

2017



greater
fort lauderdale
alliance | broward
county
Life. Less taxing.



VALUES STATEMENT

Our core values include social responsibility and a dedication to building healthy and competitive communities; creation of wealth for individuals, businesses and communities; cooperation and collaboration in our business dealings; and the promotion of diversity, tolerance and equality.

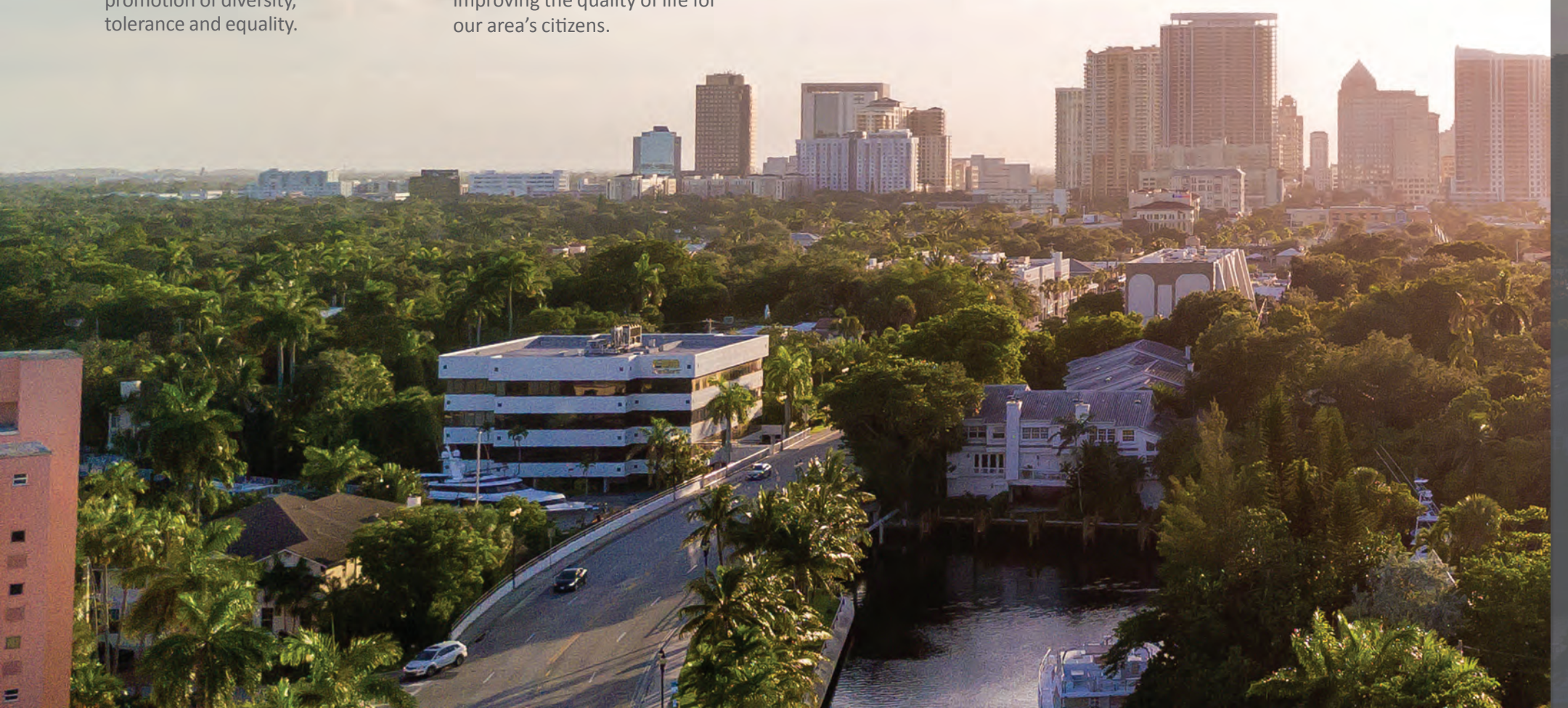
ALLIANCE MISSION

As the primary economic development organization for Greater Fort Lauderdale/Broward County, we focus on creating, attracting, expanding and retaining high-wage jobs and capital investment in high value targeted industries, developing more vibrant communities, and improving the quality of life for our area's citizens.

The Four Foundations of our economic development services:

- Marketing and Promoting Broward County
- Managing Expansion, Relocation and Retention Projects
- Conducting and Providing Market Research & Business Intelligence
- Securing and Enhancing Private/Public Leadership & Investment

We provide leadership and excellence in delivering economic development services for our clients, prospects, investors and partners.



BILL WHITE

FY 2016-2017 Chair of the Board
Greater Fort Lauderdale Alliance
Owner / Co-Founder
Compass Office Solutions

Bill White



BOB SWINDELL

President/CEO
Greater Fort Lauderdale Alliance

Bob Swindell



FROM THE CHAIR OF THE BOARD AND PRESIDENT/CEO

2016-17 was another outstanding year for the Greater Fort Lauderdale Alliance, and for the growth of Broward County's economy. We are proud to share accomplishments of the past year, in this, our annual report to the community.

The Alliance is pleased to announce the relocation and expansion during the past year of 17 companies, resulting in the creation of 1,978 high value jobs, the retention of 1,967 jobs and more than \$256 million in capital investment in Broward County. This adds to the total economic impact where over the past eleven years the Alliance, working with Broward County, CareerSource Broward and local municipalities helped businesses create or retain more than 28,000 direct jobs that are estimated to have generated through direct, indirect and induced effects total employment of more than 62,000

jobs in Broward County, resulting in \$2.4 billion in annual personal income and \$12.3 billion in annual economic impact, according to an independent study by the South Florida Regional Planning Council.

We continue to implement our "Target 20/20" strategic and tactical marketing plan through the leadership and investment of our CEO Council. We have seen outstanding results, which build on our award-winning, national "Life. Less taxing." advertising campaign, placing a special emphasis on the sectors of aviation, life sciences, and technology, while continuing to help attract and expand headquarters operations and other key industries.

Collaboration with our members and community partners remains a strength of our organization. For example, work continued through the Port Everglades Action Team (PEAT), a multi-year, joint

project of the Alliance, Broward Workshop, Port Everglades, the Port Everglades Association and others to support expansion of the port, a crucial part of maintaining and advancing our community's global competitiveness.

Other examples of collaboration included expanding TechGateway.org through a partnership with Broward County Public Schools, continued implementation of the Six Pillars community strategic plan, holding the first ever Claim Your Future Showcase targeted industry career fair for high school juniors, participating in Life Sciences South Florida, promoting Broward County as a business location during the Fort Lauderdale International Boat Show and continuing the work of the Alliance's Platinum City permitting excellence program.

We also completed research, launched and began to implement

our Workforce Skills Gap study, funded by a \$126,000 investment by JPMorgan Chase & Co. to the Alliance 501(c)(3) Foundation. Additionally, we've worked this year to develop and launch the new Marine Research Hub regional marine research collaboration and branding initiative.

And, the Alliance assisted 185 local companies with access to capital, workforce training opportunities, permitting issues and site location through our BRAVO (Business Retention and Visitation Outreach) program.

These are some examples of the work of the Alliance to grow jobs, increase capital investment and improve the local tax base in our community. We thank our members and partners for their outstanding support of our many activities and successes in 2016-17!

EXECUTIVE COMMITTEE

Bill White
 Compass Office
 Solutions, LLC

**Dr. Jennifer O'Flannery
 Anderson**
 Nova Southeastern University

Nelson Fernandez
 ANF Group

Juliet Roulhac
 FPL

Dr. Penny Shaffer
 Florida Blue

Bob Swindell
 Greater Fort Lauderdale
 Alliance

Lisa Anderson
 JPMorgan Chase & Co.

Doug Bartel
 Florida Blue

Christopher Burgio
 Marsh & McLennan Agency

Jennifer Bales Drake
 Becker & Poliakoff

Ray Ferrero, Jr.
 Nova Southeastern University

Ric Green
 Greater Pompano Beach
 Chamber of Commerce

Mason Jackson
 CareerSource Broward

Commissioner Chip LaMarca
 Broward County

Shawn Oden
 JPMorgan Chase & Co.

Stacy Ritter
 Greater Fort Lauderdale
 Convention & Visitors Bureau

Mayor Jack Seiler
 City of Fort Lauderdale

Barry Somerstein
 Greenspoon Marder, P.A.

Erick Strati
 Wells Fargo

Ben Wesley
 FPL

Bob White
 Gunster



BOARD OF DIRECTORS

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Toula Amanna, Flashback Diner
J. David Armstrong, Broward College
Josie Bacallao, Hispanic Unity of Florida
Ana Barbosa, City of Coral Springs
Donna Bean, Bolton Medical
William Berger, Greenspoon Marder, P.A.
Basil Bernard, Apricot Office Interiors
Julie Berry, Stiles
Mary Blasi, City of Coconut Creek
Cindy Brief, Broward County Council of Chambers
Rosana Santos Calambichis, Big Chef
Kathleen Cannon, United Way of Broward County
Steven Cernak, Port Everglades
Scott Cerutti, Deloitte & Touche LLP
Isabel Cosio Carballo, South Florida Regional
 Planning Council
Guy Desautels, Citrix

Board of Directors

Board of Directors continued

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Heiko Dobrikow, Riverside Hotel
James Donnelly, Castle Group
Jeremy Earle, City of Hallandale Beach
Mark Gale, Broward County Aviation Department
Kate Goldman, Baptist Health South Florida
Jose Gonzalez, Florida East Coast Industries
Bertha Henry, Broward County
Dr. Wazir Ishmael, City of Hollywood
Dodie Keith-Lazowick, Keith and Associates, Inc.
Kathy Koch, Ambit Advertising and Public Relations
Jarett Levan, BBX Capital
Dan Lindblade, Greater Fort Lauderdale Chamber of Commerce
Malcolm MacInnes, MGM General Contracting
Lonnie Maier, Fibernet Direct
Stewart Martin, Marsh & McLennan Agency

Neil McAdorey, Ultimate Software
Sandy-Michael McDonald, Broward County Office of Economic & Small Business Development
Jean McIntyre, iBERIABANK
Debra (D.K.) Mink, Sunnyvale Corporation/ Mink & Mink Inc.
Peggy Nordeen, Starmark
Shawn Oden, JPMorgan Chase & Co.
Laurel Oswald, Tower Commercial Real Estate
Arlene Pecora, The Signature Grand
Amaury Piedra, Hyatt Regency Pier Sixty-Six
Gary Press, South Florida Business & Wealth
Dr. Avis Proctor, Broward College
Phil Purcell, Marine Industries Association of South Florida
Karen Reese, City of Fort Lauderdale
David Reid, JM Family Enterprises
Laurie Rich Levinson, School Board of Broward County

Sam Robbin, Natio
Leo Rodriguez, Emerson
Tim Rubin, Kaufman Rossin
Robert Runcie, Broward County Public Schools
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Richard Salamon, City of Sunrise
Laurie Sallarulo, Junior Achievement of South Florida
Patrick Sargent, Regions Bank
Kelley Shanley, Broward Center for the Performing Arts
Lisa Gefen Sicilian, Kaplan Higher Education
Dr. Germaine Smith-Baugh, Urban League of Broward County
Michael Stamm, City of Pembroke Pines
Justin Stone, Crowe Horwath, LLP
Shane Strum, Memorial Healthcare System
Greg Stuart, Broward Metropolitan Planning Organization
Rich Vogel, Port Everglades Association
Charles Webster, Broward County Public Schools
Kathleen Woods-Richardson, City of Miramar

PAST CHAIRS

Following are the Past Chairs of the Greater Fort Lauderdale Alliance and its predecessor organizations: The Broward Alliance, Broward Economic Development Council Inc., Broward Economic Development Board and Broward's Committee of 100, Inc. Thanks to these community leaders for their service and their dedication to making Broward County a stronger and more diverse economy.

1963-64	J. Tatum	1976-77	Paul E. Bayse	1990-91	Robert P. Legg	2004-05	Howard Greenberg
1963-64	A.O. Wickham	1977-78	Ronald G. Cattlett	1991-92	Walter Banks	2005-06	Evan T. Rees
1964-65	Bryce N. Batzer	1978-79	Ronald G. Cattlett	1992-93	Michael Streibig	2006-07	John Ruffin, Jr.
1965-66	Nicholas De Tardo	1979-80	William E. Duffy	1993-94	John Dorland	2007-08	Kathy Koch
1966-67	Albert J. W. Novak	1980-81	John R. Morris	1994-95	Robert H. Larsen	2008-09	Ray Ferrero, Jr.
1967-68	Archibal M. Black	1981-82	Charles W. Boyd	1995-96	Joel K. Gustafson	2009-10	Peggy Nordeen
1968-69	Frank Veltri	1982-83	Charles W. Boyd	1996-97	Daniel Gordan	2010-11	J. David Armstrong, Jr.
1969-70	Paul E. Bayse	1983-84	Charles W. Boyd	1997-98	Thomas J. Miller	2011-12	J. David Armstrong, Jr.
1970-71	George W. Church	1984-85	Roy Rogers	1998-99	Jerry Ingate	2012-13	Gerard Litrento
1971-72	Jesse J. Martin	1985-86	Jerome I. Miller	1999-00	Dr. Wilhelmena Mack	2013-14	Ben Wesley
1972-73	Frank Veltri	1986-87	Robert E. Huebner	2000-01	Ron Greenstein	2014-15	Mike Moore
1973-74	John C. Cassidy	1987-88	Gary Arenson	2001-02	A. Paul Anderson	2015-16	Dr. Penny Shaffer
1974-75	Albert J. W. Novak	1988-89	Terry Stiles	2002-03	Lonnie H. Maier		
1975-76	Neub Petschulat	1989-90	Roger L. Arndall, Jr.	2003-04	Larry J. Behar		

GREATER FORT LAUDERDALE ALLIANCE COUNCILS

The Alliance expresses deep appreciation to our Council leaders and volunteers for their hard work and dedication during 2016-17!

Following is a summary of the roles and some of the work of each council.

Exhibit 2
Alliance 2016-2017
Annual Report and
Activity Summary
Page 6 of 32



CEO COUNCIL

Chair: Ray Ferrero, Jr.,
Nova Southeastern University

Vice-Chair: Keith Koenig
City Furniture

Responsible for marketing and promoting the Greater Fort Lauderdale/Broward County brand as a premier location for corporate headquarters, and international and regional headquarters, and monitoring the area's national external rankings/perceptions in comparison to its primary competitors to ensure continued favorability as a business location.

This year, the CEO Council continued to implement our strategic and tactical marketing plan. Titled **"Target 20/20,"** the plan focuses on the targeted industry sectors of Aviation/Aerospace, Life Sciences and Technology for the Alliance to expand its efforts in addition to corporate headquarters recruitment, as well as recommendations to ensure success in the targeting of those sectors.

The award-winning **"Life. Less taxing."** video campaign continued to be distributed through highly visible digital media applications on targeted national/international websites. Plans are underway to refresh and retarget this campaign in the coming year.

The Alliance, through its CEO Council, advertised and placed editorial content on Greater Fort Lauderdale as a premier business location during 2016-17 in print publications and websites frequently read by target industry executives, site selection consultants and corporate real estate executives, including:

- **Area Development**
- **Aviation Week**
- **Business Facilities**
- **Chief Executive**
- **CIO**
- **CSO**
- **CoreNet Global's The LEADER**
- **The Economist**
- **FiercePharma**
- **Florida Trend**
- **Healthcare Executive Inc.**
- **Jet Trader**
- **Pharmaceutical Executive**
- **Site Selection**
- **Wired**

Targeted industry executives have been highlighted through this campaign, including CEO Council member, **AutoNation** CEO Mike Jackson; Eric Mendelson, President & CEO of **HEICO Flight Support Group** and Adam Rogers, Chief Technology Officer of **Ultimate Software**.

The associated **digital strategy** for Target 20/20, by Zimmerman Advertising, is well underway and statistics for fiscal year 2017 have been impressive. From February through August, 2017:

- **Native Video** - 49,494,088 impressions and 84,100 clicks to the Alliance website
- **Email** - 1,881,975 impressions, 251,025 opens and 24,044 clicks to the website
- **Hybrid Social re-targeting** - 1,517,514 impressions and 37,392 clicks to the website
- **Search Engine Optimization** - 534,644 impressions and 8,129 clicks to the website

Targeted industry editorial placements included:

- **"Sun, Sand and Drugs: How a Beach Town became a Biotech Hub,"** in *Pharmaceutical Executive*
- **"How Parts Specialist HEICO Grew into a Multibillion-Dollar Corporation from Its Fort Lauderdale Base,"** in *Aviation Week*



Apotex Pharmaceuticals groundbreaking in Miramar

The Alliance was a sponsor for the **3rd Annual Hedge Fund Symposium** held at the Ritz Carlton Fort Lauderdale. This gathering included 100 high net-worth fund managers and investors. This event, held concurrently with the Fort Lauderdale International Boat Show, brings high value fund managers and consultants to Fort Lauderdale.

Welcomed new Alliance-assisted life sciences U.S. headquarters, R&D and manufacturing facility for **Apotex Pharmaceuticals** at its groundbreaking ceremony in Miramar. The company announced its U.S. expansion plan, which included 150 new jobs and a capital investment of \$184 million. The announcement was covered extensively in the media by publications including *The Wall Street Journal*, *Pharmaceutical Executive*, *Trade & Industry Development*, *South Florida Business Journal* and the *Sun Sentinel*, among others.

GOVERNOR COUNCIL

Chair: Doug Bartel
Florida Blue

Vice-Chair: Lonnie Maier
Fibernet Direct



Brightline high-speed train

Identifies, studies, discusses and creates solutions to issues and opportunities that will advance Greater Fort Lauderdale/Broward County's competitive advantage in attracting and growing capital investment and quality jobs.

Governor Council meetings included visits, behind-the-scenes tours and special guest speakers at the following venues:

Brightline High-Speed Rail Station, Fort Lauderdale; Broward Center for the Performing Arts, Fort Lauderdale; FBI Headquarters,

Miramar; Publix Manufacturing Facility, Deerfield Beach.

The Council's **Permitting Action Team** worked to continuously improve the business friendliness of permitting processes throughout Broward County. Led by D.K. Mink of Mink & Mink, Inc., the team continued to promote the

Platinum Cities permitting excellence process, encouraging Broward communities to make the permitting and inspections process more business friendly and competitive with other regions. The 22 cities that have adopted formal permitting excellence processes are (in order of adoption): Tamarac, Davie, Oakland Park, Fort Lauderdale, Miramar, Coconut Creek, Plantation, Cooper City, Deerfield Beach, Coral Springs, Hollywood, Dania Beach, Pompano Beach, Margate, Lauderhill, Wilton Manors, Pembroke Pines, Sunrise, Parkland, Hallandale Beach, Hillsboro Beach, West Park and unincorporated areas of Broward County. The team is continuing to focus on and promote implementation of a county-wide centralized ePermits online permitting process and has

expanded its scope to include building officials, fire officials, the Broward League of Cities, the Board of Rules and Appeals and other key partners.

The **Port Everglades Action Team (PEAT)**, a multi-year collaborative initiative between the Alliance, the Broward Workshop and the Port Everglades Association, continued to support the capital initiatives of Port Everglades. The group is chaired by **Eric Roth of Breakthru Beverage** and was previously chaired and co-chaired by Terry Stiles of Stiles. The WRRDA Bill passed in the U.S. Senate and House of Representatives. PEAT convened on December 22 to celebrate former President Obama's signing of the newly named Water Infrastructure Improvements for the Nation (WIIN)



Port Everglades Action Team (PEAT)



Senator George Le Mieux, Gunster

Act. A press conference was held on December 22 at the port. The project, estimated to cost approximately \$370 million, will be paid with revenue generated through port user fees, federal appropriations and state grants. No local property taxes will be used for this project as Port Everglades is a self-funded enterprise zone of Broward County. The project is in the preconstruction engineering and design phase and can now proceed through the permitting and federal funding processes. The project is anticipated to create an estimated 2,200 construction jobs and nearly 1,500 permanent direct jobs locally resulting from additional cargo capacity. Members of the

team participated in the Greater Fort Lauderdale Chamber's Washington Summit in September as well as a trip to Tallahassee earlier in the year to focus on continued Port Everglades awareness and advocacy.

Chaired by **Senator George LeMieux of Gunster, GREAT - the Greater Fort Lauderdale Education Action Team** - showcases the high quality of Greater Fort Lauderdale's pre-K-20 education system. The team recognized **Gunster** and the **City of Sunrise** as Educational Partnership Award honorees, and **Dr. Robert Speth of Nova Southeastern University** as the World Class Faculty honoree at the Alliance's annual and mid-year meetings. The newly formed GREAT team builds on the Alliance's previous education work. Modeled on the success of the Port Everglades Action Team, the goal of this group is to help lead community efforts to improve education and workforce in Greater Fort Lauderdale, and move to the next level in developing and branding our county's reputation as a place for outstanding talent for businesses. The committee's work will help ensure we have the workforce we need to continue to attract companies that produce high wage jobs and diversify our economy. The GREAT Team is focusing on implementing some of the recommendations from the Alliance's recently completed Workforce Skills Gap study, sponsored by JPMorgan Chase & Co. The results

of this study have provided critical information about what we thought we knew about our workforce and the needs of our companies, what we didn't know, and recommendations for steps to ensure we have the best workforce possible going forward. The team is currently tackling issues including summer youth employment, middle skills gaps in the aviation and tech sectors, distressed zip codes, and branding Greater Fort Lauderdale as a Talent Hub. It is comprised of a wide variety of high-level business and academic leaders from around Broward County.

The team also worked with the *Sun Sentinel*, Broward College and Broward County Public Schools to once again publish a special section in the *Sun Sentinel* highlighting the achievements of every local public high school and one outstanding senior from each school in a feature titled, ***Saluting Educational Excellence in Broward County Public Schools***. In addition, in a similar partnership between the Alliance and the *Sun Sentinel*, an annual full-page ad was placed congratulating the BCPS Class of 2017 for its high achievements including Ivy League college acceptances as well as extraordinary statistics about the class.



Photo courtesy Broward County Public Schools



Photo courtesy of Panza Maurer and Nova Southeastern University

LEADERSHIP COUNCIL

Chair: Lisa Anderson
JPMorgan Chase & Co.

Vice-Chair: Heidi Davis Knapik
Gunster

Promotes increased public/private sector collaboration and leadership for economic development policies and investments which enhance Broward County's economic competitiveness.

Following a successful **leadership study trip** to **Austin, Texas** in 2016, the Leadership Council's study trip group has been hard at work in 2017 working on a 2018 trip to **Nashville, Tennessee, to gather business best practices as well as to compare and contrast the community with Broward County.** Some of the reasons Austin and Nashville were chosen are: communities are similar in size to Broward County and like South Florida, they are tourist attractions; Florida often competes with these communities when it comes to new projects; both have growing and successful business clusters.

Monitored and helped advocate for economic development program legislation during the 2017 Florida legislative session.

Met at the **Fort Lauderdale Historical Society** for an expert panel discussion on the historic 2016 national election.

Met at **Nova Southeastern University** to discuss cybersecurity.

Together with the Governor Council and other business leaders, attended the **Florida Chamber 2030 Town Hall Meeting** held at the Broward Center for the Performing Arts.

Met at **Resolve Marine Group**, toured the facility and its marine simulator.

Met at **Pinnacle Tarpon River** for an expert panel discussion on affordable and workforce housing.



Photo courtesy of Nova Southeastern University



Photo courtesy of Broward Center for the Performing Arts

CORPORATE COUNCIL

Chair: Christopher Burgio
 Marsh & McLennan Agency

Serves as the primary resource of intelligence related to the current and ongoing health, prosperity and maturation of established and emerging industry clusters in Broward County such as aviation, marine, business/financial services and corporate headquarters, creative industries, alternative energy, healthcare technologies/life sciences, information technology, mobile communications and telecommunications and international investment.



Photo courtesy of Emirates

Visited 185 local companies through the Business Retention and Visitation Outreach (BRAVO) program. Through this program, chaired by Rich Ducharme of Sapoznik Insurance & Associates, including staff and members, the in-house workforce executive provided by CareerSource Broward, Broward County Office of Economic and Small Business Development and municipalities conducted visits to local businesses to strengthen the local economy and connect companies with various resources and organizations.

Together with the Entrepreneurship Council, learned about the **Kennedy Space Center Technology Transfer Office** at a meeting at Broward College.

Met at **Stearns Weaver Miller Weissler Alhadeff & Sitterson** and

learned about life sciences medical device company, OrthoSensor.

Hosted **County Administrator Bertha Henry** for a Broward County update at the Law Offices of **Gunster**.

Met at the **Creation Station** inside the **Broward County Main Library** and learned about the library's offerings as well as virtual reality technology from **Starmark**.

The Council's International Action Team (IAT), chaired by Russell Weaver, **NAI Rauch Weaver Norfleet Kurtz & Co.** and supported by the Alliance international client manager, had a busy year, attending and supporting the following activities:

- **Florida International Trade and Cultural Expo (FITCE)** held at the Greater Fort Lauderdale/Broward County Convention Center

- **International Exchange** Meetings and events held jointly between the Alliance, Greater Fort Lauderdale Chamber, Greater Fort Lauderdale Sister Cities and Tower Club featuring: **Fort Lauderdale/Hollywood International Airport, and the countries of Japan, Israel, Ireland, Brazil, India and Costa Rica**
- Inaugural **Emirates** flight between Dubai and Fort Lauderdale at **Fort Lauderdale/Hollywood International Airport**
- **Brazilian Business Group** summit at **FAU's College of Business**
- Opening of **Broward College's** new aviation classrooms in two new hangars at **North Perry Airport**
- **World Strategic Forum**, presented by the International Economic Forum of the Americas

- Luncheon with **Canadian Consulate** dignitaries
- **Belarus** delegation hosted at **GrayRobinson**
- Inaugural direct **British Airways** flight from **London-Gatwick Airport to Fort Lauderdale/Hollywood International Airport**
- **Florida Chamber International Summit**, Orlando

The **Seatrade Cruise Global** conference held for the second year in a row at the Broward County Convention Center attracted countries from around the world. The Alliance, together with **Greater Fort Lauderdale Sister Cities**, met with **German** and **Brazilian** delegations to talk about future new business opportunities for foreign businesses in Broward County.

ENTREPRENEURSHIP COUNCIL

Chair: Bob White
Gunster

Promotes, grows, and accelerates the success of entrepreneurs in Broward County. The focus is on entrepreneurs in Broward County's established and emerging clusters, informing the business community of the growing opportunities for entrepreneurs.

Together with the Corporate Council, learned about the **Kennedy Space Center Technology Transfer Office** at a meeting at **Broward College**.

Visited **Birch State Park** to learn about plans to revitalize the park as well as the nearby development taking place at **North Beach Village**.

Met at **Holland and Knight, LLP** to hear perspectives from local companies

Treadwell Franklin Infrastructure Capital, LLC and **International Warehouse Services**.

Learned about the **FSU Jim Moran Institute for Global Entrepreneurship** in Fort Lauderdale and heard from the founder of **Las Olas Venture Capital**, a Florida-based early stage fund that invests in startups in a variety of industries.



Photo courtesy of JM Family Enterprises, Inc.



Entrepreneurship Council Meeting



Birch State Park

PARTNER COUNCIL

Chair: Ric Green
Greater Pompano Beach Chamber of Commerce

Brings together the best and brightest economic development minds to work on common initiatives, leverage resources and share market intelligence to sustain a strong and responsive economic development system. Members of the Partner Council include representatives from Broward County and its municipalities, chambers of commerce, redevelopment agencies, local business assistance organizations and Alliance staff.

Continues to promote the Alliance’s “Platinum Cities” permitting program to municipalities not yet participating, and to have a dialogue pertaining to other components which would make the program more robust, including moving to the county-wide ePermits system that is being developed.

Continues to serve as a platform for discussing current trends and themes in the business community and look for ways to meet the needs of businesses.

Following are examples of some of the meetings conducted by this group:

Met at the Alliance’s offices to learn about the **Kennedy Space Center Technology Transfer Office**.

Was hosted by the **South Florida Regional Planning Council** in Hollywood for an overview of the **South Florida Economic Development District**, including details of the grant programs and



Pembroke Pines City Center

services administered by the SFRPC and the context in which those programs would be applicable.

Was hosted by the **City of Pompano Beach** at the newly renovated **Ali Cultural Arts Center** and learned about the Pompano Innovation District

and participated in an interactive presentation by **Dale Carnegie South Florida**.

Was hosted by **CareerSource Broward** at its Hollywood location for a presentation on “Employer Services: Providing Workforce Solutions That Save

Businesses Money, Energy and Time.”

Was hosted by the **City of Pembroke Pines** at the city’s new **Charles F. Dodge City Center** and learned about the Florida Virtual Entrepreneur Center, a resource for businesses provided by the Alliance.

ALLIANCE MEMBERS

CEO COUNCIL

\$50,000

AutoNation

Mike Jackson

Breakthru Beverage Group

Eric Roth

City Furniture

Keith Koenig, Vice Chair

Emerson

Leo Rodriguez

Florida Blue

Penny Shaffer

FPL

Juliet M. Roulhac

Huizenga Holdings Inc.

H. Wayne Huizenga

JM Family Enterprises, Inc.

Colin Brown

Kaplan Higher Education

Andrew Rosen

Nova Southeastern University

Ray Ferrero, Jr- Chair

Rick Case Automotive Group

Rick & Rita Case

Stiles

Wells Fargo

Hector Ponte

Zimmerman

Jordan Zimmerman

GOVERNOR COUNCIL

\$25,000

Baptist Health South Florida

Broward College

Broward County Office of Economic
and Small Business Development

Broward County Public Schools

CareerSource Broward

City of Coconut Creek

City of Coral Springs

City of Deerfield Beach

City of Fort Lauderdale

City of Hallandale Beach

City of Hollywood

City of Miramar

City of Sunrise

Greater Fort Lauderdale Convention
& Visitors Bureau

Hyatt Regency Pier Sixty-Six

JetBlue

Kaufman, Rossin & Co.

Signature Grand

South Florida Business Journal

Starmark International

LEADERSHIP COUNCIL

\$10,000

Ambit Advertising and
Public Relations

ANF Group, Inc.

Bank of America Merrill Lynch

BankUnited

BB&T South Florida Region

BBX Capital

Becker & Poliakoff, P.A.

Brightline

Broward Center for the
Performing Arts

Broward Health

Broward Metropolitan Planning
Organization (MPO)

Citrix

City of Plantation

City of Pompano Beach

Conrad Fort Lauderdale
Beach Resort

Crowe Horwath, LLP

Daszkal Bolton LLP

Fibernet Direct

Fifth Third Bank

Florida Atlantic University

Galleria at Fort Lauderdale,
a JLL Property

Greenspoon Marder

Gulfstream Park Racing
& Casino

Gunster

HEICO Corporation

JPMorgan Chase & Co.

Junior Achievement of
South Florida

Memorial Healthcare System

Peak 10

Regions Bank

RSM US, LLP

Schwartz Media Strategies

SeaLand

South Florida Business
& Wealth Magazine

Sun Sentinel Media Group

SunTrust

Town of Davie

Waste Management, Inc.



Photo courtesy of City of Lauderhill

CORPORATE COUNCIL \$5,000

- | | | |
|---|--|---|
| AAJ Technologies | DeVry University | Riverside Hotel, Las Olas Company |
| Advantage Services | Duke Realty | Sapoznik Insurance & Associates |
| Akerman LLP | Emirates Airlines | SATO Global Solutions |
| AmTrust Bank, a division of New York Community Bank | Ernst & Young, LLP | Seaside National Bank & Trust |
| Blanca Commercial Real Estate, Inc. | First Citizens Bank | Sheltair |
| BBVA Compass | Florida Restaurant & Lodging Association | Sonesta Fort Lauderdale Hotel |
| Capital Analytics | Florida Trend Magazine | South Florida Symphony Orchestra, Inc. |
| Castle Group | GrayRobinson, P.A. | Stearns Weaver Miller Weissler Alhadeff & Sitterson, P.A. |
| CBIZ MHM LLC | Guarantee Insurance Company | Suffolk Construction Company |
| Cherry Bekaert LLP | Hotwire Communications | Sunnyvale Corporation |
| City of Dania Beach | iBERIABANK | TECO Energy |
| City of Lauderhill | JC White | SCA Group LLC |
| City of Pembroke Pines | Kaufman Lynn Construction | Tower Commercial Real Estate |
| City of Tamarac | Magic Leap, Inc. | Tripp Scott, P.A. |
| City of Wilton Manors | Marsh & McLennan Agency | Ultimate Software |
| Comcast Business | Mercantil Bank | United Way of Broward County |
| Compass Office Solutions, LLC | Miller Construction Company | University of Phoenix |
| CSX Transportation | Moss & Associates | Valley National Bank |
| Cushman & Wakefield | National Jets, Inc. | Verizon Wireless |
| Dale Carnegie | Panza, Maurer & Maynard, P.A. | |
| Deloitte | PNC Bank | |

ALLIANCE MEMBERS

ENTREPRENEURSHIP COUNCIL
\$2,500

Aerotek	DPR Construction	Orange Bowl Committee
AirQuest Environmental, Inc.	First Green Bank	Panera Bread/Covelli Enterprises
Apricot Office Interiors	Flashback Diner	Paramount Broadcasting Communication, LLC
ArtServe	Furman Insurance	Propulsion Technologies International, LLC
Avison Young	G4S Secure Solutions USA	Publix Super Markets, Inc.
Berkowitz Pollack Brant Advisors and Accountants	Greenberg Traurig	Resolve Marine
Big Chef	Holland & Knight	Riviera Point Development Group
Big Dog Construction Services, Inc.	IDI Gazeley	Sagoma Construction Services, Inc.
Bolton Medical	JGA Marketing	Setnor Byer Insurance & Risk
Capital Bank	Jim Moran Institute for Global Entrepreneurship, FSU	South Florida Manufacturing Association
CBRE	Job Integration Software	Steven Greenwald Design, Inc.
Community Care Plan	Keith and Associates, Inc.	SUP-X
Comerica Bank	LaRocca & Associates, Inc.	Templeton & Company, LLP
Colliers International	Latin2Latin Marketing + Communications, LLC	The Dorsey Group
ComRes, Inc	LPC Solutions	The Rubin Group
Crockett Foundation	MBAF (Morrison, Brown, Argiz & Farra, LLC)	Toshiba Business Solutions Florida
CYBRAICS	MGM General Contracting, Inc.	Windsor Jet Management
Cymbal Development	MSi Consulting	WolfCreek Consulting
D. Stephenson Construction, Inc.	NAI Rauch Weaver	
Dan Perez Films	OIC of South Florida	



ASSOCIATES
\$1,000

Advanced Roofing, Inc.	Macken Companies
Behar Law Group	Marine Industries Association of South Florida
Broward Public Library Foundation	Morris Southeast Group
Calvin, Giordano & Associates, Inc.	Quality Manufacturing Association (QMA)
Fellowship Foundation RCO	Renaissance Fort Lauderdale Cruise Port Hotel
Finn Partners	Sherlock Technology Inc.
Florida Atlantic Research & Development Authority	The Traina Company
Florida Property Management Services, Inc	Tower Club
Greater Fort Lauderdale Chamber of Commerce	Urban League of Broward County
HABCO Manufacturing	Weststaff of Broward
Leadership Broward Foundation	

PARTNER COUNCIL

Following are the members of the Partner Council (Alliance members indicated in white):

The Alliance's Partner Council meets regularly to discuss business climate issues, share best practices and seek data and information that can drive process and systematic improvements for economic development success in Broward County.

- America's SBDC Florida
- British American Chamber of Commerce of Broward
- Broward College - Institute for Economic Development**
- Broward County Housing Authority
- Broward County Office of Economic and Small Business Development**
- Broward County Public Schools
- Broward Cultural Affairs Division**
- Broward MPO**
- Broward SCORE
- Broward Technical Colleges
- Broward Workshop
- Builders Association of South Florida
- CareerSource Broward**
- City of Coconut Creek**
- City of Cooper City
- City of Coral Springs**
- City of Dania Beach**
- City of Deerfield Beach**
- City of Fort Lauderdale**
- City of Hallandale Beach**
- City of Hollywood**
- City of Lauderdale Lakes
- City of Lauderhill**
- City of Lauderhill Community Redevelopment Agency
- City of Lighthouse Point
- City of Margate
- City of Miramar**
- City of North Lauderdale
- City of Oakland Park
- City of Pembroke Pines**
- City of Plantation**
- City of Pompano Beach**
- City of Sunrise**
- City of Tamarac**
- City of West Park
- City of Wilton Manors**
- Coconut Creek Chamber of Commerce
- Coordinating Council of Broward
- Coral Springs Chamber of Commerce
- Dania Beach Community Redevelopment Agency
- Davie Community Redevelopment Agency
- Davie/Cooper City Chamber of Commerce
- Deerfield Beach Chamber of Commerce
- Downtown Development Authority of Fort Lauderdale
- Florida Atlantic Research and Development Authority**
- Florida Department of Transportation - District 4
- Florida First Capital Finance Corporation
- Fort Lauderdale – Hollywood International Airport, Broward County**
- Greater Dania Beach Chamber of Commerce
- Greater Fort Lauderdale Chamber of Commerce**
- Greater Fort Lauderdale Convention & Visitors Bureau**
- Greater Hollywood Chamber of Commerce
- Greater Plantation Chamber of Commerce
- Greater Pompano Beach Chamber of Commerce
- Greater Sunrise Chamber of Commerce
- Greater Tamarac Chamber of Commerce
- Hallandale Beach Chamber of Commerce
- Hallandale Beach Community Redevelopment Agency
- HBIF - Hispanic Business Initiative Fund
- Jim Moran Institute for Global Entrepreneurship, FSU**
- Lauderdale Lakes Community Redevelopment Agency
- Lauderhill Regional Chamber of Commerce
- Leadership Broward Foundation**
- Lighthouse Point Chamber of Commerce
- Margate Chamber of Commerce
- Margate Community Redevelopment Agency
- MetroBroward Economic Development Corporation
- Marine Industries Association of South Florida**
- Miramar- Pembroke Pines Regional Chamber of Commerce
- NAIOP South Florida
- Oakland Park Community Redevelopment Agency
- OIC of South Florida**
- Parkland Chamber of Commerce
- Port Everglades, Broward County**
- PR Hispanic Chamber of Commerce of Broward County
- REALTOR Association of Greater Fort Lauderdale
- South Florida Manufacturers Association**
- South Florida Regional Planning Council
- South Florida Technology Alliance
- Town of Davie**
- Town of Southwest Ranches
- U.S. Small Business Administration
- Urban Land Institute SE Florida/ Caribbean
- Urban League of Broward County**
- Weston Area Chamber of Commerce



ALLIANCE STAFF

The Alliance staff provides assistance with business relocation or expansion and site selection; incentive programs and information; market research; and serves as a liaison for workforce development between CareerSource Broward, educational institutions and the business community.



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2016-2017 RESULTS

From 2007 to 2017, the Alliance, working with its members, Broward County and other partners helped create or retain more than 28,000 direct jobs that are estimated to generate through direct, indirect and induced effects total employment of approximately 62,000 jobs, \$2.4 billion in annual personal income and \$12.3 billion in annual economic impact in Broward County. During fiscal year 2016 - 2017, the Alliance teamed with its members, Broward County and other partners to deliver positive results. Following are the FY 2016 - 2017 results at the time of publication.

BUSINESS DEVELOPMENT

	GOAL	YTD*
Number of New Value-Added Jobs	1,600	1,978
Job Retained	1,400	1,967

Capital Investment

	GOAL	YTD
Domestic	\$100M	\$72.1M
International	\$10M	\$184.2M

Leads, Projects & Corporate Visits

	GOAL	YTD
Domestic Leads	220	334
International Leads	100	147
Corporate Visits	200	185

Private Sector Investment

	GOAL	YTD
Public/Private Mix	\$1.00:\$1.46	\$1.00:\$1.95
Private Sector Dollars	\$2,126,200	\$1,973,251
Broward County Revenue	\$1,463,650	\$1,341,679

*As of publication date

REGIONAL INITIATIVES

The Alliance works with numerous South Florida business and community leaders to take a regional approach to economic development. Following are examples of regional initiatives undertaken in 2016-2017:

Life Sciences South Florida (LifeSciencesSF.org)

This initiative is focused on establishing an industry cluster in South Florida focused on life sciences, biotechnology, pharmaceuticals, diagnostics, and information technology. The initiative links the elements of the innovation ecosystem: research, entrepreneurship, venture capital, and life sciences companies, with a goal toward increasing research density and accelerating research commercialization. Additionally, the life sciences and biotechnology workforce required to support economic innovation is being strengthened by enhancing K-20 STEM education and talent development in the region.

Six Pillars (SixPillarsBroward.org)

A broad coalition of Greater Fort Lauderdale business, civic, government leaders and residents

are working together to implement Broward's Six Pillars strategic plan, which was developed in 2012. Six Pillars is a statewide initiative developed by The Florida Chamber Foundation, with a goal of helping communities throughout the state prosper and create high paying jobs by creating and implementing local visioning processes through the year 2030.

South Florida: Your Global Business Connection (SOFLGlobalConnection.org)

A joint effort among the Alliance, Miami-Dade Beacon Council, Business Development Board of Palm Beach County and Enterprise Florida to market South Florida as a choice location for business. Marketing brochures and DVDs are provided in five languages (English, French, German, Italian and Spanish) and a website hosted by Nova Southeastern University provides visitors from around the world a portal into South Florida's economic development organizations. Additional information



Photo courtesy of Florida Atlantic University

is being provided on the Alliance website in Arabic, Indonesian, Japanese, Mandarin and Portuguese.

TechGateway (TechGateway.org)

A regional branding initiative designed to recruit, attract and grow a high-level tech workforce at the same time South Florida is enhancing its reputation as a technology hub. TechGateway.org highlights South Florida technology companies on an interactive and printed map. A social media and online advertising campaign is underway to attract business from identified industry sectors and to promote tech opportunities regionally, nationally and globally. The TechGateway is working with local schools to inspire the next generation of tech talent through placing printed company asset maps in middle and high schools and engaging students in TechGateway themed programming activities.

Marine Research Hub

In 2016, the Alliance and the Marine Industries Association of South Florida convened a panel discussion featuring South Florida research university presidents and leaders in economic development and government to discuss a regional branding initiative leveraging the strength of South Florida's combined marine research activity. The result was a memorandum of understanding between universities and organizations for a collaborative "Marine Research Hub" initiative promoting awareness and collaboration on regional research activity.

In addition to the above initiatives, the Alliance works with a number of other regional organizations on strategic planning initiatives and business climate projects such as InternetCoast, CIO Council, ITPalooza, South Florida Technology Association, Gold Coast Venture Capital Association, Mobile Technology Consortium and eMerge Americas.

RELOCATIONS, EXPANSIONS AND RETENTIONS

COMPANY	CITY	TYPE OF FACILITY	SQ.FT. OF PROJECT	DIRECT CAPITAL INVESTMENT	JOBS CREATED	JOBS RETAINED	PRODUCT/SERVICE
Advensus	Tamarac	Office	50,000	\$250,000	50		Caribbean-based headquarters and customer service center
Apotex Pharmaceuticals	Miramar	Office/R&D/ Manufacturing	380,000	\$184,000,000	150	461	U.S. headquarters for Canadian pharmaceutical company
Aviator Solutions	Fort Lauderdale	Office	500	\$100,000	2		UK company expanding in the U.S. selling aircraft parts and engines
Bayview Financial	Fort Lauderdale	Office	60,200			1,066	Financial services company
DaVinci Training Institute	Fort Lauderdale	Office	6,365	\$200,000	11		Training for general aviation crew members
Focus Point	Plantation	Office	15,000	\$325,000	90		Global risk management company
Hoover Architectural	Fort Lauderdale	Office/Manufacturing	20,000	\$2,000,000	15	25	Custom canvas awning and metal fabrication company
Kemet Corporation	Fort Lauderdale	Office	51,286	\$13,885,486	100	44	Manufactures capacitors and electronic parts for cellular and computer technologies

COMPANY	CITY	TYPE OF FACILITY	SQ.FT. OF PROJECT	DIRECT CAPITAL INVESTMENT	JOBS CREATED	JOBS RETAINED	PRODUCT/SERVICE
MASA Global	Fort Lauderdale	Office	8,700	\$4,700,000	35		Company provides affordable travel solutions
Moonlight Mia	Fort Lauderdale	Office	500	\$100,000	3		Full service travel agency with boutique service
Motus GI Holdings	Fort Lauderdale	Office/R&D		\$1,000,000	50		Medical device company
Qology Direct	Plantation	Office	118,000	\$1,250,000	250		Company provides performance based marketing services
Royal Caribbean	Weston	Office	270,000	\$900,000	180	45	Service center and warehouse facility
Sixt Rent a Car	Fort Lauderdale	Office	55,000	\$10,400,000	300	200	U.S. headquarters
Triangle Services	Fort Lauderdale	Office/ Warehouse/ Retail	20,000	\$4,800,000	300		Facility for companies under the parent company Triangle Services, including airplane baggage handling and cleaning, as well as office cleaning
United Data Technologies	Miramar	Office	63,000	\$16,500,000	142	116	One of the 50 fastest growing technology companies in the U.S.

THE YEAR IN REVIEW 2016-17

Economic Development Highlights at a Glance

In 2016-17, Broward County was **consistently in one of the top positions nationally** among the 38 Metropolitan Divisions for **percent of employment growth**, according to the Bureau of Labor Statistics.

Canadian company, **Apotex Pharmaceuticals**, announced plans for a **\$184 million U.S. expansion** that will include at least 150 new full-time jobs and the development of a new R&D center and advanced manufacturing and packaging facility in **Miramar**.

Greater Fort Lauderdale, local companies and the Alliance were included in a feature story titled, **“Fort Lauderdale Gets Its Day in the Sun,”** by the *Wall Street Journal*.

Qology Direct, a marketing services company, is adding 250 jobs in Plantation and making a \$1.25 million capital investment.

A primary focus of the Alliance continued to be **assisting local companies through our BRAVO (Business Retention and Visitation Outreach) program**. 185 Broward County companies were visited by the Alliance in 2016-17 as we assisted with access to capital, workforce training opportunities, permitting and site location assistance.

United Data Technologies is locating in Miramar, adding 142 jobs, retaining 116 jobs and making a \$16.5 million capital investment.

The Port Everglades Action Team (PEAT), a multi-year collaborative initiative between the Alliance, the Broward Workshop and the Port Everglades Association, continued to support the capital initiatives of **Port Everglades**.

For the first time, the Alliance was recognized for the **Deal of the Year**



Aviation Inflatables Grand Opening in Sunrise

by the **Florida Economic Development Council (FEDC)** for its work with **Magic Leap**, which is creating 725 new jobs, retaining 217 and making a capital investment of \$150 million in Plantation. The Alliance’s 2017 **Economic Sourcebook** was also named **outstanding external marketing publication** in the state by the FEDC.

Governor Rick Scott attended the ribbon cutting ceremony for **Aviation Inflatables** new headquarters in **Sunrise**. The company is an FAA licensed repair station and reseller of emergency evacuation equipment

and aircraft accessories used on passenger aircraft.

Royal Caribbean will be adding 180 jobs, retaining 45 jobs and making a \$900,000 capital investment in Weston.

The Alliance continued to promote its “Platinum Cities” permitting excellence program to companies considering Broward County as a business location. The program was established to encourage Broward communities to make the permitting and inspections process more business



friendly and competitive with other regions. Twenty-two Broward County cities and the County itself are named "Platinum Cities."

For 2017, the Alliance had the largest number of private member organizations in its history, an effort spearheaded by the Membership Development Department.

Following a successful leadership study trip to Austin, Texas in early 2016, a team of Alliance leaders met throughout 2017 to plan a similar trip in **2018 to Nashville,**

Tennessee to gather best practices, as well as compare and contrast Greater Nashville with Broward County.

The Alliance continued to take a leadership role in the Broward Six Pillars strategic visioning process. More than 350 community leaders and volunteers participated in the strategic planning effort, working together to make Broward County more competitive and to create high paying jobs through the year 2030. The Six Pillars Broward local planning and implementation process is being managed by Ron Drew, Alliance Senior

Vice President of Marketing and Communications.

Triangle Services will be adding 300 jobs and making a \$4.8 million capital investment in Fort Lauderdale.

The Alliance, working with the Greater Fort Lauderdale Convention and Visitors Bureau (CVB); Marine Industries Association of South Florida (MIASF), Starmark and others led and participated in a number of activities during this year's Fort Lauderdale International Boat Show. One of the activities included serving

as a lead partner for a third-annual invitation-only **luncheon event** on the opening day of the Boat Show, featuring a panel including **JetBlue CEO Robin Hayes, Modernizing Medicine CEO Daniel Kane and TradeStation Founder Salomon Sredni.** Invited guests included influential business leaders, consuls general, potential business location decision makers and members of the media. The Alliance and MIASF also held an intimate panel discussion during the boat show convening area **Research University presidents,**

THE YEAR IN REVIEW 2016-17

economic developers, government leaders and marine researchers to explore a collaborative **Marine Research Hub** initiative. Also during the Boat Show, the **Alliance and the CVB again shared the Coral Reef Pavilion** booth donated by the Boat Show, where they welcomed and invited those in attendance to learn about South Florida marine research.

The Alliance's Mid-Year Luncheon, presented by FPL, featured a keynote address by **State of Florida Commissioner of Agriculture, Adam Putnam**.

The **Kauffman Foundation**, a national nonprofit studying trends in entrepreneurial activity, **ranked the Miami-Fort Lauderdale area No. 1 on its list for startup business activity**, edging out hubs around the nation.

Bayview Financial, a financial services company, is expanding in Fort Lauderdale, adding 200 jobs and retaining 1,066 jobs.

To draw global attention to South Florida's burgeoning

entrepreneurial ecosystem, the **Alliance served as Host Sponsor of SUP-X: The StartUp Expo** for a second year. This international conference for entrepreneurs and investors was held at the Greater Fort Lauderdale/Broward County Convention Center in March 2017.

Nearly 1,000 high school juniors participated in the inaugural **Claim Your Future Showcase** at the BB&T Center in Sunrise. The students had an opportunity to explore a variety of career possibilities with Broward County targeted industry companies and learn about the skills needed to pursue their professional goals. **Bank of America** and the Greater Fort Lauderdale Alliance Foundation, Inc. sponsored the event.

The Alliance's regional **TechGateway** initiative engaged with **Broward County Public Schools** through a gift from FPL to the Alliance 501(c)(3) nonprofit Foundation. Asset map posters were placed in every public middle and high school in Broward and students participated in a **TechGateway App Challenge** competition, highlighted at an event hosted by **Citrix**.



The Alliance, with an investment by **JPMorgan Chase & Co.** and support from other partners, conducted a comprehensive **Workforce Skills Gap Analysis** titled **GFL Works** to evaluate the Broward County workforce. The study's research phase concluded in early 2017 and results were reported to the community at the Annual Six Pillars Report to the Community. The plan is in the implementation phase, with several groups addressing different areas of the plan.

The **Marine Industries Association of South Florida** was named the Alliance's **Economic Development Partner of the Year** by the Greater Fort Lauderdale

Alliance at the 2017 Mid-Year Luncheon.

The Alliance announced that three companies: **AirQuest Environmental Inc.**, **LPC Solutions** and **WolfCreek Consulting** will join the ranks of its **Minority and Women-owned Business Enterprise (MWBE) Fellowship Program**. The program is designed to identify minority and women-owned businesses that have already established themselves as companies with staying power and are ready to take a greater role of involvement in the Broward business community.

A SPECIAL THANK YOU

The Alliance thanks its private sector partners for their investment in the work of the Alliance in 2016-17! This investment, when combined with the investment of Broward County and the municipal partners who invested in the Alliance including Coconut Creek, Coral Springs, Dania Beach, Davie, Deerfield Beach, Fort Lauderdale, Hallandale Beach, Hollywood, Lauderhill, Miramar, Pembroke Pines, Plantation, Pompano Beach, Sunrise, Tamarac and Wilton Manors, allowed us to expand our marketing outreach efforts and grow our pipeline of relocation and expansion prospects.

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**Greater Fort Lauderdale Alliance
2017 Annual Broward County
Economic Development Activity Report**

1. The name of the Economic Development Agency, Entity or Organization (EDO) and their contact information:

The Broward Alliance dba Greater Fort Lauderdale Alliance
110 E. Broward Blvd., Suite 1990, Fort Lauderdale, FL 33309
Phone: 954-524-3113

2. The name of the local government the EDO has a contract with.

Broward County.

3. The amount of funds received from local government.

\$1,538,650 for Fiscal Year 2017 (October 1, 2016 – September 30, 2017).

4. The amount of funds received from private investors.

\$2,182,369 for Fiscal Year 2017.

5. Administrative costs of the EDO.

\$684,117 for Fiscal Year 2017 (unaudited).

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6. The number of businesses assisted by the EDO and the type of assistance provided.

In Fiscal Year 2017 (October 1, 2016 through September 30, 2017), the Alliance assisted more than 300 companies. 185 local businesses were assisted in one or more of the following areas, which are provided as examples: Site Selection, Permitting/Licenses, Employee Relocation Services, Research & Market Analysis, Business Contacts & Referrals, General Community Information, Procurement of Financing, State and Local Incentives (Qualified Target Industry (QTI) Tax Refund, Capital Investment Tax Credit, and Labor/Training Programs, such as the Quick Response Training (QRT) and Incumbent Worker Training (IWT). This resulted in 1,967 retained jobs.

In Fiscal Year 2017, the Alliance assisted 17 companies in establishing new and/or expanding existing operations in Broward County. Examples of assistance provided to these companies included the areas listed above.

The Greater Fort Lauderdale Alliance (The Alliance) considers a company to be an active project if the company is in a targeted industry sector, is considering Broward County as a place to locate or expand its operations and will be creating new jobs and committing new capital into the area.

A project is considered completed once all Alliance services are provided and the company acknowledges receiving those services and certifies the expected level of new job creation and new capital investment being made in Broward County.

7. The capital investment of businesses who have been assisted by the EDO.

The total capital investment of the 17 companies assisted by the Alliance in Fiscal Year 2017 is \$256,310,486.

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8. The foreign investment of businesses who have been assisted by the EDO.

In Fiscal Year 2017, the Alliance assisted 3 international companies in establishing or expanding their operations in Broward County. The total foreign investment of those companies is \$184,200,000.

9. The number of new direct jobs as a result of a business being moved into the area or expanding in the area due to the assistance of the EDO.

A total of 1,978 new direct jobs will be created over a period of three years by the 17 companies that are establishing new and/or expanding existing operations in Broward County in Fiscal Year 2017.

10. The number of jobs retained.

In Fiscal Year 2017, in addition to the 1,978 new direct jobs created, the Alliance assisted in retaining 1,967 jobs in Broward County.

11. The type of incentives that the EDO has successfully assisted businesses in receiving.

In Fiscal Year 2017, the Alliance assisted companies in obtaining one or more of the following State and Local Incentives: the Florida Qualified Target Industry (QTI) Tax Refund, Capital Investment Tax Credit (CITC), and local municipal incentives.

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12. Any additional information that would show an economic benefit to the local government as a result of the efforts of the EDO.

From 2007 to 2017, the Alliance, working with its members, Broward County and other partners helped create or retain more than 28,000 direct jobs that are estimated to generate through direct, indirect and induced effects total employment of more than 62,000 jobs in Broward County, \$2.4 billion in annual personal income in Broward County, and \$12.3 billion in annual economic impact in Broward County.