

FLORIDA DEPARTMENT OF ECONOMIC OPPORTUNITY

ANNUAL REPORT 2017/2018



FLORIDA DEPARTMENT *of*
ECONOMIC OPPORTUNITY

REBUILD FLORIDA

Hurricane Irma damaged thousands of homes and businesses. In the week leading up to Hurricane Irma's landfall, the Florida Department of Economic Opportunity (DEO) began working in partnership with the U.S. Department of Housing and Urban Development (HUD) to show the diverse needs our state would face and request flexibility in addressing those needs. After the storm, DEO worked on the ground with communities and with our state and federal partners to identify what long-term recovery needs were in the communities impacted by Hurricane Irma.

A year later, families and businesses across the state of Florida still have remaining needs. In September 2018, DEO launched Rebuild Florida, a long term recovery effort in partnership with HUD to provide \$616 million in disaster recovery funding to help Florida families whose homes were significantly damaged or destroyed by Hurricane Irma to repair or rebuild their homes.

In total, Florida will receive more than \$1.4 billion in funding to allow DEO and the Florida Division of Emergency Management (FDEM) to address critical economic and infrastructure needs in the state's urban and rural communities impacted by the storm. The funding will also allow DEO and FDEM to address the needs of new Floridians who have moved from Puerto Rico in search of employment and housing. To learn more about these programs helping Florida recover from Hurricane Irma, visit RebuildFlorida.gov.



Rick Scott
GOVERNOR



Cissy Proctor
EXECUTIVE DIRECTOR

December 1, 2018

The Honorable Rick Scott, Governor of Florida
Plaza Level 05, The Capitol
400 South Monroe Street
Tallahassee, Florida 32399-0001

The Honorable Bill Galvano, President
Florida Senate
Room 409, The Capitol
404 South Monroe Street
Tallahassee, Florida 32399-1100

The Honorable Jose Oliva, Speaker
Florida House of Representatives
Room 420, The Capitol
402 South Monroe Street
Tallahassee, Florida 32399-1300

Dear Governor Scott, President Galvano and Speaker Oliva:

Since the Florida Department of Economic Opportunity was created in 2011, we have championed the policies our Governor and Legislature have put in place to make Florida the best state in the nation to live, learn, play, work and do business. Alongside our public-private partners, our agency has continued to promote a business-friendly environment that attracts companies to expand in our state, supports small business growth, helps private-sector companies create new jobs for hardworking Florida families and welcomes tourists year-round.

In just eight years, Florida's private sector businesses have added more than 1.6 million new jobs – an incredible achievement – and Floridians are more confident than ever in their ability to find a good job and provide for their families. Unemployment has been cut dramatically, and visitors are coming to Florida in record numbers. Florida's economy is strong and growing.

Over the next year, we plan to continue our focus on diversifying and growing the state's workforce, businesses and communities. We will continue to promote new programs and initiatives to keep our state growing, including the Florida Job Growth Grant Fund, Opportunity Zones and the 12 Counties Initiative. We will remain dedicated to providing assistance for immediate and long-term disaster recovery as Florida communities rebuild after natural disasters.

I am pleased to submit to you the Florida Department of Economic Opportunity's annual report for fiscal year 2017-2018. If you have any questions about this report or would like to receive any additional information, please contact me at any time.

Sincerely,

Cissy Proctor

Florida Department of Economic Opportunity | Caldwell Building | 107 E. Madison Street | Tallahassee, FL 32399
850.245.7105 | www.FloridaJobs.org | www.Twitter.com/FLDEO | www.Facebook.com/FLDEO

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BUSINESS CLIMATE AND ECONOMIC DEVELOPMENT

Since 2010, Florida's pro-business climate has resulted in near record low unemployment, 1.6 million new job opportunities for Floridians, improved consumer confidence in Florida's future and strong, healthy communities across the state.

Governor Rick Scott and the Florida Legislature have been committed to Florida's growth and prosperity, and thanks to these investments, Florida families are flourishing. Florida's private sector employment and GDP growth rate continue to outpace the nation.

New residents stream into Florida every single day to take advantage of the economic security the state offers. Florida is truly the best state in the nation to get a job, start a company or grow a business.

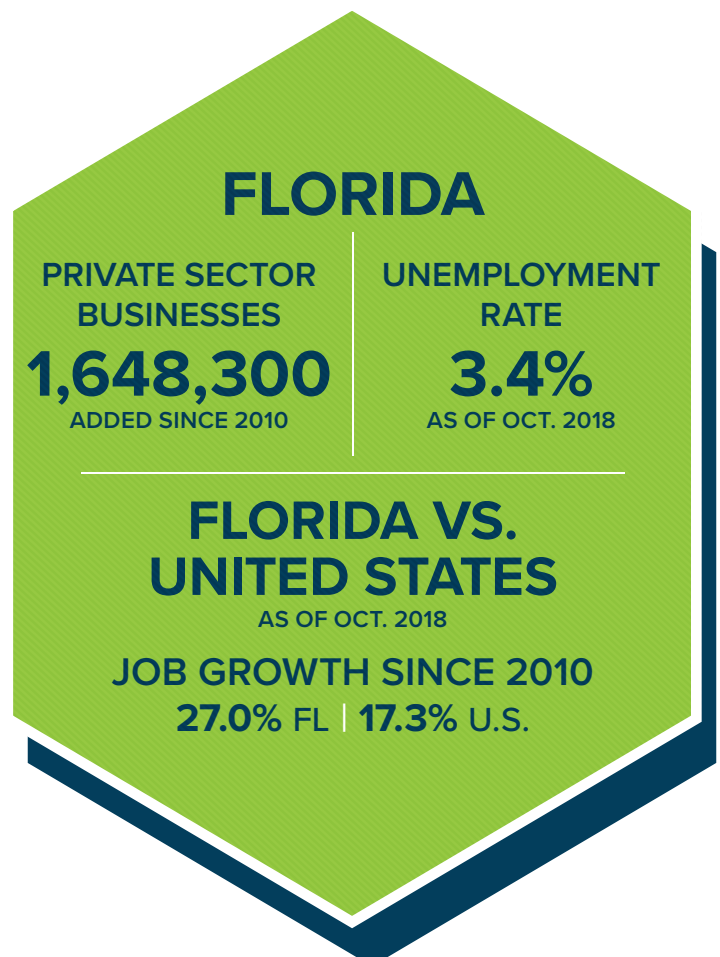
The state's economy continues to diversify. The fastest-growing employment sectors over the past year include: leisure and hospitality, construction, professional and business services, and education and health services. The state's GDP makes it the fourth-largest economy in the U.S., while its low cost of living attracts new residents and visitors alike.

Florida welcomed a record 118 million tourists in 2017, continuing its pace of record-setting tourism since 2010. Investments in Florida's workforce, businesses and communities have made this dramatic turnaround possible so that Florida workers are able to better provide for themselves and their families.

With hundreds of thousands of openings across the state and skills-based training available for a wide variety of jobs, Florida job seekers also have the opportunity to gain expanded knowledge and further their careers.

At DEO, we recognize that creating a strong, competitive business environment is the best way to allow our private-sector to thrive. That means cutting unnecessary and burdensome red tape, reducing taxes, promoting business growth, and sometimes, just getting out of the way. This also means providing immediate and long-term disaster recovery resources to those most impacted by natural disasters. DEO will continue to support the recovery of small businesses, residents and communities across the state, to protect Florida's economic accomplishments.

When Florida businesses across the state thrive, our communities also thrive. Our mission at DEO is to make Florida the best state in the nation to live, learn, work, play and do business, and we are committed to doing just that.



DEO ACCOMPLISHMENTS

SOME OF THE PAST YEAR'S ACCOMPLISHMENTS INCLUDE:

- ◆ **LOW UNEMPLOYMENT RATE** – Florida's private-sector job growth continues to outpace the nation, and every county in Florida has experienced a drop in unemployment since December 2010. In October 2018, Florida's unemployment rate dropped to 3.4 percent, the lowest since January 2007. Florida's unemployment rate has decreased by 7.4 percentage points since December 2010, a drop that is faster than the national decline of 5.6 percentage points.
- ◆ **LOW UNEMPLOYMENT TAXES** – As a result of Florida's thriving economy, more than 60 percent of Florida's employers pay the minimum tax rate, which is the highest number of employers at the lowest reemployment tax rate since 2004. Since 2012, Florida businesses have had their reemployment tax reduced by more than 94 percent, resulting in a savings to businesses of more than \$4.9 billion. This allows businesses to reinvest those savings in their companies, their employees and their communities.
- ◆ **FLORIDA JOB GROWTH GRANT FUND** – Last year, Governor Scott awarded \$85 million to Florida communities to support projects that will improve infrastructure and employment opportunities in local economies. DEO worked with Enterprise Florida and other partners to review proposals. The funding has been provided to 33 communities statewide with an expected \$321 million return on investment to Florida taxpayers. Of these proposals, more than \$19 million was awarded to 11 rural communities.
- ◆ **OPPORTUNITY ZONES** – Governor Scott designated 427 Opportunity Zones in the state, ensuring that each county received at least one. This program is designed to attract investors, new businesses and job creators to low-income communities, helping them to grow their local economy and strengthen their workforce.
- ◆ **FIVE YEAR STRATEGIC PLAN** – The *Florida Strategic Plan for Economic Development 2018-2023* outlines three major goals: to lead the nation in sustainable economic growth and prosperity; to lead the nation in global competitiveness as a location for talent, business, innovation and tourism; and to lead the nation in quality of life and quality of places for residents, communities and visitors. The *Florida Strategic Plan for Economic Development 2018-2023* can be found at FloridaJobs.org/FL5yrPlan.
- ◆ **12 COUNTIES INITIATIVE** – At the direction of Governor Scott, DEO has worked to connect designated counties, that have not recovered from the economic recession as quickly as other counties, with the resources they need to achieve their economic development goals. These efforts will improve Florida's economy and create jobs for all Florida residents.
- ◆ **FLORIDADISASTER.BIZ** – Through a partnership with the FDEM, DEO launched FloridaDisaster.biz, a website designed to help Florida businesses before, during and after a hurricane or other disaster. The website delivers critical information and resources to businesses so that they can make informed decisions for themselves, their employees and their customers in the wake of a disaster.
- ◆ **REBUILD FLORIDA** – This long-term recovery effort, administered in partnership with HUD, provides \$616 million in disaster recovery funding to help Florida families whose homes were significantly damaged or destroyed by Hurricane Irma to repair or rebuild their homes.





◆◆ JW MARRIOTT, TAMPA ◆◆

Executive Director Cissy Proctor attended the groundbreaking of the JW Marriott at Water Street Tampa, marking another great expansion of business and job opportunities in the Tampa area.

Attracting more than 23 million visitors in 2017, Hillsborough County was designated a High-Impact Tourism County. Tourism had a \$6 billion economic impact in Hillsborough County, directly and indirectly supporting 50,000 local jobs. Tampa is one of the top ten U.S. cities with high-paying jobs and a low cost of living, which gives those living in the area a higher quality of life. DEO is committed to strengthening Florida's business-friendly environment, supporting projects, like Water Street Tampa, that revitalize cities and help them grow. DEO will continue to work with local and state officials across the state to further enhance Florida's economic landscape and continue to invite businesses to expand in Florida.



◆◆ CECIL AIRPORT, JACKSONVILLE ◆◆

Executive Director Cissy Proctor met with leaders of Jacksonville Aviation Authority to discuss the impact the Florida Job Growth Grant Fund had on their community after \$6 million was awarded to the city-owned Cecil Commerce Mega Site.

Established by Governor Scott and the Florida Legislature in 2017, the Florida Job Growth Grant Fund provides \$85 million to communities to improve their public infrastructure and enhance their workforce training, attracting businesses to these communities and creating new skilled jobs for Florida families. In the first year, DEO received more than 250 proposals requesting more than \$877 million in funding for the Florida Job Growth Grant Fund. These proposals were reviewed by DEO and Enterprise Florida and chosen by Governor Scott based on their strong return on investment to the state and ability to spur economic development in these communities.

OPPORTUNITIES AND RECOMMENDATIONS

The vision, goals and objectives for economic development in Florida are defined in the Florida Strategic Plan for Economic Development 2018-2023. In addition, DEO is implementing the recommendations below to ensure every Floridian has the chance to live the American Dream:

- ◆ Providing increased employment and training opportunities for individuals with barriers to employment – including veterans, individuals with disabilities and individuals receiving Temporary Assistance for Needy Families – to provide them with a path to self-sufficiency.
- ◆ Increasing economic opportunity and diversity and reducing unemployment rates in 12 specific Florida counties by fueling job creation and career opportunities. DEO plans to continue to meet with each of these counties over the next year to discuss challenges and opportunities to increase economic development.
- ◆ Partnering with colleges and universities to increase connections with businesses to ensure that every individual in Florida who graduates has the knowledge, training and soft skills to start their career on day one.
- ◆ Preventing fraudulent Reemployment Assistance claims to safeguard taxpayer dollars and protect Floridians from identity theft.
- ◆ Increasing return on investment for DEO programs to improve job opportunities and quality of life in local communities.
- ◆ Continuing to see success with the Florida Job Growth Grant Fund which promotes economic opportunity by improving public infrastructure and enhancing workforce training across the state.
- ◆ Collaborating with state agencies and federal partners to implement emergency disaster recovery and long-term recovery efforts to assist Florida job seekers, businesses and communities that were impacted by Hurricane Michael, as well as continue efforts for those affected by Hurricanes Hermine, Matthew and Irma.



DEO PARTNERS

DEO works with innovative public-private partners who are united in our effort to continue Florida's impressive economic turnaround. Performance reports included in this report, pursuant to Florida Statutes, include Enterprise Florida, Inc., Florida Sports Foundation, CareerSource Florida, Inc., VISIT FLORIDA and Space Florida.

ENTERPRISE FLORIDA

Enterprise Florida, Inc. (EFI) is Florida's principal economic development organization. Its role is to expand and diversify Florida's economy by marketing the state as the world's premier location for business retention, expansion and creation.

EFI collaborates with DEO and its statewide partners to facilitate private-sector job growth through business recruitment, international trade, promotion of sporting events, capital funding programs to assist small and minority businesses and through support of the state's military bases and personnel.



BUSINESS DEVELOPMENT

In fiscal year 2017-18, EFI and its partners established more than 120 economic development projects representing more than 15,000 new and retained jobs and \$1.7 billion in capital investment. Projects included expansions from Lockheed Martin, Boston Whaler and Pratt & Whitney, and new job creation projects with JinkoSolar and Virgin Voyages. EFI markets Florida as the premier business location in the U.S. through its "Florida – The Future is Here" marketing campaign. Focusing on Florida's workforce, innovation, infrastructure and pro-business climate, the campaign targets business decision-makers and site-selection professionals around the world.

INTERNATIONAL TRADE & DEVELOPMENT

Florida is home to more than 60,000 exporting businesses, ranking second in the nation. EFI's international trade and development team offers programs to help Florida's small and mid-sized businesses grow through trade. Florida-based companies looking to expand internationally can take advantage of the comprehensive exporting assistance provided by EFI through a network of professional trade managers located around the state. EFI assists businesses expanding into the international marketplace by organizing and underwriting overseas trade missions and shows, providing export counseling and advice, assisting with the development of Export Marketing Plans, providing grants for participation in overseas trade shows and missions and developing foreign-language trade websites.

Last year, merchandise valued at \$147.7 billion flowed through Florida's airports and seaports, with Florida-origin exports reaching \$55 billion to 190 countries, making Florida a world leader in international trade.



MILITARY AND DEFENSE

The Florida Defense Alliance and Florida Defense Support Task Force, part of EFI, work to maintain and enhance the state's military installations and Florida's reputation as the most military-friendly state in the nation.

The Florida Defense Alliance is a consortium of representatives of defense-related organizations, including defense industry, economic development organizations and other state leaders who come together to protect, promote and enhance the value of Florida military installations and missions.

The Florida Defense Support Task Force is a legislatively mandated body with a mission to preserve and enhance Florida's military missions and installations. The Task Force is charged with working with base commanders to prevent encroachment, maintaining and expanding the missions of Florida military installations and strengthening state and local support for military families and veterans.

FLORIDA SPORTS FOUNDATION

The Florida Sports Foundation, a division of EFI, assists Florida communities with grants to secure, host and retain sporting events and sports-related businesses that generate positive economic impact. The overall economic footprint of the Florida sports economy totals more than \$57 billion. This translates into jobs for nearly 580,000 Floridians. According to the 2017 Sports Economic Impact Study, Florida's sports industry accounted for nearly 16 million visitors who purchased \$12.1 billion in goods and services.

Sunshine State Games

The Sunshine State Games is a statewide, Olympic-style festival program created for amateur athletes of all ages and skill levels. Since 1980, more than 200,000 participants have competed in the games. The Sunshine State Games is conducted under the Florida Sports Foundation. More than 30 different sports are offered throughout the year. Most competitions are sanctioned or recognized by the Olympic Governing Body for that sport and some serve as Governing Body State Championships or national qualifiers.

Florida Senior Games

In 1992, the first Florida Senior Games State Championships were held in Bradenton. The Florida Senior Games continues to grow, and together with the local games, provides fun, fellowship, fitness and competition for Florida's fastest growing age group. The focus of the Senior Games is not winning, but participating. The Florida Senior Games is dedicated to encouraging and promoting healthy lifestyles for Florida's seniors, providing Florida's seniors with the opportunity to compete at the local, state and national level and providing all senior citizens of Florida with an affordable and quality multi-sport festival they can call their own.

Every year, the sports industry sanctions the Florida Senior Games Series Qualifiers in Florida, which lead up to the Florida Senior Games in December. Last year, 23 Series Qualifiers were held with more than 18,000 attendees representing more than \$1.4 million in local community impact. The 2017 Florida Senior Games, held in Pinellas County, saw more than 4,000 attendees, with athletes participating in 23 sports, bringing nearly \$1 million in local community impact. Athletes came from more than 200 Florida cities, 38 states, Puerto Rico, the Bahamas and Canada. The Florida Senior Games also serve as a qualifier for the bi-annual National Senior Games, run by the National Senior Games Association.



◆◆ FLORIDA SENIOR GAMES STATE CHAMPIONSHIPS ◆◆

Champions of the 50-54 volleyball competition team at the 2017 Florida Senior Games.

SMALL BUSINESS

EFI partners with outside organizations to provide small businesses with training, development and financing options. EFI has an extensive network of state, federal and nonprofit resources ready to assist small businesses in accessing capital, entering new markets and creating revenue growth and job creation.

EFI's State Small Business Credit Initiative, including a Microfinance Guarantee program, is designed to assist small businesses in obtaining loan approvals and leveraging private capital for use in startup costs, working capital, business procurement, franchise fees, equipment, inventory or commercial real estate. The program provides a lender with the necessary security, in the form of guarantees, for the lender to approve a small business loan or line-of-credit.

The Florida Opportunity Fund provides venture capital for early and mid-stage businesses. The Fund invests in Florida-based start-up ventures as well as innovative clean energy businesses.

EFI works to support existing minority development efforts by partnering with established organizations to provide small and minority-owned companies with training, development and financing options. EFI has an extensive network of state, federal and nonprofit resources ready to assist these businesses in accessing capital, entering new markets and creating jobs.



◆◆ SMALL BUSINESS SUCCESS ◆◆

Executive Director Cissy Proctor, alongside Governor Scott, welcomed El Meson, a Puerto Rican sandwich chain, to the Orlando area. The new location in Kissimmee is the third to be opened in Florida. Both Florida and Puerto Rico will benefit from this expansion, strengthening each economy and diversifying Florida's workforce in the process.

ENTERPRISE FLORIDA PERFORMANCE MEASURES FOR FISCAL YEAR 2017-2018

PERFORMANCE MEASURES	TOTAL	PERFORMANCE STANDARDS
Business Development: Proposed Job Creation		
Total number of proposed jobs to be created by businesses assisted by EFI	15,436*	20,000*
In rural communities	398	500
By international businesses	1,633	900
With incentives	11,018	10,000
International Trade		
Number of Florida based businesses assisted by EFI for international trade	2,338	2,250
Number of companies with export sales attributable to activities conducted by EFI	348	230
Amount (US dollar value) of projected export sales attributable to the activities conducted by EFI	\$712,503,803	\$625,000,000
Marketing Florida		
Web traffic to EFI's website (overall traffic in visits)	270,011	250,000
Positive media hits	921	700
Total social media channel followers	178,194	21,000
Total media impressions (print, digital, broadcast, out of home)	66,544,677	33,000,000
Minority and/or Small Business, Entrepreneurship and Capital		
Number of businesses that received financial assistance**	10	6
General		
Satisfaction of businesses served with investment or trade assistance provided by EFI	98%	95%
Number of strategies in the <i>Florida Strategic Plan for Economic Development 2018-2023</i> being implemented by EFI	11	11
Response rate for Business Development/International Trade Development customer satisfaction survey	32%	25%
Florida Sports		
Economic contributions to communities as a result of hosting Florida's Senior State Games and Sunshine State Games Championships	\$11,146,513	\$7,000,000
Number of participants (athletes and families) competing in and attending Florida's Senior State Games and Sunshine State Games Championships	49,276	40,000
Economic contributions from Florida Sports Foundation sponsored sporting event grants	\$627,168,530	\$200,000,000
Number of attendees at the sponsored grant events	649,189	300,000

*The job creation numbers comprise duplicated accounts and represent selected subsets of this total. They will not add up to this total.

**The number given represents the number of individual transactions throughout the fiscal year.

More information about EFI may be found at EnterpriseFlorida.com

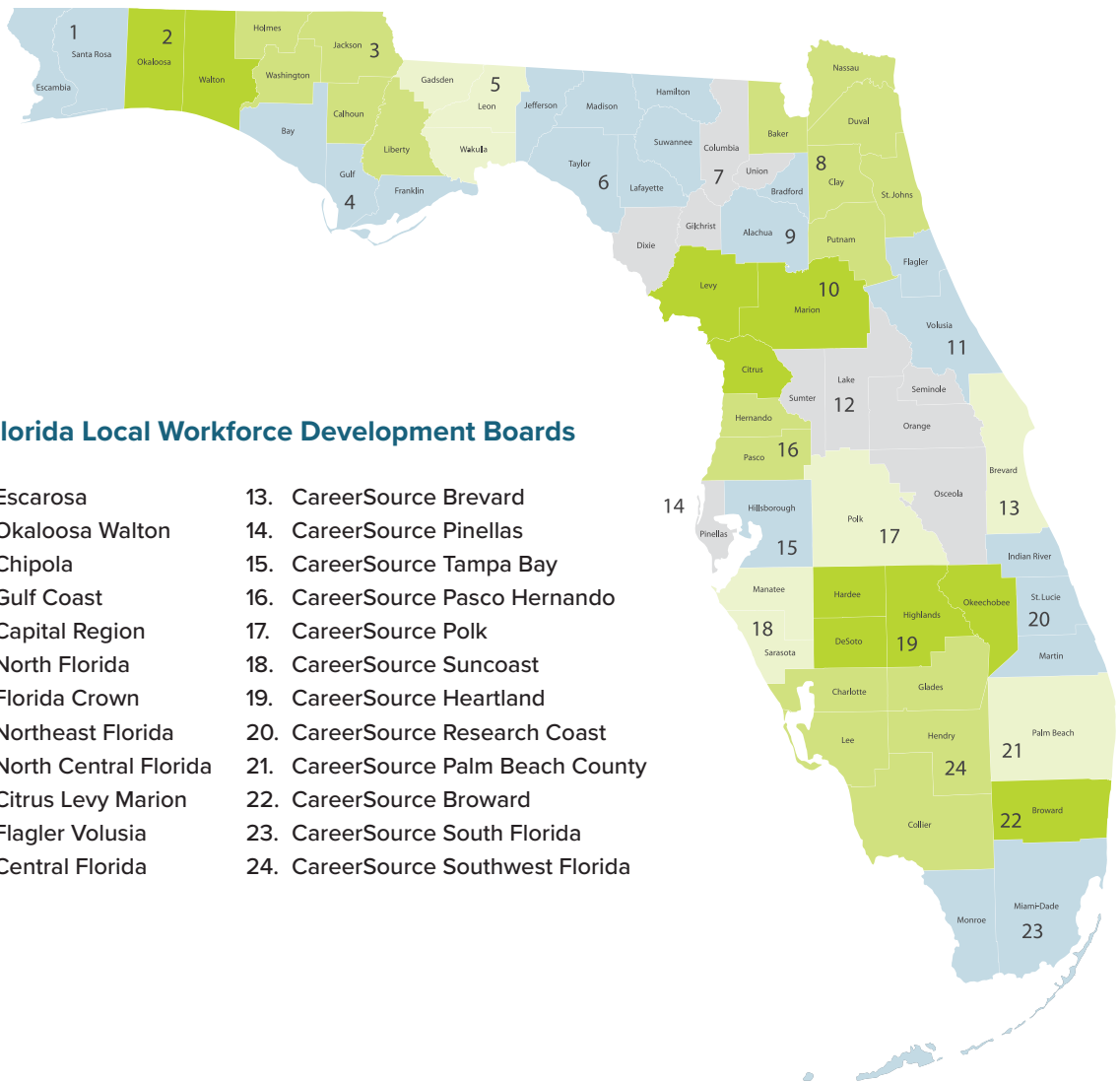
A copy of the most recent EFI annual report may be found at EnterpriseFlorida.com/newsroom/reports-resources/

CAREERSOURCE FLORIDA

CareerSource Florida Inc. is the statewide board of business and government leaders charged with guiding workforce development for the state of Florida. Created as a not-for-profit corporation, it provides oversight and policy direction for talent development programs administered by DEO, Florida’s 24 local workforce development boards and nearly 100 career centers across the state.

CareerSource Florida’s board of directors includes the Governor, members of the Florida Legislature and leaders in business and industry, government, labor, economic development, education and youth and community-based organizations; and representation from federal Workforce Innovation and Opportunity Act partners including DEO and the Florida Department of Education (DOE) Divisions of Career and Adult Education, Blind Services and Vocational Rehabilitation.

DEO partners with CareerSource Florida and the state’s 24 local workforce development boards to strengthen Florida’s business climate by supporting employers and helping Floridians gain employment, remain employed and advance in their careers. Across the state, more than 65,000 businesses were served by their local workforce development board last year, receiving help with recruiting, hiring and training new and existing employees.



CareerSource Florida Local Workforce Development Boards

- | | |
|---------------------------------------|------------------------------------|
| 1. CareerSource Escarosa | 13. CareerSource Brevard |
| 2. CareerSource Okaloosa Walton | 14. CareerSource Pinellas |
| 3. CareerSource Chipola | 15. CareerSource Tampa Bay |
| 4. CareerSource Gulf Coast | 16. CareerSource Pasco Hernando |
| 5. CareerSource Capital Region | 17. CareerSource Polk |
| 6. CareerSource North Florida | 18. CareerSource Suncoast |
| 7. CareerSource Florida Crown | 19. CareerSource Heartland |
| 8. CareerSource Northeast Florida | 20. CareerSource Research Coast |
| 9. CareerSource North Central Florida | 21. CareerSource Palm Beach County |
| 10. CareerSource Citrus Levy Marion | 22. CareerSource Broward |
| 11. CareerSource Flagler Volusia | 23. CareerSource South Florida |
| 12. CareerSource Central Florida | 24. CareerSource Southwest Florida |

CAREERSOURCE FLORIDA: FOCUS ON SKILLS GAPS AND JOB VACANCIES

Building on a successful pilot project in 2016, the CareerSource Florida Board of Directors funded research to better understand the current state of skills gaps and job vacancies in Florida. The 2018 Florida Skills Gap and Job Vacancy Survey of nearly 54,000 employers provides a statistically valid analysis of the skills gaps both statewide and in Florida's local labor markets.

In the survey, Florida employers offered feedback on the importance and availability of a range of skills needed by their employees to support the success of their enterprises. When gaps were noted by employers, foundational skills gaps such as communication, reliability and time management were reported twice as often as technical skills gaps, including information technology, research and math skills. The report, which is available at CareerSourceFlorida.com, will help drive data-informed decisions about future workforce development strategies and investment.



◆◆ HURRICANE RECOVERY ◆◆

The back-to-back impacts in 2017 of Hurricanes Irma and Maria on Florida and on our neighbors in Puerto Rico and the Virgin Islands were felt across the state. The CareerSource Florida network responded immediately and for several months afterward with career fairs in multiple communities, mobile units offering disaster assistance in the hardest hit areas and a \$1 million investment by the state workforce development board to support efforts to connect those displaced by Hurricane Maria with job opportunities.



◆◆ APPRENTICESHIP FLA SUMMIT ◆◆

DEO Director of Workforce Services Taylor Hatch, DOE Chancellor of Career and Adult Education Rod Duckworth, CareerSource South Florida Executive Director Rick Beasley and CareerSource Florida President and CEO Michelle Dennard spoke on the importance of apprenticeships at the Apprenticeship FLA Summit at Florida International University.

With the support of a State Apprenticeship Expansion Grant from the U.S. Department of Labor, CareerSource Florida hosted the state’s first-ever Apprenticeship FLA Summit in June 2018 in collaboration with DEO and DOE. The two-day event showcased how CareerSource Florida, DEO and DOE are working together to expand participation in and access to Registered Apprenticeships through stronger collaboration and systemic improvements. More than 180 attendees participated as apprenticeship experts from Florida and across the country shared information about earn-and-learn model programs and opportunities to leverage strategic partnerships. The Apprenticeship FLA Summit provided an opportunity for businesses and state agencies to collaborate on best practices for developing a highly trained workforce.

◆◆ HELPING VETERANS FIND JOBS ◆◆

DEO is committed to helping veterans succeed and find great careers in their communities. Since 2010, Florida’s veteran unemployment rate has dropped by more than six percentage points. Paychecks for Patriots is a partnership with DEO, the CareerSource Florida network, the Florida National Guard, the Florida Department of Veterans’ Affairs and participating Florida employers to hold job fairs for veterans and their families. For the past six years, CareerSource Florida centers across the state have hosted events throughout the month of November, to help build connections between veteran job seekers and Florida’s job creators. More than 2,100 military and veteran candidates and their family members who participated in prior Paychecks for Patriots events across the state have gained employment.



PUERTO RICAN FAMILIES EMPLOYMENT PARTNERSHIP

Floridians understand the importance of returning to work after a natural disaster. After Hurricane Maria, thousands of Puerto Ricans chose Florida as their new home and began searching for employment. DEO distributed a \$1 million investment by CareerSource Florida to 12 of Florida’s local workforce development boards to connect displaced families with job opportunities to get them back to work. Efforts have included language training programs, recruitment fairs and workshops to assist displaced job seekers in this process.

Additionally, DEO supported a new partnership between the Ana G. Mendéz University System, the Puerto Rican Chamber of Commerce of South Florida and CareerSource South Florida to aid Puerto Rican families in finding jobs that match their needs and skill sets. These partnerships will help assist job seekers as a part of ongoing long-term recovery efforts after the 2017 hurricane season.

DEO is proud to work with the CareerSource Florida network to connect dislocated job seekers with job opportunities. DEO will continue to use these grants and all other resources available to help families return to work.



◆◆ PARTNERING WITH PUERTO RICO ◆◆

Executive Director Cissy Proctor, alongside Governor Scott, met with Lieutenant Governor Luis G. Rivera Marín, government officials and nonprofit and business leaders in Puerto Rico to discuss and share best practices of recovery efforts for businesses and communities after a disaster.

QUICK RESPONSE AND INCUMBENT WORKER TRAINING GRANTS

CareerSource Florida administers two workforce training grant programs in support of business growth and competitiveness. The state-funded Quick Response Training program provides flexible, customized skills training for new hires within new or expanding companies. The federally funded Incumbent Worker Training program supports customized skills upgrade training for existing employees, with an emphasis on small businesses.

CAREERSOURCE FLORIDA PERFORMANCE MEASURES FOR FISCAL YEAR 2017-2018

PERFORMANCE MEASURES	FY 2017-2018 RESULTS
Incumbent Worker Training Grant Program	
Number of projected IWT trainees	5,431
Number of IWT Grants Awarded to Businesses	161
Quick Response Training Grant Program	
Number of projected QRT trainees	3,877
Number of QRT Grants Awarded to Businesses	27
Florida Strategic Plan for Economic Development Implementation	
Number of strategies implemented	13

More information about CareerSource Florida may be found at CareerSourceFlorida.com.

A copy of CareerSource Florida’s most recent state annual report may be found at CareerSourceFlorida.com/about-us/reports-and-publication

VISIT FLORIDA

The Florida Tourism Industry Marketing Corporation, known as VISIT FLORIDA, serves as the state's official tourism marketing corporation and the official source for travel planning to visitors across the globe. VISIT FLORIDA is a not-for-profit corporation created as a public/private partnership by the Florida Legislature in 1996.

Through this public/private partnership, VISIT FLORIDA serves more than 12,000 tourism industry businesses, including major strategic alliance partnerships with Busch Gardens Tampa, Disney Destinations, The Hertz Corporation, LEGOLAND Florida Resort, SeaWorld Parks & Resorts Orlando, Simon Shopping Destinations and Universal Orlando Resort. VISIT FLORIDA facilitates tourism industry participation in domestic and international travel trade and consumer shows, as well as media missions to the top global visitor markets. VISIT FLORIDA also works closely with travel agents, tour operators, meeting and event planners, and is responsible for operating Florida's five Official Welcome Centers. According to a 2017 survey, 57.6 percent of visitors were significantly influenced by VISIT FLORIDA marketing efforts.

Tourism-related spending continues to grow as well. In the latest economic impact study conducted in 2016, visitors spent \$111.7 billion in Florida, averaging \$300 million per day. This spending contributes \$11.3 billion in state and local tax revenue and supports more than 1.4 million Florida jobs. For every \$1 the state invests in VISIT FLORIDA, \$2.15 in tax revenue is generated.



RECORD TOURISM IN FLORIDA

Last year, Florida set a record by welcoming 118.5 million visitors. Nearly 104.4 million were out-of-state domestic travelers and 14.1 million came to the Sunshine State from 191 countries. On any given day, Florida has two million visitors in our state, more than the number of people who live collectively in 14 different states and the District of Columbia.



◆◆ BUSINESS RECOVERY ROUNDTABLES ◆◆

Governor Scott was joined by Executive Director Cissy Proctor, President and CEO of VISIT FLORIDA Ken Lawson and other state leaders at a series of roundtables across the state after Hurricane Irma.

After Hurricane Irma, many communities and businesses were devastated. The first step to getting communities back on their feet is getting businesses open. To start the discussion on how to promote long-term recovery, DEO hosted a series of business recovery roundtable events in cities that had been affected by the storm, including Miami, Daytona, St. Augustine and Jacksonville. DEO Executive Director Cissy Proctor was joined by state leaders and local attendees to discuss recovery, workforce and funding programs available to communities and businesses. DEO is proud of our continued efforts to promote disaster recovery initiatives for Florida’s communities and businesses.

VISIT FLORIDA PERFORMANCE MEASURES FOR FISCAL YEAR 2017-2018

PERFORMANCES MEASURES	FY17-18 STANDARDS	FY17-18 ACTUALS
Annual percentage of domestic visitors to Florida influenced by VISIT FLORIDA's primary marketing programs	30%	57.60%
Annual share of domestic vacation trips	15%	16.23%
Annual share of international visitor spending	20%	19.84%
Maintain annual market share in traditional feeder markets	20%	19.71%
Growth in annual market share in emerging markets	17%	17.65%
Total industry investment in VISIT FLORIDA programs	\$76M	\$120M
Number of strategies in the <i>Florida Strategic Plan for Economic Development 2018-2023</i> being implemented by VISIT FLORIDA	4	4
VISIT FLORIDA Marketing Activities		
Total number of individual businesses actively participating in VISIT FLORIDA marketing activities	12,000	12,816
Total number of individual businesses, located in RACEC-designated communities, actively participating in VISIT FLORIDA marketing activities and the percentage coverage of the total RACEC-designated communities	600 / 90%	707 / 94%

More information about VISIT FLORIDA may be found at VisitFlorida.org

A copy of VISIT FLORIDA's annual report may be found at VisitFlorida.org/about-us/what-we-do/annual-reports

SPACE FLORIDA

Space Florida was established in 2006 and is responsible for accelerating the growth of space-related industries through targeted space business retention, expansion and diversification efforts. Space Florida also provides leadership in innovative educational, research and development, workforce development programs and space-related infrastructure development projects.

Florida's aerospace-related entities have shown continued growth in sales since 2010 and are expected to capture more growth in aerospace and aviation industries. This year, Florida is succeeding in an ever-changing space and aerospace market by seeking out new business in historically non-traditional places. In the past year, Space Florida recruited, retained and expanded 21 space and aerospace-related companies and more than 3,480 jobs.

Space Florida's business development opportunities continue to grow the state's commercial space industry and other aerospace-related sectors through various innovation accelerators, financing capabilities and spaceport improvement program activities.



Blue Origin's New Glenn Orbital Launch vehicle program launch, manufacturing and support facility in Florida.

◆◆ SECOND BLUE ORIGIN FACILITY PLANNED FOR FLORIDA ◆◆

In 2015, Blue Origin announced that it had selected Florida as the site for the launch, manufacturing and support facilities for its New Glenn Orbital Launch vehicle program. As the Phase One 750,000-square foot, \$250 million facility nears completion, the company has entered into a new agreement with Space Florida to build an additional \$60 million facility nearby, which will handle the testing and refurbishment of New Glenn. The new Blue Origin Rocket Testing and Refurbishment Facility will create approximately 50 jobs with estimated annual wages of \$89,000. The growing Florida aerospace industry is amplified in this second wave of development in the region thanks to the investments by Space Florida and the continued support of Governor Scott.

FLORIDA-ISRAEL INNOVATION PARTNERSHIP FIFTH ROUND CALL FOR PROJECTS

The Florida-Israel Aerospace Innovation Partnership celebrated its fifth anniversary, with Governor Scott leading a Florida delegation to Tel Aviv in December 2017. Discussions that took place during the Governor's initial mission to Israel in December 2011 led to the partnership between Florida and Israel.

In October 2013, Florida and Israel created a \$2 million recurring joint fund to support research, development and commercialization of aerospace and technology projects that benefit both Israel and Florida. The selected Florida companies are required to match the DEO funding provided through Space Florida on at least a dollar-for-dollar basis. Several participating Florida companies made the journey to Israel, including Semplastics (Oviedo), Vision Engineering (Merritt Island), Micro Aerospace Solutions (Melbourne), General Capacitor (Tallahassee) and Harris Corporation (Palm Bay), and were recognized by Governor Scott for their contributions to the program.



◆◆ **MADE IN SPACE FINANCING AGREEMENT & LAUNCH** ◆◆

Made In Space Fiber Optics payload and Japanese astronaut Norishige Kanai aboard the International Space Station.

The financing arrangement forged between Space Florida and Made In Space, Inc. (MIS) in 2017 was a first of its kind. It broke new ground in how space assets can be financed and collateralized by lenders and paved the way for expanded commercial financing in the industry. Founded in California, MIS operations have expanded successfully to Florida and extended its track record of strong revenue growth and technological innovation over the past year as well as growing its contract backlog.

Through the Space Florida supported optical fiber manufacturing program, MIS produced the first exotic optical fiber in Low Earth Orbit. MIS believes that the manufacture of optical fiber and other space enabled materials will be the foundation of sustainable commercial activity in Low Earth Orbit. MIS also made significant progress in the development and market adoption of its Archinaut in-space manufacturing and assembly technology. Through development work with NASA MIS has, for the first time, demonstrated manufacturing and assembly of large structures in a space-like environment. This is a key milestone for in-space manufacturing of satellite systems. Operational missions for the U.S. Department of Defense and civil space customers are now in development.

SPACE FLORIDA PERFORMANCE MEASURES FOR FISCAL YEAR 2017-2018

PERFORMANCE MEASURES	FY 17-18 MEASURES	FY 17-18 METRICS ACHIEVED
Annual number of jobs created, recruited and/or retained	1,000	3,480
Annual number of companies recruited, retained and/or expended	15	21
Annual growth in investment by aerospace-related entities in Florida	2%	3.52%
Annual number and amount of funding for research projects, partnerships and grants supported	30/\$2M	42/\$11M
Number of strategies in the <i>Florida Strategic Plan for Economic Development 2018-2023</i> being implemented by Space Florida	22	27

More information about Space Florida may be found at SpaceFlorida.gov
 A copy of Space Florida’s annual report may be found at SpaceFlorida.gov/about/annual-reports

REQUIRED REPORTS

BLACK BUSINESS LOAN PROGRAM

In 2007, the Florida Legislature enacted the Florida Black Business Investment Act, establishing the Black Business Loan Program. The program provides capital to eligible black business enterprises that cannot obtain capital through conventional lending institutions but could otherwise compete successfully in the private sector. Eligible recipients may qualify to receive loans, loan guarantees or make investments. Technical assistance is also provided to black enterprises that are seeking help to start a business.



FLORIDA A&M UNIVERSITY FEDERAL CREDIT UNION

Executive Director Cissy Proctor congratulates Florida A&M University Federal Credit Union for being the first credit union to become a statewide administrator for the Black Business Loan Program. The Black Business Loan Program provides lending opportunities and technical assistance for the continued support of black-owned small businesses, stimulating economic growth and the creation and retention of jobs throughout the state.

BLACK BUSINESS LOAN PROGRAM PERFORMANCE MEASURES FOR FISCAL YEAR 2017-2018

PERFORMANCE MEASURES					
Fiscal Year	Number of BBIC*	BBIC* Contract Amounts	Total Appropriation	Number of Loans/ Loan Guarantees	Amount of Loans/ Loan Guarantees
2017-2018	2	\$1,112,500	\$2,250,000	25	\$1,005,288
2016-2017	2	\$1,125,000	\$2,250,000	56	\$1,808,058
2015-2016	2	\$1,125,000	\$2,250,000	66	\$2,663,305
2014-2015	1	\$2,225,000	\$2,225,000	12	\$153,631
2013-2014	6	\$370,833	\$2,224,998	24	\$660,679
2012-2013	7	\$278,125	\$1,946,875	64	\$2,134,111

More information about the Black Business Loan Program may be found at FloridaJobs.org/BBLP

*BBIC = Black Business Investment Corporations

FLORIDA UNIQUE ABILITIES PARTNER PROGRAM

In 2016, Senate President Andy Gardiner spearheaded legislation that created the Florida Unique Abilities Partner Program. This program recognizes businesses and organizations that employ individuals with disabilities, that contribute to local or national disability organizations or that contribute to the establishment of a program that advances the independence of individuals with disabilities.

The Florida Unique Abilities Partner Program was also designed to raise awareness of the economic and social benefits of employing individuals with unique abilities. Florida Unique Abilities Partners are giving a talented but untapped group of Floridians who want to work more opportunities to do so and diversifying and strengthening the state's economy. Their commitment sends a strong message to patrons and their local communities about the importance of supporting individuals with disabilities.



MIAMI CHILDREN'S MUSEUM

Executive Director Cissy Proctor traveled to Miami to visit the Miami Children's museum, a Florida Unique Abilities Partner. The museum contributes to Florida's strong economy by employing individuals with unique abilities. We are proud to see the positive effects of our Unique Abilities partnerships in cities across the state, including Jacksonville, Lakeland, Panama City and many others.

FLORIDA UNIQUE ABILITIES PARTNER PROGRAM PERFORMANCE MEASURES FOR FISCAL YEAR 2017-2018

PERFORMANCE MEASURES	FY 2017-2018 RESULTS
Business Designation Applications, Awards and Annual Certifications	
Number of applications and nominations received	26
Number of designations awarded	20
Number of annual certifications	117
Program Totals	
Number of applications and nominations received to date	151
Number of current Unique Abilities Partners	129
Number of Employers that are listed in the Employ Florida Marketplace system as Unique Abilities Partners	88

More information about the Florida Unique Abilities Partner Program may be found at FloridaUniqueAbilities.org

FLORIDA MICROFINANCE LOAN PROGRAM

The Florida Microfinance Loan Program is intended to increase the availability of credit and financing for new businesses and small businesses that otherwise do not qualify for financing through traditional lending institutions. Eligibility for this program is limited to entrepreneurs and small businesses that employ 25 or fewer people and have generated average annual gross revenues of \$1.5 million or less per year for the preceding two years.

Funds for this program provide direct short-term, fixed-rate microloans to entrepreneurs and small businesses for start-up costs, working capital and the acquisition of materials, supplies, furniture, fixtures and equipment. Microloans cannot exceed \$50,000. The amount of state funds used in any microloan may not exceed 50 percent of the total microloan amount.

In 2017, the Florida Microfinance Loan Program closed 197 loans totaling more than \$2.9 million in gross loan dollars. More information about the Florida Microfinance Guarantee and Loan Programs may be found at FloridaJobs.org/Microfinance.



◆◆ NEW RESEARCH AND EDUCATION BUILDING AT JOHNS HOPKINS ◆◆

Executive Director Cissy Proctor toured the new Research and Education Building at the Johns Hopkins All Children Hospital with Johns Hopkins President and CEO Dr. Jonathan Ellen and Florida State Senator Jeff Brandes. The expansion of the hospital allows for the addition of a new lab and meeting space to continue providing translational research to improve health for children and foster innovation and progress as Florida's only accredited pediatric biorepository.

RURAL ECONOMIC DEVELOPMENT INITIATIVE

The Rural Economic Development Initiative (REDI) is an effort involving more than 17 state and regional agencies and organizations that help rural communities improve their economies, specifically in terms of personal income, job creation, average wages and a strong tax base. Additionally, REDI works with local governments, community-based organizations and private organizations that have an interest in the growth and development of these communities to balance environmental and growth management issues with local needs.

REDI is a large-scale collaborative effort of the following agencies and organizations:

- ◆ Agency for Health Care Administration
- ◆ CareerSource Florida Inc.
- ◆ Florida Department of Agriculture and Consumer Services
- ◆ Florida Department of Children and Families
- ◆ Florida Department of Corrections
- ◆ Florida Department of Education
- ◆ Florida Department of Environmental Protection
- ◆ Florida Department of Health
- ◆ Florida Department of Juvenile Justice
- ◆ Florida Department of State
- ◆ Florida Department of Transportation
- ◆ Enterprise Florida, Inc.
- ◆ Florida Fish and Wildlife Conservation Commission
- ◆ Florida Regional Planning Councils Association
- ◆ Institute of Food and Agriculture Sciences
- ◆ VISIT FLORIDA
- ◆ Water Management Districts (Northwest Florida, Suwannee River, St. Johns River, Southwest Florida and South Florida)

The Governor may, by executive order, designate up to three rural areas of opportunity as recommended by REDI, which will establish these areas as priority assignments for REDI. This also allows the Governor, acting through REDI, to waive criteria, requirements or similar provisions of any economic development incentive. REDI agencies and other REDI organizations may waive or reduce program match requirements and provide preferential awards to rural or Rural Areas of Opportunity counties and communities or provide other financial or technical assistance. More information about the Rural Economic Development Initiative may be found at FloridaJobs.org/REDI.



◆◆ 12 COUNTIES INITIATIVE ◆◆

DEO leadership traveled to 12 designated counties to understand their economic challenges and discuss the assistance DEO and other state agencies could provide to enhance their local economic growth.

Governor Scott challenged DEO to support the counties in Florida that had not experienced the same economic prosperity as other counties throughout the state. In May 2018, DEO began a series of roundtable discussions with Calhoun, Citrus, Gadsden, Glades, Hendry, Highlands, Hernando, Indian River, Marion, Putnam, Sumter and Taylor counties. At each event, leadership from multiple state agencies, CareerSource boards, local government and business and community leaders discussed economic goals and resources available to achieve those goals. DEO is committed to improving Florida's economy and increasing job opportunities for all Florida residents.

RURAL ECONOMIC DEVELOPMENT INITIATIVE RURAL AREA OF OPPORTUNITY (RAO) AND RURAL COUNTY STATISTICS

COUNTY	AMOUNT OR VALUE	JOBS CREATED OR RETAINED	PREFERENTIAL AWARD	WAIVER GRANTED	TOTAL # OF FUNDING EVENTS AND/OR TECHNICAL ASSISTANCE
North West RAO					
Calhoun	\$1,863,255	0	4	13	24
Franklin	\$3,250,456	15	4	20	24
Gadsden	\$14,480,265	67	9	32	60
Gulf	\$1,307,979	0	3	14	17
Holmes	\$3,394,228	0	7	10	23
Jackson	\$28,083,280	187	9	36	69
Liberty	\$9,923,791	45	2	10	20
Wakulla	\$3,461,480	15	2	28	38
Washington	\$16,239,597	4	5	15	32
Freeport, north of Choctawhatchee Bay and Intercoastal Waterway	\$1,451,689	0	2	4	7
Multi-County Awards	\$1,922,438	6	2	0	2
Total	\$85,378,458	339	49	182	316
North Central RAO					
Baker	\$16,049,215	35	1	12	17
Bradford	\$5,268,328	0	4	24	40
Columbia	\$8,127,596	50	2	45	71
Dixie	\$5,894,252	65	4	16	24
Gilchrist	\$3,572,731	0	2	4	7
Hamilton	\$17,380,270	33	3	19	22
Jefferson	\$2,841,106	0	3	12	21
Lafayette	\$1,903,257	0	2	6	10
Levy	\$10,760,806	0	8	27	49
Madison	\$5,448,785	6	4	14	26
Putnam	\$8,105,930	2	7	44	86
Suwannee	\$19,219,736	0	4	29	50
Taylor	\$6,575,945	0	4	16	25
Union	\$2,764,163	0	6	9	18
Multi-County Award	\$2,262,125	6	2	1	3
Total	\$116,174,245	197	56	278	469
South Central RAO					
DeSoto	\$3,920,990	0	4	41	80
Glades	\$3,410,507	43	3	16	34
Hardee	\$6,901,490	8	3	14	30
Hendry	\$12,225,524	1	6	18	39
Highlands	\$7,499,345	11	8	89	163
Okeechobee	\$21,353,419	0	1	34	65
Belle Glade	\$3,923,163	1	3	8	11
Pahokee	\$1,691,732	0	1	2	3
Immokalee	\$2,806,249	0	0	4	4
South Bay	\$25,500	3	1	1	2
Multi-County Awards	\$2,549,429	30	0	0	0
Total	\$66,307,348	97	30	227	431
Grand Total for Designated RAOs	\$267,860,051	633	135	687	1216
Non-RAO Rural Counties & Communities					
Flagler	\$11,765,088	17	3	11	14
Nassau	\$25,131,929	31	5	14	19
Walton	\$11,515,260	861	2	34	37
Rural Communities Not Located in a Designated Rural County	\$13,984,131	84	3	1	4
Multi-County Awards	\$1,186,423	12	0	0	0
Total	\$63,582,831	1005	13	60	74
Grand Totals	\$331,442,882	1638	148	747	1290

FLORIDA ENTERPRISE ZONE PROGRAM

The Florida Enterprise Zone Program offered corporate and sales tax credits to businesses located in enterprise zones for hiring residents of the zones and sales tax refunds for building materials and business equipment purchased for use in the zone. The Florida Enterprise Zone Program expired on Dec. 31, 2015.

ECONOMIC GARDENING

The Economic Gardening Business Loan Pilot Program had an objective to stimulate investment in Florida's economy by providing loans to expanding and "second stage" businesses in the state. This program is no longer lending funds and has not been funded since 2013.





PREPARE

Is your business ready for an emergency? Learn how to prepare your business before a disaster strikes.



RESPOND

The state's emergency response team is ready to help Florida's private sector before, during and after a disaster.



RECOVER

The state is partnering with local governments and federal agencies to ensure every county across Florida rebuilds stronger than before.

◆◆ FLORIDADISASTER.BIZ ◆◆

It is important for all Floridians to have a plan when disasters hit, especially our businesses. FloridaDisaster.biz is not just a recovery effort, but a tool used for preparation to ensure resiliency and efficiency if a disaster hits. DEO continues to support businesses across the state to make sure that our economy and job market remains stable, even when we are faced with a disaster. This website delivers critical information and resources to businesses so that they can make informed decisions for themselves, their employees and their customers in the wake of a disaster. Features of the website include a disaster planning toolkit, critical disaster updates from the State Emergency Operations Center and a Business Damage Assessment Survey for post-disaster recovery.



FLORIDA DEPARTMENT *of*
ECONOMIC OPPORTUNITY

Florida Department of Economic Opportunity

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FloridaJobs.org