



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



ANNUAL
REPORT
2017 · 2018

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.

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
- ◆ Conducting and Providing Market Research and Business Intelligence
- ◆ Managing Expansion, Relocation and Retention Projects
- ◆ Securing and Enhancing Private/Public Leadership and Investment

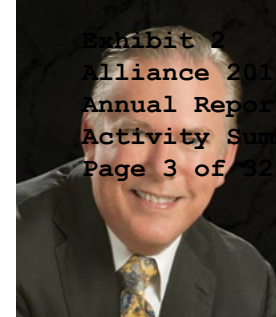
We provide leadership and excellence in delivering economic development services for our clients, prospects, investors and partners.

ALLIANCE MISSION

FROM THE CHAIR OF THE BOARD AND PRESIDENT/CEO



Dr. Jennifer O'Flannery Anderson
FY 2017-2018 Chair of the Board
Greater Fort Lauderdale Alliance
Vice President for Advancement & Community Relations
Nova Southeastern University



Bob Swindell
President/CEO
Greater Fort Lauderdale Alliance

Exhibit 2
Alliance 2017-2018
Annual Report and
Activity Summary
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2017-18 was a banner year for the 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 of 17 companies, resulting in the creation of 872 high value jobs, the retention of 1,624 jobs and more than \$43 million in capital investment in Broward County. This adds to the total economic impact where over the past twelve years the Alliance, working with Broward County, CareerSource Broward and local municipalities helped businesses create or retain more than 32,000 direct jobs that are estimated to have generated through direct, indirect and induced effects total employment of more than 67,000 jobs in Broward County, resulting in \$2.6 billion in annual personal income and \$12.9 billion in annual economic impact, according to an independent study by the South Florida Regional Planning Council. **For details on project results, including capital investment and numbers of new and retained jobs, please view the chart on page 20.**

Other highlights include:

- 1 **Amazon:** South Florida was named to Amazon's Top 20 finalist community list as part of a **collaborative tri-county proposal** including the Alliance, Miami-Dade Beacon Council and Business Development Board of Palm Beach County. **South Florida was the only region in the state to make the cut.**
- 2 **Nashville:** We led a successful **Leadership Study Trip** to Nashville, Tennessee, including 80 leaders who studied nine key areas: Business Best Practices, Healthcare, Higher Education, Homelessness, Housing, K-12 Education, Quality of Life, Transportation and Workforce.
- 3 **BRAVO:** The Alliance assisted **177 local companies** with access to capital, workforce training opportunities, permitting issues, site location and a variety of other vital connections through the BRAVO (Business Retention and Visitation Outreach) program, our flagship outreach initiative assisting established Broward County companies.
- 4 **Skills Gap:** Continued implementation of the **GFL Works Workforce Skills Gap Analysis**, funded by JPMorgan Chase & Co. Under the umbrella of the Greater Fort Lauderdale Education Action Team (GREAT), subcommittees are addressing skills gaps in the areas of aviation, distressed areas, summer youth employment, internships and more.
- 5 **Targeted Industries:** We continue to implement our **"Target 20/20" strategic and tactical marketing plan** through the leadership and investment of our CEO Council. The CEO Council-sponsored video was updated this year. New segments were added to reflect the Alliance targeted industry sectors of Aviation, Life Sciences and Technology.
- 6 **Port Everglades:** The Port Everglades Action Team (PEAT) is a multi-year, joint project of the Alliance, Broward Workshop, Port Everglades, the Port Everglades Association and others to support expansion of the Port. Due in part to the team's efforts, **25 new Custom and Border Protection agents** have been appropriated and assigned to Port Everglades and Fort Lauderdale/Hollywood International Airport.

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 support of our many activities and successes in 2017-18!

EXECUTIVE COMMITTEE 2017-2018

**Dr. Jennifer O'Flannery
Anderson, Chair of the Board**
Nova Southeastern University

Nelson Fernandez, Vice Chair
ANF Group

Juliet Roulhac, Secretary
FPL

Sam Robbin, Treasurer
National Jets, Inc.

Bill White, Past Chair
Compass Office Solutions, LLC

Bob Swindell, President/CEO
Greater Fort Lauderdale Alliance

Lisa Anderson
JPMorgan Chase & Co.

Doug Bartel
Florida Blue

Vice Mayor Mark Bogen
Broward County

Colin Brown
JM Family Enterprises, Inc.

Christopher Burgio
Marsh & McLennan Agency

Jennifer Bales Drake
Becker

Mason Jackson
CareerSource Broward

Shawn Oden
JPMorgan Chase & Co.

Katherine Randall
City of North Lauderdale

Stacy Ritter
Greater Fort Lauderdale
Convention & Visitors
Bureau

Barry Somerstein
Greenspoon Marder LLP

Erick Strickland
Wells Fargo

Mayor Dean Trantalis
City of Fort Lauderdale

Ben Wesley
FPL

Bob White
Gunster

Exhibit 2
Alliance 2017-2018
Annual Report and
Activity Summary
page 4 of 32

BOARD OF DIRECTORS



Board of Directors

Anthony Abbate, Florida Atlantic University
Toula Amanna, Flashback Diner
Josie Bacallao, Hispanic Unity of Florida
Donna Bean, Terumo Aortic
William Berger, Greenspoon Marder LLP
Basil Bernard, Apricot Office Interiors
Julie Berry, Stiles
Mary Blasi, City of Coconut Creek
Cindy Brief, Coral Springs Chamber of Commerce
Rosana Santos Calambichis, Big Chef
Kathleen Cannon, United Way of Broward County
Steven Cernak, Port Everglades
Scott Cerutti, Deloitte & Touche LLP
Lori Chevy, Bank of America
Isabel Cosio Carballo, South Florida Regional Council
Alex de Gunten, HEICO Corporation
Guy Desautels, Citrix
Melanie Dickinson, South Florida Business Journal
Heiko Dobrikow, The Las Olas Company/
Riverside Hotel
Dr. Jeremy Earle, City of Hallandale Beach
Bob Feldmann, RSM US LLP

Ray Ferrero, Jr., Nova Southeastern University
Mark Gale, Broward County Aviation Department
Kate Goldman, Baptist Health South Florida
Greg Haile, Broward College
Bertha Henry, Broward County
Barbara Herrera, Waste Management
Dr. Wazir Ishmael, City of Hollywood
Kathy Koch, Ambit Advertising and Public Relations
Keith Koenig, City Furniture
Dan Lindblade, Greater Fort Lauderdale Chamber of Commerce
Malcolm MacInnes, MGM General Contracting, Inc.
Lonnie Maier, Crown Castle Fiber
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
Laurel Oswald, Tower Commercial Real Estate
Arlene Pecora, The Signature Grand
Amaury Piedra, Pier Sixty-Six Hotel & Marina
Hector Ponte, Wells Fargo
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 - Fort Lauderdale Executive Airport
David Reid, JM Family Enterprises, Inc.
Laurie Rich Levinson, Broward County School Board
Matt Rocco, South Florida Manufacturers Association
Leo Rodriguez, Emerson
Tim Rubin, Kaufman Rossin

Robert Runcie, Broward County Public Schools
Shawn Sackman, SunTrust
Richard Salamon, City of Sunrise
Laurie Sallarulo, Junior Achievement of South Florida
Dr. Penny Shaffer, Florida Blue
Kelley Shanley, Broward Center for the Performing Arts
Lisa Gefen Sicilian, Kaplan, Inc.
Dr. Germaine Smith-Baugh, Urban League of Broward County
Michael Stamm, City of Pembroke Pines
Justin Stone, Crowe LLP
Shane Strum, Memorial Healthcare System
Greg Stuart, Broward Metropolitan Planning Organization
Mary Lou Tighe, Broward League of Cities
Rich Vogel, VEC Energy
Charles Webster, Broward County Public Schools
Kerriann Worley, Entercom South Florida
Andrew Zullo, Leadership Broward Foundation, Inc.

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 Entercom South Florida ment 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	2016-17 Bill White
1975-76 Neub Petschulat	1989-90 Roger L. Arndall, Jr.	2003-04 Larry J. Behar	

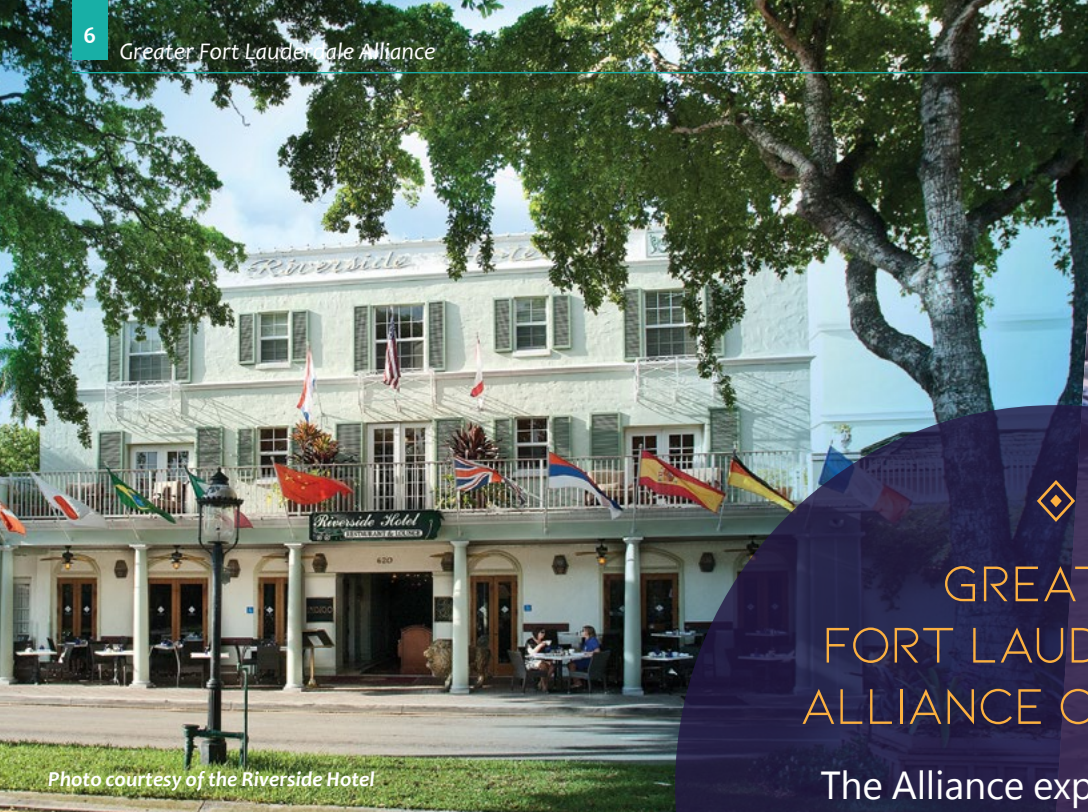


Photo courtesy of the Riverside Hotel



Photo courtesy of the City of Wilton Manors

◆
GREATER
FORT LAUDERDALE
ALLIANCE COUNCILS

The Alliance expresses deep appreciation to our Council leaders and volunteers for their hard work and dedication during 2017-18!

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



Photo courtesy of Florida Atlantic University

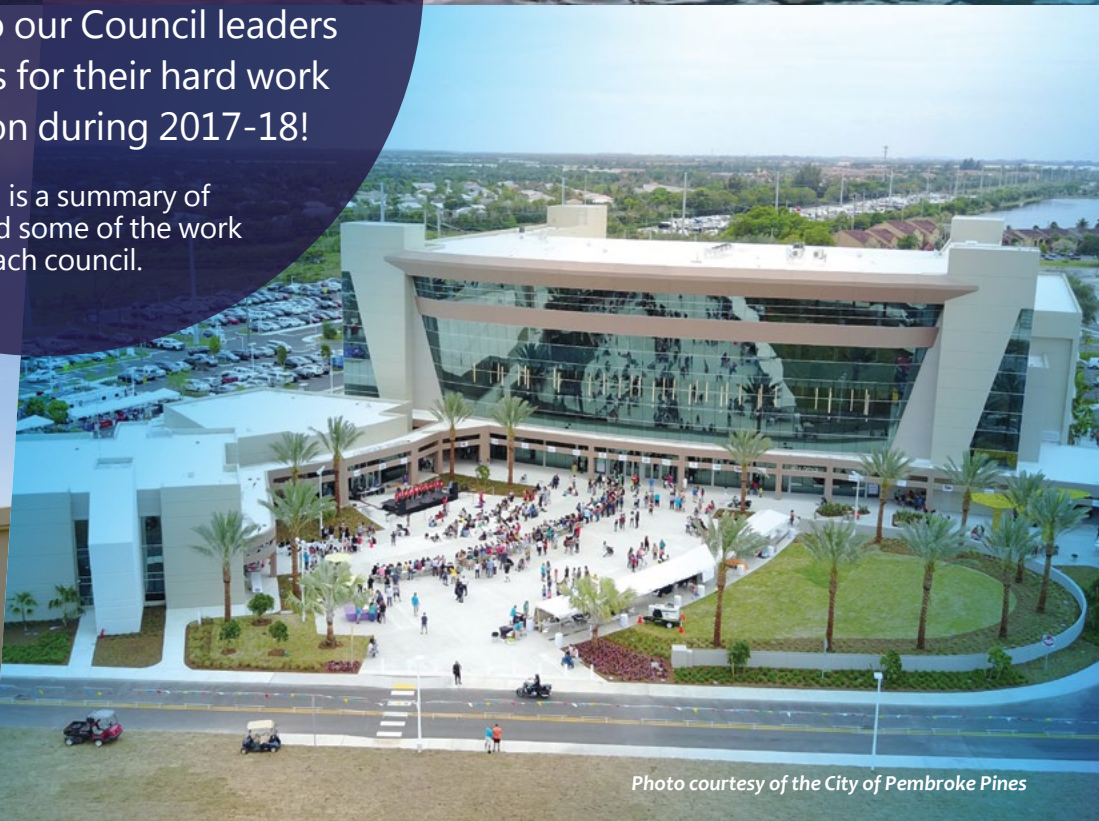


Photo courtesy of the City of Pembroke Pines

CEO COUNCIL

Chair: Colin Brown
 JM Family Enterprises, Inc.

Vice-Chair: Keith Koenig
 City Furniture

Chair Emeritus: Ray Ferrero, Jr.
 Nova Southeastern University

Responsible for marketing and promoting the Greater Fort Lauderdale/Broward County brand as a premier location for corporate headquarters and international/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 reached its 10-year milestone! To mark this occasion, the CEO Council launched a membership campaign for new companies to join in its game-changing mission of funding Greater Fort Lauderdale's business brand.

The CEO Council-sponsored video was updated this year. Zimmerman Advertising edited the video to include segments of the video released in 2011 that are still relevant today and added new segments to reflect Alliance targeted industry sectors of Aviation, Life Sciences and Technology.

As part of the Target 20/20 Plan, the Alliance, through its CEO Council, advertised and placed editorial content on Greater Fort Lauderdale as a premier business location in print publications and websites frequently read by target industry executives, site selection consultants and corporate real estate executives, including:

- ◆ *Area Development*
- ◆ *Aviation Weekly*
- ◆ *Business Facilities*
- ◆ *Chief Executive*
- ◆ *CIO*
- ◆ *CoreNet Global's The LEADER*
- ◆ *CSO*
- ◆ *Fierce BioTech*
- ◆ *FiercePharma*
- ◆ *Google*
- ◆ *Healthcare Executive*
- ◆ *Jet Trader*

For the first time, Greater Fort Lauderdale/Broward County moved into the upper echelon for how well U.S. counties are attracting and retaining skilled talent by moving up 72 spots to the number 36 position from 108 in the Second Annual **EMSI Talent Attractions Scorecard**. Ranking factors include percentage of job growth, percentage of skilled job growth, change in net migration, annual openings for skilled workers per capita, growth in educational attainment (associate degree and above), and regional competitiveness in adding skilled jobs.



Photo courtesy of the Urban League of Broward County

In the PwC US and Urban Land Institute's **Emerging Trends in Real Estate** rankings, Fort Lauderdale was the number six top city for real estate investment, jumping 29 spots this year.

Zimmerman Media Group implemented an integrated digital campaign to reach narrowly targeted audiences using tactics that maintain awareness, increase site traffic, and deliver qualified leads.

Results include:

- ◆ **Email** - 2,258,370 impressions, 292,720 opens and 30,579 clicks to the Alliance website.
- ◆ **Hybrid social re-targeting** - 1,591,465 impressions and 37,581 clicks to the Alliance website.
- ◆ **Search Engine Optimization (SEO)** - 755,880 impressions and 14,073 clicks to the Alliance website.

A reception was held to welcome new CEO Council members **Matt Caldwell** (Florida Panthers) and **Andrew Bowers** (Seminole Tribe of Florida). **Colin Brown** (JM Family Enterprises, Inc.) was introduced as the incoming Chair of the CEO Council and, by a unanimous vote, **Ray Ferrero** (Nova Southeastern University) was named "Chair Emeritus."

GOVERNOR COUNCIL

Chair: Doug Bartel
 Florida Blue

Vice-Chair: Tim Rubin
 Kaufman Rossin

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:

Metropica – Sunrise, Broward Metropolitan Planning Organization – Fort Lauderdale, Brightline – Fort Lauderdale, Pipeline Lauderdale – Fort Lauderdale, Broward College Aviation Department – Pembroke Pines, SHL Pharma – Deerfield Beach.

The Council's **Permitting Action Team** focused on streamlining the permitting process and addressing some of the pressing issues affecting building and fire departments in Broward County municipalities. Led by **D.K. Mink of Mink & Mink, Inc.**, the team updated the Platinum Permitting promotion and several cities are using the Permitting Concierge as an effective designated point of contact. The Platinum Permitting recertification program was reviewed and is ongoing to have all current cities recertified and confirmed so the next phase of Platinum PLUS can be implemented. They partnered with the International Action Team to discuss how the International community in various parts of the world are successfully addressing the issue of sea-level rise by reviewing how it affects Florida building code and building departments. The County ePermits section continued to work with various municipalities on the concurrent review

process with electronic document transmission. The Board of Rules & Appeals promoted to all the municipalities' human resources departments assistance in recruiting any building inspectors and/or other positions available in the Building Department. Broward County Building Officials attended Broward Days with an educational initiative to fast-track education for those interested in becoming a building inspector. Broward County continues to work with several cities related to concurrent electronic review to speed up the permit timeframe.

The **Port Everglades Action Team (PEAT)**, a bipartisan, 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**. In June, 13 members of PEAT flew to Washington, D.C. to support two key initiatives for Port Everglades:

- ♦ The acceptance of Senate language in the WRRDA (Water) Bill to allow the Port to pre-fund the relocation of the Port's Coast Guard Station slightly to the South to allow large ships to safely pass each other, and
- ♦ To encourage Congress to authorize, train and station more Custom & Border Protection agents at both Port Everglades and FLL.

The group visited with most of the Florida delegation (Senators Rubio and Nelson, Congressmembers Deutch, Diaz-Balart, Frankel, Hastings, Mast, Wasserman Schultz and Wilson) as well as other key legislators who sit on the Transportation and Infrastructure committees.

In the beginning of September, the County received the good news that 25 new Custom and Border Protection agents had been appropriated and assigned to Port Everglades and FLL.

Chaired by **Senator George LeMieux of Gunster, GREAT, the Greater Fort Lauderdale Education Action Team** continues to showcase the high quality of Greater Fort Lauderdale's preK-20 education system. The team recognized **Memorial Healthcare System** as this year's Education Partnership Award honoree, and **Dr. Manhar Dhanak of Florida Atlantic University** as this year's World Class Faculty honoree at the Alliance's annual and mid-year meetings. The GREAT Team, which is comprised of a wide variety of high-level business and academic leaders from around Broward County, focused on implementing recommendations from the Alliance's 2016 Workforce Skills Gap study, sponsored by JPMorgan Chase & Co. This year, subcommittees tackled issues including summer youth employment, middle-skill gaps in the IT sector, the pilot shortage crisis in the aviation sector, and workforce and employment challenges facing the County's most economically distressed zip codes.

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 a similar partnership between the Alliance and the *Sun Sentinel*, an annual full-page ad was placed congratulating the BCPS Class of 2018 for their high achievements including Ivy League college acceptances as well as extraordinary statistics about the class.



Photo courtesy of AutoNation

LEADERSHIP COUNCIL

Chair: Lisa Anderson
 JPMorgan Chase & Co.

Vice-Chair: Kate Goldman
 Baptist Health South Florida

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 sent 79 members, staff and partners on a study trip group to **Nashville, Tennessee** in February to **gather business best practices as well as to compare the community with Broward County**. The group broke out into the following subcommittees: Business Best Practices, Education – Higher Ed., Education – K-12, Healthcare, Homelessness, Housing, Quality of Life, Transportation, and Workforce.

Met at the **Urban League of Broward County** to hear about the role of the Broward Metropolitan Planning Organization and comparisons between transportation in Broward County and Nashville, TN.

Met at **Research Park at Florida Atlantic University's Incubator** to learn about creating wealth through commercialization.

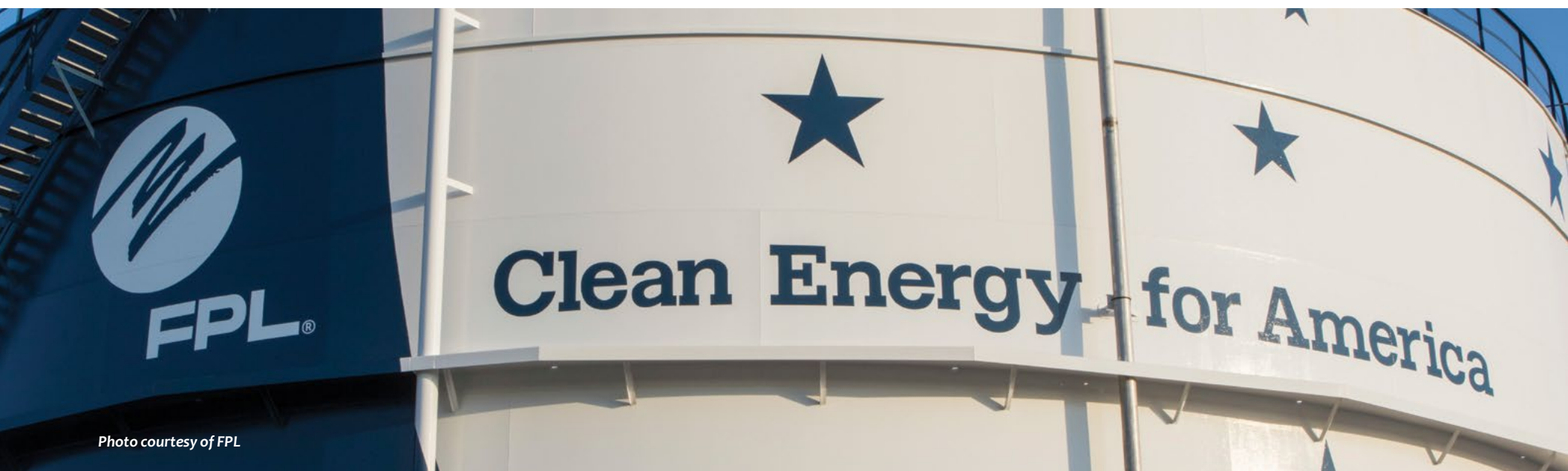
Toured three of Broward County's public high schools – **Atlantic Technical High School, Blanche Ely High School, and Pompano Beach High School** – to visit

working classrooms and experience the high-quality level of education being delivered.

Met at the **Broward County Main Library** to hear about and experience the Creation Station.

Went on a behind-the-scenes bus tour of **Port Everglades**.

Heard presentations from the Broward County Supervisor of Elections and the League of Women Voters at the **Circ Hotel** in Hollywood.



CORPORATE COUNCIL

Chair: Christopher Burgio
Marsh & McLennan Agency

Vice-Chair: Marissa Kelley
Stearns Weaver Miller Weissler Alhadeff & Sitterson

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 headquarters, creative industries, alternative energy, healthcare technologies/life sciences, information technology, mobile communications & telecommunications and international investment.

Visited 177 local companies through the **Business Retention and Visitation Outreach (BRAVO) program**. Through this program, chaired by Rich Ducharme of Brown & Brown Insurance, 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, heard about Carolyn Aronson's career as founder and CEO of **It's a 10 Haircare** at a meeting at the Marine Industry Association of South Florida's new downtown office.

Met at **First Citizens Bank** and learned about cyber-crime.

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

Met at the Circ Hotel in Hollywood and learned about developing the **advanced manufacturing supply chain** in South Florida.

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 in October.
- ◆ **International Exchange** meetings and events held jointly between the Alliance, Greater Fort Lauderdale Chamber, Greater Fort Lauderdale Sister Cities, America China Enterprise Chamber of Commerce and Tower Club featuring: Fort Lauderdale/Hollywood International Airport, and the countries of Brazil, India, and Germany.
- ◆ **SelectUSA Investment Summit** in Washington, DC. The IAT also developed a program for one of its Spin-Off events.
- ◆ **German Consul General's** event at the Biltmore Hotel in Coral Gables.
- ◆ The first **International Trade Forum** at Nova Southeastern University's main campus.
- ◆ America-China Enterprise Chamber of Commerce of South Florida's celebration of **Chinese New Year** at Chima Las Olas.
- ◆ **World Strategic Forum**, presented by the International Economic Forum of the Americas, at the Biltmore Hotel.
- ◆ The Western Hemisphere **Chiefs of Mission reception** held at the Pullman Hotel in Miami.
- ◆ **Focus Brasil** festivities held at the Broward Center for the Performing Arts.
- ◆ **Canada Day** event with the Canadian Chamber of Commerce.
- ◆ Farewell event for the **Japanese Consul General**.
- ◆ Stiles and the Japanese External Trade Organization hosted **Japanese site selectors** in downtown Fort Lauderdale

ENTREPRENEURSHIP COUNCIL

Chair: Bob White
 Gunster

Vice-Chair: Kurt Valmond
 AmTrust Bank, a division of New York Community Bank

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.

Met at Pipeline Lauderdale to hear from **Aaron Lee of the Entrepreneurs' Organization.** Together with the Corporate Council, learned about Carolyn Aronson's career as founder and CEO of It's a 10 Haircare at a meeting at the Marine Industries Association of South Florida's new downtown office.

Met at Arc Broward's WorkBar in Fort Lauderdale to learn about about SUP-X, The Startup Expo. SUP-X was subsequently held at the Broward County Convention Center in July.

Learned about how to sell from the founding partner of Collective Ventures at the Waverly in Fort Lauderdale.

Met at Pier Sixty-Six Hotel & Marina for a panel discussion with the founders of 71lbs. and Neighborhood Fuel.



Photo courtesy of Florida Atlantic University



Photo courtesy of Sixt rent a car

PARTNER COUNCIL

Chair: Katherine Randall
City of North Lauderdale

Brings together the best and brightest economic development minds to work on common initiatives, leverage resources and share market intelligence in order 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 and local business assistance organizations.

Promote the Alliance's platinum permitting program to municipalities not yet participating, and continues 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.

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

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

Was hosted by the **Broward County Housing Authority at East Village Apartments** for a panel discussion on the state of housing in Broward County.

Was hosted by **Lallo's Roti Restaurant** in Lauderhill to discuss pending changes to the tax code.

Was hosted by the **Government Contractors Association Florida** in Fort Lauderdale to learn about how to win Federal and State contracts.

Met at the Alliance office to learn about **transforming cyber security** through analytics and AI.

Was hosted by the **City of Tamarac** for an overview of sustainable building practices and Federal Opportunity Zones.

Was hosted by the **City of Coral Springs** and discussed incentive programs and evaluation/approval processes.

Was hosted by **FXE** and listened to a presentation by the **Marine Industries Association of South Florida**.

Met at the Alliance office to learn about **FloridaMakes** and the **South Florida Manufacturers Association**.

Was hosted by the **City of Margate** for a presentation about the Seafarers' House.

Was hosted by the **City of Deerfield Beach** at the **Hillsboro Technology Center** for a presentation by the Florida Restaurant & Lodging Association.



Photo courtesy City of Wilton Manors

ALLIANCE MEMBERS

CEO COUNCIL \$50,000

AutoNation
Mike Jackson

City Furniture
Keith Koenig, Vice Chair

Emerson
Rafael Jaramillo

Florida Blue
Penny Shaffer

Florida Panthers
Matthew Caldwell

FPL
Juliet M. Roulhac

JM Family Enterprises, Inc.
Colin Brown - Chair

Kaplan, Inc.
Andrew S. Rosen

Nova Southeastern University
Ray Ferrero, Jr

Rick Case Automotive Group
Rita & Rick Case

Seminole Tribe of Florida
Andrew Bowers

Stiles
Ken Stiles

Wells Fargo
Hector J. Ponte

Zimmerman
Jordan Zimmerman

In memoriam:
Huizenga Holdings Inc.
 H. Wayne Huizenga

GOVERNOR COUNCIL \$25,000

Baptist Health South Florida

Breakthru Beverage Group

Broward College

**Broward County Office of
 Economic & 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

Entercom South Florida

**Fort Lauderdale-Hollywood
 Intl. Airport**

**Greater Fort Lauderdale
 Convention & Visitors
 Bureau**

JetBlue

Kaufman Rossin

Pier Sixty-Six Hotel & Marina

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

Brightline

**Broward Center for the
 Performing Arts**

Broward Health

**Broward Metropolitan Planning
 Organization (MPO)**

Citrix

City of Plantation

City of Pompano Beach

Crowe LLP

Crown Castle Fiber

Daszkal Bolton LLP

Delta Air Lines

Fifth Third Bank

Flexential

Florida Atlantic University

**Galleria at Fort Lauderdale,
 a JLL Property**

Greenspoon Marder LLP

**Gulfstream Park
 Racing & Casino**

GUNSTER

HEICO Corporation

JP Morgan Chase & Co.

**Junior Achievement of
 South Florida**

MasTec North America Inc.

Memorial Healthcare System

RSM US, LLP

Schwartz Media Strategies

SeaLand

Shutts

**South Florida Business &
 Wealth Magazine**

Sun Sentinel Media Group

SunTrust

SUP-X

Town of Davie

Waste Management, Inc.

ALLIANCE MEMBERS

CORPORATE COUNCIL \$5,000

AAJ Technologies	Deloitte	Riverside Hotel, Las Olas Company
ACR Electronics, Inc	Duke Realty	Sapoznik Insurance & Associates
Advantage Services	Emirates Airlines	SATO Global Solutions
Akerman LLP	Ernst & Young, LLP	Seaside National Bank & Trust
Arc Broward	First Citizens Bank	Sheltair
Bank Leumi	Florida Community Bank, N. A.	Sixt rent a car
Blanca Commercial Real Estate, Inc.	Florida Restaurant & Lodging Association	Sonesta Fort Lauderdale Beach
BBVA Compass	Florida Trend Magazine	South Florida Symphony Orchestra, Inc.
Broward County Cultural Division	Ford Motor Company	Stearns Weaver Miller Weissler Alhadeff & Sitterson, P.A.
Brown & Brown Insurance	GrayRobinson, P.A.	Suffolk Construction Company
Capital Analytics	Hotwire Communications	Sunbeam Properties & Development
Castle Group	iBERIABANK	Sunnyvale Corporation
Cherry Bekaert LLP	JC White	TECO Energy
City of Dania Beach	JLL	TECO Energy
City of Lauderhill	Kaufman Lynn Construction	SCA Group LLC
City of Pembroke Pines	Magic Leap, Inc.	Tower Commercial Real Estate
City of Tamarac	Marsh & McLennan Agency	Tripp Scott, P.A.
City of Wilton Manors	Mercantil Bank	Trustbridge Hospice Foundation
Comcast Business	Miller Construction Company	Ultimate Software
Compass Office Solutions, LLC	Moss & Associates	United Way of Broward County
Cushman & Wakefield	National Jets, Inc.	University of Phoenix
Dale Carnegie	Panza, Maurer & Maynard, P.A.	Valley National Bank
Davie-Cooper City Chamber of Commerce	PNC Bank	VCM Builders
	Professional Bank	Wheelhouse IT
		Woodforest National Bank

ENTREPRENEURSHIP COUNCIL \$2,500

Aerotek	Conrad Fort Lauderdale Beach	John M. Milledge, Esq.	Resolve Marine
AirTrade Aviation Group	Crockett Foundation	KEITH	Sally on Media, LLC
AirQuest Environmental Inc.	CYBRAICS	Latin2Latin Marketing + Communications, LLC	Setnor Byer Insurance & Risk
Ann Storck Center	Cymbal Development	LPC Solutions	South Florida Hospital & Healthcare Assn.
Apricot Office Interiors	D. Stephenson Construction Inc.	MBAF (Morrison, Brown, Argiz & Farra, LLC)	South Florida Manufacturing Assn.
ArtServe	Dan Perez Films	MGM General Contracting, Inc.	Steven Greenwald Design, Inc.
Avison Young	Encompass Onsite, LLC	Morris Southeast Group	Talk 2 Rep, Inc.
Berkowitz Pollack Brant Advisors and Accountants	Flashback Diner	MSi Consulting	Templeton & Company, LLP
Big Chef	Greenberg Traurig	NAI Rauch Weaver	Terumo Aortic
Big Dog Construction Services, Inc.	Holland & Knight	OIC of South Florida	The Dorsey Group
CBRE	IDI Gazeley	Orange Bowl Committee	The Rubin Group
CIRC Hotel	G4S Secure Solutions USA	Panera Bread / Covelli Enterprises	Toshiba Business Solutions Florida
CoAdvantage	Insperty	Propulsion Technologies International LLC	Van Horn Law Group
Colliers International	JGA Marketing	Publix Super Markets, Inc.	Weiss Serota Helfman Cole & Bierman
Community Care Plan	Jim Moran Institute		WolfCreek Consulting
	Job Integration Software		

ASSOCIATES \$1,000

Advanced Roofing, Inc.	Florida Atlantic Research & Development Authority	Macken Companies
Ameriprise Financial	Florida Property Management Services, Inc.	Marine Industries Association of South Florida
Be Well Travel	goTRG	Sherlock Technology Inc.
Behar Law Group	Greater Fort Lauderdale Chamber of Commerce	The Traina Companies
Broward Public Library Foundation	HABCO Manufacturing	Total Marine Solutions
Calvin, Giordano & Associates, Inc.	Leadership Broward Foundation	Tower Club
CBI Workplace Solutions	LSN Partners	Urban League of Broward County
Fellowship Foundation RCO		Westaff of Broward
Finn Partners		

PARTNER COUNCIL

The 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.

Following are the members of the Partner Council (**Alliance members indicated in bold**)

America's SBDC Florida
 British American Chamber of Commerce of Broward
Broward College
 Broward County Housing Authority
Broward County Office of Economic and Small Business Development
Broward County Public Schools
Broward County Cultural 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/ Margate 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 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 the Palm Beaches and 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



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.

ALLIANCE STAFF



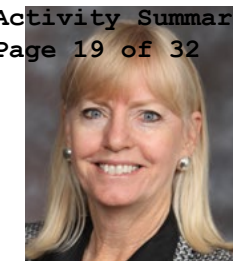
Bob Swindell
President/CEO
954-627-0131
bswindell@gfalliance.org



Jack Bennings
Director
Workforce Services
954-627-0136
jbennings@gfalliance.org



Liza Bongiovi
Senior Business
Development Coordinator
954-627-0132
lbongiovi@gfalliance.org



Gail Bulfin
Vice President
Membership Development
954-627-0127
gbulfin@gfalliance.org



Susan Climan
Manager
Education Programs
954-627-0126
scliman@gfalliance.org



David Coddington
Vice President
Business Development
954-627-0123
dcoddington@gfalliance.org



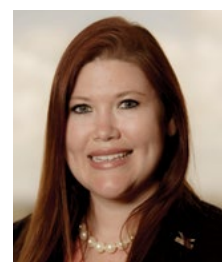
Peggy Doty
CEO Council
Programs Coordinator
954-627-0134
pdoty@gfalliance.org



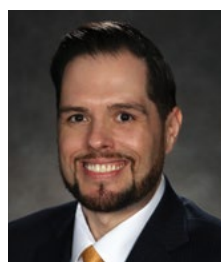
Ron Drew
Senior Vice President
Marketing and Communications
954-627-0130
rdrew@gfalliance.org



Lisa Evancho
Accounting Coordinator
954-627-0125
levancho@gfalliance.org



Maggie Gunther
Director
Communications and Programs
954-627-0135
mgunther@gfalliance.org



Todd Holt
Director
Business Development
954-627-0124
tholt@gfalliance.org



Helen Kulp
Executive Assistant and
Office Administrator
954-627-0131
hkulp@gfalliance.org



Pierre Taschereau
International Client Manager
954-627-0128
ptaschereau@gfalliance.org



Tania Vinaixa
Director
Membership Development
954-627-0133
tvinaixa@gfalliance.org

2017-2018 RESULTS

From 2007 to 2018, the Alliance, working with its members, Broward County and other partners helped create or retain more than 32,000 direct jobs that are estimated to generate through direct, indirect and induced effects total employment of approximately 67,000 jobs, \$2.6 billion in annual personal income and \$12.9 billion in annual economic impact in Broward County. During fiscal year 2017-2018, the Alliance teamed with its members, Broward County and other partners to deliver more positive results. Following are the FY 2017-2018 results at the time of publication.

BUSINESS DEVELOPMENT

	GOAL	YTD*
Number of New Value-Added Jobs	1,600	872
Job Retained	1,400	1,624

Capital Investment

	GOAL	YTD
Domestic	\$100M	\$37.8M
International	\$10M	\$5.48M

Leads, Projects & Corporate Visits

	GOAL	YTD
Domestic Leads	220	253
International Leads	100	68
Corporate Visits	200	177

Private Sector Investment

	GOAL	YTD
Public/Private Mix	\$1.00:\$1.40	\$1.00:\$1.51
Private Sector Dollars	\$2,221,000	\$2,278,922
Broward County Revenue	\$1,507,560	\$1,507,560

*As of publication date



Photo courtesy City of Hallandale Beach

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 2017-2018:

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 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,

through its TechGateway in the Schools initiative, is working with local public 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

As a community that has long been recognized for our leadership in oceanographic research, the South Florida Marine Research Hub® Consortium was founded in 2016 with a mission of fostering collaboration among research, education, business, and economic development organizations. This will serve to establish the region as a global leader in oceanographic research that is making or may make a positive impact on the health of the oceans and bring substantial benefits to the global population.

In addition to the above initiatives, the Alliance works with several other regional organizations on strategic planning initiatives and business climate projects such as CIO Council, ITPalooza, South Florida Technology Alliance, SUP-X, 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
Aldora Aluminum and Glass	Coral Springs	Office/ Manufacturing	105,000	\$4,725,000	35	115	Corporate headquarters for industry leader in glass and aluminum fabrication
AutoNation	Fort Lauderdale	Office	30,000	\$12,000,000	95	700	National headquarters for major automotive retailer
Convey Health Solutions	Fort Lauderdale	Office	33,000	\$2,000,000	30	100	Specialized healthcare technology company
Crawford Tracey Corporation	Deerfield Beach	Headquarters/ Office/ Manufacturing	40,000	\$5,000,000	40	117	Developer, manufacturer, and installer of custom and conventional glazing systems
Dreamlines USA	Fort Lauderdale	Office	3,600	\$130,000	100	3	One of the fastest growing cruise booking portals in the world
ERP Maestro, Inc.	Plantation	Office	8,000	\$250,000	100	11	Technology company that develops and provides cybersecurity services
Evolution Aero	Fort Lauderdale	Office	40,000	\$4,000,000	7		Original equipment manufacturer for aviation industry
JetBlue Travel Products	Dania Beach	Office	20,000	\$3,000,000	200		Technology-based provider of vacation packages
Life Wear Technologies	Pompano	Office/ Manufacturing	30,000	\$2,700,000	12	22	Manufacturing for CryoMax and ThermalMax sports medicine products

RELOCATIONS, EXPANSIONS AND RETENTIONS

COMPANY	CITY	TYPE OF FACILITY	SQ.FT. OF PROJECT	DIRECT CAPITAL INVESTMENT	JOBS CREATED	JOBS RETAINED	PRODUCT/SERVICE
List Industries	Deerfield Beach	Office/ Manufacturing	30,000	\$3,000,000	40	245	Designer and manufacturer of Superior lockers, cabinets, gates and shelving
Lupin Pharmaceuticals	Coral Springs	Office/R&D/ Manufacturing	18,000	\$2,900,000	20		U.S. R&D facility for a leading generic pharmaceutical manufacturer headquartered in India
MediaGenix	Fort Lauderdale	Office	1,000	\$200,000	5		Broadcast video management platform
Pet Supermarket	Sunrise	Office	5,000	\$500,000	100	120	Headquarters for the largest neighborhood pet specialty retailer in North America
Portobello America	Pompano Beach	Office/ Warehouse	43,000	\$1,000,000	15		U.S. distributor of Brazilian ceramic tiles
SR Technologies	Sunrise	Headquarters/ Office/R&D	50,000	\$1,000,000	40	161	Technology company developing mobile and navigation communication devices
Tellus, LLC	Deerfield Beach	Office	10,000	\$200,000	30	30	Provider of cloud-based software for the healthcare industry
Ultra Marine West	Hollywood	Office/ Manufacturing	3,000	\$750,000	3		Turkish manufacturer of specialty anchors for the marine industry

ECONOMIC DEVELOPMENT HIGHLIGHTS AT A GLANCE

THE YEAR IN REVIEW 2017 • 2018

South Florida was named one of twenty finalists in **Amazon's** nationwide search for its second headquarters. The Greater Fort Lauderdale Alliance collaborated with the Miami-Dade Beacon Council and the Business Development Board of Palm Beach County on a tri-county proposal, and South Florida was the only region in the state to make the top 20.

Virgin Voyages, a new cruise company by the global Virgin brands, selected Plantation for its headquarters, creating 300 new jobs. The company will also make a capital investment of \$15.9 million.

AutoNation renewed the lease on its downtown Fort Lauderdale headquarters for 12 years, with an option to extend the lease for another eight years and will also hire 95 employees.

A primary focus of the Alliance continued to be **assisting local companies through BRAVO (Business Retention and Visitation Outreach) program**. 177 Broward County companies were visited by the Alliance in 2017-18, as we assisted

with access to capital, workforce training opportunities, permitting, site location assistance and other areas of need.

Brightline, South Florida's new high-speed train, began operations with service between West Palm Beach, Fort Lauderdale and Miami. Brightline's expansion plans include service to Orlando and routes elsewhere in the state and nation.

The Alliance was proud to be recognized for its work in the education sector this year with two awards: **Commissioner's Business Recognition Award** from the

Florida Department of Education and **District Partnership of the Year** from Broward County Public Schools.

Sixt rent a car opened its North American headquarters in November in **Fort Lauderdale**. Owner Erich Sixt flew in from Germany to attend the Oktoberfest-themed ribbon cutting ceremony. The company will bring 300 new jobs and \$10.4 million in capital spending to the local economy.



Photo courtesy of Broward County Public Schools



Photo courtesy of Broward College



Photo courtesy of City of Hollywood



Photo courtesy of
 Broward Center for
 the Performing Arts



Photo courtesy of Panza Maurer and Nova Southeastern University

Fort Lauderdale was named #1 most popular large city to relocate by “moveBuddha.” The site looked at data from their move cost calculator to determine which large cities were most searched for as destinations for relocation in 2017.

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 unincorporated Broward County are named “Platinum Cities.”



Photo courtesy of City of Lauderdale

In 2018, 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 2016, 79 members, staff and partners participated in a study trip group to Nashville, Tennessee in February to gather business best practices as well as to compare the community with Broward County.

The Alliance continued to take a leadership role in the Broward Six Pillars strategic visioning process. 75 percent of the original 398 tactics were completed, and the co-chairs are now going to focus on the following 9 issues: Affordable Workforce Housing, Community Branding, Distressed Areas, Entrepreneurial Ecosystems,



Photo courtesy of City of Miramar

Growing Target Industry Clusters, Homelessness, Regional Climate Action Plan, Branding/Building a Talent Hub, and Transportation.

Magic Leap unveiled its long-awaited Magic Leap One device, a wearable, notebook-sized computer that can create a variety of digital experiences.

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 several activities during this year’s Fort Lauderdale International Boat Show. One of the activities included serving as a lead partner for a fourth-annual invitation-only luncheon event on the opening day of the Boat Show featuring a panel including Celebrity Cruises President & CEO Lisa Lutloff-Perlo, Informa’s Global Exhibitions Division CEO Charlie McCurdy and JetSmarter



Photo courtesy of Hotwire Communications

Founder & CEO Sergey Petrossov. Invited guests included influential business leaders, consuls general, potential business location decision makers and members of the media. The Alliance and MIA SF held their second annual Marine Research Hub Breakfast which featured keynote speaker Dr. Guy Harvey and presentations from the four participating research universities. Also during the Boat Show, the Alliance and the CVB shared the Coral Reef Pavilion booth that was donated by the Boat Show, where they welcomed and invited those in attendance to learn about South Florida marine research from University partners.

The Alliance’s Mid-Year Luncheon, presented by FPL, featured the launch of the Broward Business Council on Homelessness and the United We End Homelessness campaign, in partnership with United Way of Broward County. AutoNation CEO Mike Jackson and Castle Group CEO James Donnelly serve as co-chairs of the Broward Business Council on Homelessness. During the course of the year, AutoNation pledged

\$300,000 to the campaign, which kicked off matching donations from several companies including Bank of America, BB&T, the Castle Group, Florida Blue, Hudson Capital Group and the Las Olas Company.

Alliance President & CEO Bob Swindell was recognized with one of **South Florida Business Journal's 2018 South Florida Ultimate CEO** awards.

JetBlue is moving its newly established travel service products business to Dania Beach. The company, **JetBlue Travel Products**, intends to sell travel insurance, car rentals, and cruise line packages.

To draw global attention to South Florida's burgeoning entrepreneurial ecosystem, **the Alliance served as Host Community Sponsor of SUP-X: The StartUp Expo** for a third year. This international conference for entrepreneurs and investors was held at the Greater Fort Lauderdale/Broward County Convention Center in July.



Photo courtesy of
JM Family Enterprises, Inc.



Photo courtesy
of Broward County
Public Schools

Nearly 1,300 high school juniors participated in the second annual **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** for a second year through a gift from **FPL** to the Alliance 501(c)(3) non-profit Foundation. Asset map posters were placed in every public middle and high school in Broward and students from six schools participated in **TechGateway Day**. Business leaders from companies including **AAJ**

Technologies, Chetu and Ultimate Software spoke in the classrooms and educated students on careers in tech.

The Greater Fort Lauderdale Education Action Team (GREAT), chaired by Senator George LeMieux of Gunster, completed phase one of its work this year. The GREAT Team, which is comprised of a wide variety of high-level business and academic leaders from around Broward County, continued to focus on implementing some of the recommendations from the Alliance's 2016 Workforce Skills Gap study, sponsored by JPMorgan Chase & Co. This year, subcommittees tackled issues including summer youth employment, middle-skill gaps in the IT sector, the pilot shortage crisis in the Aviation sector, and workforce and employment challenges facing the County's most distressed zip codes.



Photo
courtesy
City of
Hollywood



Photo courtesy of
Broward Center for the Performing Arts

Broward Cultural Division was named the Alliance's **Economic Development Partner of the Year** by the Greater Fort Lauderdale Alliance at the 2018 Mid-Year Luncheon. **Dr. Manhar Dhanak** from **Florida Atlantic University's SeaTech Institute** received the **World Class Faculty Award**.

For the sixth straight year, Florida was ranked as the No. 2 Best State for business in Chief Executive magazine's 14th Annual Best & Worst States for Business Survey, which remains a key component of Florida's ability to attract new jobs.

Exhibit 2
Alliance 2017-2018
Annual Report and
Activity Summary
Page 27 of 32

A SPECIAL THANK YOU

The Alliance wishes to especially thank its private sector partners for their investment in the work of the Alliance in 2017-18! 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, Lauderdale Hill, 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.



110 East Broward Boulevard, Suite 1990
Fort Lauderdale, FL 33301
954 524 3113 ♦ 800 741 1420
www.gfalliance.org

110 East Broward Blvd.
Suite 1990
Fort Lauderdale, FL 33301

954.524.3113 | local
954.524.3167 | fax
800.741.1420 | toll free

Greater Fort Lauderdale Alliance 2018 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.

\$1,573,185 for Fiscal Year 2018 (October 1, 2017 – September 30, 2018).

4. The amount of funds received from private investors.

\$2,278,922 for Fiscal Year 2018.

5. Administrative costs of the EDO.

\$704,935 for Fiscal Year 2018 (unaudited).

110 East Broward Blvd.
Suite 1990
Fort Lauderdale, FL 33301

954.524.3113 | local
954.524.3167 | fax
800.741.1420 | toll free

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

In Fiscal Year 2018 (October 1, 2017 through September 30, 2018), the Alliance assisted more than 300 companies. 177 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, and Labor/Training Programs, such as the Quick Response Training (QRT) and Incumbent Worker Training (IWT). This resulted in 1,624 retained jobs.

In Fiscal Year 2018, 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 2018 is \$43,355,000.

110 East Broward Blvd.
Suite 1990
Fort Lauderdale, FL 33301

954.524.3113 | local
954.524.3167 | fax
800.741.1420 | toll free

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

In Fiscal Year 2018, the Alliance assisted 6 international companies in establishing or expanding their operations in Broward County. The total foreign investment of those companies is \$5,480,000.

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 872 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 2018.

10. The number of jobs retained.

In Fiscal Year 2018, in addition to the 872 new direct jobs created, the Alliance assisted in retaining 1,624 jobs in Broward County.

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

In Fiscal Year 2018, the Alliance assisted companies in obtaining one or more of the following State and Local Incentives: the Florida Qualified Target Industry (QTI) Tax Refund and local municipal incentives.

110 East Broward Blvd.
Suite 1990
Fort Lauderdale, FL 33301

954.524.3113 | local
954.524.3167 | fax
800.741.1420 | toll free

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 2018, the Alliance, working with its members, Broward County and other partners helped create or retain more than 32,000 direct jobs that are estimated to generate through direct, indirect and induced effects total employment of more than 67,000 jobs in Broward County, \$2.6 billion in annual personal income in Broward County, and \$12.9 billion in annual economic impact in Broward County.