DOCUMENTS LIST
The following is a list of documents that will provide background and context for board discussion and/or action

AGENDA
Board Meeting Agenda

LET'S KEEP WORKING
Recent Announcements
2013-14 Final Ops Plan Measures
Speaker Bio

MINUTES
Draft Minutes: May 22, 2014

ACTION ITEMS
Consent Agenda:
Renewal of Existing Investors
New Company Representative
Financial Statements
Staff FY 2013/2014 Performance Results
EFI 2014/2015 Budget
Finance & Compensation Committee Recommendation

MARKETING & COMMUNICATIONS
FY 2013-14 Q4 Communications Results
Impact Studies
Farnborough Show News

APPENDIX
Nominating Committee Timeline
Florida Laws Affecting EFI Board of Directors
Military/Defense Event Flyer
Future of Florida Forum Flyer
EFI Investors
Board Member Directory
2014-2015 Enterprise Florida Events

SAVE THE DATES:
September 29 – October 1, 2014: Orlando
January 21 – 22, 2015: Tallahassee

PLEASE JOIN US FOR LUNCH IN THE PLAZA 2 ROOM IMMEDIATELY AFTER THE BOARD MEETING
Agenda

8:30 a.m. Welcome & Roll Call ................................................................. Brett Couch, Vice Chair

8:40 a.m. President’s Update & Q&A ............................................ Gray Swoope, EFI President & CEO

9:00 a.m. Success Story .................................................................................. Rich Broome
  Executive Vice President, The Hertz Corporation

9:20 a.m. Stakeholders Meeting Recap .................................................. Kelly Smallridge

9:35 a.m. Board Breakout Session ............................................................. Facilitated by Alan Becker

10:30 a.m. Breakout Group Reports .......................................................... Group Leaders

11:00 a.m. Action Items .............................................................................. Brett Couch, Vice Chair
  • Consent Agenda
  • Finance & Compensation Committee Recommendation – CEO Tier 2 Compensation

11:20 a.m. Public Comment (Prior to vote) ............................................ By Comment Card

11:30 a.m. Closing Remarks & Adjournment .......................................... Brett Couch, Vice Chair

Save the Dates:
September 29 – October 1, 2014: Orlando
  Events held in conjunction with The Future of Florida Forum

  January 21 – 22, 2015: Tallahassee
Governor Rick Scott Announces Expansion of GE Energy Management in Clearwater

On July 24, 2014, in News Releases, by Governor's Press Office

Capital investment of $50 million will create 250 jobs

Today, Governor Rick Scott announced that GE’s Energy Management business will create a new 190,000 square feet manufacturing Center of Excellence (COE) in Clearwater. The COE will include the existing instrument transformer facility as well as new manufacturing operations for capacitors. The expansion encompasses a capital investment of $50 million that will create 250 new jobs.

Governor Scott said, “General Electric Energy Management’s investment in Clearwater is great news for Florida families. The creation of 250 jobs means more Floridians will be able to provide for their families and pursue their dreams in the Sunshine state. Florida businesses have already created more than 620,000 private-sector jobs since December 2010, and we will continue to create an opportunity economy where every Floridian can love the American Dream.”

The company currently manufactures instrument transformers for use by utilities and industrial customers to protect their equipment and ensure the safe and reliable operation of electrical systems.

“Thanks to the support from Governor Scott, Commissioner Roche and Mayor Cretekos, we are well positioned to more quickly deliver improved outcomes for our customers and solve some of the world’s toughest energy problems,” said GE Energy Management CEO Mark Begor. “From this facility, we’ll serve customers as close as Duke Energy right here in Florida, and as far away as Southeast Asia and South America.”

Florida is home to industry leading producers of power generation systems, a variety of solar technology companies, biofuel producers, and battery and fuel cell manufacturers. The depth and breadth of Florida’s cleantech industry base can help businesses find the talent and suppliers to succeed.

“The expansion of GE Energy Management in Clearwater is a great boost for Florida’s cleantech and manufacturing industries,” said president and CEO of Enterprise Florida Gray Swoope. “Florida’s position in both industries is rising as more and more companies in those sectors look to locate and expand here. World leaders like GE have been leading the energy industry from Florida for decades and we look forward to their continued growth.”

This project was made possible with the help of close partnerships between Enterprise Florida, the City of Clearwater, Pinellas County, Duke Energy, Pinellas County Economic Development and the Department of Economic Opportunity.

Department of Economic Opportunity Executive Director Jesse Panuccio said, “GE Energy Management’s expansion is another win for Florida’s resurgent economy and a return on our investment in the state’s manufacturing industry. This is further evidence that the pro-growth and business-friendly policies of this administration are bringing high-quality jobs to Florida families in Clearwater and across the state.”

Clearwater Mayor George Cretekos said, “The City of Clearwater is committed to expanding job opportunities, and this investment by GE in our community will provide economic benefits to the entire Tampa Bay area.”
“We’re so pleased to welcome these new jobs and to celebrate GE Energy Management’s expansion and newest manufacturing ‘Center for Excellence’ in Pinellas County,” said Pinellas County Commissioner Norm Roche. “Manufacturing in Pinellas is a point of pride, and GE’s innovators here in Clearwater are an important part of over 30,000 experienced manufacturing professionals in our county.”

“We value our partnership with The City of Clearwater and commend their leadership and shared focus on economic development,” said Alex Glenn, Duke Energy state president – Florida. “They acted quickly to assemble the right partners to win the GE expansion, and we appreciate being a part of the team from the beginning. The GE expansion is a win for the City, the County and the Tampa Bay region resulting in new high-wage jobs and significant capital investment.”

GE’s new manufacturing COE is expected to be fully operational by the fourth quarter of 2015.

***

About GE


Enterprise Florida, Inc. (EFI) is a partnership between Florida’s businesses and government leaders and is the principal economic development organization for the state of Florida. EFI facilitates job growth for Florida businesses through recruitment and retention, international trade and exporting, promotion of sporting events, and capital funding programs to assist small and minority businesses.
Gov. Scott: Fee Reductions for Various Real Estate Licensees


The Florida Department of Business and Professional Regulation (DBPR) is introducing permanent fee cuts for Florida Real Estate Commission licensees this month. Effective July 1, 2014, these permanent fee reductions will save real estate licensees on average more than $2.7 million every year on initial and renewal licensure fees. Impacted real estate licensees will include brokers, sales associates, corporations, partnerships, limited liability companies (LLCs), limited liability partnerships and real estate instructors and schools.

Governor Scott said, “We have worked hard to reduce fees and regulations on Florida’s job creators, and this fee reduction will total more than $2.7 million that Florida’s real estate industry will be able to save. Lower fees will allow the real estate licensees to reinvest into their businesses and continue growing jobs for Florida families. I thank DBPR and the Florida Real Estate Commission for joining our mission to keep Floridians’ hard earned money in their own pockets.”

“I commend the Florida Real Estate Commission’s decision to reduce the licensure fees for real estate applicants and licensees,” said DBPR Secretary Ken Lawson. “Lower fees will enable the real estate industry to flourish in the state and make it easier for our current licensees to grow with Florida’s improving economy.”

“DBPR’s revenue is generated directly from the pockets of hardworking Florida licensees, not sales tax revenues. These permanent fee cuts provide a tangible impact on the hundreds of thousands of Floridians whose livelihoods depend on the success and growth of the real estate industry. Real estate professionals across the state are very appreciative of these reductions,” stated John Sebree, Senior Vice President of Public Policy at the Florida Realtors Association.

Real estate sales associates and brokers will see permanent reductions in the initial licensure fees and biennial renewal fees effective July 1, 2014. The initial licensure fees and biennial renewal fees for sales associates, brokers and branch office brokers will be reduced by 20 percent.

<table>
<thead>
<tr>
<th>Fee</th>
<th>Current Fee Amount</th>
<th>Reduced Fee</th>
</tr>
</thead>
<tbody>
<tr>
<td>Initial License Fee for Sales Associates</td>
<td>$80</td>
<td>$64</td>
</tr>
<tr>
<td>Initial License Fee for Brokers</td>
<td>$90</td>
<td>$72</td>
</tr>
<tr>
<td>Biennial Renewal Fee for Sales Associates</td>
<td>$80</td>
<td>$64</td>
</tr>
<tr>
<td>Biennial Renewal Fee for Brokers</td>
<td>$90</td>
<td>$72</td>
</tr>
<tr>
<td>Biennial Renewal Fee for Branch Office Brokers</td>
<td>$80</td>
<td>$64</td>
</tr>
</tbody>
</table>

Real estate sales corporations, partnerships, LLCs and limited liability partnerships will receive permanent reductions in application fees and biennial renewal fees effective July 1, 2014. The application fees for corporations, partnerships, LLCs and limited liability partnerships will be reduced by 20 percent. Application fees and biennial renewal fees will be reduced by 20 percent for real estate branch offices.

<table>
<thead>
<tr>
<th>Fee</th>
<th>Current Fee Amount</th>
<th>Reduced Fee</th>
</tr>
</thead>
<tbody>
<tr>
<td>Application Fee Corporations, Partnerships, LLCs and Limited Liability Partnerships</td>
<td>$90</td>
<td>$72</td>
</tr>
<tr>
<td>Application Fee for Branch Offices</td>
<td>$80</td>
<td>$64</td>
</tr>
</tbody>
</table>
Biennial Renewal Fee for Branch Offices  $80  $64

Real estate school instructors and school permit holders will also see permanent reductions in initial licensure fees and biennial permit renewal fees effective July 1, 2014. The initial licensure and biennial renewal fees for real estate school instructors will be reduced by 20 percent, and the initial licensure and biennial permit renewal fees for school permit holders will also be reduced by 20 percent.

<table>
<thead>
<tr>
<th>Fee</th>
<th>Current Fee</th>
<th>Reduced Fee</th>
</tr>
</thead>
<tbody>
<tr>
<td>Initial License Fee for School Instructors</td>
<td>$80</td>
<td>$64</td>
</tr>
<tr>
<td>Biennial Renewal Fee for School Instructors</td>
<td>$80</td>
<td>$64</td>
</tr>
<tr>
<td>Initial License Fee for School Permit Holders</td>
<td>$130</td>
<td>$104</td>
</tr>
<tr>
<td>Biennial Permit Renewal Fee for School Permit Holders</td>
<td>$130</td>
<td>$104</td>
</tr>
</tbody>
</table>

Additional information regarding permanent application, licensure and renewal fee reductions for real estate licensees can be found on the DBPR website at www.myfloridalicense.com. Licensees with questions regarding fee reductions may also call the DBPR Customer Contact Center at 850.487.1395 Monday through Friday from 8:00 AM to 6:00 PM EST.

The Department of Business and Professional Regulation’s mission is to license efficiently and regulate fairly. The Department licenses and regulates more than one million businesses and professionals ranging from hotels and restaurants, real estate agents and certified public accountants to veterinarians, contractors and cosmetologists. For more information, please visit www.MyFloridaLicense.com.

More information about DBPR is available online at www.MyFloridaLicense.com. Also, follow @FloridaDBPR on Twitter or Florida Department of Business and Professional Regulation on Facebook for updates about license cycles, events and other important news.
Governor Scott Announces Almost $16 Million Investment for Coast to Coast Connector Project


Governor Rick Scott today announced the 11 new projects that will be funded this year to help advance the Coast to Coast Connector, which will provide a safe and continuous multi-use trail from the Gulf of Mexico to the Atlantic. The Department of Transportation will invest $15.9 million to complete 11 phases of separate trail segments in nine counties. This new funding is in addition to the more than $26 million that has already been invested by the Florida Department of Transportation (FDOT) for the Connector project over the next five years.

Governor Scott said, “This $15.9 million dollar investment will help to complete 11 sections of the Coast to Coast Connector which will help to bring more tourists to our state, and create jobs for families in our state. Our tourists increasingly desire new ways to explore this beautiful state and the Coast to Coast Connector will do just that as the only trail in America connecting the Gulf to the Atlantic.”

**Brevard County**
- Brevard Co. Line to Aurantia Rd – $5.6 million
- Canaveral Ave to Max Brewer Causeway and Max Brewer Causeway to Atlantic Ocean – $100,000

**Hernando County**
- Suncoast Trail to existing Good Neighbor Trail – $1 million

**Lake County**
- SR 33 to Silver Eagle Rd – $1.5 million

**Lake/Sumter County**
- Van Fleet State Trail to Villa City Rd – $1.3 million

**Orange County**
- Seg 1 - Hiawassee Rd to Pine Hills Rd – $530,000
- Seg 2 - Clarcona-Ocoee Rd to Seminole Co. Line – $1.1 million

**Pasco County**
- Pinellas/Pasco Co. Line to North of SR 54 – $460,000

**Pinellas County**
- East Lake Rd/Keystone Rd intersection to the Pinellas/Pasco Co. Line – $3.9 million
Seminole/ Volusia County

- Wayside Park over US 17/92 Bridge and US 17/92 Bridge over Spring to Spring Trail – $100,000

Sumter County

- Withlacoochee State Trail to Van Fleet State Trail – $350,000

When complete, the Connector is expected to be over 250 miles and will link communities between St. Petersburg and Titusville into a major destination route that will allow residents and visitors to explore Central Florida by bicycle or foot. An estimated 75 percent of the trail corridor is already developed and open to the public or funded for construction.

FDOT Secretary Ananth Prasad said, “With the projects announced today, we will be moving forward this year on virtually every gap within the Coast to Coast Connector. FDOT is pleased to play such an instrumental role with our state and local partners to help advance this ambitious trail project. It will provide an exceptional experience and safe transportation route for our residents and visitors.”

FDEP Secretary Herschel T. Vinyard Jr. said, “FDOT continues to be a great partner in the statewide trail effort. We are very excited that the Connector project will be the first of many efforts to complete the Florida Greenways and Trails Priority System.”

Senator Andy Gardiner, Chair of the Senate Appropriations Subcommittee for Transportation, Tourism and Economic Development, has been a strong advocate for the Connector and was instrumental in setting aside the new funding.

Senator Gardiner said, “It is very rewarding to see the combined efforts of so many come together to help close the gaps in the Coast to Coast Connector. These projects represent a significant step forward for this exciting effort.”

The Connector is a collaborative effort of many agencies and organizations, including the eleven Central Florida metropolitan planning organizations that signed a joint resolution last summer making the trail project a regional priority.

Along with more than nine other long distance corridors, the Connector is a state priority in the 2013-17 Florida Greenways and Trails System Plan (Plan), developed by the Florida Department of Environmental Protection’s Office of Greenways and Trails, the lead entity for statewide trail planning. The plan outlines the vision for the Florida Greenways and Trails System, defining the role of the system in advancing Florida’s economy, tourism, health, transportation, recreation, conservation and quality of life.

President & CEO of VISIT FLORIDA Will Seccombe said, “Florida is an incredibly diverse destination with so much more to see and do than our visitors often realize. Stretching from Tampa Bay to the Space Coast, the Coast to Coast Connector will offer a unique opportunity for them to discover some of the Sunshine State’s most scenic greenways and trails.”

FDOT will supervise development of the remaining Connector gaps, and local governments or other managing agencies will be responsible for operation and maintenance of the completed trail segments.
Gov. Scott: Miami Metro Area added 29,600 jobs Over the Year

On July 18, 2014, in News Releases, by Governor's Press Office

Governor Rick Scott announced today that the Miami-Miami Beach-Kendall metro area gained the second-highest number of jobs in June 2014 among all metro areas in Florida compared to a year ago with 29,600 new jobs. The area’s unemployment rate declined by 1.9 percentage points over the year, from 9.2 percent in June 2013 to 7.3 percent in June 2014.

Governor Rick Scott said, “Today’s news that 29,600 jobs were created in the Miami area over the year is evidence that our pro business policies are working in this part of the state. While this is great news, let’s keep working to make an opportunity economy with jobs that will last for generations to come.”

The industries with the largest job gains over the year in Miami were in trade, transportation, and utilities with 5,900 new jobs, and leisure and hospitality and professional and business services with 5,400 new jobs each.

The Miami metro area had the third-highest online job demand in Florida in June 2014 with 32,744 job openings and had the third-highest number of openings for STEM occupations in June 2014 with 6,776 online openings. STEM is an acronym for science, technology, engineering and mathematics, and these jobs are considered high wage and high skill.

In June, CareerSource South Florida, along with the state’s other 23 Regional Workforce Boards, reported more than 35,000 Floridians were placed in jobs. An individual who receives employment and training assistance through a One-Stop Career Center and finds a job within 180 days is deemed a placement and may be reported by a regional workforce board. Of these individuals, 7,239 previously received Reemployment Assistance. In 2013, 479,064 Floridians were placed in jobs, with 135,384 former claimants finding employment.

Florida created 36,900 private-sector jobs in June 2014, the single highest month of private-sector job creation since the Governor took office. Since December 2010, Florida has created 620,700 private sector jobs. Florida’s statewide unemployment rate for June 2014 was 6.2 percent, down 1.2 percentage points from the June 2013 rate.

Gov. Scott: Naples-Marco Island Metro Area Adds 5,500 New Jobs

On July 18, 2014, in News Releases, by Governor's Press Office

Today, Governor Rick Scott announced the Naples-Marco Island Metropolitan Statistical Area experienced positive annual job growth with an increase of 5,500 jobs over the year according to the June 2014 report. The MSA’s unemployment rate declined by 1.7 percentage points over the year, from 7.5 percent in June 2013 to 5.8 percent in June 2014.

Governor Scott said, “With 5,500 new jobs and a steady decrease in the unemployment rate, the Naples area is heading in the right direction. While we’re thrilled to see our pro-growth, business-friendly policies working, let’s keep working until every person who wants a job can find one.”

The industries gaining the most jobs in this metro area over the year in June 2014 were in construction with 1,600 new jobs and both leisure and hospitality and professional and business services with 900 new jobs each. In June 2014, the Naples-Marco Island MSA had the fastest annual job growth rate compared to all the metro areas in the state in total employment, with growth of 4.6 percent over the year.

The Naples-Marco Island MSA had 4,439 online job openings in June 2014, growing by 17 percent over the year. The area also had 545 online openings for STEM occupations. STEM is an acronym for science, technology, engineering and mathematics, and these jobs are considered high wage and high skill. Additionally, housing starts were up 13.8 percent over the year in the Naples metro area in May 2014.

In June, CareerSource Southwest Florida, along with the state’s other 23 Regional Workforce Boards, reported more than 35,000 Floridians were placed in jobs. An individual who receives employment and training assistance through a One-Stop Career Center and finds a job within 180 days is deemed a placement and may be reported by a regional workforce board. Of these individuals, 7,239 previously received Reemployment Assistance. In 2013, 479,064 Floridians were placed in jobs, with 135,384 former claimants finding employment.

Florida created 36,900 private-sector jobs in June 2014, the single highest month of private-sector job creation since the Governor took office. Since December 2010, Florida has created 620,700 private sector jobs. Florida’s statewide unemployment rate for June 2014 was 6.2 percent, down 1.2 percentage points from the June 2013 rate.

Gov. Scott: West Palm Beach Metro Area adds 16,100 Jobs over the Year

On July 18, 2014, in News Releases, by Governor's Press Office

Today, Governor Rick Scott announced that according to the June 2014 report the West Palm Beach metro area gained 16,100 jobs over the year. The metro area’s unemployment rate declined by 1.8 percentage points over the year, from 7.9 percent in June 2013 to 6.1 percent in June 2014.

Governor Scott said, “With an unemployment rate steadily declining and 16,100 new jobs created over the year, it is evident that our pro-business policies are working in the West Palm Beach area. It is vital that every family benefits from our policies, so let’s keep working to make sure that every Floridian who wants a job can find one, so they can live the American Dream.”

The industries with the largest job gains over the year in June 2014 in West Palm Beach were in professional and business services with 5,300 new jobs, education and health services with 3,900 new jobs, and leisure and hospitality with 3,100 new jobs. In June 2014, the West Palm Beach metro area was among the top two metro areas in Florida for gains over the year in education and health services.

In June 2014, the West Palm Beach metro area had 19,450 online job openings. The metro area also had 4,693 STEM occupation openings. STEM is an acronym for science, technology, engineering and mathematics, and these jobs are considered high wage and high skill. Additionally, housing starts were up 16.7 percent over the year in the metro area in May 2014.

In June, CareerSource Palm Beach County, along with the state’s other 23 Regional Workforce Boards, reported more than 35,000 Floridians were placed in jobs. An individual who receives employment and training assistance through a One-Stop Career Center and finds a job within 180 days is deemed a placement and may be reported by a regional workforce board. Of these individuals, 7,239 previously received Reemployment Assistance. In 2013, 479,064 Floridians were placed in jobs, with 135,384 former claimants finding employment.

Florida created 36,900 private-sector jobs in June 2014, the single highest month of private-sector job creation since the Governor took office. Since December 2010, Florida has created 620,700 private sector jobs. Florida’s statewide unemployment rate for June 2014 was 6.2 percent, down 1.2 percentage points from the June 2013 rate.

Gov. Scott: Fort Lauderdale Metro Area Unemployment Rate Down to 5.3 Percent

On July 18, 2014, in News Releases, by Governor's Press Office

Today, Governor Rick Scott announced that the Fort Lauderdale-Pompano Beach-Deerfield Beach metro area gained 24,600 jobs over the year according to the June 2014 figures. The Ft. Lauderdale metro area’s unemployment rate declined by 1.1 percentage points over the year, from 6.4 percent in June 2013 to 5.3 percent in June 2014.

Governor Scott said, “These 24,600 new jobs are great news for families living in the Ft. Lauderdale area. With positive annual job growth and a 5.3 percent unemployment rate, this area is heading in the right direction to create an opportunity economy, where every Floridian who wants a job can find one.”

The industries with the largest job gains over the year in this area of the state were in trade, transportation, and utilities with 7,600 jobs new jobs, construction with 4,200 new jobs, and professional and business services with 3,700 new jobs.

In June 2014, the Ft. Lauderdale metro area was ranked fourth among all metro areas in Florida for online job demand with 24,881 openings and also ranked fourth for STEM job openings with 5,471 job openings. STEM is an acronym for science, technology, engineering and mathematics, and these jobs are considered high wage and high skill. Additionally, housing starts were up 67.6 percent over the year in the Ft. Lauderdale metro area in May 2014.

In June, CareerSource Broward, along with the state’s other 23 Regional Workforce Boards, reported more than 35,000 Floridians were placed in jobs. An individual who receives employment and training assistance through a One-Stop Career Center and finds a job within 180 days is deemed a placement and may be reported by a regional workforce board. Of these individuals, 7,239 previously received Reemployment Assistance. In 2013, 479,064 Floridians were placed in jobs, with 135,384 former claimants finding employment.

Florida created 36,900 private-sector jobs in June 2014, the single highest month of private-sector job creation since the Governor took office. Since December 2010, Florida has created 620,700 private sector jobs. Florida’s statewide unemployment rate for June 2014 was 6.2 percent, down 1.2 percentage points from the June 2013 rate.

Gov. Scott: Jacksonville Metro Area Adds 19,200 Jobs Over the Year

On July 18, 2014, in News Releases, by Governor's Press Office

Today, Governor Rick Scott announced the Jacksonville Metropolitan Statistical Area (MSA) gained 19,200 new jobs over the year in June. The Jacksonville MSA’s unemployment rate declined by 1.3 percentage points over the year, from 7.4 percent in June 2013 to 6.1 percent in June 2014.

Governor Scott said, “The unemployment rate drop to 6.1 percent and the addition of 19,200 new jobs means that more families in the Jacksonville area are able to provide for their families. Let’s keep working to ensure that every individual who wants a job in this area can find one.”

The industries with the largest job gains over the year in the metro area were in leisure and hospitality with 8,000 new jobs, professional and business services with 5,500 new jobs, and trade, transportation, and utilities with 2,700 new jobs. All nine private sector industries saw positive annual job growth in June.

In June 2014, the Jacksonville MSA had 20,321 online job openings and had 4,535 online openings for STEM jobs. STEM is an acronym for science, technology, engineering and mathematics, and these jobs are considered high wage and high skill.

In June, CareerSource Northeast Florida, along with the state’s other 23 Regional Workforce Boards, reported more than 35,000 Floridians were placed in jobs. An individual who receives employment and training assistance through a One-Stop Career Center and finds a job within 180 days is deemed a placement and may be reported by a regional workforce board. Of these individuals, 7,239 previously received Reemployment Assistance. In 2013, 479,064 Floridians were placed in jobs, with 135,384 former claimants finding employment.

Florida created 36,900 private-sector jobs in June 2014, the single highest month of private-sector job creation since the Governor took office. Since December 2010, Florida has created 620,700 private sector jobs. Florida’s statewide unemployment rate for June 2014 was 6.2 percent, down 1.2 percentage points from the June 2013 rate.

Gov. Scott: Tampa Metro Area Gains 25,300 Jobs Over the Year

On July 18, 2014, in News Releases, by Governor's Press Office

Today, Governor Rick Scott announced the Tampa-St. Petersburg-Clearwater Metropolitan Statistical Area (MSA) added 25,300 new jobs in June 2014 compared to a year ago, the third-highest number of new jobs among all metro areas in Florida. The unemployment rate in the Tampa metro area declined by 1.4 percentage points over the year, from 7.7 percent in June 2013 to 6.3 percent in June 2014.

Governor Scott said, “We’re thrilled to continue to see both positive job growth and a decreasing unemployment rate in the Tampa area. With 25,300 new jobs in the area over the year, Tampa is creating an opportunity economy where more Floridians are able to find a job and support their family.”

The industries with the largest gain in jobs over the year in the metro area were in professional and business services with 7,900 new jobs and trade, transportation, and utilities with 6,700 new jobs.

The Tampa Bay MSA was first among the state metro areas in online job demand in June 2014 with 43,123 openings. The metro area was also first in the state in demand for STEM occupations with 10,718 openings in June. STEM is an acronym for science, technology, engineering and mathematics, and these jobs are considered high wage and high skill.

In June, CareerSource Tampa Bay, along with the state’s other 23 Regional Workforce Boards, reported more than 35,000 Floridians were placed in jobs. An individual who receives employment and training assistance through a One-Stop Career Center and finds a job within 180 days is deemed a placement and may be reported by a regional workforce board. Of these individuals, 7,239 previously received Reemployment Assistance. In 2013, 479,064 Floridians were placed in jobs, with 135,384 former claimants finding employment.

Florida created 36,900 private-sector jobs in June 2014, the single highest month of private-sector job creation since the Governor took office. Since December 2010, Florida has created 620,700 private sector jobs. Florida’s statewide unemployment rate for June 2014 was 6.2 percent, down 1.2 percentage points from the June 2013 rate.

Gov. Scott: Orlando Metro Area Created 39,100 New Jobs Over the Year

On July 18, 2014, in News Releases, by Governor's Press Office

Today, Governor Rick Scott announced that the Orlando-Kissimmee-Sanford Metropolitan Statistical Area’s (MSA) gained 39,100 new jobs, the highest number of jobs in June 2014 among all metro areas in Florida compared to a year ago. The Orlando MSA’s unemployment rate declined by 1.5 percentage points over the year, from 7.3 percent in June 2013 to 5.8 percent in June 2014.

Governor Scott said, “With 39,100 new jobs added over the year in June, Orlando continues to lead the way in Florida’s opportunity economy. This means that more Floridians are able to provide for their family and live the American Dream. Florida has experienced a steadily declining unemployment rate, and it is clear that our pro-growth, business-friendly policies are working.”

In June 2014, the Orlando metro area gained the most jobs over the year among all metro areas in Florida. The industries with the largest job gains over the year were in leisure and hospitality with 12,600 new jobs, trade, transportation, and utilities with 9,100 new jobs, and professional and business services with 7,700 new jobs.

The Orlando-Kissimmee-Sanford MSA had the second-highest online job demand in Florida in June 2014 with 35,677 openings and also ranked number two in STEM overall demand in the state with 7,617 openings. STEM is an acronym for science, technology, engineering and mathematics, and these jobs are considered high wage and high skill.

In June, CareerSource Central Florida, along with the state’s other 23 Regional Workforce Boards, reported more than 35,000 Floridians were placed in jobs. An individual who receives employment and training assistance through a One-Stop Career Center and finds a job within 180 days is deemed a placement and may be reported by a regional workforce board. Of these individuals, 7,239 previously received Reemployment Assistance. In 2013, 479,064 Floridians were placed in jobs, with 135,384 former claimants finding employment.

Florida created 36,900 private-sector jobs in June 2014, the single highest month of private-sector job creation since the Governor took office. Since December 2010, Florida has created 620,700 private sector jobs. Florida’s statewide unemployment rate for June 2014 was 6.2 percent, down 1.2 percentage points from the June 2013 rate.

Gov. Scott: Pensacola Metro Area added 1,500 Jobs in June 2014

On July 18, 2014, in News Releases, by Governor's Press Office

Today, Governor Rick Scott announced the Pensacola-Ferry Pass-Brent Metropolitan Statistical Area’s (MSA) experienced positive annual job growth over the year according to June 2014 statistics with 1,500 new jobs. The metro area’s unemployment rate declined by 1.3 percentage points over the year, from 7.5 percent in June 2013 to 6.2 percent in June 2014.

Governor Scott said, “These 1,500 new jobs in the Pensacola area mean that now more Floridians will be able to provide for their families, and once again Pensacola has experienced positive annual job growth. Let’s keep working to grow Florida’s opportunity economy, and create more jobs for Florida families.”

The industries with the largest job gains in the Pensacola metro area over the year were leisure and hospitality with 1,100 new jobs and financial activities with 300 new jobs.

The Pensacola metro area had 5,713 online job openings in June 2014, an increase of nine percent over the year, and 951 openings for STEM occupations, an increase of 22.7 percent over the year. STEM is an acronym for science, technology, engineering and mathematics, and these jobs are considered high wage and high skill.

In June, CareerSourceEscarosa, along with the state’s other 23 Regional Workforce Boards, reported more than 35,000 Floridians were placed in jobs. An individual who receives employment and training assistance through a One-Stop Career Center and finds a job within 180 days is deemed a placement and may be reported by a regional workforce board. Of these individuals, 7,239 previously received Reemployment Assistance. In 2013, 479,064 Floridians were placed in jobs, with 135,384 former claimants finding employment.

Florida created 36,900 private-sector jobs in June 2014, the single highest month of private-sector job creation since the Governor took office. Since December 2010, Florida has created 620,700 private sector jobs. Florida’s statewide unemployment rate for June 2014 was 6.2 percent, down 1.2 percentage points from the June 2013 rate.

Gov. Scott: Florida Businesses Creates 36,900 Jobs in June

On July 18, 2014, in News Releases, by Governor's Press Office

Governor Rick Scott today announced that Florida created 36,900 private-sector jobs in June 2014. This is the single highest month of private-sector job creation since Governor Scott took office. The statewide unemployment rate for June 2014 is 6.2 percent, down 0.1 percentage points from the May 2014 rate and 1.2 percentage points from the June 2013 rate of 7.4 percent.

Governor Scott said, “Florida experienced a record setting month for private-sector job creation in June with 36,900 new jobs over the month and a total of 620,700 private-sector jobs added since December 2010. This news is great for Florida families, and Florida continues to have great success in our state’s economic recovery. Let’s keep working so that every person who wants a job can get one here in Florida.”

Since December 2010, Florida’s unemployment rate has dropped 4.9 percentage points, from the high rate of 11.1 percent down to 6.2 percent in June 2014. Florida’s unemployment rate has declined or held steady over the month for 44 of the last 46 months.

“As the trends continue to tell Florida’s economic turnaround story, today’s announcement adds another important chapter with 36,900 private-sector jobs created and the statewide unemployment rate down to 6.2 percent,” said Department of Economic Opportunity Executive Director Jesse Panuccio. “This economic growth is not happening by chance. Policy matters, and this Administration will keep working to promote the pro-growth policies that are making Florida the best state in the nation in which to live, work, and start or grow a business.”

The long-term positive trends in the unemployment rate and job counts are among the most important economic indicators to consider when analyzing the health of Florida’s economic recovery. The state’s private-sector job counts have been steadily on the rise for over three years, showing that Florida’s businesses are responding to the state’s improving economic climate. Since December 2010, the state has added 620,700 private-sector jobs.

More Floridians Getting Back to Work

- Florida’s job growth rate over the year has exceeded that of the nation since April 2012.
- Florida’s private sector job growth month-to-month has been positive for 34 of the last 36 months.
- Florida has created 620,700 new private-sector jobs since December 2010.
- Florida job postings compiled by the Help Wanted OnLine data series from The Conference Board showed 263,855 openings in June 2014.

GDP (Gross Domestic Product)

- Real GDP is defined as the value of all final goods and services produced in a time period in a given economy (using constant, inflation-adjusted dollars).
- Real GDP is a standard measure of an economy’s output. For states, this number is not reported as frequently or as timely as the unemployment rate, job count, and job demand.
- Last month, the federal government released the 2013 GDP figures for the states, and Florida’s position is worth noting.
- Florida’s overall real GDP was $750.5 billion, which was the fourth highest real GDP behind California, Texas, and New York.
• In terms of real GDP growth rate, Florida grew at 2.2 percent, which among the ten largest states was the third highest rate.
• It was also above the national growth rate for 2013, which was 1.8 percent.
• In terms of trends, from 2008 through 2011, real GDP declined, including a drop of over 6 percent in 2009.
• For a second year in a row, GDP growth in Florida exceeded 2 percent, more good news for the state economy.

Home Sales Robust

• Home sales remain robust as the backlog of existing homes on the market is down by 31.3 percent from December 2011 (Florida Realtors).
• Florida median home prices were up 4.3 percent over the year in May 2014.

Economic Growth Trends Up Across State

• A recent U.S. Census Survey reported that Florida experienced an influx of people moving into the state. Florida also led the nation in migrations from Puerto Rico.
• Florida is running a trade surplus of over $18 billion – with $90.4 billion in exports and $71.8 billion in imports in 2012, up from $86.8 billion in exports in 2011 and $62.4 billion in imports in 2011.

Workforce Boards Assisting in Employment

• In June, Florida’s 24 Regional Workforce Boards reported more than 35,000 Floridians were placed in jobs. An individual who receives employment and training assistance through a CareerSource Center and finds a job within 180 days is deemed a placement and may be reported by a regional workforce board. Of these individuals, 7,239 previously received Reemployment Assistance.
• In 2013, more than 479,000 Floridians were placed in jobs, with 135,384 former claimants finding employment.

SECOND ANNUAL PAYCHECKS FOR PATRIOTS HIRING EVENTS TO TAKE PLACE STATEWIDE

On July 15, 2014, in News Releases, by Governor's Press Office

Tomorrow, Governor Rick Scott, the Florida Department of Economic Opportunity, the Florida Department of Veterans’ Affairs, Employer Support of the Guard and Reserve (ESGR), and the Florida National Guard will partner with Dollar General and nearly 500 participating employers throughout the state to connect Florida’s veterans and their families with immediate career opportunities through 17 Paychecks for Patriots regional events. Governor Scott also proclaimed tomorrow, July 16, as Paychecks for Patriots Day.

Governor Scott said, “The Paychecks for Patriots hiring events provide our veterans with great opportunities to find a job and provide for their families. We are working to be the most military-friendly and veteran-friendly state in the nation, and this is another way in which Florida supports the brave men and women who have selflessly served our country.”

At 18 locations throughout the state tomorrow, as well two virtual hiring fairs, Paychecks for Patriots will match veterans and their families with employers who value knowledge, skills, and attributes attained during military experience. Some of this year’s statewide participating employers will include: Bank of America, Comcast, Dollar General, Edward Jones, Wal-Mart, Wells Fargo, Macy’s, UPS, and many more. Plus, many local community employers will participate in their local event.

Last year’s nine event locations hosted more than 1,500 veterans with more than 200 employers participating and resulted in nearly 500 placements across the state.

Lt. Governor Carlos Lopez-Cantera, who will attend the Tallahassee event, said, “I am honored to attend the Tallahassee Paychecks for Patriots event and witness first-hand the connection of our local veterans to employers who are looking to invest in their valuable skills.”

Florida Department of Economic Opportunity Executive Director Jesse Panuccio, who will attend the Ft. Lauderdale event, said, “We are honored to again coordinate the Paychecks for Patriots hiring events and are very appreciative of the support from state and local agencies, businesses, and the military community. Florida veterans are hardworking, well-trained, loyal employees, and it is a privilege to help them find rewarding jobs in our state.”

Florida Department of Veterans’ Affairs Executive Director Mike Prendergast, who will attend the New Port Richey event, said, “With the continued drawdown of military forces, we will continue to see more and more veterans looking for employment after they get out of the military. We’re confident that the annual statewide collaboration of public, private and government organizations is one of the most effective and expeditious ways to match skilled veterans with meaningful, long-term employment in Florida.”

Florida Department of Business and Professional Regulation Secretary Ken Lawson, who will attend the Jacksonville event, said “As a veteran, I am proud to participate in Paychecks for Patriots and see this as a great initiative that is moving Florida another step closer to being the most military-friendly state in the country. Through the Florida GI Bill signed by Governor Scott, it is now easier than ever for military personnel, veterans and military spouses to enter licensed professions in Florida, including real estate, construction services, cosmetology and more. At DBPR, fees are waived for professional licenses within 60 months of anyone who has been honorably discharged from the Armed Forces. And for the first time, active Florida National Guard
members will be reimbursed for continuing education fees and examination fees. Reducing fees and regulatory burdens helps our veterans get to work in our great state easily and affordably making Florida a number one destination for our brothers and sisters in uniform.”

CareerSource Florida President and CEO Chris Hart IV said, “The CareerSource Florida network is honored to host the second annual Paychecks for Patriots job-matching event at locations throughout the state on July 16 to connect interested veterans with immediate employment opportunities. We are privileged to serve those who have so nobly served us. Our regional partners also provide Local Veterans Employment Representatives and Disabled Veterans Outreach Program specialists year-round to connect veterans with employment and training opportunities, and the Military Family Employment Advocacy Program to deliver priority workforce services for active duty military spouses and family members near Florida’s major military installations.”

Tomorrow’s Paychecks for Patriots hiring event locations included:

- ARCADIA - CareerSource Heartland
- CRESTVIEW - CareerSource Okaloosa Walton
- FORT LAUDERDALE - CareerSource Broward
- JACKSONVILLE - CareerSource Northeast Florida
- LAKE CITY - CareerSource Florida Crown
- LAKELAND - CareerSource Polk
- LEESBURG - CareerSource Central Florida
- MADISON - CareerSource North Florida
- NAPLES - CareerSource Southwest Florida
- NEW PORT RICHEY - CareerSource Pasco Hernando
- ORANGE CITY - CareerSource Flagler Volusia
- ORLANDO - CareerSource Central Florida
- ROCKLEDGE - CareerSource Brevard
- SARASOTA - CareerSource Suncoast
- SEBRING - CareerSource Heartland
- TALLAHASSEE - CareerSource Capital Region
- WAUCHULA - CareerSource Heartland

Veterans or their family members interested in pursuing Florida career opportunities who are unable to attend a Paychecks for Patriots hiring event can view and apply for available positions online at www.employflorida.com. A special employment portal for Florida’s Veterans is always available at https://www.employflorida.com/portals/veteran/Default.asp with positions and resources geared towards Veterans. DEO’s Veterans Employment Program promotes the employment of Florida’s veterans, especially veterans with barriers to employment. For more information on the program, visit http://www.floridajobs.org/office-directory/division-of-workforce-services/workforce-programs/veterans-employment-program. Since January 1, Florida’s CareerSource regions have placed more than 14,200 veterans into jobs.

About DEO

The Florida Department of Economic Opportunity combines the state’s economic, workforce, and community development efforts. This new approach helps expedite economic development projects to fuel job creation in competitive communities. For more information, including valuable resources for employers and job seekers, please visit www.floridajobs.org.
GOVERNOR SCOTT ANNOUNCES ADVANCED IT CONCEPTS CORPORATE HEADQUARTERS EXPANSION IN WINTER SPRINGS

On July 14, 2014, in News Releases, by Governor's Press Office

Today, Governor Rick Scott announced that Advanced IT Concepts, Inc. (AITC) will expand its corporate headquarters in Seminole County. AITC provides systems integration, professional services and value-added resale of Information Technology (IT) solutions to both the government and private sectors.

The expansion in Winter Springs will bring 50 new jobs and a capital investment of $1.87 million, including land, to the area over the next five years.

Governor Scott said, “AITC’s addition of 50 jobs in Seminole County is great news. Now more Floridians will have the opportunity find a job and support their families. Since December 2010 Florida businesses like AITC have created more than 580,000 private-sector jobs. This announcement is further proof that Florida is the best place in the nation to get a job and raise a family.”

Founded in 2010, AITC is a Service-Disabled Veteran-Owned Small Business and is among the fastest-growing small businesses in Seminole County. It was recently named by the Orlando Business Journal as one of Central Florida’s 50 fastest-growing, privately owned companies and ranked 39th for fastest-growing small business in Florida. AITC considered moving to Texas, Georgia, North Carolina and Virginia but chose Florida for its expansion to better suit the company’s clients.

“We sincerely thank Governor Scott, his team and Seminole County government for providing the environment, resources and support needed for this significant step. The support received by AITC will allow us to focus on growing the company and creating new jobs to better serve our clients,” said Gabriel Ruiz, AITC’s President and CEO.

AITC was founded by former military IT professionals to assist customers through the design and implementation of innovative IT solutions for the defense industry. AITC draws on significant telecommunications and IT experience to provide advisory services, strategic planning, program management, system deployment and technology specialists, as well as engineering, logistics and training support.

Florida’s high-tech economy and workforce make it a great location for homeland security and defense businesses looking for workers with the expertise needed to compete in this rapidly-evolving industry. Florida is ranked third in the nation for high-tech establishments. In addition, the state’s software and computer systems design and integration industry is one of the largest in the U.S., with nearly 12,600 firms. Nearly half of the more than 80,000 professionals who work in the field are employed by software development firms, with the rest working in related technology-intensive industries throughout the state.

Enterprise Florida’s President and CEO, Gray Swoope, said, “AITC adds value to several of Florida’s industries. This expansion is great for Florida’s IT and defense sector, and the company has proven its ability to thrive as a small business in the Sunshine State. Florida’s resources, including a strong workforce, expansive infrastructure and strategic partnerships, have created one of the top business climates in the country. We’re excited to see the growth of AITC and I look forward to their continued success.”
This project was made possible with the help of close partnerships between Enterprise Florida, the Orlando Economic Development Commission, Seminole County and the Florida Department of Economic Opportunity.

“AITC’s story of growth as a Florida business is confirmation that our sound economic policies and business-friendly environment are working. The accomplishments achieved by AITC’s founders demonstrate that Florida is a great place for veterans to start or grow their businesses. Florida’s economy is a place where everyone has the opportunity to succeed through innovation, creativity, and hard work,” said Jesse Panuccio, Executive Director of the Florida Department of Economic Opportunity.

“On behalf of Seminole County, I am excited to welcome Advanced IT Concepts, Inc. to our community. AITC’s decision to relocate to Seminole County means increased opportunities for Seminole County area residents, and is a testament to the pro-business atmosphere we continually strive to foster,” said Seminole County Chairman Bob Dallari.

“Orlando is a world leader in defense technology – by both large and enterprising small businesses. We’re pleased with AITC’s decision to expand locally and create jobs that will bolster our region’s reputation as a premier location for innovation and skilled workforce,” said Rick Weddle, President and CEO of the Orlando Economic Development Commission.

***

AITC was founded by former Military IT professionals to assist customers through the design and implementation of innovative IT solutions. AITC is a SDVOSB and SBA 8(a) Certified IT Systems Integrator, Value-Add Reseller and Service Provider to government and private sectors.

Enterprise Florida, Inc. (EFI) is a partnership between Florida’s businesses and government leaders and is the principal economic development organization for the state of Florida. EFI facilitates job growth for Florida businesses through recruitment and retention, international trade and exporting, promotion of sporting events, and capital funding programs to assist small and minority businesses.

Orlando Economic Development Commission (EDC) is a not-for-profit, public-private partnership that attracts, retains and grows jobs for the region. The EDC serves Orange, Seminole, Lake and Osceola counties and the City of Orlando in Florida. Since its start in 1977, the EDC, with the support of its community partners, has assisted thousands of companies relocate and expand in the four-county Orlando region. This has led to more than 176,750 jobs announced; $9.5 billion in capital investment; and more than 79.7 million square feet of office and industrial space leased or constructed. For more information, visit www.OrlandoEDC.com.
Gov. Scott and Lt. Gov. Lopez-Cantera Call on FDA to Amend Burdensome Regulations Targeting Florida Businesses

On July 2, 2014, in News Releases, by Governor's Press Office

Today, Governor Rick Scott and Lieutenant Governor Carlos Lopez-Cantera sent a letter to Commissioner Margaret Hamburg requesting the U.S. Food and Drug Administration amend proposed FDA regulations that target Florida cigar companies, such as the J.C. Newman Cigar Company, the only remaining cigar company in Tampa, Florida.

July 2, 2014

The Honorable Margaret Hamburg
U.S. Food and Drug Administration
10903 New Hampshire Ave.
Silver Spring, MD 20993

Dear Ms. Commissioner,

During the early 1900’s, Tampa (later to be known as “Cigar City”), boasted more than 150 cigar factories and produced more than half a billion cigars each year. Now the only remaining cigar factory in Tampa, the J.C. Newman Cigar Company, is threatened for extinction because of rules being promulgated by your agency.

From its immigrant roots to its international success, the story of the family-owned J.C. Newman is a living example of the American Dream. As Florida’s oldest industry, the hand-rolling of premium cigars is a strong symbol of the rich Cuban-Latino culture and is uniquely represented by J.C. Newman.

Now, proposed FDA regulations threaten to create an undue burden on J.C. Newman and other premium cigar companies. The FDA is putting undue and excessive burdens on this family-owned company for no logical reason and forcing J.C. Newman to comply with regulations to compete with national cigarette companies that have greater resources at their disposal.

To require these companies to charge $10 for a premium cigar would unnecessarily inhibit future sales. Making matters worse, these artificial price floors only apply to small, family-owned businesses while big tobacco companies are unaffected. In addition, requiring FDA approval for each new size, shape or brand would require upwards of 5,000 hours of testing at the company’s expense – a massive burden for a company like J.C. Newman, which simply does not have the financial bandwidth of national cigarette companies that have long incorporated these kinds of requirements into their bottom line.

As America’s oldest family owned premium cigar maker, J.C. Newman is also one of America’s historic treasures. Therefore, we are urging you to amend the proposed rule to exclude premium cigar companies like J.C. Newman from these onerous regulations. We hope that this local, family-owned business will be allowed the opportunity to compete on a fair playing field.
Gov. Scott: Comcast Creating 220 New Jobs in Fort Myers

On June 26, 2014, in News Releases, by Governor's Press Office

Today, Governor Rick Scott announced that Comcast is expanding its customer service “Center of Excellence” in Fort Myers, and plans to hire 200 new customer service agents and 20 leadership positions by the end of the year. This growth will expand the customer-dedicated “Center of Excellence” and Call Center facility to more than 400 employees. Comcast has already hired and trained 30 of the new Customer Account Executives (CAEs), with the remainder of the 200 employees expected to be in place by the end of this year, and continued growth is anticipated into 2015.

Governor Scott said, “These 220 new jobs in Southwest Florida are another example of how our efforts to create an opportunity economy are working. Florida is continuing to add jobs, and this past year alone Comcast has added more than 1,800 jobs. Comcast Corporation has shown that investing in Florida is good for business, and recently announced Universal Orlando’s addition of 3,500 new jobs in Florida. We must continue to create an environment where companies like Comcast can continue to succeed and where every Floridian who wants a job can get one.”

These customer agents are specially trained and fully dedicated to serving the needs of customers living in select “bulk” communities — where cable, internet and/or phone services are part of the benefits provided by a community’s Homeowner’s Association.

Comcast also recently announced it will be hiring for 300 open positions throughout Miami-Dade and Broward Counties. Job openings exist in a variety of fields including sales, customer service, call center, technical operations and supervisory roles.

Today’s job announcement underscores Comcast’s strong commitment to Florida. In the past 12 months, Comcast has hired more than 900 customer service agents in its facilities throughout Florida. Comcast employs more than 16,000 people in Florida operating out of approximately 306 total properties, including 5 Comcast Call centers, Telemundo and Golf Channel Headquarters, 1 NBC and Telemundo owned and operated stations, and Universal Studios Theme Park. In addition, in 2013 Comcast and NBCUniversal spent more than $2.6 billion in Florida on capital expenditures, taxes and fees, employee investment and community investment to Florida non-profit organizations.

“There has never been a more exciting time to be part of Comcast as the company is developing breakthrough technologies and introducing new products that are at the forefront of the industry,” said Amy Smith, Regional Senior Vice President of Comcast Florida. “Comcast continues to make investments in our infrastructure and in our employees as we focus on improving the experience for all of our customers.”

Those interested in employment opportunities with Comcast can review job profiles and apply for open positions at jobs.comcast.com. Comcast is an equal opportunity employer and offers extensive career-path options along with competitive pay, medical, dental and prescription benefits, retirement investment options, and free and discounted Comcast services.

Follow all the news about Comcast Florida on Facebook at Facebook.com/ComcastFlorida and on Twitter @ComcastFL
About Comcast Corporation

Comcast Corporation (Nasdaq: CMCSA, CMCSK) is a global media and technology company with two primary businesses, Comcast Cable and NBCUniversal. Comcast Cable is the nation’s largest video, high-speed Internet and phone provider to residential customers under the XFINITY brand and also provides these services to businesses. NBCUniversal operates 30 news, entertainment and sports cable networks, the NBC and Telemundo broadcast networks, television production operations, television station groups, Universal Pictures and Universal Parks and Resorts. Visit www.comcastcorporation.com for more information.
On June 18, 2014, in News Releases, by Governor's Press Office

Project will create up to 350 new jobs and $9.3 million in capital investment

Today, Governor Rick Scott announced that Quest Diagnostics opened a new facility in Tampa to enhance and extend customer services for healthcare clients and employees throughout the United States. The project will create a capital investment of $9.3 million and up to 350 jobs, which is 175 additional jobs than was initially expected. The 350 positions will consist of customer service, logistics and human resource jobs.

Governor Scott said, “Quest Diagnostics’ investment in the Tampa Bay region is great news for Florida families. These 350 new jobs will mean more Floridians will be able to provide for their family and live the American Dream. We’ve worked hard to create opportunities for those in need of a job and since December 2010, Florida businesses have created more than 600,000 private-sector jobs. Let’s keep working to make Florida the best place to find a job.”

In Florida, Quest operates full-service clinical laboratories in Tampa, Miramar and Orlando, several dermatological pathology-focused labs and offices, and dozens of patient service centers across the state. The new 48,000 square-foot Tampa facility will include customer service and certain logistics operations for Quest’s U.S. operations, which includes about half of physicians and hospitals nationwide. It will also include a human resources shared services center supporting the company’s 45,000 employees. It is one of two Quest Diagnostics National Operations Centers (NOCs), with the second in Lenexa, Kansas. The two centers were designed to standardize and employ advanced service and information-management technologies to promote fast customer response and quality enhancements for physicians and other healthcare providers.

“With this new center, Quest deepens our commitment to physicians, patients and the local community in Tampa and all of Florida,” said James E. Davis, senior vice president, operations, Quest Diagnostics. “This new center will elevate Quest’s customer services to the next level of responsiveness and quality. It reflects our commitment to delivering a superior customer experience and providing diagnostic insights that will help people lead healthier lives.”

“Tampa is a terrific community with a great pool of job applicants, and we look forward to building our presence here,” added Jeffrey S. Shuman, senior vice president and chief human resources officer, Quest Diagnostics. “As an employer of choice, Quest is committed to giving our 45,000 dedicated professionals the support and tools to excel at serving patients and healthcare providers. Our new human resources shared services center in Tampa is designed do just that, by providing high-touch employee services that empower our people to contribute their individual talents to delivering a superior healthcare experience.”

Based in Madison, NJ, Quest Diagnostics operates clinical laboratories and other facilities across the U.S. The company’s services range from highly advanced genetic tests for cancer and rare disorders to routine cholesterol and diabetes screens. The company serves approximately 30 percent of American adults each year.
Florida has firmly established itself as a true hub for **life sciences**. The state has one of the largest, most sophisticated and most dynamic health care sectors anywhere, with more than 44,000 health care establishments including more than 700 hospitals.

President and CEO of Enterprise Florida Gray Swoope said, “Florida’s life science industry is one of the best in the nation and as companies like Quest Diagnostics expand their presence in Florida, the sector will continue to grow and more businesses will look at the state as a vital location. Tampa has an impressive roster of life science companies and Quest will add even more value to the region. I congratulate Quest for its growth in our state and look forward to its continued success.”

The project was made possible through strong partnerships between Enterprise Florida, the Tampa Hillsborough Economic Development Corporation, Hillsborough County, the City of Tampa and the Florida Department of Economic Opportunity.

Department of Economic Opportunity Executive Director Jesse Panuccio said, “The expansion of Quest Diagnostics in Tampa is bringing new jobs to the area and is sure to contribute to an already thriving economic recovery in the region. Our state’s pro-growth, business-friendly environment has paved the way for many companies to move to or expand in Florida, providing new opportunities for Florida families. Today’s announcement is another successful chapter in Florida’s turnaround story.”

“We thank Quest Diagnostics for its commitment to our community, and look forward to supporting the company’s current and future growth in Hillsborough County. Our momentum continues to build, and with this announcement, we reinforce our role as a recognized leader in the life sciences industry,” said the Hon. Mark Sharpe, Chair of the Hillsborough County Board of County Commissioners.

“We’re fortunate to have the support of a committed group of public partners at the state and local level,” said Allen Brinkman, Chair of the Tampa Hillsborough Economic Development Corporation and Chairman, President and CEO of SunTrust Bank Tampa Bay. “Not only does Quest Diagnostic’s expansion decision reflect our community strengths in life sciences and shared services, it showcases our dedication to creating an environment where businesses can – and do – succeed.”

###

**Quest Diagnostics** (NYSE: DGX) is the world’s leading provider of diagnostic information services that patients and doctors need to make better healthcare decisions. The company offers the broadest access to diagnostic testing services through its network of laboratories and patient service centers, and provides interpretive consultation through its extensive medical and scientific staff. Quest Diagnostics is a pioneer in developing innovative diagnostic tests and advanced healthcare information technology solutions that help improve patient care. [www.QuestDiagnostics.com](http://www.QuestDiagnostics.com)

**Enterprise Florida, Inc. (EFI)** is a partnership between Florida’s businesses and government leaders and is the principal economic development organization for the state of Florida. EFI facilitates job growth for Florida businesses through recruitment and retention, international trade and exporting, promotion of sporting events, and capital funding programs to assist small and minority businesses.
The Tampa Hillsborough Economic Development Corporation is the lead economic development agency for Hillsborough County and the cities of Tampa, Plant City and Temple Terrace. Established in 2009 as a partnership between the public sector and private corporate investors, the EDC works to develop and sustain a thriving local economy through the attraction, retention and expansion of high-wage jobs and capital investment within targeted industry sectors. Working with C-level executives, site selection consultants, commercial real estate professionals and other influential decision-makers, the EDC provides customized, confidential relocation services to domestic and international companies interested in growing within Hillsborough County. Locally, the EDC helps existing businesses access the tools and resources they need to succeed, now and in the future.
Governor Rick Scott Awards Four Businesses with Governor’s Business Ambassador Award

On June 17, 2014, in News Releases, by Governor's Press Office

During today’s meeting of the Florida Cabinet, Governor Rick Scott recognized Bit-Wizards, NANTHEALTH, App River, and JENSEN USA with the Governor’s Business Ambassador Award for their commitment in creating jobs in North Florida. The Governor’s Business Ambassador Award is given to individuals for their efforts in creating jobs and opportunities for Florida families.

Governor Scott said, “It is an honor to recognize these Florida businesses with the Governor’s Business Ambassador Award for their commitment to creating jobs for Florida families. Business such as Bit-Wizards, NANTHEALTH, App River, and JENSEN USA help create an opportunity economy in our state and provide Floridians with the opportunities to succeed and provide for their families. Let’s keep working to build an opportunity economy in our state where every Floridian who wants a job can get one.”

The following businesses received the Governor’s Business Ambassador Award:

Bit-Wizards – Bit-Wizards is a professional services firm that provides information technology consulting and services organized under three core pillars: Application Development, Creative, and Infrastructure. In 2009, 2010, 2011, and 2012 Bit-Wizards made Inc. Magazine’s List of the Top 5000 Fastest Growing Privately Held Companies and was honored as one of Florida Trend Magazine’s Best Companies to Work in 2010, 2011, 2012, 2013, and 2014. In 2011, Bit-Wizards was named as one of the 50 Florida Companies to Watch. The staff at Bit-Wizards continues to grow, as we are constantly looking for the most talented developers, creatives, and infrastructure engineers. Bit-Wizards is headquartered in Fort Walton Beach, Florida with 36 employees.

Vince Mayfield, CEO of Bit-Wizards, said, “On behalf of the Bit-Wizards team, we are honored to receive the Governor’s Business Ambassador Award from Governor Rick Scott. Our success is due to our team, customers, partners, and the business friendly climate in Florida. Governor Scott’s emphasis on Keeping Small Business Working is producing results. We appreciate this recognition and strive to do our part to make Florida a great place to live and work.”

NANTHEALTH – NANTHEALTH is an IT healthcare company that provides clinicians with an easy-to-use approach to medical device integration to help make more informed decisions about patients. Using NANTHEALTH’S software solution, hospitals can connect virtual medical device to their CIS, providing clinicians with faster access to more accurate patient information. The NANTHEALTH intelligent Clinical Operating System (iCOS) platform is the first operating system of its kind in health care, enabling 21st century coordinated care at a lower cost.

Dave Dyell, Senior Vice President of Product Development of NANTHEALTH, said, “We consider Florida and Panama City to be partners with our success. We continue to be pleased with the statewide commitment to nurture the high-tech sector; our outstanding universities and community colleges that are wonderful resources; and our ability to recruit top talent that appreciates the local lifestyle. We are delighted that our ongoing success is bringing more high-value jobs to Panama City.”

App River – AppRiver is a Software-as-a-Service (SaaS) provider offering award-winning email and web security solutions to businesses of all sizes. AppRiver offers comprehensive, affordable subscription-based solutions that include spam and...
virus protection, email encryption and web protection. In addition, the company provides a complete managed service for Microsoft Exchange, as well as a bundled Office 365 solution. Since its inception, AppRiver has sustained a 93 percent customer retention rate while protecting 8.5 million mailboxes for more than 47,000 companies worldwide. The company maintains offices in Gulf Breeze, Florida, Atlanta, Georgia, Austin, Texas and Lupfig, Switzerland.

Michael Murdoch, AppRiver’s President and CEO, said, “We’re honored to be among the recipients of the Governor’s Business Ambassador Award. Every day, our growing team of 200 employees competes and wins against some of the biggest names in the IT world. We sincerely appreciate Governor Scott’s recognition of our success and of the contribution our company makes to Florida’s economy.”

JENSEN USA – JENSEN GROUP has been in business for over 60 years, beginning in Ronne, Denmark in 1937, on the island of Bornholm as a family-owned business. Now in its third-generation of ownership, the company is the world’s largest industrial laundry equipment manufacturer with an annual turn-over of approximately $300 million. JENSEN GROUP was privately held until the year 2000, when the great-grandson (current CEO) took it public. The JENSEN GROUP’s current US headquarters are in Panama City, Florida with approximately 165 employees and supports the North, Central and South American markets, as well as the Caribbean.

Simon Nield, President of JENSEN USA Inc., said, “I am honored to accept this prestigious award on behalf of JENSEN USA Inc. We first moved to Florida back in 1999. We started small with only 30 people. However, since that time our sales have grown by over 400 percent, we’ve doubled the size of our factory and added 135 skilled employees. A good part of that growth has been in manufacturing, and we are proud to say that around 40 percent of what we produce is exported to all corners of the developed World. Florida has been a good place to grow our business and it is our intention to continue this growth and to continue to create good jobs here in Panama City. I would like to thank Mr. Scott, our honorable Governor, and the State of Florida for recognizing our progress.”
Florida Lieutenant Governor Carlos Lopez-Cantera today joined United Technologies Corp. in announcing the grand opening of Pratt & Whitney’s new West Palm Beach Engine Center at the company’s West Palm Beach facility.

United Technologies Chairman & CEO Louis Chênevert and Florida Governor Rick Scott first announced this $63.7 million, 230 job expansion in November 2012. The completed engine center includes a new state-of-the-art production facility that will support Pratt & Whitney’s ramp up for production of the PurePower® PW1100G-JM engine for the Airbus A320neo aircraft and the F135 engine for the F-35 Lightning II fighter jet.

During the event, it was announced that Pratt & Whitney will create an additional 110 new Florida jobs at the facility by the end of 2016 for its military Auxiliary Power Unit (APU) business. The company will make a $25 million capital investment for facility upgrades and equipment as part of this new project.

Governor Rick Scott said, “In November 2012, we first announced Pratt & Whitney’s plans to expand in West Palm Beach and create 230 new jobs. Today, we are excited to announce the addition of 110 new jobs. As our economy continues to improve, more and more opportunities are available for Florida families. Our unemployment rate is down to 6.2 percent and Florida businesses have created more than 600,000 jobs in just over three years. Let’s keep working to build an opportunity economy in our state where business can continue to grow jobs.”

Lt. Governor Lopez-Cantera said, “The opening of Pratt & Whitney’s West Palm Beach Engine Center is great news for families in West Palm Beach. The creation of 340 new jobs means more Floridians will have the opportunities they need to succeed and provide for their families. Governor Scott and I remain committed to building an opportunity economy in Florida so every Floridian who wants a job can get one.”

“I want to thank Governor Scott and the state and local officials for their dedication and commitment to making this new facility possible,” Chênevert said. “Today’s event demonstrates what can be accomplished when business and government work together to promote economic growth.”

“This state-of-the-art engine Assembly and Test Facility will play a key role supporting the production ramp-up of Pratt & Whitney’s next generation PurePower® PW1100G-JM commercial engine and F135 military engine,” said Pratt & Whitney President Paul Adams.

The new 97,000-square-foot production facility was recently awarded LEED Gold designation. LEED, or Leadership in Energy & Environmental Design, is a green building certification program that recognizes best-in-class environmentally friendly and sustainable building strategies and practices that conserve energy, reduce water use, improve indoor air quality, make better building material choices and drive innovation.
“This grand opening event and the news that Pratt & Whitney will again expand operations in Florida is a great boost for our aerospace and aviation industry,” said Secretary of Commerce and president and CEO of Enterprise Florida, Gray Swoope. “When Pratt & Whitney announced they would build jet engines in Florida, it marked the first time the company would do that outside of Connecticut. That initial project and this expansion show that Florida has the workforce and resources needed for aerospace leaders to succeed in the state.”

Jesse Panuccio, Executive Director of the Florida Department of Economic Opportunity said, “Pratt & Whitney’s continued expansion in Palm Beach County is great news for the local economy and demonstrates the company’s confidence in Florida’s pro-growth business climate. With expansions like these, Florida’s economy is turning around and we are becoming the best state in the nation to live and work.”

The Sunshine State is a premier aerospace and aviation location. More than 2,000 industry companies excel in areas from aircraft parts and assembly to intelligence, surveillance, reconnaissance and missiles. Florida is the birthplace of commercial aviation and virtually every major defense contractor from the U.S. and abroad has significant operations in the state.

The new project announced today would not have been possible without the close partnerships between Palm Beach County, the Business Development Board of Palm Beach County, CareerSource Florida, Inc. and the Department of Economic Opportunity.

As part of the project, CareerSource Florida has offered Pratt & Whitney performance-based partial reimbursement grants for employee training through the Quick Response Training (QRT) program. QRT grants are structured to be flexible and responsive to the training needs of new or expanding businesses.

CareerSource Florida President and CEO Chris Hart IV said, “Pratt & Whitney’s continued growth and success in Florida is further evidence of our state’s exceptional business climate and growing economy. CareerSource Florida is pleased to offer assistance with training needed for this latest expansion, providing more than 100 Floridians with opportunities to excel in new high-skill, high-wage positions.”

“Pratt & Whitney’s presence in Palm Beach County is significant and we value the company’s commitment to job creation and capital investment here,” said Palm Beach County Mayor, Priscilla A. Taylor. “Today’s announcement coincides with Palm Beach County’s economic growth.”

Kelly Smallridge, president and CEO of the BDB of Palm Beach County said, “Pratt & Whitney’s increased footprint over the last several years underscores the fact that Palm Beach County is becoming a major hub for the relocation and expansion of aviation & aerospace companies.”
Governor Scott and USAA Break Ground

On June 10, 2014, in News Releases, by Governor's Press Office

Today, Governor Rick Scott was joined by Shon Manasco, executive vice president, member experience and other leaders from United Services Automobile Association (USAA) to celebrate the ground breaking on USAA’s new Tampa campus. USAA has hired 130 employees in the Tampa area since January 2014, and is continuing to hire more.

Governor Scott said, “I applaud USAA’s commitment to growing jobs in Florida, and supporting our active duty military, veterans and their families. This expansion, and these 130 jobs are helping more Floridians provide for their families, and live the American dream. We have worked hard to create an environment where businesses can grow and expand, and we must keep working to ensure that more companies like USAA are able to create jobs and opportunities for future generations.”

Governor Scott also awarded USAA’s Shon Manasco with the Governor’s Business Ambassador Award. The Governor’s Business Ambassador Award is given to individuals for their efforts in creating jobs and opportunities for Florida families.

“For more than 40 years, Tampa has been a critical part of our success as an association,” said Shon Manasco, USAA, executive vice president, member experience. “USAA’s expansion in this vibrant city marks an important step in broadening the impact that this community, and our employees who live and work there, will have as we continue in the pursuit of our mission to serve even more military families.”

This groundbreaking is part of USAA’s expansion announced last year that will expand its presence in Hillsborough County, creating up to 1,215 new jobs and $164.3 million in capital investment by 2019.

To accommodate the anticipated growth, USAA is leasing 50,000 square feet of temporary office space at Lakeview Center in Tampa, with plans to construct a new, 420,000 square foot facility at the Crosstown Center in Brandon by 2015.

The project was made possible through strong partnerships between Enterprise Florida, the Tampa Hillsborough Economic Development Corporation, Hillsborough County, Workforce Florida, Inc. and the Florida Department of Economic Opportunity.
Gov. Scott Signs Legislation that Lowers Tuition for All Florida Students

On June 9, 2014, in News Releases, by Governor's Press Office

Today, Governor Rick Scott signed House Bill 851 that lowers tuition for all Florida students.

Governor Scott said, “Making sure all Floridians have access to an affordable higher education is one of my top priorities. Signing this historic legislation today will keep tuition low, and allow all students who grew up in Florida to have the same access to affordable higher education. With this legislation, higher education became more affordable and more accessible to all Floridians.”

House Speaker Will Weatherford said, “The dreams of many individuals looking to further their education are now within reach. I thank Governor Scott for giving all of Florida’s children a chance to succeed. This is a proud and historic moment for Florida.”

Senator Jack Latvala, Senate bill sponsor, said, “Today, we are taking a critical step in ensuring that future generations are able to afford college. We know that a good education is the foundation to finding a great job and I thank Governor Scott for signing this important piece of legislation.”

Representative Jeanette Nuñez, House bill sponsor, said, “I applaud Governor Scott for signing this historic piece of legislation on behalf of all Florida families. Access to affordable education will provide our students with more opportunities to live the American dream.”

Senator Garrett Richter, President Pro Tempore said, “This legislation is a crucial step to ensuring every student has the opportunity to receive the education they deserve. I commend Governor Scott for his dedication to bettering the lives of our students.”

Senator John Thrasher said, “At a time when Florida’s economy is experiencing an incredible recovery, it is crucial to focus on the young Floridians who will someday lead our state. The governor’s decision to sign this legislation will provide our students with the opportunities to succeed in the classroom and the workforce.”

Senator Rene Garcia said, “All students who live and grow up in our state deserve the same opportunities to succeed. Through signing this legislation, Governor Scott is helping to provide fair access to affordable education for all of our great students.”

Senator Anitere Flores said, “Today, Governor Scott signed historic legislation that will keep tuition low for all college students. We must make sure that our students can afford to get a great education, and today we are one step closer.”

Representative Steve Crisafulli, Speaker-Designate said, “I am proud to join Governor Scott in supporting this legislation. By making college affordable for all Florida students and military personnel, Governor Scott is continuing his commitment to making Florida the friendliest state in the nation for the military as well as providing our students with the tools they need to succeed in their education and in their futures.”

Representative Eddy Gonzalez said, “Governor Scott’s signing of House Bill 851 is a tremendous milestone for our great state. Together, we have worked to guarantee that higher education is available to every qualifying
Floridian. Now, every child that has grown up in Florida will be given the same opportunities to succeed as their classmates.”
Florida Wins Silver Shovel Award for Job Creation & Economic Impact Success

On June 4, 2014, in News Releases, by Governor's Press Office

Today, Governor Rick Scott announced that Area Development magazine awarded Florida, through its primary economic development organization, Enterprise Florida, Inc. (EFI), the Silver Shovel award for significant job creation and economic impact. The state received the same honor in 2013.

Governor Scott said, “This award highlights the work we have done to make Florida’s business climate more attractive to companies. Our workforce is among the best in the country, and we have streamlined regulations, eliminated the manufacturing equipment sales tax, and paid down state debt by 3.5 billion. As a result, we’re creating thousands of private-sector jobs for Florida families every month – more than 600,000 since December 2010 – and our efforts are being recognized by industry-leading publications like Area Development magazine.”

Area Development’s annual Shovel Awards recognize state economic development agencies that drive significant job creation through innovative policies, infrastructure improvements, processes, and promotions that attract new employers and investments in new and expanded facilities. The awards are presented annually to states that have achieved significant success in terms of job creation and economic impact.

“Florida continues to draw the attention of business leaders and site selectors across the nation, and this recognition will certainly shine a light on the work we’re doing to tell the state’s business story,” said Secretary of Commerce Gray Swoope, who serves as president & CEO of Enterprise Florida. “Florida’s resources and pro-business climate allow us compete for community-changing projects and we’re thrilled that so many industry leaders have chosen to locate or expand in the state. The future is bright for business in Florida.”

Each of the 50 states was invited by Area Development magazine to submit information about its top 10 job creation and investment projects. Only those projects that were initiated in 2013 were considered. The qualifying states were then rated based on the following weighted factors: direct jobs creation, new jobs per capita, amount of investment, number of projects creating high value added jobs, industry diversity and number of new facilities. Based on its score, Florida won one of three Silver Shovel awards for significant job creation and economic impact.

Projects recognized as part of Florida’s Silver Shovel award include:

Amazon.com Inc. – Tampa and Lakeland

Industry-leading company creating two fulfillment centers

1,000+ jobs; $300 million in capital investment

Bank of America – Jacksonville

Leading financial corporation expands regional headquarters

200+ jobs; $13 million in capital investment

Bristol-Myers Squibb – Tampa
Life science leader creating its North America Capability Center

579 jobs; $21.1 million in capital investment

Healthplan Services – Tampa

Expansion of leading provider for health insurance

1,000+ jobs; $34.4 million in capital investment

The Hertz Corporation – Estero

Corporate headquarters of national rental car company

700+ jobs; nearly $69 million in capital investment

NAVY FEDERAL Credit Union – Pensacola

Major credit union expanding campus by adding two new buildings

2,200 jobs; more than $206 million in capital investment

Northrop Grumman Corporation – St. Augustine and Melbourne

Aviation and aerospace company establishing two centers of excellence

1,000+ jobs; more than $100 million in capital investment

USAA – Tampa

Expansion of leading financial services company

1,215 jobs; $164.3 million in capital investment

Verizon Communications – Lake Mary

National corporation establishing Center of Excellence

750 jobs; $50 million in capital investment

The Silver Shovel award from Area Development is the latest in a string of business accolades for the Sunshine State, including:

#1 state for renewed consideration post-recession among site consultants (Area Development)
#2 state in the nation to do business (Chief Executive Magazine)
#2 best business climate (Business Facilities)
Top 5 small business & entrepreneur-friendly policies (SBE Council)
GOVERNOR SCOTT ANNOUNCES LATAM AIRLINES GROUP CARGO AFFILIATE EXPANSION AT MIAMI INTERNATIONAL AIRPORT

On June 4, 2014, in News Releases, by Governor's Press Office

Today, Governor Rick Scott announced that LAN CARGO, the cargo affiliate of LATAM Airlines Group, will build a fleet maintenance facility at Miami International Airport. Currently, the Miami International Airport location serves as the company’s cargo world headquarters. LAN CARGO’s latest expansion will create 300 jobs with a capital investment of $20 million. This announcement comes after Governor Scott met with the CEO of the company about Florida’s business advantages during his international trade and business development mission to Chile.

Governor Scott said, “LATAM Airlines Group’s expansion of its maintenance facility in Miami is great news for families in South Florida. Because of our trade mission to Chile, this expansion was made possible. These 300 new jobs will mean that more Floridians are able to provide for their families. We have worked to make Florida the best state in the nation for business, and we will keep working until every Floridian who wants a job can get one.”

LATAM Airlines Group affiliate LAN CARGO’s global headquarters is based in Miami, Florida, home to the leading airport in the United States and ninth in the world for international freight, making it a strategic location for the company’s cargo operations to and from Latin America. LAN CARGO and its affiliates are projected to transport over 4,500 tons of cargo imports and 3,500 tons of cargo exports through Miami International Airport (MIA) per week, totaling an approximate projection of over 414,000 tons of cargo for 2014 alone. The Company employs a workforce of nearly 1,400 people in Miami-Dade County.

LAN CARGO and its cargo related companies – MAS AIR in Mexico, LAN CARGO Colombia, and TAM Cargo in Brazil – use freighter aircraft and passenger belly space to transport cargo, making them the largest group of air cargo operators in Latin America. With the leading cargo network in the region, the companies offer services to 134 destinations in 23 countries around the world.

An average of over 150 passenger and cargo flights from LATAM Airlines Group and its affiliates take off from MIA each week. LATAM Airlines Group transports over 900,000 passengers per year from Miami to over 114 destinations in South America; in 2014, the Group projects to transport over one million passengers from Miami to South America.

“For LATAM Airlines Group, investing in a sustainable presence that benefits the economies and communities where our employees and customers live and work is a priority,” said Cristian Ureta, CEO, LAN Cargo, an affiliate of LATAM Airlines Group.

“Miami-Dade County is the gateway to the Americas and we are proud to be strategically expanding our operation and presence at Miami International Airport,” said Fernando Poitevin, COO, LAN Cargo, an affiliate of LATAM Airlines Group.

Florida is home to more than 2,000 aerospace and aviation companies employing over 87,000 workers across the state. Florida has been the undisputed air traffic hub of the Western Hemisphere, a major hub for flight training and maintenance, repair and overhaul (MRO) operations, and home to leading manufacturers of all
types of aircraft and aircraft components. In addition, Miami International Airport is one of the busiest airports in the world and during 2010, airport rankings show Miami International Airport as the leading airport in the United States for international freight.

President and CEO of Enterprise Florida, Gray Swoope, said, “With Florida being the No. 2 state in the nation for aviation, companies like LAN CARGO benefit from the industry’s resources. This expansion adds to Florida’s extensive aviation industry and strengthens the state’s position as the Gateway to Latin America. Florida’s strong workforce, supportive infrastructure and favorable tax climate make it the best state for business. I look forward to LAN CARGO’s continued success throughout our state.”

This project would not have been possible without the close partnerships of economic development organizations around the state. Partners include Enterprise Florida, The Beacon Council, Miami-Dade County, Miami International Airport, the Florida Department of Transportation, CareerSource Florida, Inc. and the Florida Department of Economic Opportunity.

“LAN Cargo’s investment and expansion show that Miami-Dade County continues to be the logical choice for the flow of goods and services between the U.S. and Latin America,” said Miami-Dade County Mayor Carlos A. Gimenez. “I want to thank Governor Scott for his leadership in continuing to bring jobs to our state, and we’ll keep working to expand economic opportunities for all our residents.”

“LAN Cargo is a leading business partner here at MIA, and convincing them to build their new Western Hemisphere maintenance facility at our airport, rather than in Latin America, is a big win for MIA and our community,” said Miami-Dade Aviation Director Emilio T. González. “Getting to this point was a team effort, and I’m grateful to Governor Scott, Mayor Gimenez, our federal partners, and the MDAD team for bringing this project – and the many jobs that come with it – home to MIA.”

“We congratulate LAN Cargo on its new facility and commend all the groups involved in the effort to keep the jobs here,” The Beacon Council President & CEO Larry K. Williams said. “LAN Cargo is a longtime employer in our community so we are especially proud that they have chosen to continue to invest in Miami-Dade County.”

Support from the Florida Department of Transportation included an Economic Development Transportation Fund Grant, which is awarded to a local government on behalf of a business for public transportation improvements. The grant will be used to reduce transportation impediments and enable safe access to the new facility.

FDOT Secretary Ananth Prasad said, “Under Governor Scott, strategic investment in Florida’s airport infrastructure continues to be the catalyst for private sector growth. Funding of LAN CARGO’s maintenance facility at Miami International Airport is a demonstration of the department’s ability to provide timely private sector support. Miami International Airport is the preeminent international air cargo airport in North America with more air cargo landed weight than any other airport in the continental United States.”

As part of the project, CareerSource Florida has offered LAN CARGO performance-based partial reimbursement grants for employee training through the Quick Response Training (QRT) program. QRT grants are structured to be flexible and responsive to the training needs of new or expanding businesses.

“Today’s announcement that LAN CARGO is creating more than 100 new jobs in South Florida is further confirmation that Florida has the highly skilled talent businesses need to compete in the global marketplace,” said CareerSource Florida President and CEO Chris Hart. “The Trade and Logistics and Aviation/Aerospace
industries are important economic drivers in our state, and CareerSource Florida is committed to ensuring ready access to workers with the right skills at the right time.”
Governor Scott Celebrates Grand Opening of Vision Systems in Melbourne

On June 2, 2014, in News Releases, by Governor's Press Office

Today, Governor Scott announced the grand opening of Vision Systems new manufacturing facility in Melbourne. Vision Systems is an aviation and aerospace tier one supplier for aeronautics. The project will create 40 jobs with a capital investment of approximately $1.2 million in Brevard County. This announcement comes after Governor Scott and Secretary of Commerce Gray Swoope met with the CEO of Vision Systems during the TEAM Florida trade and business development mission to the 50th Paris International Air Show last year.

Governor Scott said, “The opening of Vision Systems’ manufacturing facility is great news for families in Melbourne. These 40 new jobs mean that more Floridians will be able to provide for their families. Florida businesses have created more than 600,000 new private-sector jobs since December 2010, and we will keep working to create an opportunity economy where every Floridian who wants a job can get one.”

Based in France, Vision Systems is a leading company of first tier systems supplier for the aeronautics industry. The company has designed systems for business jets, helicopters, regional and commercial aircrafts for more than 20 years. Vision Systems will bring engineering and manufacturing jobs that will produce solutions for solar protection, cabin management and multimedia systems integrating connectivity and wireless audio distribution, as well as composite parts. Vision Systems considered moving to Georgia, North Carolina and Texas before choosing Melbourne. Vision Systems’ 12,000-square foot facility will be its first-ever subsidiary and foreign direct investment in the U.S.

“We are delighted that our project benefits from the help of the State of Florida and the City of Melbourne. It is essential for Vision Systems to be located in America, closer to our customers. This new production unit will enable us to expand our business activities in this area, not only in the aeronautics industry but also on the automotive and marine markets and to become a world leading player in solar protection for business and commercial aircrafts based on recognized breakthrough innovations” stated Carl Putman, President of Vision Systems.

Florida ranks number one among states for air transportation and flight training businesses with more than 2,000 aerospace and aviation companies employing more than 87,000 workers across the state. Florida manufacturers, like Vision Systems, are a powerful economic engine for the state’s economy. In addition to removing unnecessary taxes on manufacturers, Florida’s strong workforce and top-ranked infrastructure make it the perfect state for manufacturers to locate and expand. The industry cluster counts nearly 18,000 manufacturers who employ more than 300,000 workers across the state.

Secretary of Commerce Gray Swoope said, “Vision Systems’ grand opening in Florida will add value to our extensive aviation and manufacturing industries. Thanks to the new law Governor Scott has helped put into place exempting tax on manufacturing equipment, companies know Florida is a leader for economic development. I look forward to Vision Systems’ future success.”

The project would not have been possible without a strong partnership at the state and local levels. Partners that helped make this project a success include Enterprise Florida, Inc., the City of Melbourne, Economic Development Commission of Florida’s Space Coast and the Florida Department of Economic Opportunity.
“Vision Systems’ opening of its manufacturing facility in Florida strengthens our reputation as the best place to do business in the aerospace and aviation industries. With Governor Scott’s support, and the hard work of our partners at EFI, Florida’s economy is experiencing a remarkable turnaround and continues to outpace the national recovery. Companies like Vision Systems that produce high-wage, high-tech jobs in the STEM industries will assist in furthering Florida’s economic growth in the long-term,” said Jesse Panuccio, Executive Director of the Florida Department of Economic Opportunity.

“The City of Melbourne is proud to collaborate closely with relocating businesses like Vision Systems to provide them with the support they need to create jobs and invest in our community,” said Melbourne Mayor Kathy Meehan. “We are committed to sustainable growth, creating job opportunities for residents, and maintaining and improving our high quality of life.”

“Vision Systems’ selection of Melbourne for its first-ever subsidiary and foreign direct investment in the U.S. reinforces the Space Coast’s status as a banner hub for aviation and manufacturing in the State of Florida,” said Lynda Weatherman, President & CEO of the Economic Development Commission of Florida’s Space Coast. “The company’s presence in Brevard further diversifies our international connections and will serve as a catalyst for economic growth in these markets.”
<table>
<thead>
<tr>
<th>EFI OPS Plan Measures FY 2013-14</th>
<th>Unit</th>
<th>FY 2012-13 YTD results</th>
<th>FY 2013-14 standards</th>
<th>FY 2013-14 YTD results</th>
</tr>
</thead>
<tbody>
<tr>
<td>Achieve 95% of 52 Contract Measures and Deliverables</td>
<td>CORP</td>
<td>102%</td>
<td>95%</td>
<td>101%</td>
</tr>
<tr>
<td>Facilitate job growth</td>
<td>EXEC</td>
<td>25,383</td>
<td>28,000</td>
<td>36,207</td>
</tr>
<tr>
<td>Secure public funding to match FY 12-13 of at least $16.0 (in millions)</td>
<td>EXEC</td>
<td>$18.05</td>
<td>$18.05</td>
<td>$19.90</td>
</tr>
<tr>
<td>Support and advocate for legislation that improves Florida’s business climate</td>
<td>EXEC</td>
<td>90%</td>
<td>100%</td>
<td>104%</td>
</tr>
<tr>
<td>Develop a competitive sales team with a commitment to customer service (Announced Projects)</td>
<td>EXEC</td>
<td>172</td>
<td>155</td>
<td>161</td>
</tr>
<tr>
<td>Staff satisfaction survey for: IT services and resources; HR services; Office services</td>
<td>ADM</td>
<td>89%</td>
<td>95%</td>
<td>96%</td>
</tr>
<tr>
<td>Deadlines achieved 97% of the time for reports and obligations</td>
<td>ADM</td>
<td>98%</td>
<td>97%</td>
<td>100%</td>
</tr>
<tr>
<td>Recruit nat’l and internat’l businesses projects</td>
<td>BD</td>
<td>90</td>
<td>75</td>
<td>161</td>
</tr>
<tr>
<td>Project leads referred to Partners</td>
<td>BD</td>
<td>83</td>
<td>100</td>
<td>114</td>
</tr>
<tr>
<td>Project-related capital investment (in $ millions)</td>
<td>BD</td>
<td>$1,986</td>
<td>$1,800</td>
<td>$2,786</td>
</tr>
<tr>
<td>Client consultations in target industry sectors</td>
<td>ITD</td>
<td>4,325</td>
<td>3,500</td>
<td>3,955</td>
</tr>
<tr>
<td>70% of all new clients are in Target Sectors</td>
<td>ITD</td>
<td>76%</td>
<td>70%</td>
<td>70%</td>
</tr>
<tr>
<td>Contracted and expected export sales from target sectors over the FY (in $ millions)</td>
<td>ITD</td>
<td>$708.20</td>
<td>$474.00</td>
<td>$803.54</td>
</tr>
<tr>
<td>Positive messages across all news &amp; trade media as a direct result of EFI efforts.</td>
<td>MC</td>
<td>108</td>
<td>125</td>
<td>711</td>
</tr>
<tr>
<td>Response to marketing outreach among target audiences (those who make / influence business decision)</td>
<td>MC</td>
<td>15,253</td>
<td>19,000</td>
<td>45,000</td>
</tr>
<tr>
<td>Number of open projects</td>
<td>MC</td>
<td>312</td>
<td>385</td>
<td>415</td>
</tr>
<tr>
<td>Deploy not less than $15 million in SSBCI leveraged not less than 1:1 with private capital</td>
<td>MaSBEC</td>
<td>$33.9 with 1:1</td>
<td>$15 with 1:1</td>
<td>$22.2 with 1:1</td>
</tr>
<tr>
<td>Qualify to draw down entire $97.6 million allocation of SSBCI capital to Florida (in millions)</td>
<td>MaSBEC</td>
<td>n/a</td>
<td>$97.60</td>
<td>$97.60</td>
</tr>
<tr>
<td>Facilitate at least $40 mil in bond transactions through FDFC (in mil)</td>
<td>MaSBEC</td>
<td>$63.52</td>
<td>$40.00</td>
<td>$230</td>
</tr>
<tr>
<td>Create MaSBEC website and integrate minority business initiatives</td>
<td>MaSBEC</td>
<td>50%</td>
<td>100%</td>
<td>100%</td>
</tr>
<tr>
<td>EFI OPS Plan Measures FY 2013-14</td>
<td>Unit</td>
<td>FY 2012-13 YTD results</td>
<td>FY 2013-14 standards</td>
<td>FY 2013-14 YTD results</td>
</tr>
<tr>
<td>-----------------------------------------------------------------------------------------------</td>
<td>------</td>
<td>------------------------</td>
<td>----------------------</td>
<td>------------------------</td>
</tr>
<tr>
<td>Assist in Florida regions with bidding on and hosting 15 new projects/events per quarter that produce economic impact for the State of Florida</td>
<td>FS</td>
<td>63</td>
<td>60</td>
<td>116</td>
</tr>
<tr>
<td>Produce ROI from three grant programs of at least $150:$1 in economic impact to the State of Florida</td>
<td>FS</td>
<td>$312:1</td>
<td>$150:1</td>
<td>$457:1</td>
</tr>
<tr>
<td>Produce Sports Tourism jobs from Grant related and Amateur Sports events based on the State of Florida’s standard of 1 job per every 85 visitors.</td>
<td>FS</td>
<td>4,953</td>
<td>4,000</td>
<td>5,657</td>
</tr>
<tr>
<td>Board member retention 95% of August 2013 members</td>
<td>SP</td>
<td>100%</td>
<td>95%</td>
<td>97%</td>
</tr>
<tr>
<td>Funds invested in EFI $1.6 (in millions)</td>
<td>SP</td>
<td>$1.49 received</td>
<td>$1.60</td>
<td>$1.74 received</td>
</tr>
<tr>
<td>Administer Defense Support Task Force: facilitate compliance with EFI policies and legislative guidelines</td>
<td>SP</td>
<td>100%</td>
<td>100%</td>
<td>100%</td>
</tr>
</tbody>
</table>
RICHARD “RICH” BROOME
Executive Vice President, Corporate Affairs and Communications
The Hertz Corporation

Rich Broome is Executive Vice President, Corporate Affairs and Communications. He is based at the Hertz’s corporate headquarters in Naples, FL.

As Executive Vice President, Corporate Affairs and Communications, Rich is responsible for community affairs worldwide and corporate social responsibility. With respect to community affairs, our primary goal will be to provide a framework for our locations to take local ownership of community and charitable activities. Rich is also responsible for worldwide internal and external communications, including media affairs, government relations, community relations, and corporate philanthropy.

Since joining Hertz in 2000, Rich has made solid contributions to the executive team by helping plan and execute a global communication strategy ensuring all employees are fully informed about the transformation underway at Hertz, and to ensure the management team understands and can act on employee concerns. Rich continues to successfully manage efforts to ensure our businesses receive fair treatment in legislative bodies, especially in the U.S and Brussels. He and his team also build better awareness in the media of our story from consumer and investor perspectives.

Prior to joining Hertz, Rich served as Vice President, Government Relations and Communications for Selective Insurance Group. He also served as counsel at Aetna and the Connecticut Business and Industry Association. Rich has a B.A. from Bates College and a J.D. from the University of Connecticut School of Law, and he is a member of the Connecticut Bar.
A regular meeting of the Enterprise Florida, Inc. (EFI) Board of Directors was held on May 22, 2014 in Palm Beach, Florida.

Members Present:
Lewis Bear
Alan Becker
Mark Bensabat
Jay Beyrouti
Jesse Biter
Dominic Calabro
Jeff Chamberlain
Rep. Marti Coley
Andy Corty
Brett Couch
Marshall Criser III
Julius Davis
Hayden Dempsey
Sen. Nancy Detert
Ken Detzner
Neal Dunn, MD
Sheldon Fox
David Fuller
Blake Gable

Others Present:
Lewis Bear
Mark Bensabat
Jay Beyrouti
Jesse Biter
Dominic Calabro
Jeff Chamberlain
Rep. Marti Coley
Andy Corty
Brett Couch
Marshall Criser III
Julius Davis
Hayden Dempsey
Sen. Nancy Detert
Ken Detzner
Neal Dunn, MD
Sheldon Fox
David Fuller
Blake Gable

Others Present:
Lt. Gov. Carlos Lopez-Canter
Chris Flack (for Alex Glenn)
Rachel Cone (Gov. Rick Scott)
Mauricio Gonzalez (for Gilberto Neves)
Marva Johnson (Kevin Hyman)
Gary Kretz (for Gary Spulak)
Bruce Narzissefeld (for Gordon Gillette)
Roland Smith (Office Depot)
Dawn Johnson (The Scripps Research Institute)

On the phone:
Park Brady
Anthony Connelly
Bill Heavener
Chris Kise
Win Phillips
Rocky McPherson (Enterprise Florida)

Staff Present:
Ivan Barrios
Nancy Blum-Heintz
John Caballero
Shereena Dann
Sean Helton
Chris Knox
Ali Latimer
Louis Laubscher
Noreen Levitt
Melissa Medley
Manny Mencia
Simone Miller
Denise Morales
Laurie O'Brien
Griff Salmon
Crystal Sircy
Rob Sitterly
Gray Swoope
John Webb

Agenda:
I. Welcome & Roll Call
II. Chairman’s Report
III. President’s Update and Q&A
IV. Success Story
V. Panel Discussion
VI. Legislative Update
VII. Strategic Vision
VIII. Action Items
IX. Public Comment
X. Closing Remarks & Adjournment

PROCEEDINGS
A quorum being present, Vice Chairman Brett Couch called the meeting to order at 8:38 a.m. (EDT).

Couch opened the meeting by thanking departing board member Hal Valeche for his years of committed service during his tenure on the Enterprise Florida board (2009-2014). He then welcomed Senate President’s new appointment to the board, Dr. Neal Dunn.

Couch recognized board members of the Business Development Board of Palm Beach County that were in attendance and thanked them for their commitment to their community and to the State of Florida.
Chairman’s Report

Lt. Governor Carlos Lopez-Cantera thanked board members for their service during the last three and a half years. He expressed his gratitude to Roland Smith, CEO of Office Depot, for selecting Boca Raton as the company’s global headquarters location; and Dawn Johnson, The Scripps Research Institute, for participating in the board meeting panel discussion.

Lopez-Cantera recognized Senator Nancy Detert and Representative, Speaker pro tempore (2012-2014), Marti Coley for their membership and active participation on the Enterprise Florida board, and their commitment to economic development both on the local and state level.

Lopez-Cantera commented on the state’s economic turn-around, citing the recent announcements of Office Depot, Hertz, and Northrop Grumman to locate, retain or expand their operations in Florida. He noted that through the leadership of Governor Scott and the efforts of Enterprise Florida and its board, the state’s unemployment rate has dropped from 11.4 percent to 6.2 percent.

President’s Update

Enterprise Florida President and CEO Gray Swoope’s report covered Enterprise Florida’s role in economic development and how it leverages jobs, the board’s role in those efforts, and the competitive process used to help maximize job growth. He provided additional details on the Northrup Grumman project mentioned by the Lt. Governor, emphasizing that it is a significant expansion in Brevard County that could create 1,800 jobs and $500 million in capital investment. Swoope then spotlighted two other major project announcements, commenting that the USTA (United States Tennis Association) recently chose Orlando for a divisional headquarters and will create 150 jobs and build a $60 million Tennis Complex. He updated the board on a recent development for a project that was secured last fiscal year. Verizon is adding another 350 jobs, which brings the total for that project to over 1,000 jobs.

Referencing a graphic, Swoope reminded board members of the three categories of job growth, which are leveraged to help reach Governor Scott’s goal of creating 700,000 private-sector jobs in 7 years. To date 603,000 net new private sector jobs have been created across the three categories. He explained that one type of job growth is market driven growth, which depends on good fiscal policy and speed to market. Instrumental to this growth strategy has been the elimination of the sales and use tax on manufacturing machinery and equipment, sound state fiscal policy, and an engaged and focused economic development team consisting of Enterprise Florida and its board, the Governor’s office, cabinet appointees, and legislators. He cited the Department of Environmental Protection (DEP) as a great example of an agency that focused on speed to market, as it has cut the average time for permit approvals from 79 days to 33 days.

The second type of job creation is produced through Facilitated Growth strategies, of which international trade plays a significant role. Swoope acknowledged that having the Governor on international trade missions opens more doors of opportunities for the Florida delegation. He said that Governor Scott has led 10 missions that have resulted in documented sales of $474 million. Enterprise Florida also conducts many trade missions without the Governor, utilizing the Gold Key Matching Services, a federal program that helps businesses expand their global market share by providing contacts with foreign firms and potential business partners. Through all of its trade development programs since 2011, Enterprise Florida has helped Florida small businesses produce nearly $2.2 billion in total projected export sales.

The third area of job growth is competitive projects, an example of which occurs when a Florida company is considering whether to grow in Florida or grow in a location outside the state. Another example happens when a company outside of Florida is considering new locations, one of which is in Florida. Swoope cited Amazon, Hertz, USTA, Office Depot, Verizon and Northrop Grumman as examples of competitive projects. He said board members can be helpful in creating and sustaining “market buzz” to
help generate interest within state. When a board member hears of a project announcement in Florida, they should forward it to their network to help tell the Florida story.

Swoope reviewed a chart illustrating Enterprise Florida’s 2013 results compared to its 2010 results. He highlighted several facts including a 133 percent increase in capital investment, from $900.6 million to $2.01 billion, and a 91 percent increase in total new jobs. In each of the years from 2004 to 2012, Enterprise Florida did not announce more than four “mega” projects with an associated $30 million in capital investment and 200 net new jobs. However, the organization announced 12 such projects in 2013.

Swoope used another graphic to illustrate the fact that relationships are the key to competitive projects. He said the Enterprise Florida team aggressively cultivates relationships with CEOs and site selection consultants, resulting in these relationships providing a competitive advantage. Since 2011, 16 percent of all projects have come from site selection consultants; in 2013, 50 percent of the 12 previously mentioned game-changing projects came from consultants.

Swoope spoke briefly about the organization’s $1.4 million state business brand and marketing campaign, Florida: The Perfect Climate for Business. This campaign targets consultants and CEOs in key markets throughout the U.S. and has had 57 million impressions since its launch. Swoope further stated that EFI has directly marketed to 2,300 site selection consultants and had face-to-face interaction with 124 consultants. He concluded his presentation with a screening of the two television ads that have been created for the campaign and are running in targeted regional markets outside of Florida. These markets include New York, Chicago, Atlanta, Dallas, and the DC beltway region.

Questions and comments followed Swoope’s presentation, covering the varied topics of incentives, START-UP NY and similar initiatives, the Florida university system’s efforts to be responsive to business needs, marketing opportunities, and loan programs, specifically the State Small Business Credit Initiative for small and minority businesses.

In response to a request to recap for the entire board the discussion on incentives he gave in a committee meeting, Swoope explained that once a Quick Action Closing Fund incentive is negotiated, dedicated funds are moved into an escrow account. There has been an assumption by some that this money is not being used. In fact, interest on these funds is returned to the state, and eventually funds are disbursed to the company to which they have been designated as the company meets its contracted benchmarks. He noted that there are also clawback provisions in place so that if a company does not meet its agreed-upon measures, the money reverts to the State.

**Success Story**

Dr. Dawn Johnson, Senior Director, at The Scripps Research Institute, delivered a presentation on the organization including what they do and why they are in Florida. The Scripps Research Institute is one of the world’s largest independent, non-profit biomedical research institutes and is the interface between basic research and commercialization. Johnson said that when Governor Bush targeted the biotech industry in 2003, Scripps, which has a large research facility in La Jolla, CA, saw an opportunity to create a research campus in Florida focused on drug development that was smaller, more nimble, and more collaborative.

Scripps limited its focus in Florida to six academic departments: molecular therapeutics, chemistry, cancer biology, neuroscience, metabolism and aging, and infectious diseases. The unique aspect of Scripps Florida is its approach to drug discovery. Johnson said the departments and labs at the facility are very collaborative and interactive, emphasizing how rare and unique it is to have all of these components under one roof. Through the use of robotics, Scripps Florida has been able to dramatically speed up the drug testing process.
Johnson stated that Scripps Florida has two missions: teaching the next generation of scientists and improving human health through biomedical research and drug discovery. Scripps Florida’s economic successes include: $400 million in grants, 100 patent applications, 39 license agreements, and 4 start-up companies. Johnson went on to highlight several of the institute’s recent scientific success stories.

Johnson closed with some of the reasons Scripps chose Florida. The state actively recruited Scripps and other biotech companies, offered the financial support that was needed, particularly in this industry, and the infrastructure — in terms of talent, space and neighboring collaborators. She noted that state and local entities were critical to Scripps Florida’s recruitment, and they continue to be supportive as the organization grows.

Senator Nancy Detert commented that it took vision and courage on the part of Governor Bush, Lt. Governor Jennings, herself and other legislators to propose rebranding the state as a biomedical research state with high-value jobs and wages, and to invest an unprecedented $310 million to bring Scripps to Florida.

Johnson fielded a question about the types of technicians and other talent needed who support the team and research scientists at Scripps Florida. She said that in addition to technicians to perform basic lab functions, each of the labs has specialized equipment that requires varying skill sets. She also noted that the campus has a lot of administrative staff requiring expertise in grants and contracts, procurement, and environmental health and safety.

Representative Marti Coley mentioned that she recently toured Scripps Florida and the synergy between Florida Atlantic University, Max Planck, and Scripps Florida was quite apparent. She noted that this type of collaboration is a key component of Governor Scott's $80 million cancer research budget. The budget allocates $60 million to help existing cancer centers in Florida achieve a National Cancer Institute designation and the remaining $20 million is committed to peer-reviewed research grants, which Coley stated will generate jobs and further collaborative efforts. It is expected that this initial funding will lead to additional funding in the form of NIH research grants.

Panel Discussion

Fred Leonhardt moderated a question and answer session on the subject of Innovation in Action in Florida. He introduced Roland Smith, Chairman and CEO of Office Depot, and gave a brief overview of his background. Smith came to Office Depot from Delhaize America and previously held leadership positions at companies such as The Wendy’s Company, Triarc Companies, Inc., American Golf Corporation and National Golf Properties, KFC International, Pepsi Cola International, Schering-Plough and Procter & Gamble. Smith graduated from the U.S. Military Academy at West Point and serves on several boards of directors.

Leonhardt asked Smith about his perception of Florida as a destination for business in terms of workforce, tax structure, and business friendliness as a state, based on his extensive experience as a business leader and CEO.

Smith responded that upon taking the helm at Office Depot, one of his first responsibilities was to choose where to locate the company’s headquarters: at the Office Depot headquarters in Boca Raton, or the OfficeMax headquarters in Naperville, IL. He said the company made the decision based on a number of factors: the tax situation both from a business and personal perspective, the availability of workforce, financial implications, and the overall opportunity for the company to turn itself around to lead the office products industry into the future.

Leonhardt asked which states have the most Office Depot stores and what Florida can do to attract more retail locations. Smith responded that Office Depot does business in 48 states and 59 countries, both
retail and business-to-business. The states that have the largest representation of retail stores are California, Texas and Florida, with Florida having nearly 200 stores. However, just as Staples announced that it will be closing stores due to market oversaturation, Office Depot will be closing more than 400 stores over the next three years. The merger of Office Depot and OfficeMax resulted in competing stores located in close proximity, which does not make good business sense. Smith does not envision new stores being built in the short term because of the need to first fix the current over-supply retail store issue. He said that the company sees future growth in business-to-business and online markets.

Leonhardt next introduced Kelly Smallridge, President and CEO of the Business Development Board of Palm Beach County. Leonhardt informed the gathering that Smallridge is one of the longest-serving economic development professionals in the state. He asked her what makes Palm Beach County such a special place for business and asked her to tell the board about innovation in action in her organization.

Smallridge replied that the Business Development Board (BDB) has a very sophisticated model for economic development. Palm Beach County has been extremely aggressive in certain targeted industries. She announced that the north end of the county has 630 aviation/aerospace companies and two of the world’s largest research and development institutes, Scripps and Max Planck. West Palm Beach County has a wide array of business and financial services as a result of active recruitment of hedge fund, private equity and wealth management firms from New York. Boca Raton, where Office Depot located its headquarters, has a total of 66 corporate headquarters. Smallridge went on to say that Palm Beach County has a multi-lingual, skilled and educated workforce, sophisticated transportation systems, great relationships with university presidents and education institutions, and a very aggressive incentive fund which has allowed it to land some very large deals.

Smallridge spoke about an innovative BDB initiative called Behind the Gates. She said Palm Beach County has 40 miles of oceanfront, a portion of which are lined with mansions of significant size and wealth. This initiative identifies those oceanfront properties that are second homes of CEOs, then backtracks their names and makes an effort to persuade them to establish a business operation in Palm Beach County. She also believes that education and workforce drive innovation, and the BDB has developed an initiative around that as well. According to Smallridge it is these types of initiatives that make Palm Beach County unique.

Leonhardt opened the floor for board discussion. Smallridge was asked to expand on Palm Beach County’s education initiative. She said oftentimes a company’s decision criteria includes whether or not their children will receive a good education in the state of Florida. The old approach consisted of handing a company a directory of educational institutions. The BDB’s new education initiative involves giving company executives a red carpet tour in which they visit the headmaster, principal, university president and superintendent of schools. The BDB holds their hand through the education enrollment process, making sure that the kids are tested and integrated into the education system. Smallridge stated that Florida is battling a 20-year old perception that its education system is not top-tier, so the BDB decided to be proactive and volunteer to be the marketing entity for education in Palm Beach County. They gathered all public, private, charter, and faith-based university and college presidents in one room and now have a collaborative team to market and brand the fact that a great education is available in Palm Beach County.

Board members asked several follow-up questions regarding the talent pipeline, which Smallridge and Johnson responded to each from their own organization’s perspective.

**Legislative Update**

Mark Wilson, President and CEO of the Florida Chamber of Commerce provided highlights of the legislative session.

- 1,811 bills were filed, 264 were passed
• No new taxes or fees were passed.

Wilson further noted that Florida did not pass a single tax or new fee in the last four years and has a budget surplus of over $1 billion.

Wilson shared with the board that Enterprise Florida and its supporters who are advancing economic development find it tough in a legislative environment that has so many competing causes. Because we again ended up with zero dollars for marketing Florida’s business climate, the Florida Chamber is going to lead an effort over the summer and fall involving business leaders, so that they can head into the next legislative session with a solid understanding of why funding for marketing Florida’s business climate is so important.

**Strategic Vision**

Dominic Calabro, President and CEO of Florida Tax Watch, advised the board that this year’s tax cuts benefit everyone. He shared an anecdote in which he recommended to then-Governor Jeb Bush that he needed to spend money on tourism to get visitors back to the state and help Florida’s economy rebound after 9/11. He said the lesson learned is that the state needs to spend money on promoting its business climate to help generate jobs. Calabro stated that going into next year’s legislative session it is imperative to get a commitment on the front-end that diversification of Florida’s economy is top priority. He recommended that before session starts, Enterprise Florida work collaboratively with The Florida Council of 100 and The Florida Chamber to show in a transparent and accountable way that Enterprise Florida has met or exceeded its performance goals and should be well resourced to achieve even greater results.

**Action Items**

*Mark Bensabat made a motion to approve the minutes of the February 6, 2014 board meeting, which was seconded by Alan Becker and approved unanimously.*

Couch informed members that he activated the Nominating Committee to begin the search to identify the next Vice Chairman of Enterprise Florida. Couch’s term ends February 5, 2015. The Nominating Committee will be meeting between now and September to carry out its charge and will present its recommendation to the Executive Committee. The Executive Committee will bring the recommendation before the full board. The eight-member Nominating Committee is comprised of Mark Bensabat, Jesse Biter, Park Brady, Brett Couch, Howard Halle, Bob McAdams, Erica Silagy (Chair), Gray Swoope (Ex-Officio).

**Approval of Consent Agenda**

Brett informed members that the executive committee had already discussed and deliberated the consent agenda items and was now seeking full board approval. He advised, that upon a member's request any item could be removed from the consent agenda and vetoed on separately. He briefly reviewed each item then called for a single vote to approve the full list of recommendations.

1. Financial Statements
   Approve 3rd Quarter Interim Financial Statements
2. Renewal of Existing Investors
   Subsequent to board approval, the following companies will continue as at-large members of the Enterprise Florida board for a one-year term:
   - AT&T
   - Bacardi U.S.A., Inc.
   - Becker & Poliakoff, P.A.
   - BMG Money, Inc.
• Darden Restaurants, Inc.
• Embraer Aircraft Holding, Inc.
• Florida Blue
• Florida Trend
• Full Sail University
• Hewlett Packard
• Lockheed Martin Training and Logistics Solutions
• Massey Services Inc.
• Publix Super Markets, Inc.
• Regions Bank
• SunTrust Bank
• TECO Energy

3. Add New Investors to the Board
An affirmation vote on this issue will add Colliers International – Tampa Bay, Mitsubishi Hitachi Power
Systems & ADT as at-large members to the Enterprise Florida board for a one-year term:
• Colliers International, Tampa Bay – Lee Arnold, Chairman of the Board & CEO
• ADT – Luis Orbegoso, President, Small Business
• Mitsubishi Hitachi Power Systems America, Inc. – Dave Walsh, President & CEO

4. Approve VISITFLORIDA Budget and New Board Members
VISITFLORIDA is submitting its 2014/2015 annual budget and marketing plan to the EFI board for
approval, both of which have been reviewed and approved by the VISITFLORIDA board.

5. Re-elect existing Florida Opportunity Fund Board Member
The Enterprise Florida Board is being asked to reappoint Pete Pizzaro, President of Whitney
University System, to the Florida Opportunity Fund Board for a 3 year term.

Public Comment
An opportunity for public comment was offered prior to the vote on the consent agenda. There were none.

Danny Gaekwad made a motion to approve the consent agenda, which was seconded by Alan
Becker and approved unanimously.

Closing Remarks
Couch thanked sponsors BMG Money, Business Development Board of Palm Beach County, Kaplan
University and Keiser University. Thanks to corporate investors.

The next Enterprise Florida board meeting will be held August 7, 2014 in Sarasota, Florida.

Joe Meterchick made a motion to adjourn the board meeting, which was seconded by Marti Coley,
and approved unanimously.

The Enterprise Florida Board of Directors meeting adjourned at 11:00 a.m. (EDT).

Submitted by: Gray Swoope, President & CEO
Board members should notify the Vice Chair of any item on the list below they wish to have removed and voted on separately. Subsequent to such notification, the item or items will be pulled from the general approval list, then discussed and voted on after action has been taken on the Consent Agenda. Board members are not allowed to vote on their own re-appointment or any issues for which they have a conflict of interest. Directors with an announced conflict of interest will be considered recused from these votes.

CONSENT AGENDA

1. Renewal of Existing Investors
   Subsequent to board approval, the following companies will continue as at-large members of the Enterprise Florida board for a one-year term:
   - Bright House Networks, LLC
   - Duke Energy
   - Florida Power & Light Co.
   - Gulf Power Company
   - Wells Fargo Bank, N.A.

2. New Company Representative
   Following your approval, Bob Swindell, President and CEO of the Greater Ft Lauderdale Alliance will become the Florida Economic Development Council’s representative to the Enterprise Florida Board for a one year term.

3. Financial Statements
   The board is asked to approve the 4th quarter interim financial statements.

4. Staff FY 2013/14 Performance Results
   In accordance with EFI’s Performance Plan Guidelines, the Finance & Compensation Committee recommends approval of an aggregate payout to staff not to exceed $765,000 for fiscal year ending June 30, 2014.

5. EFI Budget for FY 2014-2015
   The board is asked to approve the 2014/2015 fiscal year budget for Enterprise Florida.
AT-LARGE MEMBERSHIP RENEWALS

Bright House Networks, LLC
Kevin Hyman
Executive Vice President - Operations

Duke Energy
Alex Glenn
State President - Florida

Florida Power & Light Co.
Eric Silagy
President & CEO

Gulf Power Company
Stan Connally
President & CEO

Wells Fargo Bank, N.A.
Howard Halle
Executive Vice President – Florida Division
Florida Economic Development Council
Bob Swindell, President & CEO

Bob Swindell was named President and CEO of the Greater Fort Lauderdale Alliance in November 2009. He joined the Alliance as the Senior Vice President of Business Development in 2003. Bob and his team assist local, national, and international companies already doing business here or those prospective companies considering a move to Greater Fort Lauderdale.

The Alliance is Broward County's official public/private economic development partnership and brings together the County’s business community and 31 municipalities for the purposes of accelerating economic & job growth.

A lifelong Broward resident, he has served in several business and community leadership roles. Prior to his position with the Alliance, Bob was President of Champion Manufacturing for 18 years, a Pompano Beach and Fort Lauderdale based industrial supply company serving the Southeastern United States.

In 1992, during the impact of Hurricane Andrew, Bob chaired the local Board of the American Red Cross for 2 years. Florida Governors Martinez, Chiles, and Bush have appointed Bob to lead statewide boards. In November 2012, Bob was again appointed to the Board of Pilot Commissioners by Governor Rick Scott.

Swindell serves on several professional & community Executive Boards including NAIOP (Commercial Real Estate Development Association), SFTA (South Florida Technology Alliance), The American Red Cross, CareerSource Broward, the Broward Education Foundation, and was recently elected as the 2014 incoming Chairman of FEDC (Florida Economic Development Council). Since October of 2005, Bob has served on the Florida Atlantic Research & Development Park Authority as an appointee of the Broward County Commission.

Bob is a 2013 graduate of Leadership Florida Class XXXI (31). He is a 1986 alumnus of Leadership Broward – Class V (5) and was recognized as a 2011 Business Leader of the Year by the Leadership Broward Foundation.

In June of this year Governor Rick Scott presented Bob with the Governor’s Business Ambassador Award at the 2013 Annual meeting of Leadership Florida.
The following financial information for the fiscal year ending June 30, 2014 and 2013, is unaudited, and is derived from internally generated financial statements. This report is provided to the Board of Directors to assist in its understanding and analysis of EFI's financial performance and accountability. These statements have been generated by management and the fairness of their presentation is the responsibility of management.

Statement of Financial Position (Attachment A)

The Statement of Financial Position provides a comparison of the assets, liabilities and net assets of EFI as of June 30, 2014 and 2013, and is presented in a combined format on Attachment A-1. Attachment A-2 provides the detail of EFI's Financial Position by category or activity. Operations are directly related to our agreement with the State of Florida Department of Economic Opportunity. Administered are funds awarded by the State to various grantees and administered by EFI. Corporate is investor activity and the use of those funds. Restricted is funding earmarked for a specific use only for programs such as Base Protection, Florida Defense Support Task Force, Small Business Technology Growth Fund, State Small Business Credit Initiative, Rural Strategic Marketing, and Technology related programs.

Statement of Activities (Attachment B)

The Statement of Activities provides a comparison of EFI's revenues and expenses compared to the budget approved by the Board. Information for the prior year is presented for comparative purposes. Information is presented for the quarter ending June 30, 2014 and 2013 on Attachment B-1. Attachment B-2 provides the detail for the twelve months, formatted in the same manner as EFI's Financial Position.

Revenues

Revenues include state funding, investor contributions, program fees, and interest. The revenues are either collected or billed by year end. For the quarter ending June 30, 2014, the fourth quarter revenue from the state has been recorded and is expected to be received in September 2014.

Corporate contributions were budgeted at $1,400,000 for FY 2013/14, the same as in FY 2012/13. Contributions are budgeted on a straight-line basis throughout the fiscal year, with collections varying based on the anniversary dates of the investors and a higher volume of collections in the third and fourth quarters. The amount collected as of quarter-end was $1,787,500.

Revenue in total for the fiscal year was higher than the budget, representing new corporate investors.

Expenses

Through the end of the year, EFI had incurred expenses of $22.3 million compared to $17.7 million in 2013 and is under budget year-to-date. Open positions at the start of the year accounted for the significant savings in the Payroll and Related Costs line item. Most of the other expense categories are under budget year-to-date.

Additional Schedules

In addition, to assist in the analysis of EFI’s financial performance, included on the last page is a schedule of the administered activity detailing the category of programs by award year. The first column, the Contract Award, is a memo column indicating the expected total to be awarded. The next three columns track the actual flow of funds from the State to EFI, then to the Recipients. The last column total supports the Administered category of activity included in the detail of EFI’s Financial Position included on Attachment A-2 for June 30, 2014.

For additional information, contact:
Pamela Murphy, Vice President, Finance and Accounting
T 407-956-5644   pmurphy@eflorida.com
This page intentionally left blank
Enterprise Florida, Inc.
Financial Statements For the Quarter Ending June 30, 2014

Statement of Financial Position, Unaudited

Attachment A-1  June 30, 2014 & 2013 – Comparative
Attachment A-2  June 30, 2014 & 2013 – Detail

Statement of Activities for Twelve Months Ending, Unaudited

Attachment B-1  June 30, 2014 & 2013 – Comparative
Attachment B-2  June 30, 2014 & 2013 – Detail

Administered Activity by Program as of June 30, 2014
### Enterprise Florida and Florida Sports Foundation

#### Combined Statement of Financial Position, Unaudited

**Attachment A-1**

\[ \text{($ in Thousands)} \]

<table>
<thead>
<tr>
<th>Assets</th>
<th>June 30</th>
<th>$ Change</th>
<th>% Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>1 Cash and Cash Equivalents - unrestricted</td>
<td>$11,448</td>
<td>$9,178</td>
<td>$2,270</td>
</tr>
<tr>
<td>2 Cash and Cash Equivalents - restricted</td>
<td>$27,998</td>
<td>$16,359</td>
<td>$11,639</td>
</tr>
<tr>
<td>3 Cash and Cash Equivalents - escrow</td>
<td>$77,627</td>
<td>$19,109</td>
<td>$58,518</td>
</tr>
<tr>
<td>4 Loans Receivable</td>
<td>$18,172</td>
<td>$8,164</td>
<td>$10,008</td>
</tr>
<tr>
<td>5 Accounts Receivable</td>
<td>$20,874</td>
<td>$24,172</td>
<td>$(3,298)</td>
</tr>
<tr>
<td>6 Other Assets</td>
<td>$1,228</td>
<td>$909</td>
<td>$319</td>
</tr>
<tr>
<td>7 Total Assets</td>
<td>$157,347</td>
<td>$77,891</td>
<td>$79,456</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Liabilities and Net Assets</th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>8 Accounts Payable and Other Liabilities</td>
<td>$6,249</td>
<td>$4,847</td>
<td>$1,402</td>
</tr>
<tr>
<td>9 Deferred Revenue</td>
<td>$2,818</td>
<td>$2,402</td>
<td>$416</td>
</tr>
<tr>
<td>10 Escrow Payable</td>
<td>$77,593</td>
<td>$19,097</td>
<td>$58,496</td>
</tr>
<tr>
<td>11 Total Liabilities</td>
<td>$86,660</td>
<td>$26,346</td>
<td>$60,314</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Net Assets</th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>12 Temporarily Restricted</td>
<td>$59,551</td>
<td>$42,947</td>
<td>$16,604</td>
</tr>
<tr>
<td>13 Unrestricted</td>
<td>$11,136</td>
<td>$8,598</td>
<td>$2,538</td>
</tr>
<tr>
<td>14 Total Net Assets</td>
<td>$70,687</td>
<td>$51,545</td>
<td>$19,142</td>
</tr>
<tr>
<td>15 Total Liabilities and Net Assets</td>
<td>$157,347</td>
<td>$77,891</td>
<td>$79,456</td>
</tr>
</tbody>
</table>

(A) Unrestricted funds for operations and administered programs.
(B) Restricted funds were received and recorded as revenue in prior years with funds expended in the current year. New funds were received related to the FL Defense Support Task Force and State Small Business Credit Support Initiative, accounting for the majority of the increase.
(C) Escrow funds received from the state to be paid to several companies once DEO certifies the contract deliverables are met.
(D) Loan receivables administered under the State Small Business Credit Support Initiative.
(E) Accounts receivable includes the fourth quarter appropriation and trade accounts receivable.
(F) Other assets increased for fixed assets purchased and capitalized at June 30, 2014.
(G) Accounts payable increased related to general operations.
(H) Deferred Revenue is largely composed of funds received from the State of Florida, to be paid for EFI administered grants. The balance fluctuates throughout the year based on when funds are received from the State, as well as, when payments are made to the grantees.
(I) The increase in unrestricted net assets correlates to the increase in net assets from operations.
(J) State operating funds for Enterprise Florida.
(K) State operating funds for Florida Sports Foundation.
(L) Corporate contributions are budgeted on a straight-line basis with actual collections recorded on a cash basis.
(M) Revenue related to events directly offset event expenses.
(N) Other revenues from administrative fees, interest, and sponsorships.
(O) Payroll and benefits is comparable to last year but under budget for the year.
(P) Operating, general and administrative costs are slightly under budget for the year.
(Q) Program expenses and events are offset by event related revenue.
(R) Program expenses related to the FL Sports Foundation includes major grants awarded in the year from prior year funds.
(S) International offices were on track with prior year-to-date numbers and the budget for the year.
(T) Professional Fees are in line with the budget.
(U) Advertising & marketing is on track to spend based on their marketing plan.
(V) The travel budget was increased for FY 2013/14 to support the needs of the organization.
(W) Temporarily restricted revenue was received and recorded in prior years with payments made in the current year for the Base Protection, Florida International Business Expansion Initiative, Technology, and Rural Strategic Marketing Programs. Current year new programs related to SSBCL, Defense Task Force, and Minority Business account for the major increase.
(X) Major grants awarded by FL Sports. Grants are funded by revenues received in the current and previous fiscal years.
### June 30, 2014

<table>
<thead>
<tr>
<th>Assets</th>
<th>Operations</th>
<th>Administered</th>
<th>Corporate</th>
<th>Restricted</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash and Cash Equivalents - unrestricted</td>
<td>$6,586</td>
<td>$2,548</td>
<td>$2,314</td>
<td>-</td>
<td>$11,448</td>
</tr>
<tr>
<td>Cash and Cash Equivalents - restricted</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>$27,998</td>
<td>$27,998</td>
</tr>
<tr>
<td>Cash and Cash Equivalents - escrow</td>
<td>77,627</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>77,627</td>
</tr>
<tr>
<td>Loans Receivable</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>$18,172</td>
<td>$18,172</td>
</tr>
<tr>
<td>Accounts Receivable</td>
<td>6,950</td>
<td>-</td>
<td>-</td>
<td>$13,924</td>
<td>$20,874</td>
</tr>
<tr>
<td>Other Assets</td>
<td>1,214</td>
<td>-</td>
<td>-</td>
<td>14</td>
<td>1,228</td>
</tr>
<tr>
<td>Total Assets</td>
<td>$92,377</td>
<td>$2,548</td>
<td>$2,314</td>
<td>$60,108</td>
<td>$157,347</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Liabilities and Net Assets</th>
<th>Operations</th>
<th>Administered</th>
<th>Corporate</th>
<th>Restricted</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Accounts Payable and Other Liabilities</td>
<td>$5,962</td>
<td>-</td>
<td>-</td>
<td>$287</td>
<td>$6,249</td>
</tr>
<tr>
<td>Deferred Revenue</td>
<td>-</td>
<td>$2,548</td>
<td>-</td>
<td>$270</td>
<td>$2,818</td>
</tr>
<tr>
<td>Escrow Payable</td>
<td>77,593</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>77,593</td>
</tr>
<tr>
<td>Total Liabilities</td>
<td>83,555</td>
<td>$2,548</td>
<td>-</td>
<td>$557</td>
<td>86,660</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Net Assets</th>
<th>Operations</th>
<th>Administered</th>
<th>Corporate</th>
<th>Restricted</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Temporarily Restricted</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>59,551</td>
<td>59,551</td>
</tr>
<tr>
<td>Unrestricted</td>
<td>8,822</td>
<td>-</td>
<td>$2,314</td>
<td>-</td>
<td>11,136</td>
</tr>
<tr>
<td>Total Net Assets</td>
<td>8,822</td>
<td>-</td>
<td>$2,314</td>
<td>59,551</td>
<td>70,687</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Total Liabilities and Net Assets</th>
<th>Operations</th>
<th>Administered</th>
<th>Corporate</th>
<th>Restricted</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>$92,377</td>
<td>$2,548</td>
<td>$2,314</td>
<td>$60,108</td>
<td>$157,347</td>
</tr>
</tbody>
</table>

### June 30, 2013

<table>
<thead>
<tr>
<th>Assets</th>
<th>Operations</th>
<th>Administered</th>
<th>Corporate</th>
<th>Restricted</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash and Cash Equivalents - unrestricted</td>
<td>$4,707</td>
<td>$2,157</td>
<td>$2,314</td>
<td>-</td>
<td>$9,178</td>
</tr>
<tr>
<td>Cash and Cash Equivalents - restricted</td>
<td>1,571</td>
<td>-</td>
<td>-</td>
<td>$14,788</td>
<td>16,359</td>
</tr>
<tr>
<td>Cash and Cash Equivalents - escrow</td>
<td>19,109</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>19,109</td>
</tr>
<tr>
<td>Loans Receivable</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>$8,164</td>
<td>8,164</td>
</tr>
<tr>
<td>Accounts Receivable</td>
<td>4,177</td>
<td>-</td>
<td>-</td>
<td>$19,995</td>
<td>24,172</td>
</tr>
<tr>
<td>Other Assets</td>
<td>909</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>909</td>
</tr>
<tr>
<td>Total Assets</td>
<td>$30,473</td>
<td>$2,157</td>
<td>$2,314</td>
<td>$42,947</td>
<td>$77,891</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Liabilities and Net Assets</th>
<th>Operations</th>
<th>Administered</th>
<th>Corporate</th>
<th>Restricted</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Accounts Payable and Other Liabilities</td>
<td>$4,847</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>4,847</td>
</tr>
<tr>
<td>Deferred Revenue</td>
<td>245</td>
<td>$2,157</td>
<td>-</td>
<td>-</td>
<td>2,402</td>
</tr>
<tr>
<td>Escrow Payable</td>
<td>19,097</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>19,097</td>
</tr>
<tr>
<td>Total Liabilities</td>
<td>24,189</td>
<td>$2,157</td>
<td>-</td>
<td>-</td>
<td>26,346</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Net Assets</th>
<th>Operations</th>
<th>Administered</th>
<th>Corporate</th>
<th>Restricted</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Temporarily Restricted</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>$42,947</td>
<td>42,947</td>
</tr>
<tr>
<td>Unrestricted</td>
<td>6,284</td>
<td>-</td>
<td>$2,314</td>
<td>-</td>
<td>8,598</td>
</tr>
<tr>
<td>Total Net Assets</td>
<td>6,284</td>
<td>-</td>
<td>$2,314</td>
<td>$42,947</td>
<td>51,545</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Total Liabilities and Net Assets</th>
<th>Operations</th>
<th>Administered</th>
<th>Corporate</th>
<th>Restricted</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>$30,473</td>
<td>$2,157</td>
<td>$2,314</td>
<td>$42,947</td>
<td>$77,891</td>
</tr>
</tbody>
</table>
## Enterprise Florida and Florida Sports Foundation
### Combined Statement of Activities
#### For the Twelve Months Ending, Unaudited

**Attachment B-1**

($ in Thousands)

<table>
<thead>
<tr>
<th></th>
<th>June 30, 2014</th>
<th></th>
<th></th>
<th>June 30, 2013</th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Actual</td>
<td>Budget</td>
<td>Difference</td>
<td>Actual</td>
<td>Budget</td>
<td>Difference</td>
</tr>
<tr>
<td><strong>Revenues:</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>46 State Appropriations - EFI</td>
<td>$14,200</td>
<td>$14,200</td>
<td>(J)</td>
<td>$13,500</td>
<td>$13,500</td>
<td>-</td>
</tr>
<tr>
<td>47 State Appropriations - FSF</td>
<td>2,556</td>
<td>2,200</td>
<td>356</td>
<td>(K)</td>
<td>2,646</td>
<td>2,200</td>
</tr>
<tr>
<td>48 Private Cash Contributions</td>
<td>1,788</td>
<td>1,927</td>
<td>(139)</td>
<td>(L)</td>
<td>1,488</td>
<td>1,927</td>
</tr>
<tr>
<td>49 Registration and Participation Fees</td>
<td>1,734</td>
<td>2,992</td>
<td>(1,258)</td>
<td>(M)</td>
<td>1,211</td>
<td>1,082</td>
</tr>
<tr>
<td>50 Other Revenues</td>
<td>1,203</td>
<td>1,675</td>
<td>(472)</td>
<td>(N)</td>
<td>1,058</td>
<td>858</td>
</tr>
<tr>
<td>51 Total Revenues</td>
<td>21,481</td>
<td>22,994</td>
<td>(1,513)</td>
<td>19,903</td>
<td>19,567</td>
<td>336</td>
</tr>
<tr>
<td><strong>Expenses:</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>52 Payroll and Related Costs</td>
<td>$8,276</td>
<td>$9,580</td>
<td>(1,304)</td>
<td>(O)</td>
<td>$7,840</td>
<td>$8,857</td>
</tr>
<tr>
<td>53 Operating, General and Administrative</td>
<td>2,690</td>
<td>3,226</td>
<td>(536)</td>
<td>(P)</td>
<td>1,984</td>
<td>2,729</td>
</tr>
<tr>
<td>54 Program Expenses and Events - EFI</td>
<td>1,768</td>
<td>2,809</td>
<td>(1,041)</td>
<td>(Q)</td>
<td>1,753</td>
<td>2,440</td>
</tr>
<tr>
<td>55 Program Expenses and Events - FSF</td>
<td>2,063</td>
<td>1,877</td>
<td>186</td>
<td>(R)</td>
<td>2,517</td>
<td>1,877</td>
</tr>
<tr>
<td>56 International Offices</td>
<td>1,874</td>
<td>2,064</td>
<td>(190)</td>
<td>(S)</td>
<td>1,491</td>
<td>1,491</td>
</tr>
<tr>
<td>57 Professional Fees</td>
<td>802</td>
<td>950</td>
<td>(148)</td>
<td>58</td>
<td>905</td>
<td>648</td>
</tr>
<tr>
<td>58 Advertising &amp; Marketing</td>
<td>1,772</td>
<td>1,850</td>
<td>(78)</td>
<td>(T)</td>
<td>693</td>
<td>1,000</td>
</tr>
<tr>
<td>59 Travel</td>
<td>722</td>
<td>638</td>
<td>84</td>
<td>(U)</td>
<td>518</td>
<td>526</td>
</tr>
<tr>
<td>60 Total Expenses</td>
<td>19,967</td>
<td>22,994</td>
<td>(3,027)</td>
<td>17,701</td>
<td>19,567</td>
<td>(1,866)</td>
</tr>
<tr>
<td>61 Change in net assets - operations</td>
<td>1,514</td>
<td>-</td>
<td>1,514</td>
<td>2,202</td>
<td>-</td>
<td>2,202</td>
</tr>
<tr>
<td>62 Change in net assets - temp restricted</td>
<td>19,923</td>
<td>-</td>
<td>19,923</td>
<td>(W)</td>
<td>19,307</td>
<td>-</td>
</tr>
<tr>
<td>63 Change in net assets - committed grants</td>
<td>(2,295)</td>
<td>-</td>
<td>5,807</td>
<td>(X)</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>64 Net assets, beginning of period</td>
<td>51,545</td>
<td>-</td>
<td>51,545</td>
<td>37,068</td>
<td>-</td>
<td>37,068</td>
</tr>
<tr>
<td>65 Net assets, end of period</td>
<td>$70,687</td>
<td>-</td>
<td>$70,687</td>
<td>$51,545</td>
<td>-</td>
<td>$51,545</td>
</tr>
</tbody>
</table>

(A) Unrestricted funds for operations and administered programs.
(B) Restricted funds were received and recorded as revenue in prior years with funds expended in the current year. New funds were received related to the FL Defense Support Task Force and State Small Business Credit Support Initiative, accounting for the majority of the increase.
(C) Escrow funds received from the state to be paid to several companies once DEO certifies the contract deliverables are met.
(D) Loan receivables administered under the State Small Business Credit Support Initiative.
(E) Accounts receivable includes the fourth quarter appropriation and trade accounts receivable.
(F) Other assets increased for fixed assets purchased and capitalized at June 30, 2014.
(G) Deferred Revenue is largely composed of funds received from the State of Florida, to be paid for EFI administered grants. The balance fluctuates throughout the year based on when funds are received from the State, as well as, when payments are made to the grantees.
(H) The travel budget was increased for FY 2013/14 to support the needs of the organization.
(I) The increase in unrestricted net assets correlates to the increase in net assets from operations.
(J) State operating funds for Enterprise Florida.
(K) State operating funds for Florida Sports Foundation.
(L) Corporate contributions are budgeted on a straight-line basis with actual collections recorded on a cash basis.
(M) Revenue related to events directly offset event expenses.
(N) Other revenues from administrative fees, interest, and sponsorships.
(O) Payroll and benefits is comparable to last year but under budget for the year.
(P) Operating, general and administrative costs are under budget for the year.
(Q) Program expenses and events are offset by event related revenue.
(R) Program expenses related to the FL Sports Foundation includes major grants awarded in the year from prior year funds.
(S) International offices were on track with prior year-to-date numbers and the budget for the year.
(T) Professional Fees are in line with the budget.
(U) Advertising & marketing is on track to spend based on their marketing plan.
(V) The travel budget was increased for FY 2013/14 to support the needs of the organization.
(W) Temporarily restricted revenue was received and recorded in prior years with payments made in the current year for the Base Protection, Florida International Business Expansion Initiative, Technology, and Rural Strategic Marketing Programs. Current year new programs related to SSSCI, Defense Task Force, and Minority Business account for the major increase.
(X) Major grants awarded by FL Sports. Grants are funded by revenues received in the current and previous fiscal years.
# Financial Report

## Enterprise Florida and Florida Sports Foundation

**Combined Statement of Activities**

**For the Twelve Months Ending, Unaudited**

**Attachment B-2**

($ in Thousands)

<table>
<thead>
<tr>
<th></th>
<th>Operations</th>
<th>Administered</th>
<th>Corporate</th>
<th>Restricted</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Revenues:</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>71 State Appropriations-EFI</td>
<td>$14,200</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>$14,200</td>
</tr>
<tr>
<td>72 State Appropriations-FSF</td>
<td>2,556</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>2,556</td>
</tr>
<tr>
<td>73 Private Cash Contributions</td>
<td>-</td>
<td>1,788</td>
<td>-</td>
<td>-</td>
<td>1,788</td>
</tr>
<tr>
<td>74 Registration and Participation Fees</td>
<td>1,734</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>1,734</td>
</tr>
<tr>
<td>75 Other Revenues</td>
<td>1,203</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>1,203</td>
</tr>
<tr>
<td>76 Total Revenues</td>
<td>19,693</td>
<td>-</td>
<td>1,788</td>
<td>-</td>
<td>21,481</td>
</tr>
<tr>
<td><strong>Expenses:</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>77 Payroll and Related Costs</td>
<td>$8,276</td>
<td>$ -</td>
<td>$ -</td>
<td>$ -</td>
<td>$8,276</td>
</tr>
<tr>
<td>78 Operating, General and Administrative</td>
<td>1,837</td>
<td>-</td>
<td>853</td>
<td>-</td>
<td>2,690</td>
</tr>
<tr>
<td>79 Program Expenses and Events-EFI</td>
<td>1,768</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>1,768</td>
</tr>
<tr>
<td>80 Program Expenses and Events-FSF</td>
<td>2,063</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>2,063</td>
</tr>
<tr>
<td>81 International Offices</td>
<td>1,874</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>1,874</td>
</tr>
<tr>
<td>82 Professional Fees</td>
<td>802</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>802</td>
</tr>
<tr>
<td>83 Advertising &amp; Marketing</td>
<td>1,772</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>1,772</td>
</tr>
<tr>
<td>84 Travel</td>
<td>722</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>722</td>
</tr>
<tr>
<td>85 Total Expenses</td>
<td>19,114</td>
<td>-</td>
<td>853</td>
<td>-</td>
<td>19,967</td>
</tr>
<tr>
<td>86 Change in net assets - operations</td>
<td>579</td>
<td>-</td>
<td>935</td>
<td>-</td>
<td>1,514</td>
</tr>
<tr>
<td>87 Change in net assets - temp restricted</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>19,923</td>
<td>19,923</td>
</tr>
<tr>
<td>88 Change in net assets - committed grants</td>
<td>(2,295)</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>(2,295)</td>
</tr>
<tr>
<td>89 Net assets, beginning of period</td>
<td>10,538</td>
<td>-</td>
<td>1,379</td>
<td>39,628</td>
<td>51,545</td>
</tr>
<tr>
<td>90 Net assets, end of period</td>
<td>$8,822</td>
<td>$ -</td>
<td>$2,314</td>
<td>$59,551</td>
<td>$70,687</td>
</tr>
<tr>
<td>91 Revenue - Pass Throughs &amp; Grants</td>
<td>-</td>
<td>1,599</td>
<td>-</td>
<td>-</td>
<td>1,599</td>
</tr>
<tr>
<td>92 Expenses - Grants to Other Organizations</td>
<td>-</td>
<td>1,599</td>
<td>-</td>
<td>-</td>
<td>1,599</td>
</tr>
<tr>
<td>93 Revenue - Temporarily Restricted</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>25,530</td>
<td>25,530</td>
</tr>
<tr>
<td>94 Expenses - Temporary Restricted</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>5,607</td>
<td>5,607</td>
</tr>
<tr>
<td>95 FSF Grants - Committed</td>
<td>2,295</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>2,295</td>
</tr>
</tbody>
</table>

---

<table>
<thead>
<tr>
<th></th>
<th>Operations</th>
<th>Administered</th>
<th>Corporate</th>
<th>Restricted</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Revenues:</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>95 State Appropriations-EFI</td>
<td>$13,500</td>
<td>$ -</td>
<td>$ -</td>
<td>$ -</td>
<td>$13,500</td>
</tr>
<tr>
<td>96 State Appropriations-FSF</td>
<td>2,646</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>2,646</td>
</tr>
<tr>
<td>97 Private Cash Contributions</td>
<td>-</td>
<td>1,488</td>
<td>-</td>
<td>-</td>
<td>1,488</td>
</tr>
<tr>
<td>98 Registration and Participation Fees</td>
<td>1,211</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>1,211</td>
</tr>
<tr>
<td>99 Other Revenues</td>
<td>1,058</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>1,058</td>
</tr>
<tr>
<td>100 Total Revenues</td>
<td>18,415</td>
<td>-</td>
<td>1,488</td>
<td>-</td>
<td>19,903</td>
</tr>
<tr>
<td><strong>Expenses:</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>101 Payroll and Related Costs</td>
<td>$7,840</td>
<td>$ -</td>
<td>$ -</td>
<td>$ -</td>
<td>$7,840</td>
</tr>
<tr>
<td>102 Operating, General and Administrative</td>
<td>631</td>
<td>-</td>
<td>1,353</td>
<td>-</td>
<td>1,984</td>
</tr>
<tr>
<td>103 Program Expenses and Events-EFI</td>
<td>1,753</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>1,753</td>
</tr>
<tr>
<td>104 Program Expenses and Events-FSF</td>
<td>2,517</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>2,517</td>
</tr>
<tr>
<td>105 International Offices</td>
<td>1,491</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>1,491</td>
</tr>
<tr>
<td>106 Professional Fees</td>
<td>905</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>905</td>
</tr>
<tr>
<td>107 Advertising &amp; Marketing</td>
<td>693</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>693</td>
</tr>
<tr>
<td>108 Travel</td>
<td>518</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>518</td>
</tr>
<tr>
<td>108 Total Expenses</td>
<td>16,348</td>
<td>-</td>
<td>1,353</td>
<td>-</td>
<td>17,701</td>
</tr>
<tr>
<td>109 Change in net assets - operations</td>
<td>2,067</td>
<td>-</td>
<td>135</td>
<td>-</td>
<td>2,202</td>
</tr>
<tr>
<td>110 Change in net assets - temp restricted</td>
<td>-</td>
<td>-</td>
<td>19,307</td>
<td>-</td>
<td>19,307</td>
</tr>
<tr>
<td>111 Net assets, beginning of period</td>
<td>4,217</td>
<td>-</td>
<td>2,179</td>
<td>23,640</td>
<td>30,036</td>
</tr>
<tr>
<td>112 Net assets, end of period</td>
<td>$6,284</td>
<td>$ -</td>
<td>$2,314</td>
<td>$42,947</td>
<td>$51,545</td>
</tr>
<tr>
<td>113 Revenue - Pass Throughs &amp; Grants</td>
<td>-</td>
<td>4,840</td>
<td>-</td>
<td>-</td>
<td>4,840</td>
</tr>
<tr>
<td>114 Expenses - Grants to Other Organizations</td>
<td>-</td>
<td>4,840</td>
<td>-</td>
<td>-</td>
<td>4,840</td>
</tr>
<tr>
<td>115 Revenue - Temporarily Restricted</td>
<td>-</td>
<td>-</td>
<td>37,068</td>
<td>-</td>
<td>37,068</td>
</tr>
<tr>
<td>116 Expenses - Temporary Restricted</td>
<td>-</td>
<td>-</td>
<td>17,761</td>
<td>-</td>
<td>17,761</td>
</tr>
</tbody>
</table>

---

*Enterprise Florida Board Meetings August 7, 2014*
## Enterprise Florida, Inc.
### Detail of Administered Activities by Program

<table>
<thead>
<tr>
<th>Program</th>
<th>Contract Awarded</th>
<th>Funds Received From State</th>
<th>Funds Paid To Recipients</th>
<th>Funds In House 6/30/2014</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Base Protection:</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>17 Awarded in 12/13</td>
<td>8,580</td>
<td>8,580</td>
<td>6,181</td>
<td>2,399</td>
</tr>
<tr>
<td>18 Awarded in 11/12</td>
<td>18,950</td>
<td>18,950</td>
<td>18,701</td>
<td>249</td>
</tr>
<tr>
<td><strong>Defense Infrastructure:</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>19 Awarded in 13/14</td>
<td>1,600,000</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>17 Awarded in 12/13</td>
<td>1,581,245</td>
<td>581,245</td>
<td>246,157</td>
<td>335,088</td>
</tr>
<tr>
<td>18 Awarded in 11/12</td>
<td>1,581,245</td>
<td>1,025,321</td>
<td>575,224</td>
<td>450,097</td>
</tr>
<tr>
<td>19 Awarded in 10/11</td>
<td>5,000,000</td>
<td>4,702,583</td>
<td>3,926,682</td>
<td>775,901</td>
</tr>
<tr>
<td>20 Awarded in 09/10</td>
<td>1,367,325</td>
<td>1,385,457</td>
<td>1,215,479</td>
<td>169,978</td>
</tr>
<tr>
<td>21 Awarded in 08/09</td>
<td>10,600,000</td>
<td>10,600,000</td>
<td>10,599,925</td>
<td>75</td>
</tr>
<tr>
<td>22 Awarded in 07/08</td>
<td>2,782,000</td>
<td>2,113,344</td>
<td>2,112,414</td>
<td>930</td>
</tr>
<tr>
<td>23 Awarded in 06/07</td>
<td>5,314,500</td>
<td>3,635,718</td>
<td>3,582,756</td>
<td>52,962</td>
</tr>
<tr>
<td>24 Awarded in 05/06</td>
<td>3,498,165</td>
<td>3,203,404</td>
<td>3,203,404</td>
<td>-</td>
</tr>
<tr>
<td>25 Awarded in 04/05</td>
<td>3,550,000</td>
<td>3,020,000</td>
<td>2,568,697</td>
<td>451,303</td>
</tr>
<tr>
<td><strong>Defense Reinvestment:</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>26 Awarded in 13/14</td>
<td>850,000</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>27 Awarded in 12/13</td>
<td>850,000</td>
<td>850,000</td>
<td>656,858</td>
<td>193,142</td>
</tr>
<tr>
<td>28 Awarded in 11/12</td>
<td>850,000</td>
<td>850,000</td>
<td>810,232</td>
<td>39,768</td>
</tr>
<tr>
<td>29 Awarded in 10/11</td>
<td>850,000</td>
<td>850,000</td>
<td>774,809</td>
<td>75,191</td>
</tr>
<tr>
<td><strong>Rural Development:</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>30 Awarded in 10/11</td>
<td>587,500</td>
<td>534,022</td>
<td>534,022</td>
<td>-</td>
</tr>
<tr>
<td><strong>Rural Infrastructure:</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>31 Awarded in 10/11</td>
<td>1,100,000</td>
<td>935,924</td>
<td>935,924</td>
<td>-</td>
</tr>
<tr>
<td><strong>Interest (payable to the State of Florida)</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>32 Received 13/14</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>3,291</td>
</tr>
<tr>
<td><strong>Ending Balance</strong></td>
<td>41,961,980</td>
<td>34,287,018</td>
<td>31,742,583</td>
<td>2,547,726</td>
</tr>
</tbody>
</table>
Annual Incentive Plan Summary

In August 2003, EFI implemented an incentive plan to motivate performance consistent with company goals and objectives, attract and retain qualified talent, and facilitate a high performance culture. The plan compensates eligible participants at market total cash compensation levels upon the achievement of pre-established goals and objectives. Determination of the actual incentive compensation is based on a combination of Corporate, Program Unit, and Individual performance measures, graduated based on staff responsibility levels and overall contribution to the company goals.

Corporate and Program Unit measures are approved at the beginning of the fiscal year by the Board of Directors as part of the EFI Operations Plan. Personal Performance Measures (“PP Measures”) are determined at the beginning of the fiscal year and consist of individual performance goals, guiding principles, and manager competencies (for all people managers). Mid-year reviews and year-end evaluations are conducted for every staff member. Achievement of 100% of measures earns 100% of the payout for the tier.

<table>
<thead>
<tr>
<th>Tier</th>
<th>Pay Band</th>
<th>Corporate</th>
<th>Program Unit</th>
<th>Individual</th>
<th>Payout</th>
</tr>
</thead>
<tbody>
<tr>
<td>CEO</td>
<td>-</td>
<td>To Be Determined by Finance &amp; Compensation Committee</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Executive Vice President, Senior Vice President</td>
<td>G</td>
<td>40%</td>
<td>40%</td>
<td>20%</td>
<td>18%</td>
</tr>
<tr>
<td>Vice President</td>
<td>F</td>
<td>40%</td>
<td>40%</td>
<td>20%</td>
<td>15%</td>
</tr>
<tr>
<td>Director</td>
<td>E</td>
<td>25%</td>
<td>45%</td>
<td>30%</td>
<td>12%</td>
</tr>
<tr>
<td>Manager</td>
<td>D</td>
<td>20%</td>
<td>45%</td>
<td>35%</td>
<td>10%</td>
</tr>
<tr>
<td>Manager, Specialist</td>
<td>B+C</td>
<td>20%</td>
<td>45%</td>
<td>35%</td>
<td>8%</td>
</tr>
<tr>
<td>Individual Contributor</td>
<td>A</td>
<td>20%</td>
<td>45%</td>
<td>35%</td>
<td>8%</td>
</tr>
</tbody>
</table>
### Performance Compensation Strategy
#### Fiscal Year 2013/2014

**Cost of the Incentive Plan**

<table>
<thead>
<tr>
<th></th>
<th>Corporate Contributions</th>
<th>Available for Awards</th>
<th>Staff – Earned</th>
<th>Staff – Paid/Requested</th>
<th>EFI Staff Eligible/Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY 2009-10 Actual</td>
<td>$1,391,667</td>
<td>$417,500</td>
<td>$535,383</td>
<td>$342,542</td>
<td>58 / 63</td>
</tr>
<tr>
<td>FY 2010-11 Actual</td>
<td>$1,216,667</td>
<td>$365,000</td>
<td>$540,601</td>
<td>$349,958</td>
<td>57 / 67</td>
</tr>
<tr>
<td>FY 2011-12 Actual</td>
<td>$1,425,000</td>
<td>$463,257</td>
<td>$552,153</td>
<td>$463,257</td>
<td>71 / 86</td>
</tr>
<tr>
<td>FY 2012-13 Actual</td>
<td>$1,487,500</td>
<td>$554,303</td>
<td>$554,303</td>
<td>$554,303</td>
<td>68 / 80</td>
</tr>
<tr>
<td>FY 2013-14 Estimated</td>
<td>$1,787,500</td>
<td>$700,000</td>
<td>$65,000</td>
<td>$65,000</td>
<td>78 / 88</td>
</tr>
</tbody>
</table>

1. Earned represents the total amount the staff is eligible to receive assuming that corporate contributions are not limited.

2. Prior to FY 2012/13, the incentive compensation plan allowed for the use of 30% of corporate contributions for incentive compensation for staff. Effective November 2012, if private investment falls below $1.4 million, 30% of private investment will be the maximum aggregate payout.

3. The amount requested includes the FL Sports Foundation staff which will be paid from their own private sources.

**Recommended Motion:** Approve the incentive compensation not to exceed $765,000 for Enterprise Florida staff for fiscal year 2014/2015.
Enterprise Florida and Florida Sports Foundation
Combined Annual Budget
Fiscal Year 2014/2015
($ in Thousands)

<table>
<thead>
<tr>
<th></th>
<th>Budget Fiscal Year 2015</th>
<th>Projected Fiscal Year 2014</th>
<th>Budget Fiscal Year 2014</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Revenues:</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>State Appropriations - EFI</td>
<td>$15,400</td>
<td>$14,200</td>
<td>$14,200</td>
</tr>
<tr>
<td>State Appropriations - FSF*</td>
<td>4,150</td>
<td>2,556</td>
<td>2,200</td>
</tr>
<tr>
<td>Private Cash Contributions - EFI</td>
<td>1,600</td>
<td>1,788</td>
<td>2,200</td>
</tr>
<tr>
<td>Registration and Participation Fees</td>
<td>1,427</td>
<td>1,734</td>
<td>2,992</td>
</tr>
<tr>
<td>Other Revenues</td>
<td>1,068</td>
<td>1,203</td>
<td>2,202</td>
</tr>
<tr>
<td><strong>Total Revenues</strong></td>
<td>23,644</td>
<td>21,481</td>
<td>22,994</td>
</tr>
<tr>
<td><strong>Expenses:</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Payroll and Related Costs</td>
<td>9,209</td>
<td>8,276</td>
<td>9,580</td>
</tr>
<tr>
<td>Operating, General and Administrative</td>
<td>1,955</td>
<td>2,690</td>
<td>3,226</td>
</tr>
<tr>
<td>Program Expenses and Events - EFI</td>
<td>4,212</td>
<td>1,768</td>
<td>2,809</td>
</tr>
<tr>
<td>Program Expenses and Events - FSF</td>
<td>3,548</td>
<td>4,358</td>
<td>1,877</td>
</tr>
<tr>
<td>International Offices</td>
<td>2,124</td>
<td>1,874</td>
<td>2,064</td>
</tr>
<tr>
<td>Professional Fees</td>
<td>957</td>
<td>802</td>
<td>950</td>
</tr>
<tr>
<td>Advertising &amp; Marketing</td>
<td>772</td>
<td>1,772</td>
<td>1,850</td>
</tr>
<tr>
<td>Travel</td>
<td>867</td>
<td>722</td>
<td>638</td>
</tr>
<tr>
<td><strong>Total Expenses</strong></td>
<td>23,644</td>
<td>22,262</td>
<td>22,994</td>
</tr>
<tr>
<td><strong>Total Increase (Decrease) to Net Assets</strong></td>
<td>$0</td>
<td>(781)</td>
<td>0</td>
</tr>
<tr>
<td><strong>Grants, Pass Throughs, and Temporarily Restricted Programs:</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Tourism Marketing (dba Visit Florida)</td>
<td>$74,000</td>
<td>54,000</td>
<td>$54,000</td>
</tr>
<tr>
<td>Florida Defense Support Task Force - Program</td>
<td>3,250</td>
<td>3,800</td>
<td>3,800</td>
</tr>
<tr>
<td>Florida Defense Support Task Force - Administration</td>
<td>250</td>
<td>200</td>
<td>200</td>
</tr>
<tr>
<td>Defense Infrastructure Grants</td>
<td>1,600</td>
<td>1,600</td>
<td>1,600</td>
</tr>
<tr>
<td>Defense Reinvestment Grants</td>
<td>850</td>
<td>850</td>
<td>850</td>
</tr>
<tr>
<td>State Small Business Credit Initiative</td>
<td>481</td>
<td>355</td>
<td>355</td>
</tr>
<tr>
<td>Camacol Florida Trade</td>
<td>-</td>
<td>400</td>
<td>400</td>
</tr>
<tr>
<td>Southeast U.S./Japan &amp; FLOR KOR</td>
<td>-</td>
<td>200</td>
<td>200</td>
</tr>
<tr>
<td>Military Base Protection</td>
<td>150</td>
<td>-</td>
<td>150</td>
</tr>
<tr>
<td><strong>Total Grants, Pass-Throughs, and Temp. Restricted Programs</strong></td>
<td>$80,581</td>
<td>61,405</td>
<td>$61,555</td>
</tr>
</tbody>
</table>

* Spending Authority up to $4,500,000
FINANCE & COMPENSATION COMMITTEE RECOMMENDATION
Introduction and Background

As part of the Finance and Compensation Committee’s process for determining the President/CEO bonus, an annual survey is conducted among Enterprise Florida’s (EFI) Board Members to evaluate the President/CEO’s performance. This year the survey was conducted from June 18th through July 13th, 2014. In order to guarantee confidentiality, the survey was conducted by Ulrich Research Services, an independent marketing research consulting firm located in Orange Park, Florida.

Methodology

This marks the third year the CEO evaluation has been conducted as an online survey. It was hosted by Ulrich Research using qualtrics.com. The email invitation to participate in the online survey was issued to all Board Members on June 18th. Reminder emails were sent to those who had not completed the survey on June 24th and again on July 2nd.

In an effort to maximize the response rate, the survey instrument was kept very brief. It consisted of three “grid questions,” where the Members were asked to evaluate statements about the President/CEO regarding leadership, strategy development, and management and operations. For the quantitative questions, a 5-point scale was used where ‘5’ was the best or highest rating indicating the Member ‘Strongly Agreed’ with the positive statement. One open-ended question allowed for comments and observations.

Out of 66 Board Members, 27 completed the survey for a response rate of 41%. Using the finite population coefficient, this means the 95% confidence interval for questions on the survey is ±14.9%. This interval becomes smaller as percentages get closer to 0% or 100%.

The response rate in 2012 was 32% and the response rate in 2013 was 43%. This year confirmed the gains in Board participation seen last year.

With 27 respondents, each respondent is equivalent to approximately 4%. The data was analyzed and the charts below were prepared in Microsoft Excel.
Summary of Findings

Gray Swoope, the 2013-2014 President/CEO, received high evaluations in each area. In each quantitative question at least 81% gave him a perfect rating of ‘5’ and at least 85% gave a rating of ‘4’ or higher.

Board Members indicated that Gray is a rare find and are excited to work with him.

“Enterprise Florida has really excelled at promoting public-private partnership that has led to job creation for the State of Florida keeping true to its mission of diversifying the state’s economy. I applaud Governor Scott, Gray Swoope, and all of the leadership team in helping to make Florida the premier business destination in the United States. EFI has developed an effective methodology to attract and promote businesses and I appreciate the education and engagement of the board in this process”

Board Members were more likely to provide suggestions than in past years.

“I would like to hear of any contributions board members can provide to increase effectiveness of this organization. Thank you!”

“Set up a campaign to promote Enterprise Florida’s name recognition and accomplishment”

“The key stakeholder that needs more thought is the Florida Legislature. There is a disconnect in the value creation between EFI and our legislative leaders. We need to build an understanding of competitive landscape, desired outcomes, constraints, and effective tactics to improve that understanding (for both). Once a common ground is established, I think even better outcomes will occur that grow and diversify our state’s economy.”

While communication remains the CEO’s lowest rated area, even in this area four-fifths of the board gave him the highest possible rating. Areas he particularly excelled in included the results from his approach to economic development, his ethics, and the culture he fosters in the organization. For each of these, 89% or 93% of the Board Members “Strongly Agreed” he has been successful. There was also a strong positive tone to the comments.

It is clear the Gray Swoope’s performance has been exemplary in the minds of a large majority of the Board.

A complete list of comments can be found at the end of this report.
**Question-by-Question Results**

Q1. Please indicate your level of agreement with each of the statements below regarding **Leadership.** The President/CEO:

![Bar Chart]

- **Operates ethically - with a high degree of honesty and integrity**: 89% Strongly Agree, 4% Strongly Disagree
- **Has set the right direction for EFI**: 85% Strongly Agree, 7% Strongly Disagree
- **Has a clear vision; influential in building support to achieve EFI’s vision**: 85% Strongly Agree, 7% Strongly Disagree
- **Communicates effectively with stakeholders and strategic organizations**: 81% Strongly Agree, 4% Strongly Disagree

Between 81% and 89% of the board members gave a ‘5,’ the highest possible score for each leadership item. One board member gave a score of ‘1’ for each area of leadership. The only area where more than one board member gave a rating of less than ‘4’ was, “Communicates effectively with stakeholders and strategic organizations.” In the area two board members gave a ‘3.’

Communication was the lowest rated area in this survey, but is still part of overall high ratings for Leadership.
Question-by-Question Results

Q2. Please indicate your level of agreement with each of the statements below regarding Strategy Development. The President/CEO:

96% gave a ‘4’ or ‘5’ on each area rated for strategy development indicating agreement. 93% ‘Strongly Agreed’ that the CEO’s “Economic development approach achieves higher than average results.” One board member gave a ‘2’ or ‘1’ on each statement indicating disagreement. Clearly the consensus is that EFI’s President has done well developing strategies for Enterprise Florida.

Strategy development is another area of strength for the CEO.
Question-by-Question Results

Q3. Please indicate your level of agreement with each of the statements below regarding Management and Operations. The President/CEO:

![Bar chart showing responses to statements]

- Fosters a culture of accountability, integrity, effective leadership and trust: 89% 'Strongly Agree'
- Develops annual operations plan with clear metrics: 85% 'Strongly Agree'

The board also largely agreed that the CEO has been a successful manager. 89% ‘Strongly Agreed’ that he “Fosters a culture of accountability, integrity, effective leadership, and trust.” 85% ‘Strongly Agreed’ that he “Develops annual operations plans with clear metrics.” As in the other areas, there was one dissenter that disagreed with both statements.

Management and operations is again an apparent strength for Gray Swoope.
Question-by-Question Results

Q4: Other strengths or areas of improvement:

- Enterprise Florida has really excelled at promoting public-private partnership that has led to job creation for the State of Florida keeping true to its mission of diversifying the state’s economy. I applaud Governor Scott, Gray Swoope, and all of the leadership team in helping to make Florida the premier business destination in the United States. EFI has developed an effective methodology to attract and promote businesses and I appreciate the education and engagement of the board in this process.
- Gray is a proven leader with a long track record of success. He works hand in glove with the Governor to achieve maximum results for the State of Florida. He has outstanding character, a clear and understandable vision and he works long hours to achieve the Enterprise Florida goals.
- Gray is the best in the nation. Let's keep this guy.
- Gray Swoope is an absolute gem -- we are lucky to have his talents in Florida.
- He works well with Economic Development officials throughout the state.
- I would like to hear of any contributions board members can provide to increase effectiveness of this organization. Thank you!
- Set up a campaign to promote Enterprise Florida’s name recognition and accomplishment
- The key stakeholder that needs more thought is the Florida Legislature. There is a disconnect in the value creation between EFI and our legislative leaders. We need to build an understanding of competitive landscape, desired outcomes, constraints, and effective tactics to improve that understanding (for both). Once a common ground is established, I think even better outcomes will occur that grow and diversify our state’s economy.
- We are very lucky to have someone of Gray’s caliber working for the State of Florida. His skills and experience are unique and hard to get.
Memorandum

To: Enterprise Florida Board of Directors
From: Marketing & Communications
Date: 8/1/2014
Re: FY 2013-14 Q4 Communications Results

Quarter four highlights from the Communications team:

- Drafted and coordinated 28 press releases for distribution by the Governor’s office and local partners, as well as content placement in trade publications
- Distributed eight “Impact Studies” featuring statewide small businesses and FL Defense Support Task Force efforts
- Coordinated press campaigns and events between state, company and partners for major project announcements including Northrop Grumman and USTA
- Responded to 43 media inquiries, managed 11 interviews with EFI leadership and generated 478 positive media hits.

Social media efforts:
- 20,105 total impressions on the EFI Facebook page
- 8,911 Twitter followers viewing 2,602 tweets
- 2,209 LinkedIn followers
- 203 YouTube videos viewed 456,772 times

The following pages represent a sample of recent Communications efforts, including three Impact Studies and an article highlighting Florida from the recently-held Farnborough Airshow in London.

Airon Corporation of Melbourne designs and manufactures respiratory ventilation for pediatric and neonatal life support as well as CPAP devices used in emergency transport. EFI assisted the company in attending several major international medical shows, resulting in an exponential increase in sales.

The Eagle Fund provides rehabilitation and performance training services for wounded and injured military service men and women. The Florida Defense Support Task Force awarded a grant of $225,000 to The Eagle Fund.

Earnest Products of Sanford is a fabricator of high-quality sheet metal used in the manufacturing of custom parts for multiple industries. EFI worked with a lending partner to guarantee a $1.75 million loan and administered $6.8 million in FDFC issued bonds.
Enterprise Florida revives Airon Corporation through increased international sales

A Florida Success Story

“If not for Enterprise Florida’s international programs, we might have gone bankrupt a few years ago. The medical device market fluctuates greatly so it is essential that we export to the international market and Enterprise Florida helped us to do that.”

- Eric Gjerde, President
Airon Corporation

OPPORTUNITY

Airon Corporation of Melbourne designs and manufactures respiratory ventilation for adult, pediatric and neonatal life support as well as CPAP devices used in emergency transport. Airon’s revolutionary devices use pneumatic pressure instead of electricity or batteries so the technology is ideal for emergency situations. Because of the volatility of the medical device market, Airon needed to find a way to expand their sales to new markets.

SOLUTION

Enterprise Florida, Inc. (EFI) provided Airon with target sector trade grants that reduced the cost of attending international medical trade shows such as Arab Health and Medica. EFI also worked with Airon on export consultations and identifying new opportunities. Since working with EFI, Airon has entered into several new markets throughout the Middle East and Europe.

IMPACT

Without the additional income from increased international sales, Airon’s future would have been in jeopardy. As a result of participating in the 2013-2014 medical trade shows with EFI, Airon estimates that export sales will triple to more than $4 million. The company has also received significant industry recognition and recently won Frost & Sullivan’s “2014 New Product Innovation Awards” for its Mini Ventilator.
Florida Defense Support Task Force grant aids wounded warriors’ return to action

A Florida Success Story

As a member of the Florida Defense Support Task Force, I am proud of all the service men and women that have been helped by The Eagle Fund. The treatment and rehabilitation services provided by the fund are vital to returning wounded warriors to their units so that they continue to fight for our country.

- Representative Matt Gaetz
Florida House of Representatives 4th District

OPPORTUNITY

Founded in 2010 by Andrews Institute and Athlete’s Performance (now EXOS), The Eagle Fund supports wounded and injured military service men and women from the United States Special Operations Community in their pursuit to return to active duty. Using the Andrews Continuum of Care model developed for professional athletes, the Eagle Fund gives wounded soldiers access to world-class sports medicine in an effort to restore their physical and mental health.

SOLUTION

In 2013, the Florida Defense Support Task Force, which is supported administratively and logistically by Enterprise Florida, awarded a grant of $225,000 to The Eagle Fund to provide integrated restoration and training services for 50 Special Operations personnel over a period of eight months. Services provided included individual testing and analysis, physical therapy, nutrition education and performance training.

IMPACT

By the end of 2013, the 50 wounded warriors were rehabilitated and returned to active military duty. The Eagle Fund contributed to the soldiers’ overall well-being as military members and restored an important part of their mental and physical fitness for duty. As news of the program’s success has spread, private donors have stepped forward and committed hundreds of thousands of dollars to expand the program.

Enterprise Florida, Inc. is a partnership between Florida’s businesses and government leaders and is the principal economic development organization for the state of Florida. EFI facilitates job growth for Florida businesses through recruitment and retention, international trade and exporting, promotion of sporting events, and capital funding programs to assist small and minority businesses. The Florida Defense Support Task Force preserves, protects and enhances military installations in Florida and supports programs for military families and veterans.

PARTNERS:

• Enterprise Florida
• Florida Defense Support Task Force
• Andrews Research & Education Foundation
• EXOS
• U.S. Department of Defense
• Gulf Power
Earnest Products quadruples business through EFI financing programs

A Florida Success Story

“We couldn’t have expanded our business without assistance from our partners. Enterprise Florida and our lending partner Fifth Third Bank made it possible to quadruple the size of our business and bring more high paying jobs to Central Florida.”

- Bryan Earnest, President
Earnest Products

OPPORTUNITY

For 20 years, Earnest Products of Sanford has been a leading fabricator of high-quality sheet metal used in the manufacturing of custom metal parts for a multiple industries. While the company’s products were in high demand, they were unable to produce enough due to their small, inefficient facilities and limited production capacity and they didn’t have the requisite capital to expand.

SOLUTION

Enterprise Florida’s Minority and Small Business Entrepreneurial Capital (MaSBEC) division partnered with Fifth Third Bank to guarantee a $1,750,000 line of credit through the State Small Business Credit Initiative (SSBCI) program as part of a combined $10 million loan package. In addition, EFI administered $6.8 million in Florida Development Finance Corporation (FDFC) bonds, which enabled the company to purchase new space and automated machinery for manufacturing operations.

IMPACT

The new facility will allow Earnest Products to quadruple their building space from 60,000 sq. ft. to 240,000 sq. ft. and sell up to $100 million in products, making them the largest sheet metal fabricator in the Southeast. The company has created 25 new jobs since partnering with EFI and Fifth Third, and anticipates creating 100 more high-wage, skilled manufacturing jobs over the next few years.

Enterprise Florida, Inc. is a partnership between Florida’s businesses and government leaders and is the principal economic development organization for the state of Florida. EFI facilitates job growth for Florida businesses through recruitment and retention, international trade and exporting, promotion of sporting events, and capital funding programs to assist small and minority businesses.

PARTNERS:

- Enterprise Florida
- Fifth Third Bank
- Orlando EDC
- City of Sanford
- Seminole County Board of County Commissioners
- Florida Power & Light
- CareerSource Central Florida
- Department of Economic Opportunity (DEO)
F-35 Engine Problem Detailed

The root cause of the engine problem that grounded the F-35 fighter and caused it to miss its international debut has been disclosed.

The likely cause of the F-35A engine fire on June 23 was excessive rubbing between the turbine blades and the cowling, says Frank Kendall, Pentagon procurement chief.

Inspections of other F135 engines, however, indicate the problem is not endemic to the fleet, he told reporters during a roundtable yesterday.

"The evidence we have so far - we do not see at this point what I call a systemic problem," he said. "We understand to a degree what happened here. The question is why did it happen." The increased stress on the blades from the rubbing caused one to fail catastrophically, causing an engine fire.
Air Shows Bring Business to Florida

If history is any guide, the Farnborough International Airshow will help provide significant revenue for Florida-based aviation and aerospace companies.

The Singapore Airshow, held in February, resulted in more than $62.3 million in projected sales for 22 Florida companies and organizations. The Florida Pavilion was the largest among the U.S. states represented at the show, and it is here again at Farnborough this year. Sixteen companies from the state are exhibiting (though not all in the Pavilion), including Embry-Riddle Aeronautical University, B/E Aerospace (Hall 2, Booth B12), Avionica Inc., Craig Technologies, Team Volusia Economic Development Corporation, and JAXUSA Partnership.

Enterprise Florida, the principal economic development organization for the state, has gathered several companies with it at Hall 4, Booths F-13 and F-15.

—Robert W. Moorman

FIT Earns First EASA Authorization

The Florida Institute of Technology in Melbourne, Florida, has received authorization from the European Aviation Safety Agency (EASA) to become the first Approved Training Organization (ATO) to achieve compliance under the new European standards.

“This gives us the authority to provide flight training toward EASA pilot certificates and ratings,” explains Ken Stackpoole, FIT VP for aviation programs. “This is important because the European airlines operating the European, Middle East and Asian routes in many cases require EASA pilot certification.”

Stackpoole says Airbus is aware of FIT’s progress toward gaining EASA ATO authorization and had asked to visit the campus and flight training operation.

“Airbus and Florida Tech are working together to create a training program that will appeal to Airbus’ customers,” Stackpoole says. “Florida Tech’s expertise and new EASA certification was key in the discussions with Airbus.”

FIT is currently under contract with Turkish Airlines to train cadets to receive Airbus A320 type ratings.

FIT, founded in 1958, claims to be the only independent technological university in the Southeast U.S. Its fields of study include science, engineering, aeronautics, business, humanities, mathematics, psychology, communication and education.

Embry-Riddle Aeronautical University (ERAU, here in Chalet B27), which has campuses in Florida, Arizona and elsewhere worldwide, received U.S. certification to provide flight training in 1926, the same year the U.S. Department of Commerce created its Aeronautics Branch, which would later become the FAA.

Lufthansa Technik Expands Offices in South Florida

MRO leader Lufthansa Technik is expanding and consolidating its component services offices in Miramar, Florida, with a capital investment of $114,000 and the creation of 24 new jobs.

“Since December 2010, Florida has created more than 560,000 private-sector jobs and our unemployment rate remains below the national average,” says Florida Governor Rick Scott.

“The expansion of Lufthansa Technik will add great value to Florida’s extensive aviation and aerospace sector,” notes Gary Swoope, president and CEO of Enterprise Florida (Hall 4, Booth F13 and F15), a partnership between the state’s businesses and government leaders.

The expansion of the Miramar branch is due in part to the company’s worldwide growth strategy and an effort to maximize the efficiency of its client services. In addition, Lufthansa Technik wants to establish a center of excellence at all of its major customer service, account management and product sales offices in the Americas.

Lufthansa Technik is one of 2,000 aerospace and aviation companies in Florida, which employ more than 87,000 workers in flight training, MRO, aircraft manufacturing, research and development, and other areas.

Lufthansa selected Miramar for several reasons: tax incentives, access to international airports, proximity to a strong pool of employees and the growing cluster of aerospace companies near the city.
Florida to Become a Hub for Northrop Grumman

The City of Melbourne is a shining star in Florida’s efforts to bring jobs and prosperity to its Space Coast. Both Northrop Grumman and Embraer have recently chosen it for investments that could bring another 2,600 high-paying jobs to the community.

Landing Northrop Grumman “is a huge victory,” says Florida Governor Rick Scott of the company’s decision to invest $500 million on a new Manned Aircraft Design Center of Excellence, with 1,800 jobs, near Melbourne International Airport. The announcement follows news last year that Northrop Grumman would add 1,000 new jobs at its Airborne Ground Surveillance Center of Excellence, located nearby.

Melbourne is becoming Northrop Grumman’s hub for aircraft design and engineering, says Tim Paynter, director of communications for Northrop Grumman’s military aircraft division. As-yet-unnamed aircraft programs will be designed there, but Paynter declined to provide specific details.

The latest development is hailed by the Economic Development Commission (EDC) of Florida’s Space Coast as “the largest in the country in terms of job creation numbers and average wage associated with employment.” If that claim proves true, Northrop Grumman’s latest plans would be larger than the manufacturing investments either of Boeing in Charleston, South Carolina (the second assembly site in the U.S. for Boeing 787s), or Airbus in Mobile, Alabama (where Airbus is building a final assembly line for Airbus A320 airliners).

Lynda Weatherman, president and CEO of the EDC of Florida’s Space Coast, describes Northrop Grumman’s manned aircraft design center as a “game changer” in terms of direct and indirect jobs and economic development for Brevard County, where the average salary is $44,000.

PwC’s U.S. Aviation Manufacturing Attractiveness Index

The newest project would create 600 jobs and add 250,000 sq ft to Embraer’s existing operations on the Space Coast, which currently employ over 260 workers.

“The Legacy 450 and 500 business jets embody the advanced thinking that is Embraer’s hallmark and they will fit perfectly into the Space Coast’s rich heritage of building cutting-edge aircraft,” says Lynda Weatherman, president and CEO of the Economic Development Commission of Florida’s Space Coast. Embraer declined to discuss specifics of the incentives package, but Florida Today reported that as much as $50 million could be provided by the state.

Separately, Embraer’s Engineering and Technology Center is slated to open during the second half of this year at the airport and will employ around 200 engineers once fully staffed.

—Robert W. Moorman.
Enterprise Florida Nominating Committee

Timeline

- August 15, 2014: Vice Chair Slate of Nominees finalized and sent to Nominating Committee
- September 2, 2014: Meeting / Vote of the Nominating Committee
- September 30, 2014: Board Meeting – Committee recommendation to the Board for final vote
- October 2014 – January 2015: Announcement / Vice Chair elect transition to Vice Chair
- January 22, 2015: Board Meeting – Beginning of term of Vice Chair / Committee Chairs
MEMORANDUM

To: The Board of Directors of Enterprise Florida, Inc. ("EFI")
From: Holland & Knight LLP
Subject: Florida Law Amendments Affecting EFI
Date: June 30, 2014

Background

Senate Bill 846 ("SB 846"), relating to governmental ethics, was signed into law on June 20th, 2014, and takes effect July 1, 2014. This statute amends existing statutes governing EFI, including changing how Florida's Code of Ethics for Public Officers and Employees applies to EFI board members. This memo describes those changes and how they affect your service on the board of EFI.

Changes in the Law

As a result of this new legislation, the statutes governing EFI and its officers and directors have been amended to clarify which sections of Florida's Code of Ethics for Public Officers and Employees (the "Code of Ethics") apply to EFI board members. Prior to this change in the law, EFI's board members were subject to all provisions of section 112.313 of the Code of Ethics except subsection 2 of that statute. Following the passage of SB 846, EFI's board members now must comply with subsection 2 of 112.313, and the applicability of certain other sections of 112.313 (subsections 9, 11, 13, 14, 16 and 17) has been removed. In addition, the Code of Ethics' reach has been extended to cover not only EFI board members, but also the officers, including the president and senior managers, of EFI, officers and members of boards of directors of EFI's subsidiaries, officers and members of boards of directors of corporations created to carry out EFI's missions, and officers and members of boards of directors of corporations with which a division of EFI is required by law to contract to carry out its missions (such as the Florida Tourism Industry Marketing Corporation (VISIT Florida)).

How This Change Affects You

Subsection 2 of section 112.313 of the Code of Ethics prohibits EFI board members and officers from soliciting or accepting anything of value to the board member, including a gift, loan, reward, promise of future employment, favor, or service, based upon any understanding that the vote, official action, or judgment of the board member would be influenced thereby. The applicability of this subsection is straightforward. No EFI board member should accept or solicit anything of value to that person based on an understanding that their acceptance and/or receipt of such item may influence their vote on matters brought before the EFI board.
This new requirement should not substantially change your actions as a member of EFI's board, since subsection 2 of 112.313 is very similar to subsection 4 of section 112.313 of the Code of Ethics, with which EFI directors previously were and still are required to comply. That subsection prohibits the solicitation or acceptance of gifts based upon an understanding that the vote or official action of the director would be influenced thereby. It specifically addresses compensation, indicating that no director or his or her spouse or minor child may accept any compensation, payment, or thing of value when such director knows, or with the exercise of reasonable care should know, that it was given to influence a vote or other action in which the director was expected to participate in his or her official capacity. This section and subsection 2 of 112.313, which is now applicable to EFI board members, both require basically the same thing; a member of EFI's board should not accept anything, whether goods, services or money, from someone else if such acceptance would influence or be expected to influence his or her action or vote on a certain EFI matter.

In addition, subsections 9, 11, 13, 14, 16 and 17 of section 112.313 of the Code of Ethics are no longer applicable to EFI board members. The following is a summary of these sections:

- Subsection 9: this section prohibits former state officers and public employees from personally representing another person or entity for compensation (essentially, acting as a lobbyist) before their prior agency for a period of two years following vacating their position with that agency.

- Subsection 11: this section applies only to officers, directors, and administrators of a Florida state, county, or regional professional or occupational organization or association.

- Subsection 13: this section applies only to governing bodies of counties, municipalities, special districts and school districts.

- Subsection 14: this section applies only to persons who have been elected to county, municipal, special district, or school district offices.

- Subsection 16: this section applies only to local government attorneys.

- Subsection 17: this section applies only to members of the Board of Governors of the State University System and members of a board of trustees of a local constituent university.

**Additional Requirements of Section 112.313 of the Code of Ethics**

As a reminder of EFI board members' ongoing duties and obligations pursuant to section 112.313 of the Code of Ethics, the following generally describes the additional subsections of 112.313 that remain applicable to EFI board members:

- Subsection 3: this section prohibits board members from directing EFI business to their or a family member's place of employment or company and from doing business
personally with EFI. Specifically, it provides that no board member acting in his or her official capacity shall either directly or indirectly purchase, rent, or lease any realty, goods or services for EFI from any business entity of which the board member or the board member's spouse or child is an officer, partner, director, or proprietor or in which such board member or board member's spouse or child has a material interest. Nor shall an EFI board member, acting in a private capacity, rent, lease, or sell any realty, goods or services to EFI. The prohibitions set forth in this subsection may be waived pursuant to section 112.313(12), described below.

- Subsection 5: this section provides that a board member may vote on matters affecting his or her salary, expenses or other compensation as a board member. This is not applicable to EFI board members since they are not compensated, but may be applicable to other EFI and EFI-affiliate officers to the extent those officers are also board members of an EFI-affiliated entity.

- Subsection 6: this section prohibits an EFI board member from corruptly using or attempting to use his or her position or any property or resource which may be within his or her trust, or performing his or her official duties, to secure a special privilege, benefit, or exemption for himself, herself or others.

- Subsection 7: this section prohibits EFI board members from holding any employment or contractual relationship with any business entity or agency which is subject to the regulation of or is doing business with EFI; nor shall an EFI board member have or hold any employment or contractual relationship that will create a continuing or frequently recurring conflict between his or her private interests and the performance of his or her public duties or that would impede the full and faithful discharge of his or her public duties. This statute prohibits EFI officers and board members from being employed by or having a contractual relationship, such as that of an independent contractor, with a business that is doing business with EFI. This prohibition may be waived pursuant to section 112.313(12), described below.

- Subsection 8: this section prevents a current or former director of EFI from disclosing or using information not available to members of the general public and gained by reason of his or her official position for his or her personal gain or benefit or for the personal gain or benefit of any other person or business entity. This prohibition is basically an "insider trading" prohibition – an EFI board member may not use insider/non-public information for personal gain.

- Subsection 10: this section provides that no employee of a state agency or of a county, municipality, special taxing district, or other political subdivision of the state may hold office as a member of the governing board, council, commission, or authority, by whatever name known, which is his or her employer while, at the same time, continuing as an employee of such employer. EFI is considered a "state agency" for the purposes of this statute.
• Subsection 12: this section provides that the requirements of subsections (3) and (7), described above, may be waived in a particular instance by the body which appointed the director to EFI's board, upon a full disclosure of the transaction or relationship to the appointing body prior to the waiver and an affirmative vote in favor of waiver by a two-thirds vote of that body. In instances in which appointment to the board is made by an individual, waiver may be effected, after public hearing, by a determination by the appointing person and full disclosure of the transaction or relationship by the appointee to the appointing person. In addition, no director shall be held in violation of subsection (3) or subsection (7) if:

  • the business is awarded under a system of sealed, competitive bidding to the lowest or best bidder, and the director, prior to or at the time of submission of the bid, has filed a statement with the Commission on Ethics, disclosing the director's interest, or the interest of the director's spouse or child, and the nature of the intended business;
  
  • the purchase or sale is for legal advertising in a newspaper, for any utilities service, or for passage on a common carrier;
  
  • the director purchases in a private capacity goods or services, at a price and upon terms available to similarly situated members of the general public, from a business entity which is doing business with EFI; or
  
  • such director is a stockholder, officer or director of a bank; such relationship will not bar such bank from qualifying as a depository of funds coming under the jurisdiction of EFI, provided it appears in the records of EFI that the governing body of EFI has determined that such director has not favored such bank over other qualified banks.

There are other exceptions listed in the statute as well, however these are the exceptions most likely to apply to EFI board members.

• Subsection 15: this section provides that no EFI director shall be held in violation of subsection (7), described above, if the director maintains an employment relationship with an entity which is currently a tax-exempt organization under s. 501(c) of the Internal Revenue Code and which contracts with or otherwise enters into a business relationship with EFI and: (a) the director's employment is not directly or indirectly compensated as a result of such contract or business relationship; (b) the director has in no way participated in EFI's decision to contract or to enter into the business relationship with his or her employer, whether by participating in discussion at the meeting, by communicating with officers or employees of EFI, or otherwise; and (c) the director abstains from voting on any matter which may come before EFI involving the director's employer, publicly states to the assembly the nature of the director's interest in the matter from which he or she is abstaining, and files a written
memorandum as provided in section 112.3143 of the Code of Ethics (described below).

**Other Sections of the Code of Ethics Applicable to EFI Board Members**

The applicability of two additional sections of Florida's Code of Ethics to EFI board members remains unchanged. As a reminder, those sections are described below.

Section 112.3135 of the Code of Ethics is an anti-nepotism statute. It restricts board members and officers from appointing, employing, promoting or advancing, or advocating for appointment, employment, promotion, or advancement, in or to a position in EFI, any individual who is a relative of the public official.

In addition, an individual may not be appointed, employed, promoted, or advanced in or to a position in EFI if such appointment, employment, promotion, or advancement has been advocated by an EFI director who is a relative of the individual or if such appointment, employment, promotion, or advancement is made by a collegial body of which a relative of the individual is a member.

Section 112.3143(2) addresses the requirement to recuse oneself from voting conflicts, providing that a member of EFI's board of directors may not vote on any matter that such director knows would inure to his or her special private gain or loss. In addition, an EFI director who abstains from voting upon any measure that the director knows would inure to the director's special private gain or loss, or who votes on a measure that he or she knows would inure to the special private gain or loss of any principal by whom the director is retained or to the parent organization or subsidiary of a corporate principal by which the director is retained other than EFI or an affiliate thereof, or which the director knows would inure to the special private gain or loss of a relative or business associate of the director, shall make every reasonable effort to disclose the nature of his or her interest as a public record in a memorandum filed with the person responsible for recording the minutes of the meeting, who shall incorporate the memorandum in the minutes. If it is not possible for the director to file a memorandum before the vote, the memorandum must be filed with the person responsible for recording the minutes of the meeting no later than 15 days after the vote.

**Conclusion**

The amendments made to statutes affecting EFI board members by the passage of SB 846 do not significantly change your ethical responsibilities as a member of EFI's board of directors. The additional requirement of compliance with subsection 2 of section 112.313 of the Code of Ethics is substantially similar to obligations already applicable to EFI board members. In addition, the applicability of section 112.313 of the Code of Ethics as a whole to EFI board members has been clarified by removing a number of subsections which were not relevant to EFI's board members. These changes simply clarify the ethical duties with which EFI board members are expected to comply.
U.S. Congressman
Jeff Miller
District 1
Chair, U.S. House Committee
on Veterans Affairs,
Member, U.S. House Armed
Services Committee

The Honorable
Anthony J. Principi
President and CEO
The Principi Group

Mike Prendergast
Executive Director
Florida
Department of Veterans Affairs

Jesse Panuccio
Executive Director
Florida
Department of Economic Opportunity

Representative
Jimmie T. Smith
District 34
U.S. Army Staff Sergeant (Ret.),
Sponsor of 2014 Florida GI Bill

SPECIAL THANKS TO OUR SPONSORS

PROGRAM PARTNERS

CareerSource Florida
Central Florida Partnership
Enterprise Florida
Florida Defense Contractors Association

Florida Regional Planning Councils
Greater Tampa Chamber of Commerce
Space Florida
9:00 – 10:00
Plenary Session | Opening Welcome

Gap Analysis | By the Numbers

Anthony Principi, President and CEO, The Principi Group; Former Secretary, U. S. Department of Veterans Affairs

Mike Prendergast, Executive Director Florida Department of Veterans Affairs
Florida’s Future as the Most Veteran Friendly State

Breakout Sessions

**Economic Development**

**Military Opportunities for Florida’s Future**
What is the economic impact of the military on Florida and what are our goals for achieving our future vision?

**Is change coming? Are we ready?**
Will troop withdrawal or reductions in defense spending impact Florida? How do we address the gaps that threaten to prevent our state from continuing as a national leader in military and defense?

**Veterans Issues**

**Leveraging Skills Veterans Bring for 21st Century Success**
How will our state and the business community benefit from the value of veteran skill sets as we strive to become the nation’s most veteran-friendly state?

**Transition to Business and Community**
As Florida attracts a growing population of veterans, how are Florida’s communities impacted and what role can businesses play in this transition?

Luncheon:
Mark Hertling, Lieutenant General, U.S. Army (Ret) | Mission Readiness - Preparing Florida’s Talent Pipeline

Congressman Jeff Miller, Chair, U.S. House Committee on Veterans Affairs

**Breakout Sessions**

**Economic Development**

**Expanding Florida’s Military & Defense Industry**
Exploring opportunities, partnerships and other tools for economic development in the military and defense industry.

**What Business Can Do to Assure Success**
What are businesses doing well to expand on the current military and defense industry and where are areas for improvement?

**Veterans Issues**

**Working Together for Transitions into the Workforce**
Direction and opportunities through education, training and entrepreneurship.

**Success Strategies with Business Leading the Way**
Veterans in the workforce: What are businesses doing well and where are areas for improvement?

Recap and Next Steps
HELP SECURE FLORIDA’S FUTURE

2014 FUTURE OF FLORIDA FORUM AND FLORIDA CHAMBER BOARD OF GOVERNORS ANNUAL MEETING

SEPTEMBER 29 - OCTOBER 1, 2014
DISNEY’S YACHT & BEACH CLUB RESORTS

Join Florida’s leading CEOs and small business owners, international policy leaders, elected officials and non-profit representatives to help prepare Florida for a competitive and secure future. Don’t miss this opportunity to gain priceless knowledge, insight and a unified vision about the future of Florida’s economic priorities.

REGISTER TODAY:
www.FloridaChamber.com/2014Forum

FOR PARTNERSHIP AND SPONSORSHIP OPPORTUNITIES, CONTACT:
Conesta Woodard • CWoodard@FLFoundation.org • (850) 521-1200

HOTEL INFORMATION:
Disney’s Yacht & Beach Club Resorts • (407) 939-4686
A special thanks to the taxpayers of the state of Florida.

Updated 5/2014
Enterprise Florida Board

Luis Orbegoso  *
ADT LLC
1501 Yamato Road
Boca Raton, FL 33431
561.322.4933

Winfred Phillips  *
University of Florida
341 Tigert Hall, P.O. Box 113245
Gainesville, FL 32611
(352) 392-6620

Adam Putnam  ***
Florida Department of Agriculture & Consumer
407 S. Calhoun Street
Tallahassee, FL 32399
(850) 617-7700

Jon Rambeau  *
Lockheed Martin Training and Logistics Solutions
100 Global Innovation Circle
Orlando, FL 32825
(407) 306-1446

Henry Rodriguez  ***
Woodmere Holdings, LLC
1515 Ringling Blvd. Ste 890
Sarasota, FL 34236
(941) 312-5996

Andy Rosen  *
Kaplan, Inc.
6301 Kaplan University Ave.
Ft. Lauderdale, FL 33309
(954) 515-3888

Gene Schaefer  *
Bank of America, N.A.
701 Brickell Ave.
Miami, FL 33131
(305) 347-2990

Rick Scott  ***
State of Florida Governor's Office
400 South Monroe St.
Tallahassee, FL 32399
(850) 717-9207

Eric E. Silagy  *
Florida Power & Light Co.
700 Universe Blvd.
Juno Beach, FL 33408
(561) 304-5206

Kelly Smallridge  *
Business Development Board of Palm Beach County
310 Evernia Street
West Palm Beach, FL 33401

Gary Spulak  *
Embraer Aircraft Holding, Inc.
276 SW 34th St.
Ft. Lauderdale, FL 33315
(954) 359-3721

Johnathan Stanton  ***
LEMA Construction
10001 16th Street North
St. Petersburg, FL 33716
(727) 563-0298
MISSION

EFI’s mission is to facilitate job growth for Florida's businesses and citizens leading to a vibrant statewide economy.
<table>
<thead>
<tr>
<th>Date</th>
<th>Event Name</th>
<th>Event Location</th>
<th>Industry Sector(s)</th>
<th>Type of Event</th>
<th>Event Contact</th>
</tr>
</thead>
<tbody>
<tr>
<td>September 9-14, 2014</td>
<td>Cannes Int'l Boat Show 2014</td>
<td>Cannes, France</td>
<td>Marine Industry</td>
<td>Trade &amp; Investment</td>
<td>Larry Bernaski 904-359-9350</td>
</tr>
<tr>
<td>September 12-19, 2014</td>
<td>Export Sales Mission to Singapore &amp; Malaysia</td>
<td>Singapore &amp; Malaysia</td>
<td>Best Prospects</td>
<td>Trade Development</td>
<td>John Diep 561-832-8339</td>
</tr>
<tr>
<td>September 13, 2014</td>
<td>Invest in the U.S.</td>
<td>Québec City, Canada</td>
<td>Best Prospects</td>
<td>Trade &amp; Investment</td>
<td>Frédérick Bernard 1-514-448-0544</td>
</tr>
<tr>
<td>September 13-17, 2014</td>
<td>IAMC Fall 2014 Professional Forum</td>
<td>Quebec City, Canada</td>
<td>Site Consultants</td>
<td>Business Development</td>
<td>Jerry Cutchens 407-956-5619</td>
</tr>
<tr>
<td>September 16-18, 2014</td>
<td>Movimat + Transport &amp; Logistics Brazil</td>
<td>Sao Paulo, Brazil</td>
<td>Logistics and Supply Chain Solutions</td>
<td>Trade &amp; Investment</td>
<td>Luis Perez-Codina 305-808-3670</td>
</tr>
<tr>
<td>September 18-20, 2014</td>
<td>37th Annual Joint Meeting of the Southeast U.S./Japan &amp; Japan-U.S. Southeast Association Conference</td>
<td>Tokyo, Japan</td>
<td>Best Prospects</td>
<td>Trade &amp; Investment</td>
<td>John Diep 561-832-8339 Dave Woodward 786-235-8289</td>
</tr>
<tr>
<td>September 19-26, 2014</td>
<td>Export Sales Mission to Singapore &amp; Malaysia</td>
<td>Singapore &amp; Kuala Lumpur, Malaysia</td>
<td>Best Prospects</td>
<td>Trade Development</td>
<td>John Diep 561-832-8339 Selma Fates 305-808-3668</td>
</tr>
<tr>
<td>September 29-October 1, 2014</td>
<td>Enterprise Florida Board &amp; Stakeholder Meetings</td>
<td>Orlando, Florida</td>
<td>Economic Development</td>
<td>Board Meeting</td>
<td>Shereena Dann 407-956-5692</td>
</tr>
<tr>
<td>October 5-7, 2014</td>
<td>Export Sales Mission to Panamá</td>
<td>Panamá City</td>
<td>Best Prospects</td>
<td>Trade &amp; Investment</td>
<td>Stephanie Pavolini 305-808-3388 Jorge Riano 305-808-3389</td>
</tr>
<tr>
<td>October 8-9, 2014</td>
<td>BioContact Québec 2014</td>
<td>Québec City, Canada</td>
<td>Life Sciences</td>
<td>Trade &amp; Investment</td>
<td>Frédérick Bernard 1-514-448-0544</td>
</tr>
<tr>
<td>November 10-11, 2014</td>
<td>Montreal International Game Summit</td>
<td>Montreal, Québec</td>
<td>IT &amp; Digital Media</td>
<td>Trade &amp; Investment</td>
<td>Frédérick Bernard 1-514-448-0544</td>
</tr>
<tr>
<td>November 11-14, 2014</td>
<td>Electronica 2014</td>
<td>Munich, Germany</td>
<td>Information Technology</td>
<td>Trade &amp; Investment</td>
<td>Andrea Moore 850-469-8989</td>
</tr>
<tr>
<td>Event Date</td>
<td>Event Name</td>
<td>Location</td>
<td>Industry/Trade &amp; Investment</td>
<td>Contact Person</td>
<td>Phone Number</td>
</tr>
<tr>
<td>---------------------</td>
<td>-------------------------------------</td>
<td>----------------------------------</td>
<td>---------------------------------------</td>
<td>---------------------------</td>
<td>---------------------</td>
</tr>
<tr>
<td>November 12-14, 2014</td>
<td>MEDICA 2014</td>
<td>Düsseldorf, Germany</td>
<td>Life Sciences</td>
<td>Michael Schiffhauer</td>
<td>407-956-5634</td>
</tr>
<tr>
<td>November 18-20, 2014</td>
<td>Marine Equipment Trade Show (METS)</td>
<td>Amsterdam, Netherlands</td>
<td>Marine Industry</td>
<td>Larry Bernaski</td>
<td>904-359-9350</td>
</tr>
<tr>
<td>November 19-21, 2014</td>
<td>CCAA’s 37th Annual Conference on the Caribbean and Central America</td>
<td>Miami, Florida</td>
<td>Best Prospects</td>
<td>Manny Mencia</td>
<td>305-808-3660</td>
</tr>
<tr>
<td>February, 2015</td>
<td>Export Development Mission to Senegal &amp; Ghana</td>
<td>Dakar &amp; Accra</td>
<td>Best Prospects</td>
<td>Bryant Salter</td>
<td>305-808-3660</td>
</tr>
<tr>
<td>March 3-7, 2015</td>
<td>CeBIT 2015</td>
<td>Hannover, Germany</td>
<td>Information Technology</td>
<td>Andrea Moore</td>
<td>850-469-8989</td>
</tr>
<tr>
<td>March 22-25, 2015</td>
<td>Team Florida Mission to Peru</td>
<td>Lima, Peru</td>
<td>Best Prospects</td>
<td>Stephanie Pavolini</td>
<td>305-808-3388</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td>Jorge Riano</td>
<td>305-808-3389</td>
</tr>
<tr>
<td>April 28-30, 2015</td>
<td>Expo Seguridad 2015</td>
<td>Mexico City, Mexico</td>
<td>Security Products &amp; Services</td>
<td>Maxwell Stewart</td>
<td>813-276-9430</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td>Ana Arroyo Yllanes</td>
<td>011-52-55-2455-3971</td>
</tr>
<tr>
<td>October 18-21, 2015</td>
<td>CoreNet Global North American Summit</td>
<td>Los Angeles, California</td>
<td>Site Consultants</td>
<td>Jerry Cutchens</td>
<td>407-956-5619</td>
</tr>
</tbody>
</table>