VIRTUALLY EVERY MAJOR DEFENSE CONTRACTOR FROM THE U.S. AND ABROAD HAS SIGNIFICANT OPERATIONS IN FLORIDA

HERE’S WHY YOUR COMPANY SHOULD BE IN FLORIDA, TOO:

1. **PICK THE BEST OF THE BEST**
   67,000+ active duty military\(^1\), 32,000+ current Department of Defense professionals\(^2\) and large numbers of former military and NASA personnel comprise our impressive pool of workers with the skills and security clearances your business needs.

2. **COMPETE WITH THE BEST**
   Florida consistently ranks among the top 5 states in the nation for the receipt of DOD contract awards\(^3\). From the missions that drive our impressive network of military installations to the factors that support the growth of our companies of all sizes, we know defense and homeland security, and can help you remain competitive.

3. **BENEFITS FROM OUR MILITARY ASSETS**
   Florida is a proud host to 21 major military installations\(^4\), 3 unified combatant commands\(^5\), and 2 component commands. Close proximity to key procurement offices, research operations, testing units, and training commands for all branches of the military is a major benefit for your business.

4. **IMPROVE YOUR BOTTOM LINE**
   A cost-competitive environment, favorable tax structure, no personal income tax, and superior quality of life make it easy to be in business in Florida.

5. **AIRSPACE & INFRASTRUCTURE TO MEET YOUR NEEDS**
   Florida offers thousands of square miles of controlled land and over water air space, 300+ days of VFR flight conditions a year, and multiple aerospace and defense parks with “through the fence” access. Your business can run smoothly and efficiently in Florida.

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\(^1\) JobsEQ, \(^2\) U.S. Office of Personnel Management, \(^3\) U.S. Department of Defense, \(^4\) Florida Department of Environmental Protection, \(^5\) U.S. Central Command
### COMPARATIVE COSTS FOR DEFENSE AND HOMELAND SECURITY COMPANIES IN FLORIDA VS. OTHER MARKETS

<table>
<thead>
<tr>
<th>Category</th>
<th>Florida</th>
<th>Alabama</th>
<th>Arizona</th>
<th>California</th>
<th>Colorado</th>
<th>Georgia</th>
<th>Massachusetts</th>
<th>Texas</th>
<th>Virginia</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Personal Income Tax Rate (Highest Rate)</strong></td>
<td>8.0%</td>
<td>NONE</td>
<td>5.0%</td>
<td>4.5%</td>
<td>13.3%</td>
<td>4.55%</td>
<td>5.75%</td>
<td>NONE</td>
<td>5.75%</td>
</tr>
<tr>
<td><strong>Corporate Income Tax or Gross Receipts Tax Rate</strong></td>
<td>5.5%</td>
<td>6.5%</td>
<td>6.5%</td>
<td>4.9%</td>
<td>8.84%</td>
<td>4.55%</td>
<td>5.75%</td>
<td>8.0%</td>
<td>6.0%</td>
</tr>
<tr>
<td><strong>State Business Tax Climate Ranking</strong></td>
<td>4</td>
<td>41</td>
<td>19</td>
<td>48</td>
<td>21</td>
<td>32</td>
<td>34</td>
<td>13</td>
<td>26</td>
</tr>
<tr>
<td><strong>Private Sector Union Membership</strong></td>
<td>5.2%</td>
<td>6.0%</td>
<td>6.0%</td>
<td>5.4%</td>
<td>16%</td>
<td>6.6%</td>
<td>4.8%</td>
<td>12.7%</td>
<td>3.8%</td>
</tr>
</tbody>
</table>

*Companies operating in NAICS codes commonly associated with major defense and homeland security segments. **Count excludes industry segments that do not meet BLS disclosure requirements.

FLORIDA’S DEFENSE & HOMELAND SECURITY CLUSTER

MAP KEY
- Number of Defense Employees
  - < 100
  - 100 - 499
  - 500 - 9,999
  - 10,000+
- Commercial Airports (20)
- Deepwater Seaports (15)
- Spaceports (3)
- Navy (10)
- Air Force (3)
- Florida Air National Guard (1)
- Combatant Command (3)

Boeing
Embraer
Northrop Grumman
The SAFARILAND Group
Union Industries/GE Aviation

Collins Aerospace
General Dynamics Mission Systems
L3Harris Technologies
Lockheed Martin
SAIC

HID Global
Lockheed Martin
Raytheon Intelligence & Space
Thales

BAE Systems
Collins Aerospace
Embraer
General Dynamics
Honeywell
Leonardo DRS
L3Harris Technologies
Lockheed Martin
Northrop Grumman
Raytheon Intelligence & Space

Pratt & Whitney
Sikorsky
Tyco Integrated Security

Motorola Solutions
St. Marks Powder
Tyndall Air Force Base

1 JobsEQ, 4 Florida Department of Environmental Protection, 5 U.S. Central Command, 10 Florida Department of Transportation, 11 Florida Ports Council, 12 Federal Aviation Administration, 13 Military.com
* Indicates company/division/group headquarters in Florida.
“At CLI Solutions, we employ specialists with advanced degrees and experience in the intelligence field. Because we hire locally, it is important for us to be based in a strong, defense-oriented community. We look forward to continuing our growth in Tampa and providing high-paying, stable careers for our retiring service members.”
Husein Atari | President & CEO | CLI Solutions

“Government and commercial customers trust Harris Corporations’ ultra-reliable solutions to solve their toughest communications challenges—on the ground, in the skies, and in space. Creating these solutions requires deep and special technical expertise. For more than 60 years, Florida’s Space Coast has provided access to the high-tech, innovative workforce we need enabling us to deliver some of the most advanced communications and information networks, products, and services in the world.”
Bill Brown | Executive Chair | L3Harris Technologies

“Raydon chose to remain in Volusia County, Florida because the location offered access to the skilled labor force necessary for an engineering and research and development operation such as ours. To develop cost-effective virtual training for a soldier without compromising training capability requires tremendous talent.”
Michael Vollmar | President & CEO | Raydon Corporation

**SERVICES**
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- Permitting & Regulatory Assistance
- Incentive Programs
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- Overseas Trade Shows and Trade Missions
- Certificates of Free Sale

**ARE YOU READY? ENTERPRISE FLORIDA IS HERE TO HELP**

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