

Greater Fort Lauderdale Alliance

2018-2019

Annual Report

VALUES STATEMENT

Our core values include social responsibility and a dedication to building healthy and competitive communities; creation of wealth for individuals, businesses and communities; cooperation and collaboration in our business dealings; and the promotion of diversity, tolerance and equality.

ALLIANCE MISSION

As the primary economic development organization for Greater Fort Lauderdale/Broward County, we focus on creating, attracting, expanding and retaining high-wage jobs and capital investment in high value targeted industries, developing more vibrant communities, and improving the quality of life for our area's citizens.

The Four Foundations of our economic development services:

- Marketing and Promoting Broward County
- Managing Expansion, Relocation and Retention Projects
- Conducting and Providing Market Research & Business Intelligence
- Securing and Enhancing Private/Public Leadership and Investment

We provide leadership and excellence in delivering economic development services for our clients, prospects, investors and partners.

LETTER FROM THE CHAIR AND PRESIDENT/CEO

2018-19 was an outstanding year for the Alliance, and for the growth of Broward County's economy. We are proud to share accomplishments of the past year, in this, our annual report to the community. The Alliance is pleased to announce the relocation and expansion during the past year of 20 companies, resulting in the creation of 2,083 high value jobs, the retention of 1,425 jobs and more than \$296 million in capital investment in Broward County. This adds to the total economic impact where over the past thirteen years the Alliance, working with Broward County, CareerSource Broward and local municipalities helped businesses create or retain more than 36,000 direct jobs that are estimated to have generated through direct, indirect and induced effects total employment of more than 74,000 jobs in Broward County, resulting in \$2.8 billion in annual personal income and \$14.2 billion in annual economic impact, according to an independent study by the South Florida Regional Planning Council.

OTHER HIGHLIGHTS OF THE FISCAL YEAR INCLUDE:

- Assist nearly 170 local companies with access to capital, workforce training opportunities, permitting issues, site location and a variety of other services through the BRAVO (Business Retention and Visitation Outreach) program.
- Continue to bring high-wage workforce and education opportunities directly to local students through our regional TechGateway initiative, the third annual Claim Your Future Showcase, and collaborations promoting work in the marine industry, construction and trades.

- Plan for the 2020 Leadership Study Trip to Charlotte, North Carolina, which will explore eight key focus areas.
- Further implement the Workforce Skills Gap Analysis, funded by an investment to the Alliance's 501 (c) (3) Foundation by JPMorgan Chase and Co. – led by our GREAT Team and many partners.
- Develop Prosperity Broward, supported by JPMorgan Chase & Co. and the Empower Broward pilot project, supported by the SunTrust Foundation, to serve individuals and business in six of Broward County's most economically disadvantaged areas.
- Launch GFledu.org, a one-stop, comprehensive look at education in Greater Fort Lauderdale/Broward County, including public and private, pre-K through postgraduate programs.
- These are some examples of the work of the Alliance to grow jobs, increase capital investment and improve the local tax base in our community. We thank our members and partners for their support of our many activities and successes in 2018-19!

NELSON FERNANDEZ
FY 2018-2019 Chair of the Board
Greater Fort Lauderdale Alliance
Executive Vice President
Principal ANF Group, Inc.

BOB SWINDELL
President/CEO
Greater Fort Lauderdale Alliance

Executive Committee:

Nelson Fernandez, ANF Group, Inc. Chair of the Board
Juliet Roulhac, FPL, Vice Chair
Lori Chevy Bank of America, Secretary
Sam Robbin, National Jets, Inc., Treasurer
Dr. Jennifer O'Flannery Anderson, Nova Southeastern University, Past Chair
Bob Swindell, Greater Fort Lauderdale Alliance, President/CEO
Tim Rubin, Kaufman Rossin
Lisa Anderson, BankUnited
Mayor Mark Bogen, Broward County
Colin Brown, JM Family Enterprises, Inc.
Tony Coley, BB&T
Jennifer Bales Drake, Becker
Kate Goldman, Baptist Health South Florida
Mason Jackson, CareerSource Broward
Marissa Kelley, Lewis Brisbois
Melissa Milroy, Galleria at Fort Lauderdale, a JLL Property
Katherine Randall, City of North Lauderdale,
Stacy Ritter, GFL Convention & Visitors Bureau
Barry Somerstein, Greenspoon Marder, Of Counsel

Erick Strati, Wells Fargo
Mayor Dean Trantalis, City of Fort Lauderdale

Board of Directors:

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Toula Amanna, Flashback Diner
Jason Annunziata, JetBlue
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Kelvin Baker, City of Miramar
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William Berger, Greenspoon Marder
Basil Bernard, Apricot Office Interiors
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Patrick Goddard, Brightline / Virgin Trains USA
Gregory Haile, Broward College
Nikki Hanna, Davie/Cooper City Chamber of Commerce, Broward County Council of Chambers
Bertha Henry, Broward County
Barbara Herrera, Waste Management
Dr. Wazir Ishmael, City of Hollywood
Rafael Jaramillo, Emerson
Cheryl Kleiman, Flexential
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Keith Koenig, City Furniture, The Broward Workshop
Dan Lindblade, Greater Fort Lauderdale Chamber of Commerce
Malcolm MacInnes, MGM General Contracting
Lonnie Maier, Crown Castle Fiber
Sandy-Michael McDonald, Broward County Office of Economic & Small Business Development
Horace McHugh, City of Coral Springs
Jean McIntyre, Greater Pompano Beach Chamber of Commerce
Debra (D.K.) Mink, Sunnyvale Corporation/Mink & Mink, Inc.

Matthew Muhart, Memorial Healthcare System
Peggy Nordeen, Starmark
Shawn Oden, JPMorgan Chase & Co.
Laurel Oswald, Tower Commercial Real Estate
Arlene Pecora, The Signature Grand
Amaury Piedra, Pier Sixty-Six Hotel & Marina
Hector Ponte, Wells Fargo
Gary Press, South Florida Business and Wealth
David Reid, JM Family Enterprises, Inc.
Laurie Rich Levinson, Broward County School Board
Matt Rocco, South Florida Manufacturers Association
Robert Runcie, Broward County Public Schools
Shawn Sackman, SunTrust
Richard Salamon, City of Sunrise
Laurie Sallarulo, Junior Achievement of South Florida
Newton Sanon OIC South Florida
Dr. Penny Shaffer, Florida Blue
Kelley Shanley, Broward Center for the Performing Arts
Kelly Skidmore, Marine Industry Association of South Florida
Dr. Germaine Smith-Baugh, Urban League of Broward County
Michael Stamm, City of Pembroke Pines
Greg Stuart, Broward Metropolitan Planning Organization
Karla Thatcher, Hotwire Communications
Mary Lou Tighe, Broward League of Cities
Steven Topel, Marsh & McLennan Agency
Rich Vogel, VEC Energy, Port Everglades Association
Ben Wesley, FPL
Glenn Wiltshire, Port Everglades
Jonathan Wolfe, AutoNation
Keriann Worley, Entercom South Florida
Andrew Zullo, Leadership Broward Foundation, Inc.

PAST CHAIRS

Following are the Past Chairs of the Greater Fort Lauderdale Alliance and its predecessor organizations: The Broward Alliance, Broward Economic Development Council Inc., Broward Business Development Board and Broward's Committee of 100, Inc. Thanks to these community leaders for their service and their dedication to making Broward County a stronger and more diverse economy.

1963-64 J. TATUM

1963-64 A.O. WICKHAM

1964-65 BRYCE N. BATZER

1965-66 NICHOLAS DE TARDO

1966-67 ALBERT J. W. NOVAK

1967-68 ARCHIBAL M. BLACK

1968-69 FRANK VELTRI
1969-70 PAUL E. BAYSE
1970-71 GEORGE W. CHURCH
1971-72 JESSE J. MARTIN
1972-73 FRANK VELTRI
1973-74 JOHN C. CASSIDY
1974-75 ALBERT J. W. NOVAK
1975-76 NEUB PETSCHULAT
1976-77 PAUL E. BAYSE
1977-78 RONALD G. CATTLETT
1978-79 RONALD G. CATTLETT
1979-80 WILLIAM E. DUFFY
1980-81 JOHN R. MORRIS
1981-82 CHARLES W. BOYD
1982-83 CHARLES W. BOYD
1983-84 CHARLES W. BOYD
1984-85 ROY ROGERS
1985-86 JEROME I. MILLER
1986-87 ROBERT E. HUEBNER
1987-88 GARY ARENSON
1988-89 TERRY STILES
1989-90 ROGER L. ARNDALL, JR.
1990-91 ROBERT P. LEGG
1991-92 WALTER BANKS
1992-93 MICHAEL STREIBIG
1993-94 JOHN DORLAND
1994-95 ROBERT H. LARSEN
1995-96 JOEL K. GUSTAFSON
1996-97 DANIEL GORDAN
1997-98 THOMAS J. MILLER

1998-99 JERRY INGATE

1999-00 DR. WILHELMENA MACK

2000-01 RON GREENSTEIN

2001-02 A. PAUL ANDERSON

2002-03 LONNIE H. MAIER

2003-04 LARRY J. BEHAR

2004-05 HOWARD GREENBERG

2005-06 EVAN T. REES

2006-07 JOHN RUFFIN, JR.

2007-08 KATHY KOCH

2008-09 RAY FERRERO, JR.

2009-10 PEGGY NORDEEN

2010-11 J. DAVID ARMSTRONG, JR.

2011-12 J. DAVID ARMSTRONG, JR.

2012-13 GERARD LITRENTO

2013-14 BEN WESLEY

2014-15 MIKE MOORE

2015-16 DR. PENNY SHAFFER

2016-17 BILL WHITE

2017-18 DR. JENNIFER O'FLANNERY ANDERSON

GREATER FORT LAUDERDALE ALLIANCE COUNCILS

The Alliance expresses deep appreciation to our Council leaders and volunteers for their hard work and dedication during 2018-2019!

Following is a summary of the roles and some of the work of each council.

CEO Council

Chair: Colin Brown,
JM Family Enterprises

Vice-Chair: Keith Koenig
City Furniture

Chair Emeritus: Ray Ferrero, Jr.
Nova Southeastern University

Responsible for marketing and promoting the Greater Fort Lauderdale/Broward County brand as a premier location for corporate, international/regional and target industry headquarters, and monitoring the area's national external rankings/perceptions in comparison to its primary competitors to ensure continued favorability as a business location.

Headquarters and target industry projects announced by the CEO Council for FY 2019 include: AT&T, Amazon, DGS Marine, DNA Labs International, Emser Tile, Hayes Locums, ICON International, ShipMonk, Sintavia, TTI, VPX, and Wayman Aviation.

CEO Council-sponsored :90 second headquarters, technology and life sciences videos are complete and have been released as part of the FY 2019 Marketing Plan. The headquarters video includes relevant segments of the Alliance's earlier 2011 video with new highlights reflecting the Alliance targeted industry sectors of aviation, life sciences and technology. A video for aviation is in production and will soon be ready to release.

As part of the Target 20/20 Plan, the Alliance, through its CEO Council, continued to market through targeted industry publications with new creative ads produced by Zimmerman for headquarters, technology, aviation/aerospace and life sciences. Editorial content positioned Greater Fort Lauderdale as a premier business location during 2018-19 in print publications and websites frequently read by target industry executives, site selection consultants and corporate real estate executives, including:

Area Development
Aviation Weekly
Business Facilities
Chief Executive
CIO
CSO
Fierce BioTech
FiercePharma
Google
Jet Trader

Greater Fort Lauderdale/Broward County has moved into the upper echelon regarding how well U.S. counties are attracting and retaining skilled talent by moving up 2 spots to the number 34 position (originally from 108) in the Third Annual EMSI Talent Attraction Scorecard. Ranking factors include percentage of job growth, percentage of skilled job growth, change in net migration, annual openings for skilled workers per capita, growth in educational attainment (associate degree and above), and regional competitiveness in adding skilled jobs.

Zimmerman Media Group implemented an integrated digital campaign to reach narrowly targeted audiences, using tactics that maintain awareness, increase site traffic, and deliver qualified leads.

Results include:

- Email - 2,258,370 impressions, 317,896 opens and 27,613 clicks to the Alliance website. (reflects 9 select months of activity during the year)
- Hybrid social re-targeting - 783,524 impressions and 17,272 clicks to the Alliance website. (reflects 5 select months of activity during the year)
- Search Engine Optimization (SEO) - 451,576 impressions and 8,507 clicks to the Alliance website. (reflects 11 months of activity during the year)

New CEO Council member Ted Christie, of Spirit Airlines, was welcomed during the CEO Council's meeting in April. JetBlue upgraded its longstanding Governor Council membership to join the CEO Council in May and appointed JetBlue Travel Products President Andres Barry to the Council.

Governor Council

Chair: Tim Rubin
Kaufman Rossin

Vice-Chair Doug Bartel
Florida Blue

Identifies, studies, discusses and creates solutions to issues and opportunities that will advance Greater Fort Lauderdale/Broward County's competitive advantage in attracting and growing capital investment and quality jobs.

Governor Council meetings over the year included visits, behind-the-scenes tours and special guest speakers at the following venues:

Inverrary Golf Resort – Lauderhill, Roscioli Yachting Center – Fort Lauderdale, Magic Leap – Plantation, Zimmerman Advertising – Fort Lauderdale, General Provision – Fort Lauderdale.

The Council's Permitting Action Team continued to focus on streamlining the permitting process and addressing some of the pressing issues affecting building and fire departments in Broward County municipalities. Led by D.K. Mink of Mink & Mink, Inc., the team continues to work with Platinum Permitting concierges, who serve as a point of contact for companies. 47% of building departments have added a second permitting business assistance coordinator due to the number of permits being applied for and growth in Broward County. The statement "outstanding service at every customer touch point" has been added to the Permitting Vision & Mission Statement.

This year, the Platinum Permitting recertification program was reviewed and all current Platinum Cities were recertified. The team discovered that some cities are using a customer service questionnaire to rate their service and are taking action to correct any shortcomings to streamline the process even further. The team continues to receive incredible support from Building and Fire Officials; Broward County; the Board of Rules & Appeals; the Broward League of Cities; general contractors and developers, elected officials, municipal city managers and staff.

The Port Everglades Action Team (PEAT) is a bipartisan, collaborative initiative between the Alliance, the Broward Workshop and the Port Everglades Association, to understand and support major initiatives at Port Everglades. The group is chaired by Eric Roth of Breakthru Beverage. In May, 18 members of PEAT flew to Washington, D.C. to support two key initiatives for Port Everglades:

- To encourage Congress to authorize, train and station more Custom & Border Protection agents at both Port Everglades and FLL. The community recently added 25 new CBP agents.
- To increase the number of "new starts" in the Army Corps of Engineers (ACOE) work plan so that the Port Everglades Widening & Deepening – would qualify for the next round of authorizations.

The group met with the Florida legislative delegation and others critical to this project. The group also divided into smaller groups and attended more than 16 meetings.

In 2019, Phase II of the Port's 20-year Master Vision Plan was completed. The deepening and widening of the port continues with a target completion from 2021 to 2025. The Customs and Border Protection plan is on hold and the team is ensuring Fiscal Year 2020 inclusion in the plan. Moving the Coast Guard Station at Port Everglades is on hold because of environmental work needed and planned for 2020. New investments in progress include The Terminal 25 project which was completed in late 2018, which is home to the new "Celebrity Edge." The Terminal 2 & 4 parking deck expansion and roadway improvement, a \$118 million project, began in April 2019 and is slated for completion in October 2020.

Chaired by Senator George LeMieux of Gunster, GREAT, the Greater Fort Lauderdale Education Action Team, continues to showcase the high quality of Greater Fort Lauderdale's preK-20 education system. The team recognized Bank of America and the Broward MPO as the 2018 Education Partnership Award honorees, and Dr. Evangelos Kaisar of Florida Atlantic University as this year's World Class Faculty honoree at the Alliance's annual and mid-year meetings. The GREAT Team, which is comprised of a variety of business and academic leaders, continued to focus on implementing recommendations from the Alliance's 2016 Workforce Skills Gap study, sponsored by JPMorgan Chase & Co. This year, subcommittees tackled issues including the pilot shortage crisis and K-12 partnerships in the aviation sector, middle-skill gaps in the IT sector, affordable housing, the needs of young professionals, and workforce and employment challenges facing the county's most distressed zip codes.

The Team also worked with the Sun Sentinel, Broward College and Broward County Public Schools to once again publish a special section in the Sun Sentinel highlighting the achievements of every local public high school and one outstanding senior from each school in a feature titled, Saluting Educational Excellence in Broward County Public Schools. In addition, in a similar partnership between the Alliance and the Sun Sentinel, an annual full-page ad was placed congratulating the BCPS Class of 2019 for their high achievements including Ivy League college acceptances as well as extraordinary statistics about the class.

Leadership Council

Chair: Kate Goldman
Baptist Health South Florida

Promotes increased public/private sector collaboration and leadership for economic development policies and investments which enhance Broward County's economic competitiveness.

Following successful leadership study trips to Austin, Texas in 2016 and Nashville, Tennessee in 2018, the Leadership Council will be sending 80 members, staff and partners on a study trip group to Charlotte, North Carolina in late February 2020 to gather business best practices as well as to compare the community with Broward County. The kickoff meeting for the 2020 trip was held at the Signature Grand in September 2019.

Met at Becker for a post-election update.

Met at Stearns Weaver Miller for a presentation from Robert Runcie, Broward County Superintendent of Schools.

Went on a Cultural Arts and CRA tour in Pompano Beach which visited Bailey Contemporary Arts and the Pompano Beach Cultural Center, and highlighted the Blanche Ely House, the Pompano Beach Amphitheater, Beach Redevelopment Area, Sample-McDougald House, and the Pompano Beach Historical Society.

Learned about medical marijuana in Broward County at a session hosted by Gray Robinson, P.A.

Together with the Governor Council, met at General Provision to hear from Assistant County Administrator Alan Cohen regarding the Convention Center expansion and other projects.

Corporate Council

Chair: Marissa Kelley
Lewis Brisbois

Serves as the primary resource of intelligence related to the current and ongoing health, prosperity and maturation of established and emerging industry clusters in Broward County such as aviation, marine, business/financial services and headquarters, creative industries, alternative energy, healthcare technologies/life sciences, information technology, mobile communications & telecommunications and international investment.

Visited nearly 170 local companies through the Business Retention and Visitation Outreach (BRAVO) program. Through this program, chaired by Manolis Houvardas of Dale Carnegie of Southeast Florida, including staff and members, the in-house workforce executive provided by CareerSource Broward, Broward County Office of Economic and Small Business Development and municipalities conducted visits to local businesses to strengthen the local economy and connect companies with various resources and organizations.

Together with the Entrepreneurship Council, met at Torburn Partners at Plantation Pointe to hear about revitalizing tech talent hiring from Jim McKelvey, Founder of Square.

Met at Stearns Weaver Miller to hear a presentation on how to improve operating room efficiency and enhance relationships from the Chief Medical Officer at TenX Healthcare.

Learned about the future of Florida's aquaculture at Brown & Brown Insurance in Fort Lauderdale.

Hosted County Administrator Bertha Henry for a Broward County update at the Law Offices of Gunster.

Met at Becker for a fireside chat about eSports with individuals from Next Level Gaming Esports & Academics, First Serve Partners, and Ghostpunch Games.

The Council's International Action Team (IAT), chaired by Andrea Faria, Airtrade Aviation Group and Sandra Mayor, PNC Bank, supported by the Alliance International Client Manager, had a busy year, attending and supporting the following activities:

- Florida International Trade and Cultural Expo (FITCE) held at the Greater Fort Lauderdale/Broward County Convention Center in October 2018.
- International Exchange meetings and events held jointly between the Alliance, Greater Fort Lauderdale Chamber, Greater Fort Lauderdale Sister Cities, America China Enterprise Chamber of Commerce, Tower Club and First Citizens Bank featuring: Turkish Consul General/Florida Turkish American Association of Florida, and the countries of Australia & New Zealand, Chile, Ireland, Mexico, and Romania.
- SelectUSA Investment Summit in Washington, DC. The Alliance's International Client Manager, Pierre Taschereau, scheduled 28 private meetings with investors from Europe, Asia, India, Canada, Central and South America.
- United States Secretary of Commerce, Wilbur L. Ross Jr.'s visit to South Florida.
- Port Everglades delegation from the Dominican Republic with presentations from agencies collaborating with the Port such as Broward County's Office of Economic & Small Business Development and the Alliance.

- A breakfast panel on Trade Wars and the Potential Impact on Broward County's Trade Market was held at DaVinci Inflight Training School. A breakfast panel on Brexit – Europe's New Reality was held at Broward College.
- WorldCity at the World Trade Month Luncheon held at the Transnational Hotel in Doral.
- Canada/Florida Chamber of Commerce conducted an inbound mission in Fort Lauderdale.
- South Florida-America-China Chamber of Commerce's Annual Gala.
- Meeting with the Belgium Consul General.
- Business Mingler for the Indian Consul General at Tower Club.
- International Economic Forum of the Americas' World Strategic Forum held at the Biltmore Hotel.
- Luncheon for the Consul General of India in Atlanta at Broward College.
- Panel Discussion on the environment and climate change with the Royal Norwegian Consulate General at the Pelican Grand Beach Resort.
- Greater Fort Lauderdale Chamber of Commerce seminar with the Consul General of Israel.
- Luncheon for the Ambassador of Switzerland to the United States.

Entrepreneurship Council

Chair: Melissa Milroy
The Galleria at Fort Lauderdale

Promotes, grows, and accelerates the success of entrepreneurs in Broward County. The focus is on those entrepreneurs in Broward County's established and emerging clusters, informing the business community of the growing opportunities for entrepreneurs.

Together with the Corporate Council, met at Torburn Partners at Plantation Pointe to hear about revitalizing tech talent hiring from Jim McKelvey, Founder of Square.

Met at ArtServe in Fort Lauderdale to learn about the Broward County Virtual Entrepreneur Center.

Learned about angel investing from the vice chair of New World Angels at General Provision in Fort Lauderdale.

Met at Xtreme Action Park for a conversation with Lillian Roberts, CEO of Xendoo and winner of Steve Case's Rise of the Rest 2019 Startup \$100K Pitch Contest.

Met at Kaufman Rossin to learn about .CLUB and Startups.Club.

Partner Council

Chair: Katherine Randall
City of North Lauderdale

Vice-Chair: Sandra Veszi Einhorn
Coordinating Council of Broward

Brings together the best and brightest economic development minds to work on common initiatives, leverage resources and share market intelligence in order to sustain a strong and responsive economic development system. Members of

the Partner Council include representatives from Broward County and its municipalities, chambers of commerce, redevelopment agencies and local business assistance organizations.

Continues to promote the Alliance's platinum permitting program to municipalities not yet participating, and continues to have a dialogue pertaining to other components which would make the program more robust, including moving to the county-wide ePermits system that is being developed.

Continues to serve as a platform for discussing current trends and themes in the business community and looking for ways to meet the needs of businesses.

Following are examples of some of the meetings conducted by this group:

Was hosted by the City of Oakland Park to learn about how to build a safer, better connected community.

Was hosted by the City of Coconut Creek for a presentation about FIU's Mission-to-Market Program.

Was hosted by the Jim Moran Institute for Global Entrepreneurship in Fort Lauderdale for a discussion about permitting.

Met at the Alliance office for updates on Federal Opportunity Zones and the United Way of Broward County's homelessness initiatives.

Was hosted by the City of Pompano Beach for a presentation about the Urban League of Broward County's entrepreneurship programs.

Was hosted by the City of Hollywood for a panel discussion on Affordable Housing.

Was hosted by CareerSource Broward to learn about workforce trends and an overview of the Brownfield Program from Enterprise Florida.

Was hosted by the City of Lauderhill and listened to a panel discussion on local workforce development initiatives.

Was hosted by the City of North Lauderdale for presentations from the Better Business Bureau of Southeast Florida and the Caribbean and Concepta Strategies.

Was hosted by the City of Plantation for a presentation from the Broward MPO.

Was hosted by the City of Tamarac for a presentation by the Broward Center for the Performing Arts.

Alliance Foundation

The mission of the Greater Fort Lauderdale Alliance Foundation is to improve the lives of residents within Broward County through several initiatives that support the community's Six Pillars strategic plan for economic development. The Foundation is organized exclusively to promote scientific, literary, education and charitable purposes. The Foundation is affiliated with the Greater Fort Lauderdale Alliance (the Alliance), Broward County's official public/private partnership for economic development. The Alliance has a number of programs and collaborations with local organizations to help companies and individuals succeed, and it helps lead community efforts to enhance the business climate in our community and bring jobs to Broward County. Founded in 2014, the Foundation's goals include helping create a climate for companies to create jobs and helping ensure residents have the skills and training to fill the jobs. The Foundation has accomplished several significant achievements. Three examples include completion of a county-wide skills gap study and implementation of recommendations; launch of a career pathways program in partnership with Broward County Public Schools; and establishment of the South Florida Marine Research Hub with the four research universities in South Florida (FAU, FIU, NSU and UM) and other partners (see Regional Initiatives for more information).

Six Pillars (SixPillarsBroward.org)

A broad coalition of Greater Fort Lauderdale business, civic, government leaders and residents are working together to implement Broward's Six Pillars strategic plan, which began in 2012. Six Pillars is a statewide initiative developed by The Florida Chamber Foundation, with a goal of helping communities throughout the state prosper and create high paying jobs by creating and implementing local visioning processes through the year 2030. To date, more than 300 of the 398 tactics in the plan have been completed or are underway. The team reconvened this year to launch Version 2.0 of Six Pillars, where the community will focus on nine key issues that have been deemed most important to the Broward County's economic development success over the next five years. These include: Affordable Housing, Community Brand, Prosperity Broward, Entrepreneurial Ecosystem, Target Industries, Homelessness, Resiliency/Regional Climate Action Plan, Talent Hub, and Transportation.

Prosperity Broward

With support from JPMorgan Chase & Co., the Prosperity Broward initiative is an innovative approach in six targeted zip codes (33023, 33069, 33309, 33311, 33313, and 33319) to job training, employment and support services. This will include creating an inventory of wrap-around support services in areas such as transportation, childcare assistance, and other social services in order to ensure residents' successful transition into the workforce. It will also include small business support in those zip codes. The target audience of eligible participants is defined as individuals who are public assistance recipients, returning citizens, and at-risk youth. The full program is designed to deliver long-term economic benefits to our communities, the hiring of skilled candidates by corporate employers, the ongoing guidance of a success coach, and the provision of on-going wrap-around support services in the areas of transportation, success coaching, recruitment, job training, child care, education, and social services.

Empower Broward

With the support of SunTrust Bank, the Alliance Foundation created a new program in 2019 aimed to assist small businesses in some of Broward County's most economically challenged zip codes. Empower Broward is providing companies who are nominated by program partners within identified economically challenged areas access to business insights, industry-specific best practices, and introductions to critical business services with a localized "economic gardening" approach.

2018-19 Alliance Foundation Board Members

Chairperson, Dr. Penny Shaffer
Florida Blue

President, Bob Swindell
Greater Fort Lauderdale Alliance

Vice President, Ben Wesley
Florida Power & Light

Secretary, Heidi Davis Knapik
GUNSTER

Treasurer, Bill White
Compass Office Solutions, LLC

Director, Jennifer Bales Drake
Becker

Director, Jarett Levan
BBX Capital

Director, Mike Moore
Tower Commercial Real Estate

ALLIANCE MEMBERS

CEO COUNCIL (\$50,000)

AutoNation, Mike Jackson
City Furniture, Keith Koenig, Vice Chair
Emerson, Rafael Jaramillo
Florida Blue, Penny Shaffer
Florida Panthers, Matthew Caldwell
FPL, Juliet M. Roulhac
JetBlue /JetBlue Travel Products, Andres Barry
JM Family Enterprises, Inc., Colin Brown – Chair
Kaplan, Inc., Andrew S. Rosen
Nova Southeastern University, Ray Ferrero, Jr
Rick Case Automotive Group, Rita & Rick Case
Seminole Tribe of Florida, Andrew Bowers
Spirit Airlines, Ted Christie
Stiles, Ken Stiles
Wells Fargo, Hector J. Ponte
Zimmerman, Jordan Zimmerman
In memoriam: Huizenga Holdings Inc., H. Wayne Huizenga

GOVERNOR COUNCIL (\$25,000)

Baptist Health South Florida
Breakthru Beverage Group
Broward College
Broward County Office of Economic & Small Business Development
Broward County Public Schools
CareerSource Broward
City of Coconut Creek
City of Coral Springs
City of Deerfield Beach
City of Fort Lauderdale
City of Hallandale Beach
City of Hollywood
City of Miramar
City of Sunrise
Entercom South Florida
First Horizon Bank
Fort Lauderdale-Hollywood Intl. Airport
Friends of WLRN
ICON International
Kaufman, Rossin & Co.
Memorial Healthcare System
Pier Sixty-Six Hotel & Marina
Signature Grand

South Florida Business Journal
Starmark International

LEADERSHIP COUNCIL (\$10,000)

Ambit Advertising and Public Relations
ANF Group, Inc.
Bank of America Merrill Lynch
BankUnited
BB&T South Florida Region
BBX Capital
Becker
Brightline
Broward Center for the Performing Arts
Broward Health
Broward Metropolitan Planning Organization (MPO)
Citrix
City of Plantation
City of Pompano Beach
Crowe, LLP
Crown Castle Fiber
Daszkal Bolton LLP
Delta Air Lines
Fifth Third Bank
Flexential
Florida Atlantic University
Galleria at Fort Lauderdale, a JLL Property
Greenspoon Marder Law
Gulfstream Park Racing & Casino
GUNSTER
HEICO Corporation
J.P. Morgan Chase
Junior Achievement of South Florida
MasTec North America Inc
Miller Construction Company
Regions Bank
Riverside Hotel, Las Olas Company
RSM US, LLP
SeaLand
Shutts
South Florida Business & Wealth Magazine
Sun Sentinel Media Group
SunTrust
SUP-X
Town of Davie
Waste Management, Inc.

CORPORATE COUNCIL (\$5,000)

Advantage Services
Akerman LLP

Bank Leumi
BBVA Compass
Berger Singerman, LLP

Blanca Commercial Real Estate, Inc.
Broward County Cultural Division
Brown & Brown Insurance
Capital Analytics
Castle Group
Cherry Bekaert LLP
City of Dania Beach, CRA
City of Lauderhill
City of North Lauderdale
City of Oakland Park
City of Pembroke Pines
City of Tamarac
City of Wilton Manors
Comcast Business
Compass Office Solutions, LLC
Cushman & Wakefield
Dale Carnegie
Davie-Cooper City Chamber of Commerce
Deloitte
Duke Realty
Emirates Airlines
Ernst & Young, LLP
First Citizens Bank
Florida Community Bank, N. A.
Florida Restaurant & Lodging Association
Florida Trend Magazine
Ford Motor Company
GrayRobinson, P.A .
Hotwire Communications
JC White
JLL
Kaufman Lynn Construction
Lewis Brisbois
Magic Leap, Inc.
Marsh & McLennan Agency
Mercantil Bank
Moss & Associates
National Jets, Inc.
Pierson Grant
PNC Bank
Polsinelli Law
Right Management
SCA Group LLC
Sheltair Aviation Center
Sixt rent-a-car
Sonesta Fort Lauderdale Beach
South Florida Symphony Orchestra, Inc.
Stearns Weaver Miller Weissler Alhadeff & Sitterson, P.A.

Suffolk Construction Company
Sunbeam Properties & Development
Sunnyvale Corporation
TECO Energy
Tower Commercial Real Estate
Tripp Scott, P.A.
Trustbridge Hospice Foundation
Ultimate Software
United Way of Broward County
Valley National Bank
WheelHouse IT
Woodforest National Bank

ENTREPRENEURSHIP COUNCIL (\$2,500)

Aerotek
Agency Disability Resource Center
AirQuest Environmental Inc.
AirTrade Aviation Group
Apricot Office Interiors
Berkowitz Pollack Brant Advisors and Accountants
Big Chef
Big Dog Construction Services, Inc.
BOLT
Butters Construction & Development
CBRE
Centennial Bank
Chamber of Commerce, Pompano Beach, Lighthouse Point, Margate
Charter One Yachts
CIRC Hotel
CoAdvantage
Colliers International
Conrad Fort Lauderdale Beach
Crockett Foundation
CYBRAICS
Cymbal Development
Dan Perez Films
Encompass Onsite, LLC
Flashback Diner
Greenberg Traurig
Holland & Knight
IDI Logistics
Insperity
Jim Moran Institute
Keefe McCullough & Co.
KEITH
Latin2Latin Marketing + Communications, LLC
MBAF (Morrison, Brown, Argiz & Farra, LLC)
MGM General Contracting, Inc.
Morris Southeast Group

MSi Consulting
NAI Rauch Weaver
Nperspective CFO Strategic Services
OIC of South Florida
OK Generators
Orange Bowl Committee
OutPLEX
PACE Center for Girls, Broward
Panera Bread / Covelli Enterprises
Publix Super Markets, Inc.
Resolve Marine
Setnor Byer Insurance & Risk
South Florida Hospital & Healthcare Association
South Florida Manufacturing Assn.
Steven Greenwald Design, Inc.
Templeton & Company, LLP
Terumo Aortic
Tewes Design Group, LLC
The Dorsey Group
The Rubin Group
Verizon Wireless
Weiss Serota Helfman Cole & Bierman
WolfCreek Consulting

ASSOCIATES (\$1,000)

Advanced Roofing, Inc.
Ameriprise Financial
Belmont Village Senior Living Fort Lauderdale
Berger Commercial Realty
Broward Public Library Foundation
Fellowship Foundation RCO
Florida Atlantic Research & Development Authority
Florida Property Management Services, Inc
Greater Fort Lauderdale Chamber of Commerce
HABCO Manufacturing
Leadership Broward Foundation
LSN Partners
Macken Companies
Marine Industries Association of South Florida
NAI/Merin Hunter Codman, Inc.
Sherlock Technology Inc.
The Eppy Group
The Traina Company
Total Marine Solutions
Tower Club
Urban League of Broward County

Greater Fort Lauderdale Alliance Partner Council

The Alliance's Partner Council meets regularly to discuss business climate issues, share best practices and seek data and information that can drive process and systematic improvements for economic development success in Broward County. Following are the members of the Partner Council (Alliance members indicated in bold):

America's SBDC Florida - FAU
British American Chamber of Commerce of Broward
Broward College
Broward County Housing Authority
Broward County Office of Economic and Small Business Development
Broward County Public Schools
Broward County Cultural Division
Broward MPO
Broward SCORE
Broward Technical Colleges
Broward Workshop
Builders Association of South Florida
CareerSource Broward
City of Coconut Creek
City of Cooper City
City of Coral Springs
City of Dania Beach
City of Deerfield Beach
City of Fort Lauderdale
City of Hallandale Beach
City of Hollywood
City of Lauderdale Lakes
City of Lauderhill
City of Lauderhill Community Redevelopment Agency
City of Lighthouse Point
City of Margate
City of Miramar
City of North Lauderdale
City of Oakland Park
City of Pembroke Pines
City of Plantation
City of Pompano Beach
City of Sunrise
City of Tamarac
City of West Park
City of Wilton Manors
Coordinating Council of Broward
Coral Springs Regional Chamber and Coconut Creek Chamber Council
Dania Beach Community Redevelopment Agency
Davie Community Redevelopment Agency
Davie/Cooper City Chamber of Commerce
Deerfield Beach Chamber of Commerce
Downtown Development Authority of Fort Lauderdale
Florida Atlantic Research and Development Authority
Florida Department of Transportation - District 4
Florida First Capital Finance Corporation
Fort Lauderdale – Hollywood International Airport, Broward County
Greater Dania Beach Chamber of Commerce

Greater Fort Lauderdale Chamber of Commerce
Greater Fort Lauderdale Convention & Visitors Bureau
Greater Hollywood Chamber of Commerce
Greater Plantation Chamber of Commerce
Greater Pompano Beach/Margate Chamber of Commerce
Greater Sunrise Chamber of Commerce
Greater Tamarac Chamber of Commerce
Hallandale Beach Chamber of Commerce
Hallandale Beach Community Redevelopment Agency
HBIF - Hispanic Business Initiative Fund
Jim Moran Institute for Global Entrepreneurship, FSU
Lauderdale Lakes Community Redevelopment Agency
Lauderhill Regional Chamber of Commerce
Leadership Broward Foundation
Lighthouse Point Chamber of Commerce
Margate Community Redevelopment Agency
Marine Industries Association of South Florida
Miramar- Pembroke Pines Regional Chamber of Commerce
NAIOP South Florida
Oakland Park Community Redevelopment Agency
OIC of South Florida
Parkland Chamber of Commerce
Port Everglades, Broward County
PR Hispanic Chamber of Commerce of Broward County
REALTOR Association of the Palm Beaches and Greater Fort Lauderdale
South Florida Manufacturers Association
South Florida Regional Planning Council
South Florida Technology Alliance
Town of Davie
Town of Lauderdale-by-the-Sea
Town of Southwest Ranches
U.S. Small Business Administration
Urban Land Institute SE Florida/Caribbean
Urban League of Broward County
Weston Business Chamber of Commerce

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2018-2019 RESULTS

As of publication date

From 2007 to 2019, the Alliance, working with its members, Broward County and other partners helped create or retain more than 36,000 direct jobs that are estimated to generate through direct, indirect and induced effects total employment of approximately 74,000 jobs, \$2.8 billion in annual personal income and \$14.2 billion in annual economic impact in Broward County. During fiscal year 2018-2019, the Alliance teamed with its members, Broward County and other partners to deliver more positive results.

BUSINESS DEVELOPMENT

Number of New Value-Added Jobs: Goal: 1200, YTD: 2083

Jobs Retained: Goal: 1300, YTD: 1425

CAPITAL INVESTMENT

Domestic: Goal: \$75M, YTD: \$280.8M

International: Goal: \$5M, YTD: \$15.55M

LEADS, PROJECTS & CORPORATE VISITS

Domestic Leads: Goal: 220, YTD: 284

International Leads: Goal: 100, YTD: 79

Corporate Visits: Goal: 180, YTD: 170

PRIVATE SECTOR INVESTMENT

Public/Private Mix: Goal: \$1:00:\$1.48, YTD: \$1.00:\$1.58

Private Sector Dollars: Goal: \$2,304,200, \$2,457,750

Broward County Revenue: Goal: \$1,552,786, YTD: \$1,552,786

The Alliance works with numerous South Florida business and community leaders to take a regional approach to economic development. Following are examples of regional initiatives undertaken in 2018-2019:

Life Sciences South Florida (LifeSciencesSF.org)

This initiative is focused on establishing an industry cluster in South Florida focused on life sciences, biotechnology, pharmaceuticals, diagnostics, information technology, and more. The initiative links the elements of the innovation ecosystem: research, entrepreneurship, venture capital, and life sciences companies, with a goal toward increasing research density and accelerating research commercialization. Additionally, the life sciences and biotechnology workforce required to support economic innovation is being strengthened by enhancing K-20 STEM education and talent development in the region.

Marine Research Hub

As a community that has long been recognized for our leadership in oceanographic research, the South Florida Marine Research Hub® Consortium was founded in 2016 with a mission of fostering collaboration among research, education, business, and economic development organizations. This will serve to establish the region as a global leader in oceanographic research and increase the likelihood of research projects reaching completion in the form of commercialization and technology transfer to benefit the earth and positively impact the human condition. The Hub has partnered with Ocean Exchange™ who will be hosting their ninth annual event in Fort Lauderdale this year within the timeframe of the Fort Lauderdale International Boat Show.

South Florida: Your Global Business Connection (SOFLGlobalConnection.org)

A joint effort among the Alliance, Miami-Dade Beacon Council, Business Development Board of Palm Beach County and Enterprise Florida to market South Florida as a choice location for business. Marketing brochures and DVDs are provided in five languages (English, French, German, Italian and Spanish) and a website, hosted by Nova Southeastern University, provides visitors from around the world a portal into South Florida’s economic development organizations. Additional information is being provided on the Alliance website in Arabic, Indonesian, Japanese, Mandarin and Portuguese.

TechGateway (TechGateway.org)

A regional branding initiative designed to recruit, attract and grow a high-level tech workforce at the same time South Florida is enhancing its reputation as a technology hub. TechGateway.org highlights South Florida technology companies on an interactive and printed map. A social media and online advertising campaign is underway to attract business from identified industry sectors and to promote tech opportunities regionally, nationally and globally. The TechGateway, through its TechGateway in the Schools initiative, is working with local public schools to inspire the next generation of tech talent through placing printed company asset maps in all public middle and high schools, and engaging students in TechGateway-themed programming activities.

In addition to the above initiatives, the Alliance works with several other regional organizations on strategic planning initiatives and business climate projects such as CIO Council, ITPalooza, TechLauderdale, SUP-X, and eMerge Americas.

RELOCATIONS, EXPANSIONS AND RETENTIONS

Company	City	Type of Facility	Sq. Ft. of Project	Direct Capital Investment	Jobs Created	Jobs Retained	Product/Service
Emser Tile	Coral Springs	Inventory and Distribution Center	100,000 square feet	\$1,000,000 capital investment	50 jobs created		Regional inventory and distribution facility
DGS Marine	Miramar	Industrial Manufacturing	7,000 square feet	\$4,800,000 capital investment	20 jobs created		Brazilian shipbuilder specializing in military vessels

Wayman Aviation	Pembroke Pines	Flight Training Facility	18,000 square feet	\$4,500,000 capital investment	20 jobs created	9 jobs retained	Provides full aviation career preparation from FAA certification to college degrees, and flow through to airlines
Icon International	Fort Lauderdale	Office	9,000 square feet	\$700,000 capital investment	50 jobs created		Corporate barter
Hayes Locums	Fort Lauderdale	Office	73,784 square feet	\$6,798,960 capital investment	250 jobs created		Provides placement services on a temporary and permanent basis to both physician offices and healthcare institutions nationwide
Shipmonk	Fort Lauderdale	Office/Distribution/Warehouse	170,000 square feet	\$14,000,000 capital investment	200 jobs created	136 jobs retained	Strategic logistics partner that includes warehousing, eCommerce fulfillment, kitting, warehousing and distribution
Amazon	Sunrise	Sortation Center	179,000 square feet	\$1,000,000 capital investment	70 jobs created		Sortation center for the middle piece of the distribution process
Techtronic Industries (TTI)	Fort Lauderdale	U.S. Headquarters/Office & Hangar Space	18,000 office square feet, 15,000 hangar square feet	\$900,000 capital investment	50 jobs created		Hong Kong-based global parent company of brands including Milwaukee, Ryobi, Dirt Devil, Hoover to retail and commercial markets

DNA Labs International	Deerfield Beach	Office/Laboratory	20,000 square feet	\$7,500,000 capital investment	10 jobs created	33 jobs retained	Forensic DNA analysis for law enforcement agencies, attorneys, and government forensic labs
VPX	Pembroke Pines	Office/R&D/Manufacturing	800,000 square feet	\$181,000,000 capital investment	250 jobs created	231 jobs retained	Company develops, manufactures and distributes sports medicine-related nutraceuticals, functional foods and beverages
Wash Depot Holdings	Fort Lauderdale	Headquarters/Office	3,000 square feet	\$200,000 capital investment	18 jobs created		Multi-state full-service interior and exterior car wash company
AT&T	Sunrise	Office/Administrative	33,000 square feet	\$1,000,000 capital investment	300 jobs created		National communications company
Decimal Engineering	Coral Springs	Manufacturing	75,000 square feet	\$9,500,000 capital investment	20 jobs created	150 jobs retained	Full-service metal manufacturer
C & I Studios	Fort Lauderdale	Office	4,000 square feet	\$40,000 capital investment	10 jobs created	20 jobs retained	Advertising and media agency
Walgreens Corporation	Miramar	Office/R&D/Distribution	52,000 square feet	\$7,175,300 capital investment	100 jobs created	338 jobs retained	Specialized pharmacy products and services
Kellstrom Aerospace Group	Davie	Industrial	65,000 square feet	\$4,900,000 capital investment	45 jobs created	86 jobs retained	Leading supplier of aircraft parts and services
Sintavia	Hollywood	Manufacturing	60,000 square feet	\$16,000,000 capital investment	50 jobs created	15 jobs retained	3D metallic powder printing for aviation parts
National Stoneworks	Weston	Office/Manufacturing	60,000 square feet	\$500,000 capital investment		25 jobs retained	Supplier of cabinets, and granite, marble and quartz countertops, to developers and

							general contractors
Navalimpianti	Fort Lauderdale	Marine Manufacturing	40,000 square feet	\$9,850,000 capital investment	20 jobs created	32 jobs retained	Design and manufacture of marine equipment such as valves, remote control systems and cargo access equipment for passenger and merchant ships

The Year in Review

2018-19 Economic Development Highlights at a Glance

A primary focus of the Alliance continued to be assisting local companies through our BRAVO (Business Retention and Visitation Outreach) program. Nearly 170 Broward County companies were visited by the Alliance in 2018-19, as we assisted with access to capital, workforce training opportunities, permitting, site location assistance and other areas of need.

Brightline, South Florida’s new high-speed train with service between West Palm Beach, Fort Lauderdale and Miami and announced it will become Virgin Trains USA. Virgin Trains USA’s expansion plans include service from South Florida to Orlando and the company is pursuing routes elsewhere in the state and nation.

The Port Everglades Action Team (PEAT), a multi-year collaborative initiative between the Alliance, the Broward Workshop and the Port Everglades Association, visited Washington, DC and met with key legislators, asking for their continued support of the capital initiatives of Port Everglades.

The Alliance continued to promote its “Platinum Cities” permitting excellence program to companies considering Broward County as a business location. The program was established to encourage Broward communities to make the permitting and inspections process more business friendly and competitive with other regions. Twenty-two Broward County cities and unincorporated Broward County are named “Platinum Cities.”

For 2019, the Alliance had the largest number of private member organizations in its history, an effort spearheaded by the Membership Development Department.

Following successful leadership study trips to Austin, Texas in 2016, and Nashville, Tennessee in 2018, Alliance members began planning a 2020 visit to Charlotte, North Carolina in February/March 2020 to gather business best practices as well as to compare the community with Broward County.

The Alliance continued to take a leadership role in the Broward Six Pillars strategic visioning process. 75 percent of Six Pillars original 398 tactics have been addressed, and the plan has been re-launched to focus on the following 9 issues: Affordable Workforce Housing, Community Branding, Distressed Areas, Entrepreneurial Ecosystems, Growing Target Industry Clusters, Homelessness, Regional Climate Action Plan, Branding/Building a Talent Hub, and Transportation.

The Alliance, working with the Greater Fort Lauderdale Convention and Visitors Bureau (CVB); Marine Industries Association of South Florida (MIASF), Starmark and others led and participated in several activities during the 2018 Fort Lauderdale International Boat Show. One of the activities included serving as a lead partner for a fifth-annual luncheon event on the opening day of the Boat Show featuring a high-level panel discussion including Alliance CEO Council member Rafael Jaramillo

of Emerson Latin America. Invited guests included influential business leaders, consuls general, potential business location decision makers and members of the media. The Alliance and MIAAF also their third annual Marine Research Hub Breakfast which featured presentations from the four participating research universities. Also during the Boat Show, the Alliance and the CVB shared the Coral Reef Pavilion booth that was donated by the Boat Show, where they welcomed and invited those in attendance to learn about South Florida marine research from University partners.

The Alliance's Mid-Year Luncheon, presented by FPL, featured an address by Florida Governor Ron DeSantis.

JetBlue debuted the new home for its JetBlue Travel Products subsidiary. Based in Dania Beach, JetBlue Travel Products is setting out to make travel easier and more enjoyable with innovative new technology and JetBlue's award-winning customer service. JetBlue Travel Products "Inspiration Center" is located in the Design Center of the Americas (DCOTA) campus.

To draw global attention to South Florida's burgeoning entrepreneurial ecosystem, the Alliance served as Host Community Sponsor of SUP-X: The StartUp Expo for a fourth year. This international conference for entrepreneurs and investors was held at the Greater Fort Lauderdale / Broward County Convention Center in July.

Approximately 1,100 high school juniors participated in the third annual Claim Your Future Showcase at the BB&T Center in Sunrise. The students had an opportunity to explore a variety of career possibilities with Broward County targeted industry companies. Some students were interviewed on-site for summer internships and many participated in mock job interviews with business professionals. Wells Fargo, Bank of America, MasTec and the Greater Fort Lauderdale Alliance Foundation, Inc. sponsored the event. The Florida Panthers/BB&T Center hosted the event.

The regional TechGateway initiative engaged with Broward County Public Schools for a third year through a gift from FPL to the Alliance 501(c)(3) non-profit Foundation. TechGateway was promoted regionally and nationally by economic development partners the Business Development Board of Palm Beach County and the Miami-Dade Beacon Council, and asset maps and facts about South Florida appeared as a poster insert in the Boston and Washington, D.C. area Business Journals.

The Greater Fort Lauderdale Education Action Team (GREAT), chaired by Senator George LeMieux of Gunster, continued its work this year. The GREAT Team, which is comprised of a wide variety of high-level business and academic leaders from around Broward County, continued to focus on implementing some of the recommendations from the Alliance's 2016 Workforce Skills Gap study, sponsored by JPMorgan Chase & Co. This year, subcommittees tackled issues including summer youth employment, middle-skill gaps in the IT sector, the pilot shortage crisis in the Aviation sector, and workforce and employment challenges facing the County's most distressed zip codes.

FLL - Fort Lauderdale/Hollywood International Airport was named the Alliance's Economic Development Partner of the Year by the Greater Fort Lauderdale Alliance at the 2019 Mid-Year Luncheon. Dr. Evangelos Kaisar from Florida Atlantic University received the World Class Faculty Award.

For the seventh straight year, Florida was ranked as the No. 2 state for business in *Chief Executive* magazine's 14th Annual Best & Worst States for Business Survey, which remains a key component of Florida's ability to attract new jobs.

Fort Lauderdale/Hollywood International (FLL) Airport rehabilitated its 9,000-foot long North Runway. FLL's primary and longest runway, it can trace its roots back to 1943 when it was built by the U.S. Navy during World War II. Rehabilitation work includes replacing the runway's 75-foot center portion with concrete to extend its life from 15 years to 30; repaving of its sides with asphalt, and electrical, signage and drainage system upgrades. The total budget for the project was \$90 million, which included \$64.4 million in construction costs. It was locally planned, designed and constructed. 15 subcontractors employing approximately 150 to 200 workers carried out the project.

The Greater Fort Lauderdale Alliance announced the launch of a one-stop, education-focused website, GFLedu.org. When businesses consider relocating or expanding operations in a community, one of the most important decision drivers is the quality and offerings of the area's educational system. The site presents a comprehensive look at education

in Greater Fort Lauderdale/Broward County and aims to tell the story of the diverse, nationally recognized educational options available, including public and private, pre-K through postgraduate.

Sintavia, LLC, a leading Tier One metal additive manufacturer for the aerospace and defense industry officially opened the doors to its new 55,000 square foot advanced manufacturing facility, located in Hollywood. The new plant, which also serves as the company's headquarters, celebrated its grand opening recently at an event with more than 150 customers, industry partners, and government officials.

A long-awaited expansion of the Greater Fort Lauderdale/Broward County Convention Center got underway. When completed, the expanded center will boast more than 1,200,000 square feet of space, including a 350,000-square-foot contiguous exhibition hall, a new 65,000-square-foot waterfront ballroom, the latest in technology, new dining concepts, enhanced water taxi access, and an iconic waterfront plaza with public access. The Convention Center expansion project will add an additional 525,000+ square feet of meeting space and an upscale 800-room Omni headquarters hotel.

Bob Swindell was elected Chairman of the FAU Research Park.

Staff and volunteer executive leadership of South Florida's three economic development organizations: the Alliance, the Business Development Board of Palm Beach County and the Miami-Dade Beacon Council, traveled as a group via Brightline, now named Virgin Trains USA and met in West Palm Beach to discuss working together on regional initiatives. It was the first meeting of its kind in at least a decade and built on longstanding collaboration between the organizations' CEOs and staff members.

The Alliance hosted the 2019 International Economic Development Council (IEDC)'s Leadership Summit in January in Fort Lauderdale. The conference was attended by more than 500 economic development thought leaders from around the U.S. and Canada. The successful hosting of the conference was made possible by members and partners who participated in the event as sponsors, attendees and speakers.

As communities around the nation continually seek to attract young talent, and knowing that a visit is the first step for many in choosing a place to live, the Greater Fort Lauderdale Alliance, has launched a new talent attraction campaign that began in Spring Break 2019 titled Live Where You Vacation™. The campaign ran during spring break on Entercom South Florida radio station 104.3 The Shark.

AT&T refurbished approximately 33,000 square feet on the first floor of the Sunrise Administrative building. The company-owned facility is located at 8650 W. Oakland Park Boulevard in the City of Sunrise. This project will allow AT&T to house approximately 300 new employee positions at this facility.

A Special Thank You

The Alliance wishes to especially thank its private sector partners for their investment in the work of the Alliance in 2018-19! This investment, when combined with the investment of Broward County and the municipal partners who invested in the Alliance including Coconut Creek, Coral Springs, Dania Beach, Davie, Deerfield Beach, Fort Lauderdale, Hallandale Beach, Hollywood, Lauderhill, Miramar, North Lauderdale, Oakland Park, Pembroke Pines, Plantation, Pompano Beach, Sunrise, Tamarac and Wilton Manors, allowed us to expand our marketing outreach efforts and grow our pipeline of relocation and expansion prospects.

Greater Fort Lauderdale Alliance
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GFLAlliance.org



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**Greater Fort Lauderdale Alliance
2019 Annual Broward County
Economic Development Activity Report**

1. The name of the Economic Development Agency, Entity or Organization (EDO) and their contact information:

The Broward Alliance dba Greater Fort Lauderdale Alliance
110 E. Broward Blvd., Suite 1990, Fort Lauderdale, FL 33309
Phone: 954-524-3113

2. The name of the local government the EDO has a contract with.

Broward County.

3. The amount of funds received from local government.

\$1,647,005 for Fiscal Year 2019 (October 1, 2018 – September 30, 2019).

4. The amount of funds received from private investors.

\$2,455,398 for Fiscal Year 2019.

5. Administrative costs of the EDO.

\$722,023 for Fiscal Year 2019 (unaudited).



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6. The number of businesses assisted by the EDO and the type of assistance provided.

In Fiscal Year 2019 (October 1, 2018 through September 30, 2019), the Alliance assisted more than 300 companies. 180 local businesses were assisted in one or more of the following areas, which are provided as examples: Site Selection, Permitting/Licenses, Employee Relocation Services, Research & Market Analysis, Business Contacts & Referrals, General Community Information, Procurement of Financing, State and Local Incentives (Qualified Target Industry (QTI) Tax Refund, and Labor/Training Programs, such as the Quick Response Training (QRT) and Incumbent Worker Training (IWT). This resulted in 1,615 retained jobs.

In Fiscal Year 2019, the Alliance assisted 20 companies in establishing new and/or expanding existing operations in Broward County. Examples of assistance provided to these companies included the areas listed above.

The Greater Fort Lauderdale Alliance (The Alliance) considers a company to be an active project if the company is in a targeted industry sector, is considering Broward County as a place to locate or expand its operations and will be creating new jobs and committing new capital into the area.

A project is considered completed once all Alliance services are provided and the company acknowledges receiving those services and certifies the expected level of new job creation and new capital investment being made in Broward County.

7. The capital investment of businesses who have been assisted by the EDO.

The total capital investment of the 20 companies assisted by the Alliance in Fiscal Year 2019 is \$296,364,260.



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8. The foreign investment of businesses who have been assisted by the EDO.

In Fiscal Year 2019, the Alliance assisted 3 international companies in establishing or expanding their operations in Broward County. The total foreign investment of those companies is \$15,550,000.

9. The number of new direct jobs as a result of a business being moved into the area or expanding in the area due to the assistance of the EDO.

A total of 2,083 new direct jobs will be created over a period of three years by the 20 companies that are establishing new and/or expanding existing operations in Broward County in Fiscal Year 2019.

10. The number of jobs retained.

In Fiscal Year 2019, in addition to the 2,083 new direct jobs created, the Alliance assisted in retaining 1,615 jobs in Broward County.

11. The type of incentives that the EDO has successfully assisted businesses in receiving.

In Fiscal Year 2019, the Alliance assisted companies in obtaining one or more of the following State and Local Incentives: the Florida Qualified Target Industry (QTI) Tax Refund and local municipal incentives.



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12. Any additional information that would show an economic benefit to the local government as a result of the efforts of the EDO.

From 2007 to 2019, the Alliance, working with its members, Broward County and other partners helped create or retain more than 36,000 direct jobs that are estimated to generate through direct, indirect and induced effects total employment of approximately 74,000 jobs in Broward County, \$2.8 billion in annual personal income in Broward County and \$14.2 billion in annual economic impact in Broward County.

