead
Matthew Love, Nicklaus Children's Health System
Robert Lozano, Wells Fargo
Andrew J. Markus, Carlton Fields
Bob McFarlin, Miami Herald
Raul Moas, John S. and James L. Knight Foundation
Ben Mollere, Baptist Health South Florida
Roberto Muñoz, The Global Financial Group
Yolanda Nader, Dosal Tobacco Corporation
Joseph Pallot, HEICO Corporation
Carlos Perez, BankUnited
Pablo Pino, TD Bank
Gerald "Jerry" Plush, Amerant Bank
Claudia Puig, Univision Communications
Madeline Pumariega, Miami Dade College
Olga Ramudo, Express Travel
Raquel Regalado, Miami-Dade County
Christopher Roberts, Bean Automotive Group
Walter Robinson, Robinson Commercial Real Estate
Víctor Ruiz, JP Morgan Chase & Co.
Brian San Miguel, Truist/BB&T Bank
Alfred Sanchez, Greater Miami Chamber of Commerce
Newton Sanon, OIC of South Florida
Penny Shaffer, Board Chair, United Way Miami
Ron Shuffield, Berkshire Hathaway HomeServices EWM Realty

Ken Stiles, Stiles Realty Co.
Francis Suarez, City of Miami
Emmanuel Tormes, The Boeing Company
N.K. "Trip" Tripathy, Kaufman Rossin, CPA Advisors
Mark Trowbridge, Coral Gables Chamber of Commerce
Aviv Tzur, Avbiz Aerospace Ventures, Inc
Antonio Villamil, The Washington Economics Group
Rogelio Villareal, Ocean Bank
Alexandra Villoch, Baptist Health Foundation
David Wagner, Florida Blue
Hydi Webb, PortMiami
David Whitaker, Greater Miami Convention & Visitors Bureau
Ashlee Wright, WOT Educational Services





Thank You to Our 2022-2023 Investors

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In Partnership with



Sustaining



Corporate

Benefactor

Bank of America
Eulen America
Florida Power & Light
Greenberg Traurig, LLP
LeverX
Nicklaus Children's Health System
rbb Communications
South Florida Business Journal
TelevisaUnivision
University of Miami

Executive

Amazon
Amerant Bank
BankUnited
Baptist Health South Florida
Berkshire Hathaway HomeServices EWM Realty
Bilzin Sumberg
Buchanan Ingersoll & Rooney PC
Callison RTKL Inc.
Carlton Fields
Covanta Dade Renewable Energy Ltd.
Cozen O'Connor
Delta Air Lines
Dosal Tobacco Corporation
FedEx Express Latin America
First American Bank
Florida Blue
iSquared Capital
Jones Lang LaSalle (JLL)
JP Morgan Chase & Co.
Kaseya
MAT Concessionaire LLC/ Miami Access Tunnel
NBC Universal/Telemundo Network Group LLC
Northeastern University
Northern Trust
Nova Southeastern University
Nuveen
Ocean Bank
PwC
Reed Smith
Regions Bank
TD Bank
THE 3RD EYE
The Graham Companies
Ussery Automotive Group
Verizon
Wells Fargo
Williamson Automotive Group
WOT Educational Services

AAR Corp. - Aircraft Services
Akerman LLP
Alpha International Transport LLC.
Barfield Inc
Becker
Blanca Commercial Real Estate
Burger King Foundation
CBI Workplace Solutions
CBRE
Colliers International
Diaz Trade Law, P.A.
DOF Cargo
FirstBank of Florida
Florida East Coast Railway
Florida East Coast Realty Inc
Florida International University
Gerson, Preston, Klein, Lips, Eisenberg, & Gelber PA
Globant
Gray Robinson
Greater Miami Chamber of Commerce
Greenspoon Marder
Hunton Andrews Kurth LLP
IBERIABANK / First Horizon
Jackson Health System
JetBlue
Kaufman Rossin, CPA Advisors
Key Transportation Services
Marsh & McLennan Agency
Miami International University of Art & Design
OIC of South Florida
Origen Technologies
Performance Foodservice
Pradere Office Products
Prologis
Publix Super Market, Inc.
The Boeing Company
Transwestern Commercial Services
Turner Construction Company
Ultragenyx
United Way of Miami-Dade

Trustee

Amerijet International
Atlantic Sapphire
BDO USA, LLP
Bean Automotive Group
Bradesco BAC Florida Bank
City National Bank
Clearme. com
Cognistx
CSX-Industrial Development
Equitable Advisors, LLC
First National Bank of South Miami

Florida Polytechnic University
Greater Miami Convention & Visitors Bureau
HEICO Corporation
Homestead-Miami Speedway
Hotwire Communication
Insperity
Interport Group of Companies
McGriff Insurance
Neoris

Gossett Marketing
Kimre
Leon Recruitment Executive Staffing Solutions
Magaya Corp
Marcum LLP
McGuireWoods Consulting
Miami Lighthouse for The Blind
MK Strategic Advisors
M SEARCH, Executive Search & Leadership Advisory
OneUnited Bank
Palletized LLC
Pegasus
Robinson Commercial Real Estate
Tewes Design Group
The Education Fund
The Global Financial Group
Trailblazer
Ventura Tec
Volta Integrator
Waterdiam Group
Yormack Law

Small Business

Airbus
Altus-Wrx Miami
Ameriworld Fulfillment Services
Atlantis University
Avbiz Aerospace Ventures Inc
BH Compliance
Black Ambition
CareerSource South Florida
DANE
Eikon Digital USA
Express Employment Professionals
Express Travel
FinConecta
Friedman LLP



Hard Rock Stadium, City of Miami Gardens. Photo courtesy of the Greater Miami Convention and Visitors Bureau.

Miami-Dade Beacon Council Staff



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Rodrick Miller
President & Chief Executive Officer



Camela Glean Jones
Chief Financial Officer & COO



Maria Budet
Chief Marketing Officer



James Kohnstamm
Executive Vice President,
Economic Development



Matt Haggman
Executive Vice President,
Opportunity Miami



Julio Piti
Vice President, Funding Development
& Investor Relations Opportunity Miami



Mario J. Sacasa
Senior Vice President,
International Economic Development



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



Ilona Vega Jaramillo
Vice President,
International Economic Development



Stanley Rigaud
Vice President, International
Economic Development



Madeline Mesa
Director,
International Economic Development



Marco Phanord
Director of Finance



Cristina Ojeda
Manager, Marketing & Events



Thalís Morales
Coordinator,
Systems Compliance,
Economic Development



Monique Medley
Executive Assistant,
Office of the President & CEO



Janice Quevedo
Executive Assistant,
Finance & Administration





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 billion-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, businesses and our community. 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 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, sustainable economy that supports shared prosperity and long-term growth for our residents and businesses. Efforts are focused on the high-wage, high-value industry clusters that expand our local economy, including Aviation, Creative Industries, Finance, 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. Established in 1985, The Beacon Council has attracted more than 200,000 new jobs and \$7.6 Billion of new investment to Miami-Dade County. 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, Starwood Capital, Bombardier, JP Morgan Chase, NBC Universal Telemundo Enterprises, CI Financial, BD Biosciences, FedEx, Millennium, ThermoFisher, Kaseya, 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 BeaconCouncil.com.

MDBC Economic Development Services

Building Connections

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

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.

Permitting Assistance

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

Talent Recruitment and Training

MDBC supports companies in fulfilling their talent needs through partnerships with 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 industry - leading property search platforms to research and identify areas and facilities throughout Miami - Dade County that best fit the needs of growing companies.

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.

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.

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.



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®





**Miami-Dade County's Official
Economic Development Partnership**

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Miami, Florida 33130
305.579.1300



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www.opportunity.miami

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