



STARTING UP↑

**References & Resources for
Innovators, Entrepreneurs**
*(and anyone else looking to get something good
going in Miami-Dade)*

 **MIAMI-DADE
BEACON
COUNCIL**
The Official Economic
Development Partnership

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The Miami-Dade Beacon Council identifies the entrepreneurial and innovation sector as the strength and key to ensuring our present and future economic competitiveness. Startups and high growth innovative companies that access our services and become a part of our network, have the opportunity to leverage our vast resources, including the many deep relationships we have established over our 30+ year history. Local universities, enterprises, traditional and non-traditional investors, public officials and agencies, along with some of the top executives are our partners in growing Miami-Dade County's business community. We are the bridge for these entities to our growing innovation ecosystem... A win-win for us all.

Learn more: [Meet Miami-Dade Beacon Council](#)

We provide a suite of support services for companies in need of recruitment, retention, and expansion assistance. While some of the services are not as ideal for the startup community today, the Beacon Council welcomes being considered the company's growth partner to assist through its lifecycle. Time and time again, we have learned that one of the service offerings that presents the highest value for startups is our "Referrals/Business Assists" in which we connect companies to potential partners, pilot collaborators, or merely helping companies with navigating the ecosystem to find their tribe. Other valuable services include our Research Department to gain vital intelligence necessary to inform a company's growth or expansion, and introductions to brokers or the almost 100 unique co-work spaces in the County, and information about possible incentives or grants for labor and talent development. The Council have become one of the strongest initial touch-points for those entering the market.

Quick Reference Links: [Helping Local and Expanding Companies](#)

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New innovative companies and their support networks, as well as global brands continue to choose Miami. These businesses are attracted to Miami's entrepreneurial grit, dynamic multicultural talent pipeline, access to not only the Latin America but its connectivity and ease of access to other large global markets landscape; business-friendly climate; and financing availability from banks and nontraditional sources.

Quick Reference Link: [Global Business Center](#)

A key index of startup activity in the U.S. gave the Miami-Fort Lauderdale region top ranking in The Kauffman Foundation's 2017 Index of Startup Activity, which ranked the Miami-Fort Lauderdale area No. 1 out of the country's 40 largest metropolitan areas. This top ranking serves to further support Miami's growing importance in the startup industry. It doesn't stop there, the Miami-Ft. Lauderdale area is also [ranked #8 in 2017 for venture investment by Pitchbook](#).

Quick Reference Link: [Top Rankings](#)

The additional power and opportunity available for Miami's local startups and scale-ups can be found beyond our County's border. While Miami is home to top technology companies and brands like Facebook, Google, Uber, Twitter, Spotify and more, the South Florida regional ecosystem is home to other big names like IBM, Citrix, Magic Leap and more. This access to a regional pipeline from Miami as a homebase provides high value to access the talent, thought leadership, and collaborators to further sustain and grow your business.

Quick Reference Link: [Meet South Florida's Tech Gateway](#)

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Learn more about our technology and innovation scene from some of the entrepreneurs that are shaping the community. See the videos below that were produced in partnership with Miami-made media innovation startup and platform, [The New Tropic](#) and [eMerge Americas Conference](#). Again, our entrepreneurship and innovation are recognized as one of our most important resources and key to our growing competitive economy.



[Why we can all get excited about Miami's business scene](#)

<https://youtu.be/DcPaGVQu9nw>



[How Technology Is Shaping Miami's Future](#)

<https://youtu.be/yaMWoBGyM38>

“The opportunity to build a company here, and balance that with a good quality of life.”

— [Kimonus](#)

Located in Doral, [Kimonus](#) is a company intelligence platform redefining the way companies work by automating processes, simplifying collaboration, and streamlining work.

Why Miami?

The Kimonus logo, featuring a stylized 'K' icon followed by the word 'KIMONUS' in a sans-serif font.

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MIAMI-DADE COUNTY'S ACCESS ADVANTAGES

ACCESS to Ecosystem:

A key factor for our increased success and visibility globally is over 100 - and growing – organizations that make-up the “innovation ecosystem”: incubators, accelerators, co-working spaces, entrepreneurial education, and professional development programs. For reference, Miami has the most co-working space and activity in the country (See “[Miami is leading the pack in co-working space, according to a new study](#),” Curbed Miami, February 2018).

A few notables include: [The Venture City](#) , [Goldman Sachs 10000](#) Small Businesses Program, [TechStars](#), [500 Startups](#), [Cambridge Innovation Center](#) (CIC), [Startup Bootcamp Digital Health Accelerator](#), [WeWork Co-Work Space](#) and [Endeavour Miami](#), a global non-profit organization that has advised and helped scale more than 800 high-impact companies in 26 countries around the world.

Quick Reference Link: [Explore these resources and innovation spaces](#)

ACCESS to Talent:

Our population is growing. And those coming to the community have a higher level of education, creating a larger talent pool from which to draw..

The student body of our colleges and universities continues to grow, and graduates are increasingly choosing to stay and start their careers in the Miami. Florida International University, for example, has increased its student body from 54,000 in 2014, to an expected 65,000 by 2020. And Miami Dade College remains the largest and most diverse institution of higher education in the United States with about 165,000 students.

The Miami has a robust technology talent ecosystem, comprised of many facets. Miami colleges and universities have graduated over 6,000 students in Computer and Information Science and 5,500 students in engineering over last three years. Miami ranks #1 in start-up activity (Kauffman Foundation) and was recently noted as the #1 coworking city in the country (Yardi Matrix), with 3% of all commercial office space in Miami-Dade County now occupied by 59 co-working sites.

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ACCESS to Capital:

The venture capital (VC) and angel investments in local companies continue on a positive trend. A 2017 Q3 report on the biggest VC deals notes that of the \$85 million that startups in Florida received, Miami had the biggest deals. Florida tracks with much of the U.S. as valuations have doubled over the last decade across all stages of investment. Private equity continues to play an increasing role in Florida with 110 exits in 2016 to 146 exits in 2017. Florida's international investments have increased from 23% in 2016 to 34% of all deals in 2017. The number of Florida deals remains at near record levels at 225 in 2016 and 2017.

Clearly Florida has come a long way. We sit at #4 in total private equity dollars invested across the nation, and venture capital dollars are rising too. [Florida ranked 7th in the country in the first quarter of 2017.](#)

Florida also ranked 4th, behind California, Texas, and New York, for the total number of companies receiving investment. That's up from 2015 when the state ranked sixth. Growth in talent has followed this surge, with the [CBRE Tech Talent Momentum Report](#) putting Fort Lauderdale at #2 and Miami at #4. And AngelList shows Miami Startups having had 100% annual growth over the last 3 years. So while there is still room for improvement, our population of tech professionals is growing at 47%, with more than 15 coding schools now open in Miami.

NEXT STEPS:

Interested in locating your business in Miami? Or expanding your existing business? Would you like to learn more about how The Miami-Dade Beacon Council can support your growth?

Contact Christine Johnson, Director, Innovation and Technology Economic Development cjohnson@beaconcouncil.com; 305-579-1300