About Enterprise Florida

Created by the Florida Legislature in 1996, Enterprise Florida, Inc. (EFI) is a public-private partnership between Florida’s business and government leaders, and is the principal economic development organization for Florida. EFI facilitates job growth for Florida businesses through recruitment and retention, international trade and exporting, promotion of sports as an economic driver, capital funding programs to assist small and minority businesses, and protection of military bases across the state. In pursuit of its mission, EFI works closely with a statewide network of economic development partners. A policy-driven Board of Directors oversees the organization, comprised of public sector leaders including the Governor, Cabinet members, State Senate and House-appointees, appointed members and a diverse group of investors representing some of the most notable corporations in Florida and the nation. The board provides strategic direction for the organization’s activities and advises on matters of economic development policy. Through the efforts of EFI, its Board and partners, Florida is becoming the best place in the nation to do business.
It’s no secret that Florida is the best state in the nation to live, work and play. At the state level, we continue to improve Florida’s economy by cutting taxes, investing in education and reducing burdensome regulations. Since December 2010, Florida has added more than 940,000 private sector jobs, we’ve cut taxes 50 times, eliminated over 3,200 burdensome regulations and paid down our debt. More companies are choosing Florida to grow or relocate their operations and an increasing number of Floridians who want good jobs are able to get one. This year alone, we cut taxes by $400 million and our unemployment rate is the lowest it’s been since March 2008.

The last two years have been Enterprise Florida’s best. Since 2011, Enterprise Florida has won over 500 competitive projects. Economic development efforts last fiscal year alone will create more than 33,000 total jobs and generate more than $2.74 billion in capital investment.

We have more work to do!

Visit www.enterpriseflorida.com to see my recommended reforms for Enterprise Florida with the 2016 legislative session.

For the small business trying to expand in Florida; for the out of state company looking to relocate here; for the hundreds of thousands of people who have gotten a job, but more importantly, for the hundreds of thousands more that can with the help of Enterprise Florida: This is their opportunity, their future, their shot to live the American Dream. Let’s keep working to make Florida the best place for them.

Sincerely,

Governor Rick Scott
Enterprise Florida, is a vital economic driver for the State of Florida. We have had a banner year for job creation and are on track for continued success. There is a reason we are the country’s best and most copied economic development organization. Through the leadership of Governor Scott, former Enterprise Florida President Gray Swoope, and current Secretary of Commerce & President & CEO, Bill Johnson, our organization continues to expand and diversify Florida’s economy. The Enterprise Florida team is making our state number one in the nation to do business, and these efforts have helped businesses add thousands of high-skill, high-wage jobs. Florida has much to brag about and Enterprise Florida’s staff, board and stakeholders are all committed to telling the Florida story and making our state the best place in the nation to do business.

Enterprise Florida continues to make significant progress in creating new jobs and diversifying our state’s economy. The last two years have set records for our organization. In Fiscal Year 2014-15, we executed contracts that are projected to create and retain more than 33,000 jobs and, for the second year in a row, capital investments topped $2.7 billion.

As Enterprise Florida marks its 20th year as the state’s primary economic development organization, we take great pride in our solid record of achievements. But, I am looking forward to even greater accomplishments ahead.

Topping the list is the launch of a new marketing campaign. Since my appointment to the leadership of Enterprise Florida in March 2015, I have traveled throughout the state meeting with our partners, including local and regional economic development agencies who have asked that we ratchet up our marketing.

Florida does an outstanding job promoting our tourism industry. We are known worldwide for our enviable natural resources and world-class attractions. Similarly, we need to get the word out on our business profile.

A low tax rate, minimal bureaucratic regulations, a diverse and skilled workforce, and strong transportation network coupled with an enviable quality of life make Florida an attractive and competitive locale for business.

Thanks to the Florida Legislature’s $10 million appropriation for a marketing campaign, look for us to tell the Florida story worldwide. Our goal is not just to create more jobs, but to bring new and more diversified industries to our state, including high-tech, biomedical, aerospace, manufacturing and international trade and logistics.

Looking forward, Enterprise Florida is committed to working hand in hand with our partners, both public and private, as we support business expansion in our state and recruit new companies.

Let’s grow Florida together.

**ENTERPRISE FLORIDA SENIOR STAFF**

- **Crystal Sircy**  
  Executive Vice President & Chief Operating Officer

- **Lisa McMillion**  
  Chief of Staff

- **Diana Gonzalez**  
  Senior Vice President, Entrepreneurship & Innovation

- **Michael Grissom**  
  Senior Vice President, External Affairs

- **Joe Hice**  
  Senior Vice President & Chief Marketing Officer

- **Al Latimer**  
  Senior Vice President, Strategic Partnerships

- **Louis Laubscher**  
  Senior Vice President, Administration and Minority, Small Business, Entrepreneurship and Capital

- **Manny Mencia**  
  Senior Vice President, International Trade & Development

- **John Webb**  
  President, Florida Sports Foundation
**Use of Funds** FY 2014-15  
(Total Funds $28,904,349)

- Strategic Partnerships: 21.2%
- Administration: 11.6%
- Marketing and Communications: 7.6%
- International Trade: 7.6%
- Business Development: 6.8%
- Minority and Business Development: 9.9%
- Sports Development: 4.3%
- Executive: 1%

**Source of Funds** FY 2014-15  
(Total Funds $38,515,310)

- General Revenue: 40%
- Florida International Trade and Promotion: 9.1%
- Minority Business Development: 4%
- Professional Sports Development: 22%
- State Small Business Credit Initiative (SSBCI): 11.1%
- Federal Grant Assistance: 4%
- Corporate Contributions: 4%
- Program Revenues: 5%
- Grants to Sub Recipients (Pass through funding): .6%
- Florida Defense Support: 1.3%

**Corporate Contributions Growth**

<table>
<thead>
<tr>
<th>Year</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY11-12</td>
<td>$1,425,000</td>
</tr>
<tr>
<td>FY12-13</td>
<td>$1,487,500</td>
</tr>
<tr>
<td>FY13-14</td>
<td>$1,787,500</td>
</tr>
<tr>
<td>FY14-15</td>
<td>$1,912,500</td>
</tr>
</tbody>
</table>
In FY 2014-15, Enterprise Florida established 211 projects, which will create $2.7 billion in statewide capital investment and more than 33,500 jobs. Many of these projects were undertaken in partnership with EFI partners, including economic development offices throughout the state, community and civic leaders, utility companies, and other local affiliates. Not all projects are listed below due to state-mandated confidentiality requirements.

**NORTHWEST FLORIDA**

- Aeronec Support, Inc.  
  Industry: Aerospace/Appliance  
  County: Santa Rosa  
  Total Jobs: 28  
  Capital Investment: $1,775,000  
- Bay State Cable Tie, LLC  
  Industry: Manufacturing  
  County: Okaloosa  
  Total Jobs: 110  
  Capital Investment: $2,000,000  
- DeepFlex, Inc.  
  Industry: Manufacturing  
  County: Escambia  
  Total Jobs: 120  
  Capital Investment: $55,000,000  
- Edge Aerodynamics, Inc.  
  Industry: Aerospace/Appliance  
  County: Bay  
  Total Jobs: 30  
  Capital Investment: $77,919,000  
- Edgcom Inc.  
  Industry: Information Technology  
  County: Leon  
  Total Jobs: 10  
  Capital Investment: $10,000,000  
- Federal IT Consulting (FEDITC)  
  Industry: Defense/ Homeland Security  
  County: Bay  
  Total Jobs: 15  
  Capital Investment: $1,355,000  

**TAMPA BAY**

- Offshore Inland Marine & Oilfield Services, Inc.  
  Industry: Manufacturing  
  County: Escambia  
  Total Jobs: 104  
  Capital Investment: $900,000  
- OnPoint Defense Technologies, Inc.  
  Industry: Defense/ Homeland Security  
  County: Okaloosa  
  Total Jobs: 29  
  Capital Investment: $1,200,000  
- Singapore Technologies Aerospace Ltd.  
  Industry: Aerospace/Appliance  
  County: Escambia  
  Total Jobs: 304  
  Capital Investment: $8,000,000  
- Sun Coast Converters, Inc.  
  Industry: Manufacturing  
  County: Okaloosa  
  Total Jobs: 34  
  Capital Investment: $1,650,000  

**SOUTH FLORIDA**

- DSM American LLC  
  Industry: Financial/Professional Services  
  County: Hillsborough  
  Total Jobs: 100  
  Capital Investment: $1,000,000  
- DF Watering America, Inc.  
  Industry: Manufacturing  
  County: Polk  
  Total Jobs: 509  
  Capital Investment: $16,000,000  
- DySIS Medical  
  Industry: Life Sciences  
  County: Hillsborough  
  Total Jobs: 1  
  Capital Investment: $4,000,000  
- Intelligent Retinal Imaging Systems  
  Industry: Manufacturing  
  County: Hillsborough  
  Total Jobs: 125  
  Capital Investment: $6,000,000  
- Power Design, Inc.  
  Industry: Manufacturing  
  County: Pasco  
  Total Jobs: 229  
  Capital Investment: $6,019,000  
- Raytheon Company  
  Industry: Defense/ Homeland Security  
  County: Hillsborough  
  Total Jobs: 90  
  Capital Investment: $6,330,000  
- Sandvic Mining and Construction  
  Industry: Manufacturing  
  County: Hernando  
  Total Jobs: 70  
  Capital Investment: $1,800,000  
- USAmeribank  
  Industry: Financial/Professional Services  
  County: Pasco  
  Total Jobs: 30  
  Capital Investment: $1,700,000  
- Via-Sec, Inc.  
  Industry: Life Sciences  
  County: Pinellas  
  Total Jobs: 104  
  Capital Investment: $8,875,000  
- Von Walter Recycling, LLC  
  Industry: Manufacturing  
  County: Hillsborough  
  Total Jobs: 100  
  Capital Investment: $3,000,000  
- VLOC  
  Industry: Defense/ Homeland Security  
  County: Pasco  
  Total Jobs: 185  
  Capital Investment: $1,800,000  

**NORTHEAST FLORIDA**

- Aba’s Finest Meats, LLC  
  Industry: Manufacturing  
  County: Bradford  
  Total Jobs: 30  
  Capital Investment: $1,283,000  
- Adena Group North America  
  Industry: Headquarters  
  County: Duval  
  Total Jobs: 100  
  Capital Investment: $1,800,000  
- Aeronautics, Inc.  
  Industry: Logistics/Distribution  
  County: Duval  
  Total Jobs: 100  
  Capital Investment: $3,000,000  
- Centene Corporation  
  Industry: Life Sciences  
  County: Duval  
  Total Jobs: 100  
  Capital Investment: $890,000  
- Florida Garbage, Inc.  
  Industry: Manufacturing  
  County: Duval  
  Total Jobs: 50  
  Capital Investment: $357,000  
- General Electric Oil and Gas  
  Industry: Manufacturing  
  County: Duval  
  Total Jobs: 50  
  Capital Investment: $3,000,000  
- Johnson & Johnson - Vistakon Vision Care Inc.  
  Industry: Life Sciences  
  County: Duval  
  Total Jobs: 100  
  Capital Investment: $500,000  
- Johnson & Johnson  
  Industry: Manufacturing  
  County: Duval  
  Total Jobs: 100  
  Capital Investment: $1,900,000  
- Lake City Medical Center  
  Industry: Life Sciences  
  County: Columbia  
  Total Jobs: 50  
  Capital Investment: $29,800,000  
- M3-Rockland  
  Industry: Headquarters  
  County: Clay  
  Total Jobs: 10  
  Capital Investment: $1,420,000  
- United Scientific Services, Inc.  
  Industry: Life Sciences  
  County: Columbia  
  Total Jobs: 50  
  Capital Investment: $401,000  
- Sondex Mining and Construction  
  Industry: Manufacturing  
  County: Okaloosa  
  Total Jobs: 120  
  Capital Investment: $6,750,000  

**COMPETITIVE PROJECTS ESTABLISHED 2014-15 BY REGION**
Navy Federal Credit Union (NFCU), the world’s largest credit union, unveiled a long-range expansion plan outlining the company’s commitment to Florida. Over the past year, NFCU announced plans to open two more branches by 2016 and a long-term goal of having 10,000 employees in Pensacola by 2020. The credit union currently employs nearly 4,000 at the Pensacola campus. NFCU added more than 530 employees in 2014 and has an annual payroll estimated at $160 million.

“This is our largest expansion in Pensacola thus far. It underscores what we’ve long been saying about this great community—it’s a great place to grow your business and a wellspring of talented people to employ. Continued growth for Navy Federal not only signifies the strength of the credit union, but also means upholding our high standards for member service. It takes the best to serve the best, and that’s why we continue to invest in Pensacola.” - Cutler Dawson, CEO/President of Navy Federal Credit Union
**Total Jobs by Sector** FY 2014-15

- Aviation/Aerospace: 11.71%
- Clean Technologies: 12.68%
- Financial/Professional Services: 12.76%
- Defense/Homeland Security: 20.18%
- Information Technology: 11.02%
- Life Sciences: 3.26%
- Logistics/Distribution: 9.27%
- Not in Target Sector: 1.18%
- Corporate/Regional HQ: 14.38%
- Manufacturing: 2.66%
- Other: Research & Development: 0.64%

**Capital Investment by Sector** FY 2014-15

- Aviation/Aerospace: 19.34%
- Clean Technologies: 4.39%
- Financial/Professional Services: 15.71%
- Defense/Homeland Security: 10.22%
- Information Technology: 0.01%
- Life Sciences: 1.79%
- Logistics/Distribution: 0.22%
- Not in Target Sector: 4.39%
- Corporate/Regional HQ: 2.79%
- Manufacturing: 10.22%
- Other: Research & Development: 0.12%

**Competitive Projects Average Wage**

- FY 11-12: $57,897
- FY 12-13: $52,737
- FY 13-14: $63,327
- FY 14-15: $59,353

**Jobs Created**

<table>
<thead>
<tr>
<th></th>
<th>NEW JOBS</th>
<th>RETAINED JOBS</th>
<th>TOTAL JOBS</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY 11-12</td>
<td>14,684</td>
<td>10,868</td>
<td>25,552</td>
</tr>
<tr>
<td>FY 12-13</td>
<td>20,188</td>
<td>5,005</td>
<td>25,193</td>
</tr>
<tr>
<td>FY 13-14</td>
<td>23,864</td>
<td>12,343</td>
<td>36,207</td>
</tr>
<tr>
<td>FY 14-15</td>
<td>23,650</td>
<td>9,898</td>
<td>33,548</td>
</tr>
</tbody>
</table>

**Capital Investment**

- FY 11-12: $1.5B
- FY 12-13: $1.9B
- FY 13-14: $2.8B
- FY 14-15: $2.7B
Elevating Trade and Export Activities at the 2015 Paris Air Show

To promote foreign trade and investment opportunities, Enterprise Florida participated in 56 major domestic and international trade shows and industry events throughout the past year. One key event, the 2015 Paris Air Show, featured a delegation of 17 Florida aerospace & aviation and defense & homeland security businesses and organizations. Florida again had the largest presence of any U.S. state. Governor Scott, Secretary of Commerce Johnson, and Enterprise Florida leadership met with more than 60 industry leading companies to share Florida’s business story and competitive advantages. The small and mid-sized businesses that attended the show reported $151 million in total projected export sales. Enterprise Florida awarded 9 Small Business Administration State Trade and Export Promotion Grants totaling $67,500 for the Paris Air Show.

“Without the support of Enterprise Florida, we would not have been able to attend the show. For small businesses it’s a major challenge to fund attendance at the major airshows. The grant provided by Enterprise Florida was instrumental in securing export orders and opportunities leading to an expansion of jobs in our company.” - Rick Cunliffe, CEO, Discovery Aviation
**Global Outreach by the Numbers**

**Florida**
- Largest user of the U.S. Department of Commerce’s Gold Key Program
- 5,857 Consultations with Florida companies
- 1,523 Companies new to EFI trade programs
- 56 Major domestic and overseas events
- 961 Companies that participated in EFI international events
- $906.4M Total projected export sales as a result of EFI’s export assistance and export development programs

---

**EFI International Activities**

- **EFI Office Locations**
- **Trade and Development Event Locations**
- **Countries where Florida companies reported export sales**

**Paris Air Show**
- Location: France
- Industry: Aviation/Aerospace and Defense/Homeland Security
- Participants: 17
- Total Projected Export Sales: $151M

**Medica**
- Location: Germany
- Industry: Life Sciences
- Participants: 25
- Total Projected Export Sales: $151M

**Arab Health**
- United Arab Emirates
- Industry: Life Sciences
- Participants: 31
- Total Projected Export Sales: $155M

**Trade & Development Mission**
- Location: Singapore and Malaysia
- Participants: 19
- Total Projected Export Sales: $50M

**Trade & Development Mission**
- Location: Peru
- Participants: 58
- Total Projected Export Sales: $36M

---

**Can’t Miss Trade Shows**
- ARAB HEALTH United Arab Emirates, Industry: Life Sciences, Participants: 31, Total Projected Export Sales: $155M
- MEDICA Germany, Industry: Life Sciences, Participants: 25, Total Projected Export Sales: $151M
- TRADE & DEVELOPMENT MISSION Singapore and Malaysia, Participants: 19, Total Projected Export Sales: $50M
- TRADE & DEVELOPMENT MISSION Peru, Participants: 58, Total Projected Export Sales: $36M
The Florida Defense Reinvestment Grants and Defense Infrastructure Grants programs were supported by the Governor and Legislature during the FY 2014-15. Thirteen counties were awarded $2,450,000 through Florida’s Defense Infrastructure and Reinvestment Grant Programs. The funding will support community projects at 20 Florida military installations. These grants are administered by Enterprise Florida.

**Reinvestment in Infrastructure Grants Support Eglin Air Force Base and Hurlburt Field**

Okaloosa County was awarded $300,000 through Florida’s Defense Reinvestment and Infrastructure Grants Programs to help sustain the defense industry’s $7.5 billion economic impact in Okaloosa County.

> “Support for the military is vital to Okaloosa County as it is home of the largest military base in the world – Eglin Air Force Base – as well as Hurlburt Field. I appreciate Governor Scott and the Legislature’s support through the awarding of the Defense Reinvestment and Defense Infrastructure Grants.” - Representative Matt Gaetz, Florida House of Representatives 4th District

**Defense Infrastructure Grant Protects Naval Air Station from Incompatible Land Use**

The City of Jacksonville was awarded $200,000 in Defense Infrastructure Grant funds to enhance the Navy’s ability to preserve sensitive lands and meet critical fleet and national defense training requirements.

> “The Defense Infrastructure Grant significantly impacts Jacksonville for the better. Naval Air Station Jacksonville benefits from this funding, boosting the economy of Northeast Florida.” - Representative Jay Fant, Florida House of Representatives 15th District

**Defense Reinvestment Grant Supports Central Florida Military Installations**

Orange County received $83,000 through Florida’s Defense Reinvestment Grant Program. This grant is supporting activities to attract federal research and development funding, to market Central Florida and the Florida High Tech Corridor, and to boost science, technology, engineering and mathematics education initiatives.

> “Orange County is grateful for receiving a Defense Reinvestment Grant to support our local military installations. Our nation’s heroes deserve the best and I am proud of the Governor and Legislature for providing this grant to our community.” - Senator Alan Hays, The Florida Senate 11th District

**POINTS OF IMPACT:**

- **INDUSTRY:** Military & Defense
- **LOCATIONS:** Okaloosa County, City of Jacksonville and Orange County
- **GRANT AMOUNT:** $583,000
- **MILITARY PERSONNEL IMPACTED:** 60,155
- **ECONOMIC IMPACT:** $25.4 BILLION
In 2014, defense spending was directly or indirectly responsible for a $79.8 billion economic impact, or 9.5%, of Florida’s Gross State Product.

### Military and Defense Funding – FY 14-15

- **Total Funding**: $4.6M
- **Florida Defense Support Task Force**: $2M
- **Defense Infrastructure Grant**: $1.6M
- **Defense Reinvestment Grant**: $850K
- **Military Base Protection Grant**: $150K

### ESCAMBIA
- Naval Air Station Pensacola, Corry Station, Saufley Field
  - Total County Impact: $7.184.1 billion
  - Employment: 63,293 jobs
  - Capital Investment: $708.6 million

### OKALOOSA
- Eglin Air Force Base, Hurlburt Field
  - Total County Impact: $8.816.5 billion
  - Employment: 71,780 jobs
  - Capital Investment: $891.3 million

### SANTA ROSA
- Naval Air Station Whiting Field
  - Total County Impact: $1.190.5 billion
  - Employment: 13,369 jobs
  - Capital Investment: $314.2 million

### HILLSBOROUGH
- MacDill Air Force Base, U.S. Central Command, U.S. Special Operations Command
  - Total County Impact: $8.869.3 billion
  - Employment: 72,636 jobs
  - Capital Investment: $985.8 million

### BAY
- Naval Support Activity Panama City, Tyndall Air Force Base
  - Total County Impact: $2.393.0 billion
  - Employment: 22,561 jobs
  - Capital Investment: $286.2 million

### PINELLAS
- United States Coast Guard Air Station Clearwater
  - Total County Impact: $8.869.3 billion
  - Employment: 72,636 jobs
  - Capital Investment: $985.8 million

### HIGHLANDS
- Avon Park Air Force Range
  - Total County Impact: $92.3 million
  - Employment: 1,487 jobs
  - Capital Investment: $24.2 million

### POLK
- Avon Park Air Force Range
  - Total County Impact: $881.0 million
  - Employment: 10,981 jobs
  - Capital Investment: $177.0 million

### MONROE
- Naval Air Station Key West
  - Total County Impact: $1.006.1 billion
  - Employment: 8,606
  - Capital Investment: $103.9 million

### DUVAL
- Naval Air Station Jacksonville, Naval Station Mayport, Marine Corps Support Facility Blount Island
  - Total County Impact: $11,474.6 billion
  - Employment: 101,500 jobs
  - Capital Investment: $1,085.4 billion

### CLAY
- Camp Blanding Joint Training Center
  - Total County Impact: $654.5 million
  - Employment: 9,167 jobs
  - Capital Investment: $184.1 million

### ORANGE
- Naval Support Activity Orlando: Multi-Service Modeling, Simulation and Training Acquisition
  - Total County Impact: $7,208.7 billion
  - Employment: 65,341 jobs
  - Capital Investment: $718.6 million

### BREVARD
- Patrick Air Force Base, Cape Canaveral Air Force Station, Naval Ordnance Test Unit
  - Total County Impact: $4,547.4 billion
  - Employment: 41,029 jobs
  - Capital Investment: $556.2 million

### MIAMI-DADE
- United States Southern Command, Homestead Air Reserve Base, 7th Coast Guard District Headquarters
  - Total County Impact: $5,578.3 billion
  - Employment: 56,476 jobs
  - Capital Investment: $640.0 million
FLORIDA SPORTS FOUNDATION

LEADS STATEWIDE SPORTS PROMOTION AND DEVELOPMENT

Sports Foundation Attracts People, Business and Industry to Florida Year Round

In Fiscal Year 2014-15, the Florida Sports Foundation’s grant program awarded 127 grants, creating more than $606 million in economic impact for the state, resulting in 660,000 out-of-state visitors. It is projected that 7,764 jobs and $43.5 million in sales and bed taxes will be created from the grant-funded events.

This year’s Senior Games and the Sunshine State Games provided the opportunity for more than 50,000 Florida seniors and youth to take part in programs that encourage healthy lifestyles for all ages.

The Florida Grapefruit League hosted 15 Major League Baseball teams for spring training in Florida and boasted 1.5 million attendees, 61 percent of whom were out of state visitors.

In a record-setting year, 112,040 professional team specialty license plates were sold in FY 2014-15. Professional sports represented include: NFL, NHL, MLB, NBA, MLS, NASCAR, as well as fishing, boating and golf. Proceeds from the program support each team’s designated charity and the development of sports events around the state.

“Our community is fortunate to be on a roll when it comes to bidding on and hosting major events that drive significant tourism and economic development. There is no doubt that the Florida Sports Foundation’s grant program has been one of the primary ingredients to our overall success.” - Ken Hagan, Hillsborough Board of County Commissioners

POINTS OF IMPACT:

- INDUSTRY: Sports
- LOCATION: 27 Sports Commissions
- SPORTS REPRESENTED: NFL, NHL, MLB, NBA, MLS, NASCAR, fishing, boating and golf
FLORIDA SPORTS FOUNDATION
BY THE NUMBERS

The Florida Sports Foundation, Inc. is a non-profit corporation, serving as the Sports Industry Development Division of Enterprise Florida, Inc. The Florida Sports Foundation assists Florida’s communities with securing, hosting and retaining sporting events and sports related businesses that generate significant economic impact and sports tourism for the state through the Foundation’s grant programs, legislative initiatives and Industry Partner service, recognition and development.

- **$44.4B** Sports industry economic impact to Florida
- **13.3M** Out-of-state visitors who attended sporting events last year
- **156,000** Jobs created annually
- **3,114** Events hosted by Florida’s sports commissions

[Map of Florida with symbols indicating Regional Sports Commissions, Spring Training Locations, and Bowl Game Locations]
Entertainment Retail Enterprises Expands Sales and Creates Jobs with Enterprise Florida Financing Programs

Entertainment Retail Enterprises of Orlando is a global manufacturer and merchandiser for nationally recognized consumer brands including Disney, Nickelodeon, M&M products, Harley Davidson and Caterpillar in more than 130 countries. The company needed additional working capital against assets that were considered too risky for the lender. Enterprise Florida partnered with Fifth Third Bank to secure a 50 percent Loan Guarantee under the State Small Business Credit Initiative (SSBCI) program. The lender was able to mitigate the risk and provide a subordinated line of credit. In total, the SSBCI assistance facilitated a financing package that exceeded $17 million to a local minority-owned, women-owned manufacturer, and the creation of 20 new manufacturing jobs on top of retaining the existing 91 positions.

“Enterprise Florida’s capital programs and our lending partner Fifth Third Bank provided an avenue to finance Disney inventory which was not previously available under our old credit facility. This partnership provided us with the ability to expand our business, grow our sales and create jobs.” - Melinda Wenderlein, Senior Director of Accounting and Human Relations, Entertainment Retail Enterprises

POINTS OF IMPACT:

INDUSTRY: Manufacturing
LOCATION: Orlando
EFI PROGRAMS INVOLVED: SSBCI
FINANCING PACKAGE: $17 M
NEW JOBS: 20
Enterprise Florida, Inc.’s (EFI) Minority and Small Business, Entrepreneurship and Capital (MaSBEC) division partners with outside organizations to provide small, minority and entrepreneurial companies with training, development and financing options.

One of MaSBEC’s most commonly used programs is the State Small Business Credit Initiative (SSBCI). This program provides a lender with the necessary security, in the form of a partial guarantee, to approve a loan or line-of-credit for a qualified business.

### 2014-15 ANNUAL REPORT

- **Number of State Small Business Credit Initiative Participating Lenders**: 31
- **EFI-assisted companies that have accessed financing**: 28
- **Loan Guarantees (Leveraged amount)**: $4.8M
- **Loan Participations**: $12.5M

**During Fiscal Year 2014-15,** assistance from MaSBEC programs helped create 626 jobs and retain 131 positions.
After three years of hard work, the Team Florida Marketing Partnership yielded one of the major objectives outlined by the group in its early days – achieve a recurring state appropriation to market Florida for business. During a special session at the end of the fiscal year, the Florida Legislature committed $10 million to promote the state for business. These funds will help support the FY 2015-16 marketing and communications campaign.

The Team Florida Marketing Partnership, consisting of Enterprise Florida, regional & local economic developers and private businesses, raised $1+ million in FY 2014-15. The funds were used to develop a campaign that reached more than 30 million business decision makers and site consultants through print, digital and TV advertising campaigns on key business publications and media networks such as FORTUNE, CNBC, Fox Business, BBC America, Site Selection and Area Development.

The campaign also directly reached more than 3,000 consultants and CEOs, nearly 200 of whom attended events allowing Enterprise Florida and Team Florida representatives to build relationships and share Florida’s business advantages. These efforts help increase opportunities for Florida to compete for job creation projects.

**Contributions**

**TOTAL $1,010,000**

- **Partner Contributions** ($610,000) 60%
- **EFI Contributions** ($400,000) 40%

**Expenditures**

**TOTAL $1,070,912**

- **Production/Agency** $127,300 11%
- **Digital** $136,500 13%
- **Events** $228,756 21%
- **Tv** $155,235 14%
- **Print** $405,900 38%
- **Promotional Items** $17,231 2%

**TEAM FLORIDA POLICY BOARD MEMBERS**

**ERIC SILAGY**
Florida Power & Light Company
Chair

**KELLY SMALLRIDGE**
Business Development Board of Palm Beach County
Vice-chair

**STAN CONNALLY & BENTINA TERRY**
Gulf Power
Secretary/Treasurer

**BILL JOHNSON**
Enterprise Florida, Inc.

**ALEX GLENN**
Duke Energy

**GORDON GILLETTE**
TECO

**JOHN SCHUELER**
Tampa Bay Partnership

**RICK WEDDLE**
Orlando Economic Development Commission

**TEAM FLORIDA INVESTOR PARTNERS**

**$400,000**
- Enterprise Florida, Inc.

**$50,000**
- Florida Power & Light Company
- Duke Energy
- Gulf Power
- TECO
- Tampa Bay Partnership

**$25,000**
- Florida’s Great Northwest
- JAXUSA Partnership
- Orlando Economic Development Commission
- Business Development Board of Martin County
- Business Development Board of Palm Beach County
- Bay Economic Development Alliance
- Central Florida Development Council

- Charlotte County Economic Development Organization
- Gainesville Council for Economic Outreach
- Greater Fort Lauderdale Alliance
- Hamilton County Development Authority
- Santa Rosa Economic Development Organization
- Team Volusia Economic Development Commission

**$10,000**
- Indian River County
- Lee County
- North Florida Economic Development Partnership
- Osceola County
- Seminole Electric Cooperative, Inc.
- St. Johns County
The Enterprise Florida Legislative Relations team works with our Board of Directors, primary economic development partners, DEO, and other stakeholders to develop and advocate for a statewide economic development legislative agenda. This agenda includes support for EFI’s operating budget, the economic development toolkit, business climate and overall competitiveness issues. The legislative team works closely throughout the year with legislators, staff and various stakeholders in an effort to promote and support the state’s economic development efforts.

The one constitutionally required bill each year is the General Appropriations Act, better known simply as “The Budget.” The 2015-16 budget totaled $78.7 billion with a more than $1 billion budget surplus.

The final amount appropriated to EFI and its divisions amounts to $75.9 million. Additionally, the tax package contained good news for the Research & Development (R&D) Tax Credit program. The amount of available dollars increased from $9 million to $23 million and the process was changed so it is no longer a first come, first served process – all companies that apply will receive a prorated share. Following are some of the key economic development initiatives from the 2015 Legislative Session:

**Enterprise Florida Operations & Marketing ($32,900,000)**

Once again, Governor Scott and the Florida Legislature demonstrated their support of EFI’s role in economic development by maintaining its operating budget for international programs, the Florida Sports Foundation and Florida Defense Support Task Force programs. Additionally, the Florida Legislature for the first time appropriated $10 million ($8.5 million recurring) to support Team Florida’s efforts to promote Florida as a business destination.

**Economic Development Toolkit ($43,000,000)**

This incentive toolkit includes funding for numerous programs, including the Qualified Target Industry (QTI) program, the Quick Action Closing Fund (QACF), High Impact Performance Incentive (HiPI) grants and more, $11 million of which is recurring. EFI looks forward to working closely with Governor Scott and the Florida Legislature in securing additional funds for the FY 2016-17 toolkit.

**Fiscal Year 15-16 Budget**

- Toolkit
- International Offices & Programs
- Marketing
- Operational
- Florida Sports Foundation
- Military & Defense

![Fiscal Year 15-16 Budget Pie Chart]

The pie chart shows the distribution of the budget allocation for different categories.
Statewide Participation Strengthens Florida’s Economy

Enterprise Florida’s Strategic Partnerships Division maintains and enhances relationships with primary partners and stakeholders and expands investor support and board participation. The division also works with the state’s defense communities to increase their competitiveness in order to protect and enhance military bases and missions through targeted defense grant programs. Annually, the division organizes four quarterly Board of Directors meetings around the state. The Enterprise Florida Board of Directors has 65 voting members representing both public and private sectors.

In FY 2014-15, another record breaking year, EFI received $1.875 million in board investments, the largest amount ever. The number of Enterprise Florida investors continued to grow with four new members joining during the fiscal year.

“As board members, we all share the same goal: to position Florida as a powerful economic competitor. EFI and its partners have worked tirelessly over the past fiscal year to grow and diversify Florida’s economy. Serving on this board allows me to see firsthand how these accomplishments positively impact businesses and stimulate the state’s future success.”

– Stan Connally, Enterprise Florida Board of Directors

| 140 | Active Strategic Partners |
| $1.875M | Investor Capital Raised |
| 4 | New Investors |
| 65 | Total Number of Board Members |
| 92% | Board Retention |
ADT LLC  
Luis Orbegoso | President, ADT Business

AT&T  
Joe York | President, Florida, Puerto Rico and US Virgin Islands

Bank of America, N.A.  
Gene Schaefer | Senior Vice President

Baptist Health South Florida  
George Foyo | Executive Vice President, Chief Administrative Officer

Barron Collier Companies  
Blake Gable | President, Real Estate

Becker & Poliakoff, P.A.  
Alan Becker | Founding Shareholder

Biter Enterprises, LLC  
Jesse Biter | President & CEO

BMG Money, Inc.  
Marion Mathes | CEO

Bright House Networks, LLC  
Kevin Hyman | EVP, Operations

BRPH Architects-Engineers, Inc.  
Brian Curtin | President

CareerSource Florida  
Britt Sikes | Chairman

Craig Technologies  
Carol Craig | Founder & CEO

Darden Restaurants, Inc.  
Susan Connelly | Vice President, State and Local Government Relations

Duke Energy  
Alex Glenn | State President - Florida

Embraer Aircraft Holding, Inc.  
Gary Spulak | President

Fifth Third Bank – North Florida  
Brian Lamb | President & CEO

Florida Blue  
Jason Altomire | SVP, Public Policy and Community Engagement

Florida Chamber Of Commerce  
Mark Wilson | President & CEO

Florida Community Bank  
Kent Ellert | President & CEO

Florida Council of 100  
Rhea Law | Chair

Florida Department of Agriculture & Consumer Services  
Adam Putnam | Commissioner

Florida Department of Education  
Pam Stewart | Commissioner

Florida Department of Financial Services  
Jeff Atwater | Chief Financial Officer

Florida Department of State  
Ken Detzner | Secretary of State

Florida Economic Development Council  
Bob Swindell | Chairman

Florida House of Representatives  
Jim Boyd | Representative

Florida Office of the Attorney General  
Pam Bondi | Attorney General

Florida Power & Light Co.  
Eric Silagy | President & CEO

Florida Senate  
Nancy Detert | Senator

Florida Tax Watch  
Dominic Calabro | President & CEO

Florida Trend  
Andy Cotty | President & Publisher

Foley & Lardner, LLP  
Chris Kise | Partner

Full Sail University  
Bill Heavener | Co-Chairman & CEO

GrayRobinson, P.A.  
Fred Leonhardt | Shareholder

Greenberg Traurig - Tallahassee  
Hayden Dempsey | Chair, Governmental Affairs

Gulf Power Company  
Stan Connally | President & CEO

Harris Corporation  
Sheldon Fox | Senior Vice President, Integration and Engineering

Information Technology Company/Hotels  
Danny Gaekwad | President

JPMorgan Chase & Co.  
Guillermo Castillo | Market Manager, Middle Market Banking South Florida

Kaplan, Inc.  
Andy Rosen | Chairman

Keiser University  
Belinda Keiser | Vice Chancellor of Community Relations and Student Advancement

Lockheed Martin Training and Logistics Solutions  
Jon Rambeau | VP & General Manager

Massey Services Inc.  
Harvey L. Massey | Chairman & CEO

Mitsubishi Hitachi Power Systems Americas, Inc.  
Dave Walsh | President & CEO

Monicarla, L.T.D.  
Jay Beyrouti | President

Odebrecht Construction, Inc.  
Gilberto Neves | President & CEO

PNC Bank  
Joe Meterchick | Regional President, Florida

PowerSouth Energy Cooperative  
Ed Gardner | Economic Development Representative

Publix Super Markets, Inc.  
Jeff Chamberlain | VP, Real Estate

Regions Bank  
Brett Couch | East Regional President

Smith & Associates  
Jason Steele | Director of Government Relations

State of Florida Governor’s Office  
Rick Scott | Governor, EFI Chairman

State University System of Florida - Board of Governors  
Marshall Criser, III | Chancellor

Summit Bank, N.A.  
Neal Dunn, MD, FACS | Chairman

SunTrust Bank  
David Fuller | Chairman, President & CEO, Central Florida

TD Bank  
Ernie Diaz | Regional President

TECO Energy  
Gordon Gillette | President

The Lewis Bear Co.  
Lewis Bear | President

The St. Joe Company  
Jorge Gonzalez | Senior Vice President

University of Florida  
Winfred Phillips | Executive Chief of Staff

VoltAir Consulting Engineers  
Julius Davis | President & CEO

Walgreens - Orlando  
Marlin Hutchens | Market Vice President

Walt Disney Parks & Resorts, U.S.  
Anthony Connelly | SVP, Operations, Disney Cruise Line

Weatherford Partners  
Drew Weatherford | Partner

Wells Fargo Bank, N.A.  
Kelly Madden | EVP, Florida Division Manager

* New Board Member  
** New Member, Same Company
<table>
<thead>
<tr>
<th>County</th>
<th>Economic Development Partner</th>
</tr>
</thead>
<tbody>
<tr>
<td>Alachua</td>
<td>Gainesville Council for Economic Outreach</td>
</tr>
<tr>
<td>Baker</td>
<td>Baker County Development Commission</td>
</tr>
<tr>
<td>Bay</td>
<td>Bay Economic Development Alliance</td>
</tr>
<tr>
<td>Bradford</td>
<td>North Florida Regional Chamber of Commerce</td>
</tr>
<tr>
<td>Brevard</td>
<td>EDC of Florida’s Space Coast</td>
</tr>
<tr>
<td>Broward</td>
<td>Greater Fort Lauderdale Alliance</td>
</tr>
<tr>
<td>Calhoun</td>
<td>Calhoun County Chamber of Commerce</td>
</tr>
<tr>
<td>Charlotte</td>
<td>EDC of Charlotte County</td>
</tr>
<tr>
<td>Citrus</td>
<td>Citrus County EDC</td>
</tr>
<tr>
<td>Clay</td>
<td>Clay County EDC</td>
</tr>
<tr>
<td>Collier</td>
<td>The Partnership for Collier’s Future Economy, Inc.</td>
</tr>
<tr>
<td>Columbia</td>
<td>Columbia County Economic Development Department</td>
</tr>
<tr>
<td>DeSoto</td>
<td>DeSoto County EDC</td>
</tr>
<tr>
<td>Dixie</td>
<td>Dixie County Chamber of Commerce</td>
</tr>
<tr>
<td>Duval</td>
<td>JAXUSA Partnership</td>
</tr>
<tr>
<td>Escambia</td>
<td>Greater Pensacola Chamber</td>
</tr>
<tr>
<td>Flagler</td>
<td>Flagler County Department of Economic Opportunity</td>
</tr>
<tr>
<td>Franklin</td>
<td>Franklin County Board of County Commissioners</td>
</tr>
<tr>
<td>Gadsden</td>
<td>Gadsden County Development Council</td>
</tr>
<tr>
<td>Gilchrist</td>
<td>Gilchrist County</td>
</tr>
<tr>
<td>Glades</td>
<td>Glades County EDC</td>
</tr>
<tr>
<td>Gulf</td>
<td>Gulf County EDC</td>
</tr>
<tr>
<td>Hamilton</td>
<td>Hamilton County Office of Tourism and Economic Development</td>
</tr>
<tr>
<td>Hardee</td>
<td>Hardee County EDC/IDA</td>
</tr>
<tr>
<td>Hendry</td>
<td>Hendry County EDC</td>
</tr>
<tr>
<td>Hernando</td>
<td>Hernando County Office of Business Development</td>
</tr>
<tr>
<td>Highlands</td>
<td>Highlands County EDC</td>
</tr>
<tr>
<td>Hillsborough</td>
<td>Tampa Hillsborough EDC</td>
</tr>
<tr>
<td>Holmes</td>
<td>Holmes County EDC</td>
</tr>
<tr>
<td>Indian River</td>
<td>Indian River Chamber of Commerce</td>
</tr>
<tr>
<td>Jackson</td>
<td>Jackson County Development Council</td>
</tr>
<tr>
<td>Jefferson</td>
<td>Jefferson County EDC</td>
</tr>
<tr>
<td>Lafayette</td>
<td>Lafayette County Development Authority</td>
</tr>
<tr>
<td>Lake</td>
<td>Lake County Office of Economic Development &amp; Tourism</td>
</tr>
<tr>
<td>Lee</td>
<td>Lee County Office of Economic Development</td>
</tr>
<tr>
<td>Leon</td>
<td>Greater Tallahassee Chamber of Commerce</td>
</tr>
<tr>
<td>Levy</td>
<td>Levy County Nature Coast Business Development Council</td>
</tr>
<tr>
<td>Liberty</td>
<td>Liberty County Chamber of Commerce</td>
</tr>
<tr>
<td>Madison</td>
<td>Madison County Development Council</td>
</tr>
<tr>
<td>Manatee</td>
<td>Bradenton Area EDC</td>
</tr>
<tr>
<td>Marion</td>
<td>Ocala-Marion County Chamber &amp; Economic Partnership</td>
</tr>
<tr>
<td>Martin</td>
<td>Business Development Board of Martin County</td>
</tr>
<tr>
<td>Miami-Dade</td>
<td>The Beacon Council</td>
</tr>
<tr>
<td>Monroe</td>
<td>Greater Marathon Chamber of Commerce</td>
</tr>
<tr>
<td>Nassau</td>
<td>Nassau County Economic Development Board</td>
</tr>
<tr>
<td>Okaloosa</td>
<td>EDC of Okaloosa County</td>
</tr>
<tr>
<td>Okeechobee</td>
<td>BDB of Okeechobee</td>
</tr>
<tr>
<td>Orange</td>
<td>Orlando EDC</td>
</tr>
<tr>
<td>Osceola</td>
<td>Osceola County Economic Development Department</td>
</tr>
<tr>
<td>Palm Beach</td>
<td>Business Development Board of Palm Beach County</td>
</tr>
<tr>
<td>Pasco</td>
<td>Pasco EDC</td>
</tr>
<tr>
<td>Pinellas</td>
<td>Pinellas County Economic Development</td>
</tr>
<tr>
<td>Polk</td>
<td>Central Florida Development Council of Polk County</td>
</tr>
<tr>
<td>Putnam</td>
<td>Putnam County Chamber of Commerce</td>
</tr>
<tr>
<td>Santa Rosa</td>
<td>Santa Rosa Economic Alliance</td>
</tr>
<tr>
<td>Sarasota</td>
<td>EDC of Sarasota County</td>
</tr>
<tr>
<td>Seminole</td>
<td>Seminole County Government</td>
</tr>
<tr>
<td>St. Johns</td>
<td>St. Johns County Board of County Commissioners</td>
</tr>
<tr>
<td>St. Lucie</td>
<td>EDC of St. Lucie County</td>
</tr>
<tr>
<td>Sumter</td>
<td>Sumter County Economic Development</td>
</tr>
<tr>
<td>Suwannee</td>
<td>Suwannee County Economic Development Office</td>
</tr>
<tr>
<td>Taylor</td>
<td>Taylor County Development Authority</td>
</tr>
<tr>
<td>Union</td>
<td>Union County</td>
</tr>
<tr>
<td>Volusia</td>
<td>Volusia County Division of Economic Development</td>
</tr>
<tr>
<td>Wakulla</td>
<td>Wakulla County EDC</td>
</tr>
<tr>
<td>Walton</td>
<td>Walton County Economic Development Alliance</td>
</tr>
<tr>
<td>Washington</td>
<td>Washington County Chamber of Commerce</td>
</tr>
<tr>
<td>Regional Partners</td>
<td>Florida’s Great Northwest Florida’s Heartland REDI JAXUSA Partnership North Florida Economic Development Partnership Opportunity Florida Orlando EDC Southwest Florida Economic Development Alliance Tampa Bay Partnership</td>
</tr>
</tbody>
</table>
### ENTERPRISE FLORIDA OFFICE LOCATIONS

#### PRINCIPAL FLORIDA OFFICES:

<table>
<thead>
<tr>
<th>Location</th>
<th>Address</th>
<th>Phone Numbers</th>
</tr>
</thead>
<tbody>
<tr>
<td>Orlando</td>
<td>800 N. Magnolia Avenue Suite 1100</td>
<td>T: (407) 956-5600</td>
</tr>
<tr>
<td></td>
<td>Orlando, FL 32803</td>
<td>F: (407) 956-5599</td>
</tr>
<tr>
<td>Tallahassee</td>
<td>101 North Monroe Street Suite 1000</td>
<td>T: (850) 298-6620</td>
</tr>
<tr>
<td></td>
<td>Tallahassee, FL 32301</td>
<td>F: (850) 298-6659</td>
</tr>
<tr>
<td>Coral Gables</td>
<td>201 Alhambra Circle Suite 610</td>
<td>T: (305) 808-3660</td>
</tr>
<tr>
<td></td>
<td>Coral Gables, FL 33134</td>
<td>F: (305) 808-3586</td>
</tr>
</tbody>
</table>

#### FLORIDA REGIONAL INTERNATIONAL TRADE OFFICES:

<table>
<thead>
<tr>
<th>Location</th>
<th>Address</th>
<th>Phone Numbers</th>
</tr>
</thead>
<tbody>
<tr>
<td>Jackson ville/Northeast</td>
<td>Larry Bernski, Regional Manager International Trade Development 30 Independent Drive Jacksonville, FL 32202 T: (904) 359-9350 <a href="mailto:lbernaski@enterpriseflorida.com">lbernaski@enterpriseflorida.com</a></td>
<td>T: (904) 359-9350</td>
</tr>
<tr>
<td>Miami-Dade/Southwest</td>
<td>Stephanie Pavolini, Regional Manager Jorge Riano, Regional Manager International Trade Development 201 Alhambra Circle Suite 610 Coral Gables, FL 33134 T: (305) 808-3660 <a href="mailto:spavolini@eflorida.com">spavolini@eflorida.com</a></td>
<td><a href="mailto:jriano@eflorida.com">jriano@eflorida.com</a></td>
</tr>
<tr>
<td>Pensacola/Northwest/</td>
<td>Andrea Moore, Regional Manager International Trade Development 117 West Garden Street Pensacola, FL 32502</td>
<td><a href="mailto:tpe.efi@msa.hinet.net">tpe.efi@msa.hinet.net</a></td>
</tr>
<tr>
<td>Tallahassee</td>
<td>Paul Mitchell, Regional Manager International Trade Development (Aviation/Aerospace Specialist) 800 N. Magnolia Avenue Suite 1100 Orlando, FL 32803 T: (407) 956-5639 <a href="mailto:pmitchell@eflorida.com">pmitchell@eflorida.com</a></td>
<td><a href="mailto:tpe.efi@msa.hinet.net">tpe.efi@msa.hinet.net</a></td>
</tr>
</tbody>
</table>

#### INTERNATIONAL OFFICES:

<table>
<thead>
<tr>
<th>Country</th>
<th>Contact Information</th>
</tr>
</thead>
<tbody>
<tr>
<td>Brazil (Sao Paulo)</td>
<td>Fabio Yukio Yamada, Director Mariana Falkenburger, Manager Rua Helena, 280, Suite 703 &amp; 704 Sao Paulo, SP Brazil 04552 T: (55-11) 3044-4848 M: (55-11) 9 8447-9454 <a href="mailto:fabio@eflorida.com.br">fabio@eflorida.com.br</a> <a href="mailto:mariana@eflorida.com.br">mariana@eflorida.com.br</a></td>
</tr>
<tr>
<td>Canada (Montréal)</td>
<td>Daniel Silverman, Director 416 de Maisonnueve West Suite 1000 Montreal, QC, Canada H3A 1L2 T: (514) 495-5251 <a href="mailto:dsilverman@roivision.com">dsilverman@roivision.com</a></td>
</tr>
<tr>
<td>Canada (Toronto)</td>
<td>Gillian Hatton, Director 970 Eglinton Avenue West Toronto, ON, Canada M6C 2C5 T: (416) 277-5269 <a href="mailto:ghatton@enterpriseflorida.ca">ghatton@enterpriseflorida.ca</a></td>
</tr>
<tr>
<td>Mexico</td>
<td>Ana Arroyo Yllanes, Director Pentalozzi No. 1204, Int. 303 Colonia del Valle Mexico, D.F. 03100 T: (52-55) 2455-3971 to 73 <a href="mailto:enterpriseflorida@negocios-internacionales.net">enterpriseflorida@negocios-internacionales.net</a></td>
</tr>
<tr>
<td>Asia</td>
<td>China (Shanghai) Weizhen Li, Director Unit 301-303, Platinum Tower 233 Tai Cang Road Shanghai 200020 People’s Republic of China T: (86) 21-5298-4668 Ext. 263 <a href="mailto:wli@eflorida.com.cn">wli@eflorida.com.cn</a></td>
</tr>
<tr>
<td>Asia</td>
<td>Japan (Tokyo) K. Sam Tabuchi, Director Kazumi Fujimoto Fukuda Bldg., 5F 2-3-23, Haramatsu-cho Minato-ku, Tokyo 105-0013 Japan T: 011-81-0-3-3578-8777 <a href="mailto:ksttabuchi@eflorida.jp">ksttabuchi@eflorida.jp</a> <a href="mailto:kfujimoto@eflorida.jp">kfujimoto@eflorida.jp</a></td>
</tr>
<tr>
<td>Asia</td>
<td>Taiwan (Taipei Liaison) Wenjie Chen, Director Taipei World Trade Center Suite #7E-01 5 Hsin Yi Road, Sec. 5, Taipei, Taiwan 110 T: (886-2) 2758-5181 <a href="mailto:tpe.efi@msa.hinet.net">tpe.efi@msa.hinet.net</a></td>
</tr>
<tr>
<td>Asia</td>
<td>Czech Republic Jan Kotik, Director U Prašné brány 1078/1, 110 00 Praha 1 Prague, Czech Republic T: 011 (420) 224-900-027 M: 011 (420) 625-186 <a href="mailto:kotik@becker-poliaikoff.cz">kotik@becker-poliaikoff.cz</a></td>
</tr>
<tr>
<td>Europe</td>
<td>France Christelle Maffre, Director 12 Rue de la Chaussée d’Antin, 75009 Paris, France T: 011 33 (0) 43 87-56-40 M: 011 33 (0) 6 45 62-02 87 <a href="mailto:christelle.maffre@eflorida-europe.com">christelle.maffre@eflorida-europe.com</a></td>
</tr>
<tr>
<td>Europe</td>
<td>Germany Alexander Bothmann, Deputy Director Im Amerika Haus, Karolinenplatz 3 80333 München, Germany T: 011 (49-89) 9901-3665 <a href="mailto:alexander.bothmann@invest-in-florida.de">alexander.bothmann@invest-in-florida.de</a></td>
</tr>
<tr>
<td>Europe</td>
<td>Spain Sergio Reyes, Director Paseo de la Castellana 164, 6ºD 28046 Madrid, Spain T: 011 (34-91) 781-3483 <a href="mailto:garance@e-finance-institute.com">garance@e-finance-institute.com</a></td>
</tr>
<tr>
<td>Europe</td>
<td>U.K. &amp; Ireland (London) Gavin Cleary, Director Julia Mills, Deputy Director 6th Floor, 36-38 Whitefriars Street, London EC4Y 8BQ, United Kingdom T: 011 44 (0) 207-822-0718 M: 011 44 (0) 7384-688-791 <a href="mailto:gavin.cleary@eflorida-europe.com">gavin.cleary@eflorida-europe.com</a> <a href="mailto:julia.mills@eflorida-europe.com">julia.mills@eflorida-europe.com</a></td>
</tr>
<tr>
<td>Europe</td>
<td>Israel Nurit Gazit, Director Elysa Rapoport, Business Development Manager 10 Sold Street POB. 1183 Ramat Ha Sharon, 47225 Israel T: 011 (972-54) 599-6160 M: 011 (972-54) 4-511-007 <a href="mailto:ngazit@eflorida.co.il">ngazit@eflorida.co.il</a> <a href="mailto:erapoport@eflorida.co.il">erapoport@eflorida.co.il</a></td>
</tr>
<tr>
<td>Middle East/Africa</td>
<td>South Africa Abigail Ellary, Director The Business Centre 2 Ncondo Place, Ridgescove, Postnet Suite 47 Private Bag X01, Umhlanga Rocks, Durban 4320 South Africa T: 011-27 (0) 31-830-5054 M: 011-27 (0) 82-341-9541 <a href="mailto:aellary@eflorida.co.za">aellary@eflorida.co.za</a></td>
</tr>
</tbody>
</table>