

Florida Economic  
Development Council  
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Tallahassee, FL 32301  
(850) 601-0870  
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**BILL TO:**  
Enterprise Florida, Inc.  
800 North Magnolia Avenue, Suite 1100  
Orlando, FL 32803

**Invoice #NIP747**  
**DATE:** 9/10/2019  
**DUE DATE:** 4/15/2020

ACTIVITY	AMOUNT
FEDC 2020 Annual Conference Platinum Presenting Sponsorship	\$15,000.00

**BALANCE DUE: \$15,000.00**

Thank you for your continued investment in Florida economic development!



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Florida Economic Development Council and Enterprise Florida Partnership Agreement

FEDC FEIN #: 23-7035680

Term: July 1, 2019- June 30, 2020

Enterprise Florida, Inc. (EFI) is the lead state economic development agency focused on marketing, business development, and international trade to attract jobs and private capital investment to Florida. Florida Economic Development Council (FEDC) is a statewide association of economic, workforce and community development professionals that provides leadership, professional development, and issues education to advance economic development in Florida.

FEDC and EFI have built a successful partnership to benefit economic development practitioners and stakeholders throughout the state. The following is a plan of activities proposed by FEDC to facilitate promotion of EFI programs and resources to EDOs and employers during the period of July 1, 2019- June 30, 2020.

- **Regional Education Events:** Plan and coordinate eight regional events with local elected officials, economic and workforce development practitioners and stakeholders. Events shall include information on Florida economic and workforce development programs and resources. Completion of these events will be expected by June 30, 2019.

**Deliverables:** Upon completion of each event, FEDC shall provide EFI with a report that will include but is not limited to: a list of the attendees; topics discussed; regional strengths and weaknesses, opportunities and threats; and any follow-up opportunities for the EFI team. The eight regional meetings shall be held between July 1, 2019 and June 30, 2020, at a cost of \$2,500 per event. The total of eight regional meetings must not exceed \$20,000.

- **Professional Development Sponsorship:** FEDC hosts the premier annual conference attended by Florida economic, workforce and community development professionals. Attracting more than 275 professionals, this event provides an opportunity to showcase Enterprise Florida, and share timely and relevant information with attendees that reinforces the necessity and value of economic development initiatives and programs.

**Deliverables:** EFI would be the Presenting Sponsor for the 2020 FEDC Annual Conference at a cost of \$15,000, which provides the following benefits. Payment must be received by 4/15/2020.

- One (1) exhibit booth
- Ten (10) conference registrations
- Presenting sponsor of ES and TJ Professionals of the Year Awards Dinner
- Company logo on FEDC Facebook timeline
- Company logo on FEDC pinned tweet
- One (1) featured article in conference e-newsletter
- Social media promotion as Platinum Presenting Sponsor
- Post-conference attendee list
- Opportunity to provide and/or introduce prominent speaker
- Full page ad in conference booklet
- Staff involvement on planning committee



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- EFI will be recognized as a Sustaining Member of FEDC.
- EFI's President and CEO (or designee) will hold an ex officio seat on the FEDC Board of Directors.
- EFI's Stakeholder Council chair will hold an ex officio seat on the FEDC Board of Directors.
- FEDC's chair will hold an ex officio seat on the EFI Board of Directors.
- FEDC's Executive Director will have a seat on EFI Stakeholders Council.
- FEDC and EFI will promote economic development by providing reciprocal website links where possible.
- EFI and FEDC will coordinate public relations efforts to promote positive media coverage for economic development throughout the state.
- EFI and FEDC will coordinate schedules for FEDC's Board of Directors to meet in conjunction with EFI Board Meetings when possible.
- EFI and FEDC agree to help promote workshops/training sessions offered by the other.

Payments may be made separately as the above stated deliverables are met. However, the total amount of payments made by EFI under this agreement shall not exceed **\$35,000**.

[Signatures Follow]



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This Agreement between FEDC and Enterprise Florida is hereby approved:

Beth Cicchetti, CEcD  
Executive Director  
Florida Economic Development Council, Inc.  
3551 Blairstone Road, Ste 105-138  
Tallahassee, FL 32301

*Beth Cicchetti*

Signature

9/10/19

Date

Name: *Robert Schlotman, COO*  
Enterprise Florida, Inc.  
**Orlando (Headquarters)**  
800 North Magnolia Avenue, Suite 1100  
Orlando, Florida 32803

*Robert Schlotman*

Signature

9-10-19

Date