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Public-Private Partnership

“Miami-Dade County is a rapidly-changing and growing area. Trade, economic trends, immigration and the environment are among the many influences that have a direct impact on our collective quality of life,” said Miami-Dade County Mayor Carlos A. Gimenez. “Miami-Dade Beacon Council promotes our community as a global business destination, helps companies locate and expand, and leads initiatives that grow our local economy and add high-paying jobs. This annual report will provide you with just some of the highlights of the past year’s accomplishments.”

>> CARLOS A. GIMENEZ, MIAMI-DADE COUNTY MAYOR

MIAMI-DADE BEACON COUNCIL 2015-2016 LEADERSHIP

>> ERNIE DIAZ
CHAIR, TD BANK

>> JARET L. DAVIS
CHAIR-ELECT, GREENBERG TRAURIG

>> PATRICIA THOMPSON
SECRETARY, CARLTON
FIELDS

>> YOLANDA R. NADER
TREASURER, DOSAL TOBACCO

>> DONNA ABOOD
IMMEDIATE PAST CHAIR, AVISON YOUNG

>> LARRY K. WILLIAMS
PRESIDENT & CEO, MIAMI-DADE BEACON COUNCIL

MIAMI-DADE COUNTY COMMISSION

JEAN MONESTIME
Chair, District 2

ESTEBAN BOVO, JR.
Vice Chair, District 13

BARBARA J. JORDAN
District 1

AUDREY M. EDMONSON
District 3

SALLY A. HEYMAN
District 4

BRUNO A. BARREIRO
District 5

REBECA SOSA
District 6

XAVIER L. SUAREZ
District 7

DANIELLA LEVINE CAVA
District 8

JUAN C. ZAPATA
District 11

JOSÉ “PEPE” DIAZ
District 12
2015-2016 Results

1,762 NEW JOBS

1,078 JOBS RETAINED

43 companies expanded or relocated

1,04 MILLION in new square footage

332 of new jobs created in urban sector

$188.2 MILLION+ in new capital investment

$41.9 MILLION+ of new capital investment in urban sector

151 business visitations

131 small businesses engaged
Global Business Development

NEW AND EXPANDING COMPANIES ASSISTED

Almod Diamonds Limited
Alpha Trade
Amazon
Avante USA
Bousa Brewing Company
Break The Cup
Bunches To Go
Captive Containers
CEEK VR
CEEPCO Contracting
Cube Care
District 900
Dr. Smood
EMD Serono
Florida Serono
Freebee
GeoGlobal USA
Grupo Las Rosas USA
Ingapan
Innova Eco Building System
Innovation Senior Management
Lamaignere USA
LoonyBum USA
Morrison USA
OneBox USA
Owatrol Coatings USA
PME Port
Sankara
Sherpa Water
Showroom Logic
SourceCulture
Synchroteam
Tecnomac USA
Telefonica USA
Topp Solutions
United Parcel Service
Univision Network
Vectomate USA
Way Back Int'l Debt Collector
Weblogs
Westernacher & Partner Consulting
Zemsania

*at time of print.

4 Foreign and 6 Domestic Business Development Missions

Companies investing in Miami-Dade County represent the following countries:
Argentina, Brazil, Canada, Germany, Greece, France, Hong Kong, Korea, Spain and the U.S.

Delegations hosted: Belarus, Bosnia & Herzegovina, Brazil, Czech Republic, France, Israel, Spain, Netherlands, Switzerland and Singapore.

Special guests: the Governor General of Canada and Past Presidents of Bolivia, Guatemala and Uruguay, U.S. Ambassador to Spain and South African Ambassador.
MIAMI: The Perfect Destination for Business

#1 HAPPIEST PLACE TO WORK, Forbes
#2 MOST STARTUP ACTIVITY, Kauffman Foundation
#3 JOB GROWTH IN FINANCIAL SERVICES IN THE U.S., Headlight Data
#6 SMALL BUSINESS ACTIVITY NATIONALLY, Kauffman Foundation

1ST U.S. SCHOOLS DISTRICT to provide WIRELESS CONNECTIVITY to all its schools
4 Miami-Dade Public Schools RANKED IN TOP 100 NATIONALLY
– Best High Schools, US News & World Report
5 Miami-Dade Public Schools RANKED IN TOP 10 IN FLORIDA
– Best High Schools, US News & World Report
1ST IN INTERNATIONAL FREIGHT IN U.S. – Miami International Airport
#1 BEST CITY FOR BUSINESS IN LATIN AMERICA – America Economia
#2 INTERNATIONAL FLIGHT PASSENGERS – Miami International Airport
#3 MOST INTERNATIONAL CONSULATES trade offices and binational chambers of commerce

GLOBAL

#1 FLORIDA COUNTY FOR HEALTHY LIFESTYLE CHOICES – Livability.com
#4 HEALTHIEST CITY IN US – Livability.com
#5 WALKABILITY NATIONWIDE – Walkscore.com

QUALITY OF LIFE

MIAMI-DADE BEACON COUNCIL ANNUAL REPORT 8
One Community One Goal is a roadmap for Miami-Dade County’s future economic development success. Since its inception, the community has championed the implementation of One Community One Goal, a Miami-Dade Beacon Council led initiative. Enacting recommendations, creating relationships between organizations to solve local challenges, and developing dialogues between the business community and the major education institutions have all been results of this initiative.

“We have seen an increase of 44,000 jobs in Miami-Dade County since 2012 within the high-skilled, high-wage target industries,” said Dr. Tony Villamil, Washington Economics Group Founder & Principal and Miami-Dade Beacon Council’s Economic Roundtable Chair during the fourth annual OCOG Report to the Community event.

- Job growth across Miami-Dade business sectors rose by more than 111,000 jobs since 2012
- Average wages in the target industries reached $62,688/year

As a result of a community-wide collaboration, OCOG created a business environment that resulted in surpassing all job-creation goals in 2016.

The Academic Leaders Council formed through OCOG includes presidents from all the local major universities, colleges and the Miami-Dade Public School System. The group launched the Talent Development Network, an online platform with paid internship opportunities for students.
MIAMI-DADE BEACON COUNCIL TARGET INDUSTRY AND MARKET COMMITTEES

Six industry and four market committees implement economic development strategy by helping drive job generating investments that offer high paying jobs and promising career paths. The committee chairs provide direction and leadership for their committee’s goals which support the business development mission of the Miami-Dade Beacon Council to market, grow and shape the local economy.

Market, Grow, Shape

Each committee sets specific goals to increase jobs and investment in their sector. They implement programs to strengthen industry clusters, attract new business, strengthen the talent pipeline and help local companies expand. The committees work closely with community leaders to implement One Community One Goal recommendations that are respective to their industry.

AVIATION
BANKING AND FINANCE
CREATIVE DESIGN
INTERNATIONAL
LIFE SCIENCES AND HEALTHCARE
NEW LEADERS TASKFORCE
SMALL BUSINESS
TECHNOLOGY
TRADE AND LOGISTICS
URBAN INITIATIVES
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<th><strong>SUSTAINING</strong></th>
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<tr>
<td>American Airlines</td>
<td>Florida East Coast Industries</td>
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<td>MBF Healthcare Partners</td>
<td>Florida Power &amp; Light</td>
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<td>Miami Herald Media Company</td>
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<td>Bank of America Merrill Lynch</td>
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**A Customs Brokerage**
**AAR Corp. - Aircraft Services**
**Accor**
**ActionCoach**
**AIMS International USA**
**Akerman**
**Allen, Dyer, Doppelt, Milbrath & Gilchrist**
**Alvarez & Marsal Taxand**
**Amadeus North America**
**Areas USA**
**Arnstein & Lehr**
**Atlantic Broadband**
**Auris**
**Avbiz Aerospace Ventures**
**Avison Young**
**AXA Advisors**
**B2B CFO**
**Baker & McKenzie**
**BankUnited**
**Baptist Health South Florida**
**Barfield**
**Barnes International Real Estate**

**BBVA Compass**
**BDO USA**
**Becker & Poliakoff**
**Benjamin Douglas Consulting**
**Bilzin Sumberg**
**Blanca Commercial Real Estate**
**Bohlmann Accounting Group**
**Boston Consulting Group**
**Carlton Fields**
**Carolina Rendeiro**
**CBRE**
**Cherry Bekaert**
**City National Bank**
**City Year**
**Coastal Construction**
**Colonial Press International**
**Community Bank of Florida**
**Compass Office Solutions**
**Conrad Miami**
**Continental National Bank**
**Coral Gables Executive Physicians**
**Covanta- Dade Renewable Energy Ltd.**

**Cozen O’Connor**
**CPF Investment Group**
**Cristal Credit International**
**Daszkal Bolton**
**Datamyne**
**Dedienne Aerospace**
**Diageo**
**Discovery Networks Latin America/Iberia**
**Diversified Search Odgers & Berndtson**
**Dosal Tobacco Corporation**
**East Miami**
**EPIC Hotel**
**Ernst & Young**
**EWM Realty International**
**Executive Air Services**
**Express Travel**
**F&E Aircraft Maintenance**
**Fashion Shows**
**FedEx Express Latin America**
**Fifth Third Bank**
**FirstBank Florida**
**Fleitas PLLC**
**Florida Blue**
**Florida International University**
**Florida Trend Magazine**
**Foley & Lardner**
**Friends of WLRN**
**FTZ World Services**
**Fuerst, Ittleman, David & Joseph, PL**
**Gardiner & Theobald, Inc.**
**Genovese Joblove & Battista**
**Gerence**
**Gossett Marketing**
**Grant Thornton**
**GrayRobinson**
**Greater Miami Chamber of Commerce**
Greater Miami Convention & Visitors Bureau
Gresham Smith & Partners
Gunster
Hastings & Hastings
HEICO Corporation
Hernandez & Company, CPAs
Holland & Knight
HSBC Bank
Hunton & Williams
International Air Transport Association
IMG
Informatica ECI
Integra Realty Resources - Miami/Palm Beach
International Atlantic
Interport Group of Companies
Interval International
Invest Miami - Capital Analytics Associates
Jackson Health System
Jade Associates
JBCConnect
Jones Lang Lasalle
JP Morgan Chase & Co.
JTZ Publishing
JW Marriott Marquis Miami
Kaufman Rossin, CPA Advisors
KLX Aerospace Solutions
Knoll
KPMG
Lasarte Law
LATAM Airlines
Leo A. Daly
Lesesne Media Group
Lyoness Management Americas Inc.
Magic City Casino
Mandarin Oriental Miami
Marsh & McLennan Agency
McDermott Will & Emery
MDW Insurance Group

Mercantil Commercebank
Miami Association of Realtors
Miami-Dade County
Miami Innovation District
Miami International University of Art & Design
Miami Lighthouse for The Blind & Visually Impaired
Miami Marlins
Miami Parking Authority
Morrison, Brown, Argiz & Farra
MSI Consulting
Multivision Video and Film
NAI Miami
New Horizons Computer Learning Centers
News Service of Florida
Nicklaus Children’s Hospital
Northern Trust
Novela Law
Ocean Bank
Ofizina
OIC of South Florida
One Biscayne Tower
OneUnited Bank
Perez Art Museum Miami
Performance Foodservice
Perry Ellis International
Pete De La Torre Enterprises
Phunware
Pointe Group Advisors
Port of Miami-Dade
Prologis
Property Tax Appeal Group
Publix Super Market
rbb Public Relations
RICOH USA
Roar Media
Robinson Commercial Real Estate
Rosenberg Realty
RSM US

RTKL Associates
Ryder System
Sabadell United Bank
Shutts & Bowen
Sigma Technologies
Skanska USA Building
Softel Miami
South Florida Business Journal - BizJournals
Special Events Catering by Les
Steelcase
Stiles Realty
Strategic Systems
SunTrust Bank
Swire Properties
Taanenbaum Harber of Florida
TD Bank
Technology Foundation of the Americas
Telefonica USA
The Biltmore Hotel
The Boeing Company
THE COLLECTION
The Conroy Martinez Group
The Graham Companies
The Hogan Group
Tiffany & Co.
TotalBank
Tower Commercial Real Estate
Transwestern Commercial Services
Turkel Brands
United States Blood Bank
Victoria & Associates Career Services
Wells Fargo
White Owl Consulting
Williamson Cadillac, Buick, GMC
Workscapes South
Wragg & Casas Strategic Communications
YearUp South Florida
At Florida Power & Light Company we are working together with the communities we serve to make Florida an even better place to raise a family and do business.
Stay a Step Ahead
You don’t have to be an expert – that’s our job.

As one of the nation’s top accounting and advisory firms, technical expertise and industry knowledge define us, while client experience and commitment to community set us apart.

MBAF is proud to support the Beacon Council in their efforts to help companies grow and achieve their goals.
A Different Approach to Miami Commercial Real Estate

- Landlord Representation
- Tenant Representation
- Investment Sales
- Property Management
- Multi-family
As nonstop as you are.

American is proud to support the Miami-Dade Beacon Council.

Premium locations and preferred terms available for sale or lease.

Centrally located in the heart of Coral Gables, minutes from the airport & Downtown
Premium offices with spectacular Miami skyline views
Efficient column-free floor plates and terraces at no additional charge
Covered parking ratio at 4 spaces per 1,000 SF
Elegant penthouse featuring 12-foot ceilings
Ultra-contemporary lobby with on-site retail and security on premises
2020 is pre-wired for telephone, internet, video conferencing/security, digital/HDTV

Give your company the caché of Coral Gables’ most prestigious office and retail address.
stands for coming soon

Miami Cancer Institute at Baptist Health South Florida is changing the face of cancer care with a new state-of-the-art, $430 million facility – spreading its mission of hope, caring and innovation through a powerful alliance with Memorial Sloan Kettering Cancer Center, a comprehensive team of esteemed cancer specialists and the only proton therapy center in South Florida. That’s a big breakthrough in the fight against cancer. Join us, and together we can make C stand for cure.

Become a Miami Cancer Institute champion of cancer research and treatment by donating at MiamiCancerInstitute.com
Thank You

To Our Beacon Council Leadership For Providing A Foundation For The Economic Success of Our Greater Miami Community.

Thank you.

The South Florida Business Journal would like to thank The Beacon Council for their years of dedication to our community.

SOUTH FLORIDA BUSINESS JOURNAL

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We thank Ernie Diaz for his commitment and leadership as the 2015-16 Chair of the Miami-Dade Beacon Council and welcome incoming 2016-17 Chair Jaret Davis. We look forward to another year of economic growth benefiting Miami-Dade businesses and residents.