

ANNUAL REPORT 2015-2016



FLORIDA DEPARTMENT *of*
ECONOMIC OPPORTUNITY



Florida Welcomes Record Number of Visitors

Governor Rick Scott announced in February that Florida set another record in tourism by welcoming 105 million visitors in 2015. This is the fifth consecutive record year for visitation to Florida, exceeding the previous high of 98.5 million in 2014 by 6.6 percent. The average number of direct travel-related jobs in 2015 was also a record high, with 1,199,200 Floridians employed in the tourism industry – up 53,400 or 4.7 percent over the same period last year.

Rick Scott
GOVERNOR



Cissy Proctor
EXECUTIVE DIRECTOR

November 1, 2016

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

The Honorable Andy Gardiner, President
Room 412, Senate Office Building
404 South Monroe Street
Tallahassee, Florida 32399-1100

The Honorable Steve Crisafulli, Speaker
Room 420, House Office Building
402 South Monroe Street
Tallahassee, Florida 32399-1300

Dear Governor Scott, President Gardiner and Speaker Crisafulli:


Since 2011, when the Florida Department of Economic Opportunity was created, we have championed the policies our Governor and Legislature have put in place to ensure that Florida is the best state for individuals to get a good job, start a new business or grow their company. Over the past year, the agency has continued to streamline our processes, improve relationships with businesses and our partners across the state and build upon the state's successes over the past five years.

Each month, our private-sector businesses continue to create more jobs. New residents are moving here at a rate of more than 1,000 each day. We are leading the nation in job growth, labor force increases and GDP growth. Florida is the place to live the American Dream.

Over the next year, we plan to move the agency forward, turning a proactive view toward the state's workforce, businesses and communities. This integration will assist the agency in meeting our vision for Florida to have the nation's top-performing economy and be recognized as the world's best place to live, learn, work, play and do business.

I am pleased to submit to you the Florida Department of Economic Opportunity's annual report for fiscal year 2015-2016. If you have any questions about this report or would like to receive any additional information, please contact me.

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

In the past five years, Florida has undergone a remarkable transformation after experiencing one of the worst downturns in the nation during the recession. Thanks to Gov. Rick Scott and the Legislature's commitment to job creation and the pursuit of pro-growth policies, Florida's economy has recovered with strength and certainty. Since 2010, more than 1 million families have been empowered to get on a path to financial security and stability. Communities across the state are blossoming as new buildings rise, companies grow and empty homes fill with a steady stream of new residents.

Throughout 2015 and into 2016, Florida's employment continued to grow faster than its three peer states: California, Texas and New York. Industries supporting global trade, logistics, tourism, technology, professional services and health care lead Florida's economic expansion.

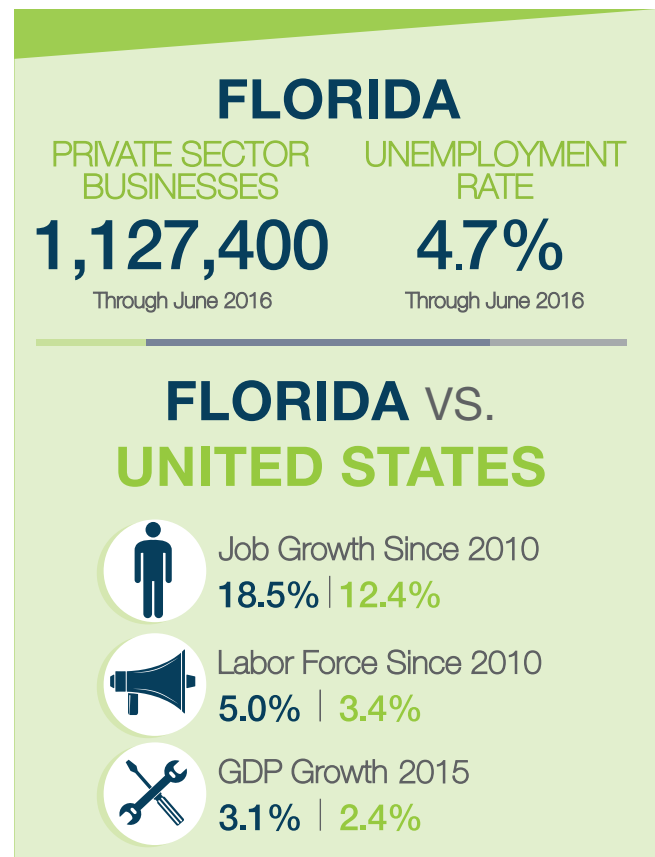
With a gross domestic product (GDP) of \$883 billion in 2015, Florida's economy is the fourth-largest in the U.S. and would rank 16th in the world if it were a country. With more than 13,000 new businesses created in 2015, the state's business creation is second in the nation. Florida's low cost of living helps to maintain its strong job market and global competitiveness. Florida welcomed more than 106 million visitors in 2015, including 15.3 million visitors from other countries.

Over the past five years, the state's unemployment rate has been cut by more than half, and today sits below the national rate. Since December 2010, Florida's private-sector jobs and labor force have increased more than the nation's, and our GDP growth beat the nation last year. Across the country, people know that Florida is the best place to get their dream job.

Expanding job markets and the availability of skills-based training are enabling Florida workers to achieve greater financial stability for themselves and their families. High school and college graduation rates are continuing to climb, and investments in Florida's workforce system continue to connect jobseekers with the nearly 250,000 jobs currently available across the state.

Florida is doing a great job giving private-sector businesses the tools they need to create opportunities for families to improve their economic conditions and build a brighter future. This exploding job growth is also improving incomes. In the last year, wages have risen across the state because our economy has continued to diversify.

At the Florida Department of Economic Opportunity, we're working to create an environment that generates new business. While it's important to continue our efforts to attract businesses from other areas, and to grow businesses already in Florida, we must remain committed to fostering new innovation within our economy. We want to continue helping problem-solvers and entrepreneurs link up with investors and business leaders to launch new businesses. By growing existing businesses in Florida, attracting businesses to the state and creating new, innovative enterprises here, we can ensure a strong economy for our future.



DEO Accomplishments 2015-16

Since its creation in 2011, DEO's mission has been to focus on the state's workforce, economic and community development holistically, with strong connections between workforce training, economic development and communities. In the last five years, DEO has been very successful in its coordinated approach to economic development, which is clearly paying off in strong economic growth all across the state.

This year, we have continued streamlining and integrating these areas to improve relationships with the individuals, communities and businesses we serve and ensure Florida's competitive business environment continues to thrive. Some of the past year's accomplishments include:

- ▶ Reducing unemployment taxes for Florida businesses to a minimum rate of \$7 per employee. During the recession, these rates were as high as \$120.80 per employee. This allows businesses to reinvest those savings in their businesses, their employees and their communities.
- ▶ Sustaining one of the healthiest Unemployment Compensation Trust Funds in the country. Florida has turned this fund around from owing \$2.3 billion to the federal government to currently being funded at \$2.5 billion in June 2016.
- ▶ Facilitating collaboration among colleges, universities and businesses at the state's first Degrees to Jobs Summit. This summit provided great insight to Florida's educational institutions and businesses alike and provided a pathway to partnership to ensure Florida's students are ready for a career on day one in the workforce.
- ▶ Providing on-the-ground disaster assistance and working with partners across the state to provide business assistance in the wake of major disasters, including flooding in Tampa, the Lake Okeechobee algae blooms, the Pulse nightclub shooting, Hurricane Hermine and Hurricane Matthew.
- ▶ Fighting fraud in the Reemployment Assistance program to save taxpayers more than \$440 million. The agency was also presented with the National Association of State Workforce Agencies State Excellence Award for Leadership for its innovative identity theft fraud prevention program.



ADP EXPANDS IN FLORIDA

ADP announced this year the company is locating new offices in Orange County and creating 1,600 new jobs. The company will invest more than \$28 million in the local community. ADP is a comprehensive global provider of cloud-based solutions that unite human resources, payroll, talent, time, tax and benefits administration. ADP serves more than 610,000 clients of all types and sizes around the world. To help this expansion take place, DEO partnered with Enterprise Florida, the Orlando Economic Development Commission, Orange County, the City of Maitland, CareerSource Central Florida and Duke Energy.

- ▶ Collaborating with the CareerSource Florida network to host almost two dozen “Paychecks for Patriots” events across the state, providing job opportunities to hundreds of veterans.
- ▶ Developing a website specifically for small business assistance. This one-stop website provides small businesses quick and easy access to the services DEO offers.
- ▶ Launching the Employ Florida app to allow jobseekers to connect with one of the country’s largest job banks from wherever they may be. The app provides access to more than 200,000 job ads from more than 130,000 businesses at your fingertips.
- ▶ Welcoming more than 350 students and parents to the 2016 Take Our Daughters and Sons to Work day event at the Florida Capitol, where children learned from more than 20 exhibits about the many careers available across Florida.



TAKE OUR DAUGHTERS AND SONS TO WORK DAY

In April, DEO welcomed more than 350 children, parents and mentors to the 2016 Take Our Daughters and Sons to Work Day event at the Florida Capitol. Children joined their parents to tour more than 20 exhibits from a wide variety of organizations, while participating in interactive, hands-on activities and learning about the many career opportunities available to them in the Sunshine State. Throughout the day, attendees participated in interactive exhibits from educational institutions, organizations and state agencies highlighting the importance of education and growing employment fields in the state. Students were able to not only shadow their parents, but gain exposure to a diverse range of career options.

Opportunities and Recommendations

The vision, goals and objectives for economic development in Florida are defined in the *Florida Strategic Plan for Economic Development* and were recently published in detail in the *DEO Agency Review for 2011-2016*. In addition, DEO is implementing the recommendations below to ensure every Floridian has the chance to live the American Dream:

- ▶ Provide increased employment opportunities for individuals receiving Temporary Assistance for Needy Families, veterans and individuals with disabilities to provide them with self-sufficiency.
- ▶ Reduce unemployment rates in 12 specific Florida counties by fueling job creation and job opportunities.
- ▶ Increase job placements with career center contacts.
- ▶ Partner with colleges and universities to increase connections with businesses to ensure that every individual in Florida who graduates is ready for a career.
- ▶ Prevent fraudulent Reemployment Assistance claims to safeguard taxpayer dollars and protect Floridians from identity theft.
- ▶ Streamline processes that assist with job creation to help cities and counties create jobs more quickly.
- ▶ Expedite quality contracts to safeguard taxpayer dollars and provide counties and cities funding for job creation.
- ▶ Increase return on investment for DEO programs to improve job opportunities and quality of life in local communities.
- ▶ Implement technology improvements to improve services and reduce the burden on taxpayers.
- ▶ Increase jobs created since 2010 by 1.5 million to a total of 7.6 million employed in Florida.



Institute for the Commercialization of Public Research

The Florida Institute for the Commercialization of Public Research, through the DEO funded Florida Technology Seed Capital Fund, provided initial seed capital funding in April of 2015 to Intelligent Retinal Imaging Systems (IRIS), a Pensacola-based think tank with a vision to save sight for millions of people through the development and implementation of screening services that enhance preventative care for diabetic retinopathy. The IRIS team has been described as one of the most capable healthcare IT think tanks in the United States with a track record of developing breakthrough IT and practice management services that have the potential to broadly impact the U.S. healthcare landscape. Through its clinical partnerships, tens of thousands of patients have been screened. The company received the prestigious 2016 New Product Innovation award in Diabetic Retinopathy in North America by Frost & Sullivan.

Domi Station

Executive Director Cissy Proctor joined “Women Wednesday” at Domi Station to meet with women entrepreneurs in Tallahassee. Domi Station supports technology-driven startups by accelerating startup growth and providing a network of mentors, investors and collaborators to help the companies succeed.



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. CareerSource Florida, Inc., the Florida Tourism Industry Marketing Corporation (VISIT FLORIDA) and Space Florida.

Enterprise Florida, Inc.

Enterprise Florida (EFI) serves as the principal economic development organization for the state. Its role is to provide leadership for business development in Florida by aggressively marketing the state as the world's prime location for business creation, expansion and retention. EFI was established in 1996 as a partnership between Florida's business and government leaders. EFI collaborates with DEO and other partners to facilitate private-sector job growth through recruitment and retention, international trade and exporting, promotion of sporting events and capital funding programs to assist small and minority businesses.

The goal of EFI is to promote Florida as a premier business destination to a targeted audience of corporate decision makers and site selectors and encourage them to select the state for their next location, relocation or expansion project. EFI is the state's primary entity for trade and export development, supporting more than 60,000 Florida exporting businesses. The organization also supports small and minority businesses through its capital programs in partnership with DEO. Another key aspect of EFI's responsibilities is the large-scale marketing and promotion of Florida's competitive business environment. In January 2016, EFI launched a new campaign, "Florida – The Future is Here," to promote the state as the nation's premier business destination.

The Florida Sports Foundation, part of EFI, assists Florida communities with securing, hosting and retaining sporting events and sports-related businesses that generate significant economic impact and sports tourism for the state through grant programs, legislative initiatives and industry partner services, recognition and development.



**BOUNDLESS
MARKETS**

**WITH 15 DEEPWATER PORTS, INCLUDING A SUPER POST-PANAMAX PORT,
FLORIDA WILL OPEN UP A WHOLE NEW WORLD FOR YOUR BUSINESS.**

Success today requires global access. And no other state can expand your reach like Florida. We offer one of the most extensive multi-modal transportation systems in the world, and we are home to one in five U.S. exporters. Because when your business can be everywhere, there's no limit to how far you can take it. Discover what a future in Florida means for your business at floridathefutureishere.com.

FLORIDA | THE FUTURE IS HERE™

Enterprise Florida, Inc. Performance Measures for State Fiscal Year 2015-2016

PERFORMANCE MEASURES STATE FY 2015-2016	TOTAL	PERFORMANCE STANDARDS
1. Business Development: Proposed Job Creation		
Total number of proposed jobs to be created by businesses assisted by Enterprise Florida, Inc.	28,919	27,500*
In rural communities.	523	800
In distressed urban communities.	749	2,300
By international businesses.	1,573	1,400
By small (<500 employees) and/or minority businesses.	14,355	12,000
With incentives.	6,946	18,000
2. International Trade		
Number of Florida based businesses assisted by Enterprise Florida, Inc. for international trade.	2,758	2,250
Number of companies with export sales attributable to activities conducted by Enterprise Florida, Inc.	339	215
Amount (US dollar value) of projected export sales attributable to the activities conducted by Enterprise Florida, Inc.	\$911,480,000	\$675,000,000
3. Marketing Florida		
Web traffic to EFI's website overall traffic in visits.	383,174	250,000
Positive Media Hits.	1,460	500
Total Social Media channel followers.	21,171	21,000
4. Minority and/or Small Business, Entrepreneurship and Capital		
Number of businesses that received financial assistance.	109	45
Amount of funds invested.	\$10,179,000	\$17,000,000
5. Enterprise Florida- General		
Satisfaction of businesses served with investment or trade assistance provided by Enterprise Florida.	97%	95%
Number of strategies in the <i>Florida Strategic Plan for Economic Development</i> being implemented by Enterprise Florida.	11	11
Response rate for Business Development/International Trade Development customer satisfaction survey.	34%	30%
6. Florida Sports		
Economic contributions to communities as a result of hosting Florida's Senior State Games and Sunshine State Games Championships.	\$8,792,444	\$7,000,000
Number of participants (athletes and families) competing in and attending Florida's Senior State Games and Sunshine State Games Championships.	52,359	40,000
Economic contributions from Florida Sports Foundation sponsored sporting event grants.	\$633,871,688	\$200,000,000
Number of attendees at the sponsored grant events.	636,071	300,000

*The job creation numbers below comprise duplicated accounts and represent selected subsets of this total. They will not add up to this total. More information about EFI may be found at <http://www.enterpriseflorida.com>. A copy of the most recent EFI annual report may be found at: <http://www.enterpriseflorida.com/wp-content/uploads/EFI-Annual-Report-2015-Final.pdf>

FLORIDA SPORTS FOUNDATION

Last year, the Florida Sports Foundation awarded 127 grants that produced more than \$600 million in out-of-state and international economic impact. Through its grant programs, the foundation brought 640,000 new visitors to Florida. Additionally, the Florida Sports Foundation supported communities by partnering with local sports commissions to host 21 NCAA championships in the state during the fiscal year. The NCAA Men's Frozen Four, the semi-final college football playoff game, the Women's Basketball Final Four and the Masters National Swim championships are just a sample of the events the Florida Sports Foundation assisted in bringing to the state.





Florida Ports Boost Economy

Florida's 15 public seaports play a critical role in the lives of our citizens and continue to drive Florida's economy. Currently, Florida seaports generate more than 680,000 direct and indirect jobs and contribute \$96 billion in economic value to the state through cargo and cruise activities. Florida maritime activities account for approximately 13 percent of Florida's Gross Domestic Product while contributing \$2.4 billion in state and local taxes. The state of Florida continues to invest in infrastructure, improve the business climate and above all, seize the opportunity to become a global hub, capturing an even larger share of international trade and related commercial activities.

CareerSource Florida, Inc.

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, including the following Florida agencies: the Department of Children and Families, DEO, the Department of Education, the Department of Elder Affairs and the Department of Juvenile Justice.

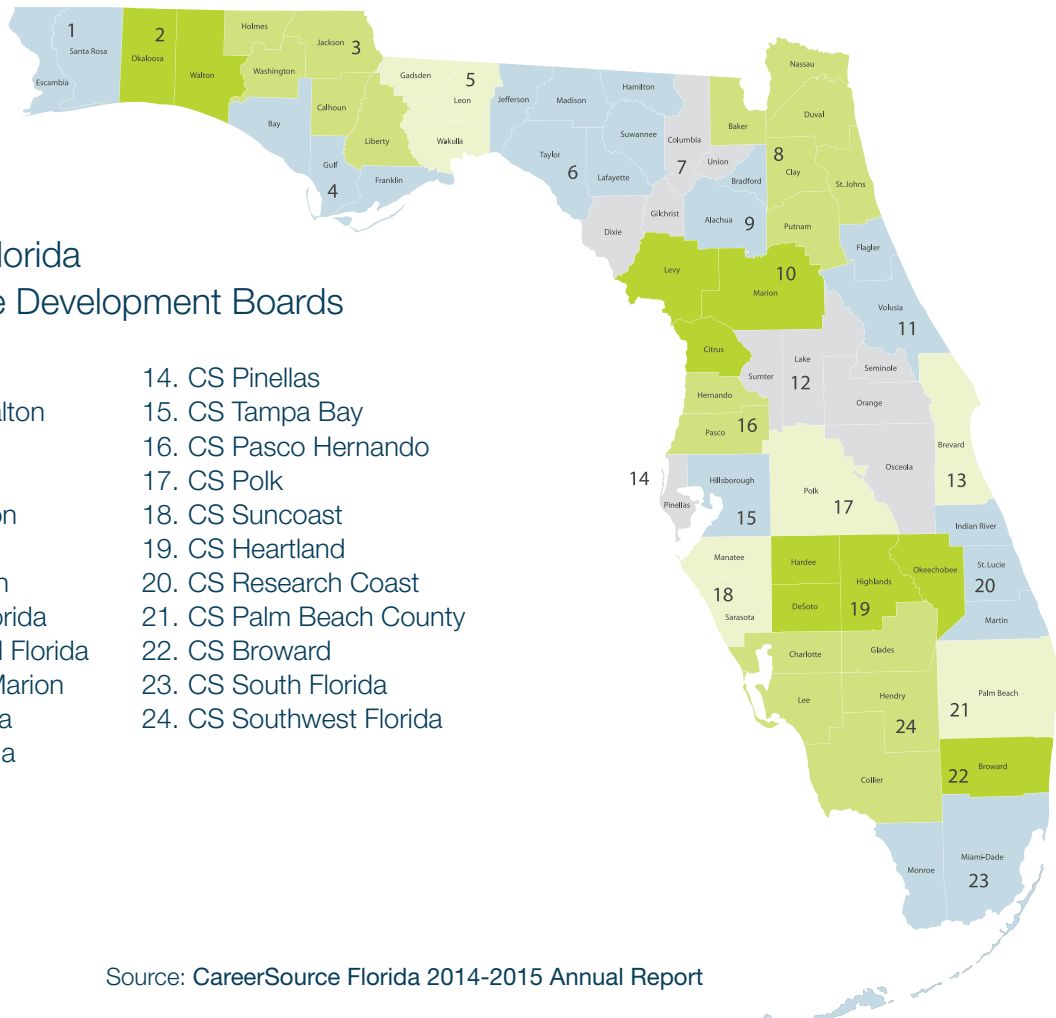
DEO partners with CareerSource Florida and the state's 24 local workforce development boards to strengthen Florida's business climate by supporting employers and helping Floridians gain employment, remain employed and advance in their careers. The network assisted almost 400,000 Floridians who were reported last year to have gained employment.

The network is continuing its strong focus on Florida businesses by remaining firmly committed to expanding business engagement at both the state and local levels. Network-wide, 80,728 businesses were served last year, receiving assistance such as help with recruiting, screening and hiring. A \$7 million federal grant in 2015 is helping to build the pipeline for training and employment, as well as supporting growth in the healthcare and advanced manufacturing industries through regional sector strategies.

CareerSource Florida Local Workforce Development Boards

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

Source: CareerSource Florida 2014-2015 Annual Report



CareerSource Florida, Inc.

The Healthcare Workforce Initiative

Florida's Healthcare Workforce Initiative began in 2014 with the purpose of:

- ▶ Identifying gaps in healthcare workforce supply and demand data and designing a collection system to effectively analyze data at the state and regional level.
- ▶ Developing strategies for recruitment and retention of healthcare workers, including critical need areas across all health professions.
- ▶ Identifying emerging workforce roles, such as in healthcare informatics and, developing a method to educate the current workforce regarding value-based care.



FOCUS ON HEALTHCARE AND MANUFACTURING

CareerSource Florida and the Florida Department of Economic Opportunity were awarded a two-year Sector Partnership National Emergency Grant in June 2015 to build on Florida's sector strategies for healthcare and advanced manufacturing – two sectors important for Florida's future economic growth. Ten local workforce boards are convening industry-specific councils of business, education and other leaders to identify current and future workforce needs for both the healthcare and advanced manufacturing sectors. The goal of the initiative is to build regional talent pipelines, address skills gaps and create meaningful career pathways for a range of workers.

Under the direction of the Statewide Florida Healthcare Workforce Leadership Council, this sector strategy approach was established to develop and continue an essential business feedback loop to ensure Florida's workforce network has a deep understanding of and is responsive to the talent needs of the state. Due to recent transformations of the healthcare delivery system and payment models influencing the direction, talent required and structure of healthcare organizations, a study was performed and a report – *Emerging & Evolving Roles and Occupations within the Healthcare Industry: Florida's Perspective* – was published. The report discusses emerging and evolving roles and occupations within the healthcare industry in Florida.

The goals of the Healthcare Workforce Initiative include:

- ▶ Developing the talent pipeline.
- ▶ Influencing policy.
- ▶ Forecasting workforce needs.
- ▶ Addressing recruitment and retention.
- ▶ Identifying educational needs.
- ▶ Optimizing skill development.

CareerSource Florida, Inc.

The Advanced Manufacturing Initiative

This three-year initiative, begun in 2014, is promoting business growth by better connecting Florida's advanced manufacturers to existing public and private resources essential for increased competitiveness and profitability, which includes leveraging the workforce and talent development assets within the state. The Center for Advanced Manufacturing Excellence (CAME) through FloridaMakes serves as the Advanced Manufacturing Workforce Leadership Council and coordinates with Florida's Regional Manufacturing Associations, which together drive business-led improvements in talent delivery.

This initiative:

- ▶ Promotes advanced manufacturing business growth.
- ▶ Better connects Florida's advanced manufacturers to existing public and private resources.
- ▶ Leverages the workforce and talent development assets within the state.
- ▶ Creates a new sector strategy approach for advanced manufacturing.
- ▶ Creates an essential business feedback loop to ensure a robust Florida workforce network.
- ▶ Develops solutions for the advanced manufacturing talent delivery system.
- ▶ Establishes how grants have impacted the talent pipeline in the last three to five years.

The initiative's results include:

- ▶ A Florida Advanced Manufacturing Workforce Leadership Council was established within CAME.
- ▶ Manufacturing focus groups were held in 12 regions.
- ▶ Two problem-solving sessions with manufacturers and partnering organizations were held.
- ▶ Research was conducted to define the advanced manufacturing sector, identify core occupations and evaluate data points for the sector and how they are used for decision making.
- ▶ Preparation of a plan to analyze key manufacturing investments in Florida.
- ▶ Preparation of activities and findings with proposed action for subsequent years.



MANUFACTURING JOB FAIRS

The statewide manufacturing job fairs in Florida are a product of the growing partnership between CareerSource Florida, the Center for Advanced Manufacturing Excellence, the Florida TRADE Consortium and regional manufacturing associations to promote opportunities in the manufacturing sector and support the growth of this in-demand industry in our state. Manufacturers hosted booths and talked with jobseekers about openings and opportunities in their companies. This year's job fairs included more than 6,600 jobseekers and more than 930 employers.

Common Issues and employer needs are being identified and coordinated solutions are being developed for the advanced manufacturing talent delivery system. Year two services included:

- ▶ Updated Vision, Mission and Plan of Action (creation of value proposition that will drive greater industry participation).
- ▶ Action-oriented meetings with clear communications about the effort.
- ▶ Fully mine the data collected and supplement with shift-share analysis where needed. Identify top sub-sectors that will lead Florida forward.
- ▶ Focus on regional solutions, including considering for implementation Manufacturing Workforce Playbook solutions and year one priorities.
- ▶ Financial sustainability plan led by industry.
- ▶ Identification of Workforce Policy needs to be considered by CareerSource Florida Board.



FAMILY CAFÉ

The Family Café, an expo-style annual event held over several days each summer in Orlando, has been connecting Floridians with disabilities and their families with information, training and networking opportunities since 1998. CareerSource Florida became a primary sponsor of the Family Café three years ago to help connect jobseekers with disabilities and their families with employment resources and employers. This effort has provided a great opportunity to raise awareness of the employment and training resources available through the CareerSource Florida network. The 2016 Family Café drew more than 10,000 attendees. CareerSource Florida, DEO and several local workforce development boards provided on-site employment assistance and guidance.

CareerSource Florida, Inc., Performance for State Fiscal Year 2015-2016

Performance Measures	State FY 2015-2016 Results
Incumbent Worker Training Program	
Number of incumbent workers receiving training as a result of IWT Program Training.	4,253
Number of IWT Grant Awards to Businesses.	124
Quick Response Training Grant Program	
Number of individuals receiving customized training for new high-skill/high-wage jobs as a result of QRT Program Training.	9,524
Number of QRT Grant Awards to Businesses.	50
Florida Strategic Plan for Economic Development Implementation	
Number of Florida Strategic Plan for Economic Development strategies implemented.	18

More information about CareerSource Florida may be found at <http://careersourceflorida.com>. A copy of CareerSource Florida's most recent state annual report may be found at: <http://careersourceflorida.com/about-us/reports-and-publication/>



United Technologies Expands

Gov. Rick Scott and Executive Director Cissy Proctor joined United Technologies Corp. as it broke ground in May on its \$115 million headquarters and building innovation showcase facility that will create hundreds of jobs in Palm Beach Gardens. The 224,000-square-foot complex allows the company to show buildings can be built safely and efficiently by integrating its technology brands and will feature displays of high-efficiency air conditioning systems, security and fire safety systems, glass-enclosed models of working elevators and escalators and systems that monitor building energy use and security. It will have a 30,000-square-foot customer experience center and a 350-seat conference room to demonstrate its technologies.

Making Florida First for Manufacturing

Engineers at Mastercut Tool Corp. in Tampa use high-tech manufacturing equipment to create unique performance rotary cutting tools for a variety of commercial uses. Mastercut Tool is one of thousands of Florida manufacturers that have benefitted from the manufacturing equipment tax cuts championed by Gov. Rick Scott.



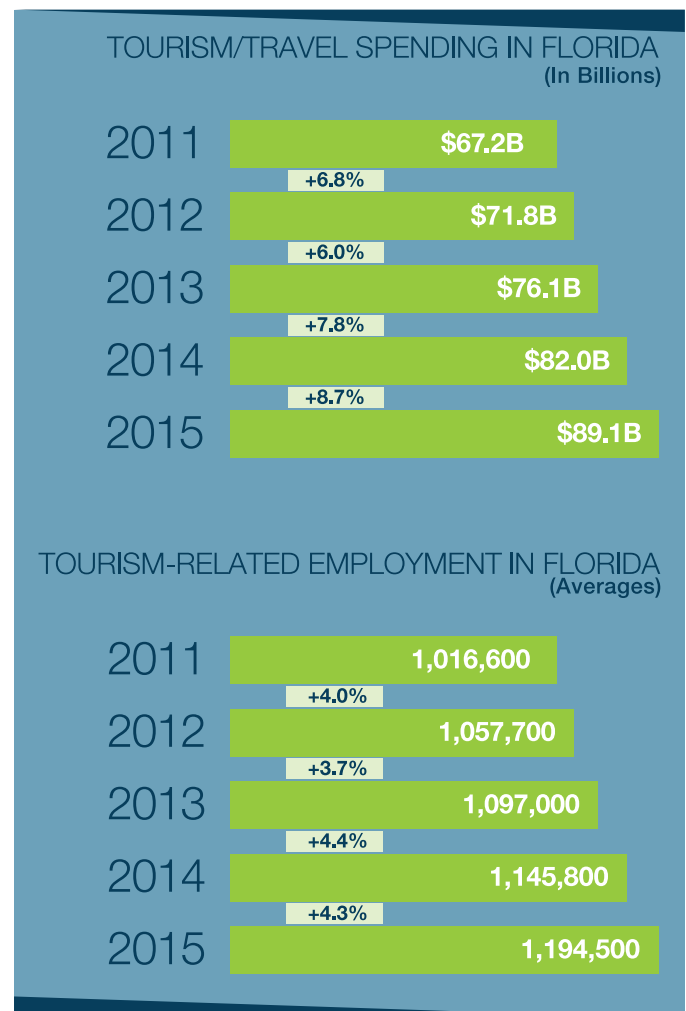
VISIT FLORIDA

The Florida Tourism Industry Marketing Corporation, DBA 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 not a government agency, but 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 Disney Destinations, the HERTZ Corporation, LEGOLAND Florida Resort, SeaWorld Parks & Entertainment, 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.

Last year, Florida set a record by welcoming 106.6 million visitors. More than 91.3 million were out-of-state domestic travelers and 15.3 million came to the Sunshine State from a record 190 countries. Based on these figures, one in every five international visitors to the U.S. came to Florida. On any given day, Florida has 1.9 million visitors, more than the number of people who live in 13 different states and the District of Columbia.

Tourism-related spending continues to grow as well. In 2015, tourists and travelers spent \$89.1 billion in Florida, about \$244 each day. This spending contributes \$5.3 billion in sales tax, allowing Florida to reinvest this funding to improve the quality of life for visitors and residents alike.



Source: VISIT FLORIDA 2016-2017 Marketing Plan

VISIT FLORIDA

VISIT FLORIDA and its industry partners hailed the start of the 2016 summer season on Twitter by partnering with the #SummerStartsNow campaign, which allowed VISIT FLORIDA and its partners to “own summer” in a shared brand landscape. The campaign showcased Florida’s diverse destinations, world-class attractions, award-winning accommodations and off-the-beaten-path activities through a series of tweets that showed people how to rule summer. Snorkeling in 72-degree natural springs. Airboating in the Everglades. Fawning over baby cheetahs. In the two-week span, Florida earned 98.7 million impressions with 691,000 engagements and 24,500 uses of #SummerStartsNow.



VISIT FLORIDA Performance Measures for State Fiscal Year 2015-2016

Performance Measures	State FY 2015-2016 Results	State FY 2015-2016 Standards
Annual percentage of domestic visitors to Florida influenced by VISIT FLORIDA's primary marketing programs.	46%	30%
Annual share of domestic vacation trips.	16%	15%
Annual share of international visitor spending.	20%	20%
Maintain annual market share in traditional feeder markets.	23%	20%
Growth in annual market share in emerging markets.	16%	17%
VISIT FLORIDA Marketing Activities:		
• Total number of individual businesses actively participating in VISIT FLORIDA marketing activities.	12,177	12,000
• 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.	700/94%	600/90%
Total industry investment in VISIT FLORIDA programs.	\$140.5 million	\$70 million
Number of strategies in the <i>Florida Strategic Plan for Economic Development</i> being implemented by VISIT FLORIDA.	4	4

More information about VISIT FLORIDA may be found at: <http://www.visitflorida.org/>

A copy of VISIT FLORIDA's Annual Report may be found at: <http://www.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 industry within Florida's economic goals 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.

In 2015, Florida's aerospace-related entity growth in Florida exceeded expectations for the third straight year. Florida's aerospace industry includes search detection and navigation instrument manufacturing, aerospace product and parts manufacturing, and satellite communications. Florida's aerospace industry employs more than 140,000 individuals and has an annual revenue of \$19.2 billion.

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 alone, Space Florida was pleased to recruit, retain and expand 23 space and aerospace-related companies and more than 1,200 jobs averaging a \$76,357 annual salary. Space Florida's business development opportunities increased by 36 percent from the previous year as well. In addition, the number of financial deals facilitated by Space Florida nearly doubled in the past year, and the organization provided a total of 124 businesses with technical or financial related assistance.



ONEWEB

Space Florida announced this year that Florida is now a central part of OneWeb's mission to bring affordable internet access to the entire globe. OneWeb has a vision to connect all schools in the world, and the satellites that will make that vision a reality will be built at the Cape Canaveral Spaceport. OneWeb Satellites, a joint venture equally owned by OneWeb and Airbus Defence and Space, announced its decision to build a state-of-the-art manufacturing facility in Exploration Park. The move will result in the creation of 250 new jobs and a capital investment of \$85 million. OneWeb will deploy an innovative constellation of 900 satellites into medium Earth orbit. Leading a transformational shift in the way that spacecraft are integrated, OneWeb Satellites' factory will be the most advanced and highest-volume satellite production facility in the world, capable of producing 15 satellites per week at full capacity. Moreover, it will be the only satellite production facility co-located within a spaceport, eliminating the costly, time-consuming step of shipping sensitive satellite systems thousands of miles.

Space Florida Performance Measures for State Fiscal Year 2015-2016

Performance Measures	State FY 2015-2016 Results	State FY 2015-2016 Standards
Annual number of jobs created, recruited or retained by Space Florida.	1215	850
Annual number of companies recruited, retained and expanded by Space Florida.	23	10
Annual growth in investment by aerospace-related entities in Florida.	Estimated 2%	5%
Annual number and amount of funding for research projects, partnerships and grants supported by Space Florida.	62 Total \$1,747,500 Awards Expended \$28,964,939 Income Awards	27 / \$1.5 million
Number of strategies in the <i>Florida Strategic Plan for Economic Development</i> being implemented by Space Florida.	23	22

More information about Space Florida, including its annual report, may be found at: <http://www.spaceflorida.gov/about-us>



Blue Origin

This year, Blue Origin, established by Amazon CEO Jeff Bezos, selected Florida to build its launch, manufacturing and support facilities for the Orbital Launch Vehicle program. The project will create 330 new jobs and a capital investment of \$200 million in the region over the next five years. Space Florida anticipates the aerospace partner will provide more than \$90 million in additional investment at the manufacturing complex through 2018. Construction began in May 2016 and is anticipated to be completed in early 2018. Space Florida's Commercial Orbital Launch Site Complex Project for Blue Origin is a significant commercial space transportation infrastructure project at the Cape Canaveral Spaceport.

The project provides an emerging commercial launch capability that will position Florida to maintain a leadership role in the commercial space industry. Most notably, the project allows Blue Origin, a private-sector launch provider, to be the first to manufacture rockets in Florida. In addition to construction of the 600,000-square-foot rocket manufacturing facility, the historic Space Launch Complex 36 at Cape Canaveral Air Force Station will be completely redeveloped to host Blue Origin's launches. Launch Complex 36, Blue Origin's future home, was also home to 145 launches over 43 years that saw Mariner missions, Pioneer 10 and Surveyor 1.

REQUIRED REPORTS

Displaced Homemaker Program

The Displaced Homemaker Program is funded through the Displaced Homemaker Trust Fund, which is financed by a fee on marriage license applications and dissolution of marriage filings. The Trust Fund can also receive funds from other public or private sources. The Florida Displaced Homemaker Program is a state program designed to assist displaced homemakers — individuals who are not adequately employed and have been dependent on the income of another family member, but are no longer supported by such income. To qualify for the Displaced Homemaker Program, the individual must be 35 years of age or older, have worked in the home providing unpaid household services for family members or been dependent on federal assistance and has had difficulty in securing adequate employment.

During the 2015-16 program year, Florida enrolled 386 participants in the Displaced Homemaker Program. As the state fiscal entity, DEO is required to enter into contracts with public and nonprofit private entities. Those entities are then responsible for establishing multi-purpose, whole-person programs aimed at enhancing self-sufficiency through employment and training. The program assists participants to attain independence, economic security and self-sufficiency and include counseling, career interest and assessment testing, resume and job search assistance, career planning and placement services, interviewing and skills training and case management.

DEO has been working to increase the number of program contractors throughout the state. DEO monitors contract performance toward meeting participant enrollment, program completion and job placement numbers. In the 2015-16 fiscal year, the program met 83 percent of its projected enrollments, 77 percent of its projected program completions and 42 percent of its projected job placements. To further enhance the program and ensure the obtainment of projected goals with a focus on placement into employment, program contractors will provide training on the provision of career services and assistance in leveraging the resources of their local career centers.

The Displaced Homemaker Program was reinstated in April 2015. At that time, three contracts were awarded to the Centre for Women, Inc., Santa Fe State College and the Women's Resource Center of Sarasota County. To increase the statewide coverage and availability of the program, DEO initiated a new procurement for the 2015-16 program year. This procurement resulted in awards to two additional contractors, Deaf and Hard of Hearing Services of the Emerald Coast, Inc. and South Brevard Women's Center.

- ▶ The Centre for Women, Inc. serves Hillsborough and Pinellas Counties. In its second year of operations, the contractor was awarded \$260,467 to enroll 187 participants and place 42 of those participants in jobs. As of June 30, 2016, the contractor had enrolled 47 percent of its projected number of participants and placed 65 percent of its planned participants in jobs.
- ▶ Santa Fe State College serves Alachua, Bradford, Columbia, Gilchrist, Levy and Putnam Counties. In its second year of operations, the contractor was awarded \$165,915 to enroll 90 participants and place 42 of those participants in jobs. As of June 30, 2016, the contractor had enrolled 100 percent of its projected number of participants and placed 83 percent of its planned participants in jobs.
- ▶ The Women's Resource Center of Sarasota County serves Manatee and Sarasota Counties. In its second year of operations, the contractor was awarded \$87,136 to enroll 95 participants and place 95 of those participants in jobs. As of June 30, 2016, the contractor had enrolled 95 percent of its projected number of participants and placed 11 percent of its planned participants in jobs.
- ▶ Deaf and Hard of Hearing Services of the Emerald Coast, Inc. serves Escambia, Okaloosa, Santa Rosa and Walton Counties. In its first year of operations, the contractor was awarded \$102,012 to enroll 50 participants and place 26 of those participants in jobs. As of June 30, 2016, the contractor had enrolled 102 percent of its projected number of participants and placed four percent of its planned participants in jobs.
- ▶ South Brevard Women's Center serves Brevard County. In its first year of operations, the contractor was awarded \$54,000 to enroll 45 participants and place 15 of those participants in jobs. As of June 30, 2016, the contractor had enrolled 149 percent of its projected number of participants and placed 93 percent of its planned participants in jobs.

More information about the Displaced Homemaker Program may be found at:

<http://www.floridajobs.org/office-directory/division-of-workforce-services/workforce-programs/displaced-homemaker-program>

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. Enterprise zone incentives provided financial incentives to induce private investments in economically distressed areas in Florida. An enterprise zone is a specific geographic area targeted for economic revitalization based on factors such as population, poverty rate and economic distress. The Florida Enterprise Zone Program expired on December 31, 2015, and the Florida Department of Revenue issued a Tax Information Publication (No: 15ADM-04) to address how each specific Enterprise Zone incentive would be processed in respect to the December 31, 2015 expiration date. Performance data are reported in the Annual Incentives Report.

Because the program ended in December 2015, the most recent data available for this report are from fiscal year 2014-15 or when noted, from the calendar year. In 2014-15, 1,303 applications were approved by the Department of Revenue for a total of \$14.3 million in tax incentives.

Enterprise Zone Incentives Approved by the Department of Revenue

Enterprise Zone Incentives	FY 2014-2015 Approved Amounts	FY 2013-2014 Approved Amounts	FY 2012-2013 Approved Amounts	FY 2011-2012 Approved Amounts
Building Materials Sales Tax Refund	\$1,368,183	\$1,194,130	\$632,604	\$2,462,136
Business Equipment Sales Tax Refund	\$1,382,506	\$1,561,399	\$850,027	\$1,228,479
Jobs Corporate Income Tax Credit	\$2,906,695	\$4,237,163	\$4,663,263	\$4,455,624
Jobs Sales Tax Credit	\$7,674,158	\$6,831,758	\$7,035,555	\$7,887,040
Property Corporate Income Tax Credit	\$591,365	\$1,191,181	\$2,275,522	\$1,022,199
Sales Tax Exemption for Electrical Energy	\$376,994	\$751,485	\$842,710	\$900,476
Annual Totals	\$14,299,901	\$15,767,116	\$16,299,681	\$17,955,954

Enterprise Zone Impacts

State Fiscal Year	# New Businesses	# New Jobs Created	Businesses Receiving Technical Assistance	State Enterprise Zone Incentives Approved	Local Enterprise Zone Incentives Approved
2014/15	2,666	8,316	8,243	\$14,299,901	\$11,720,175
2013/14	6,065	12,982	11,151	\$15,767,116	\$11,373,610
2012/13	5,306	16,640	6,989	\$16,299,681	\$53,900,706
2011/12	4,500	11,602	9,014	\$17,955,954	\$56,586,962
2010/11	4,103	11,559	5,618	\$22,950,900	\$33,091,214
2009/10	7,559	6,784	9,056	\$67,602,482	\$19,975,176
Totals	30,199	67,883	50,071	\$154,876,034	\$185,647,843

Enterprise Zone Tax Credits, Refunds and Exemptions Claimed by Calendar Year

Year	Jobs Tax Credit (corporate income tax)	Property Tax Credit	Sales Tax Refund for Building Materials	Sales Tax Refund for Business Equipment	Jobs Tax Credit (sales tax)	Sales Tax Exemption for Electrical Energy
2014	\$2,906,695	\$591,365	\$1,368,183	\$1,382,506	\$7,674,158	\$376,994
2013	\$4,237,163	\$1,191,181	\$1,194,130	\$1,561,399	\$6,831,758	\$751,485
2012	\$4,663,263	\$2,275,522	\$632,604	\$850,027	\$7,035,555	\$842,710

Economic Gardening

Business Loan Pilot Program

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. Beginning in 2010 through June 2011, four-year loans were issued from the one-time appropriation over the life of the program. Through January 2016, almost \$8 million in principal, interest and fees have been repaid to General Revenue, per statute. This program is no longer funded and is no longer lending funds.

Technical Assistance Pilot Program

The Economic Gardening Technical Assistance Pilot Program stimulates investment in Florida's economy by providing technical assistance for expanding businesses in the state. The Economic Gardening Technical Assistance Pilot Program has not been funded since 2012-13. The Florida Economic Gardening Institute (GROWFL) at the University of Central Florida was the recipient of funds appropriated by the Florida Legislature from 2009 through 2013. The total appropriation was \$5.5 million. GROWFL continues to provide technical assistance to expanding businesses, specifically Florida-based second-stage growth companies that have passed the start-up stage but have not yet reached maturity.

More information about the Economic Gardening Technical Assistance Pilot Program may be found at: <http://www.growfl.com>

COMPETITIVE FLORIDA TEAMS UP WITH CITY OF MADISON

DEO's Competitive Florida Partnership brings together state, federal and local experts to work with small communities across the state on economic development plans for their future. For the City of Madison, teams of experts visited real estate, businesses, tourism, cultural, education and healthcare locations to map the city's assets. The ideas and recommendations springing from the exercise will help the city develop its upcoming action plan. Currently, the City of Madison is working toward developing a sense of place plan, a marketing strategy for ecotourism assets, a website update to include sites and buildings for redevelopment and a summer camp for youth.



Black Business Loan Program

The Black Business Loan Program (BBLP) facilitates development of black business enterprises. In 2007, the Legislature enacted the Florida Black Business Investment Act, establishing the Black Business Loan Program within the Governor's Office of Tourism, Trade, and Economic Development. On October 1, 2011, the program was transferred to DEO. Its statutory objective is to certify eligible recipients and disburse funds to black business enterprises that cannot obtain capital through conventional lending institutions but could otherwise compete successfully in the private sector. The program achieves its statutory objectives through its ongoing lending to black businesses.

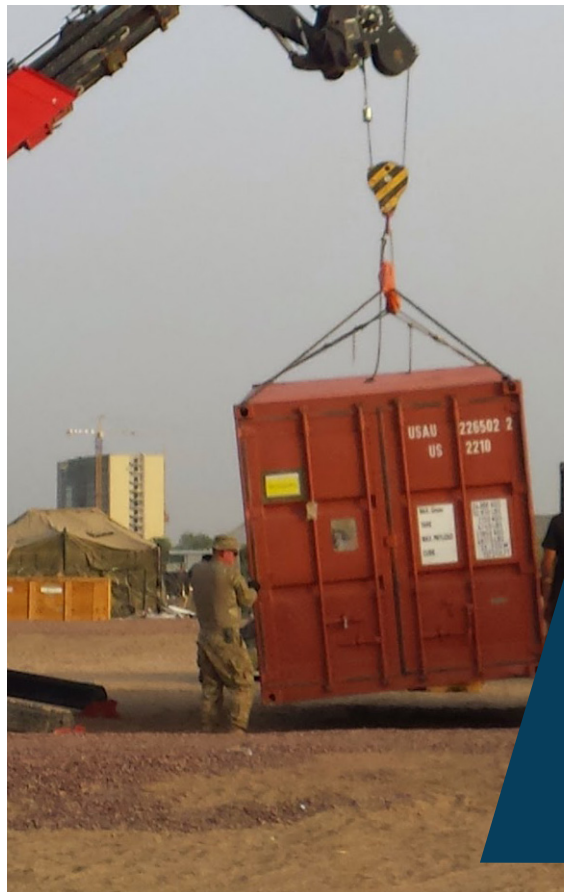
Corporations seeking to administer funds under the program must apply annually to DEO and meet the requirements for certification as an eligible program administrator. Certified administrators are called Black Business Investment Corporations (BBICs). The legislature provides annual appropriation for the program, which is evenly distributed among the fiscal year's certified applicants. The certified entities are authorized to make loans, loan guarantees, provide technical assistance and make capital investments in companies. They are required to provide proof of match funds of 20 percent of the award, but are not required to apply the matching funds to the loans or investments. Investments are limited to 40 percent of the appropriation. All loans, loan guarantees, investments and any related income must be used to carry out the public purpose of the Florida Black Business Investment Act. The loans cover lines of credit, equipment purchases and start-up or expansion of operations.

Black Business Loan Program

State Fiscal Year	Number of BBICs	BBIC Contract Amounts	Total Appropriation	Number of Loans/Loan Guarantees	Amount of Loans/Loan Guarantees
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:

<http://www.floridajobs.org/business-growth-and-partnerships/for-businesses-and-entrepreneurs/business-resources/minority-owned-business-assistance>



STATE SMALL BUSINESS CREDIT INITIATIVE

VIRGINIAN 32, INC. is a small business based in Miami Beach with a number of connections in Africa, Europe, the Middle East and Latin America. This company focuses on providing logistics and support services for the U.S. Department of Defense African nations, United Nations projects and the oil and gas industry. In 2015, VIRGINIAN 32, INC. experienced a 350 percent increase in contract awards that required funding in high-risk locations and the historical financial performance of the company did not meet the traditional lending standards. Using SSBCI funds, the Florida Export Finance Corporation (FEFC) guaranteed a \$1 million revolving line of credit, which assisted VIRGINIAN 32, INC. in successfully fulfilling the contracts that had been awarded. This success resulted in increased opportunities in the oil and gas and aviation sectors in Africa, Latin America and the Caribbean regions. As a result of the loan guarantee, VIRGINIAN 32, INC. is on track to meet its forecasted goal for an increase in export revenues of 150 percent for 2016.

Rural Economic Development Initiative

The Rural Economic Development Initiative (REDI) is an effort involving more than 17 state and regional agencies and organizations that helps rural communities improve their economies, specifically in terms of personal income, job creation, average wages and 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. It is the intent of the Legislature to encourage and facilitate the locations and expansion of major economic development projects of significant scale in rural communities.

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 WMD, Suwannee River WMD, St. Johns River WMD, Southwest Florida WMD and South Florida WMD)

The Governor may, by executive order, designate up to three rural areas of opportunity as recommended by REDI, that 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 RAO counties and communities or provide other financial or technical assistance.

More information about the Rural Economic Development Initiative may be found at: <http://www.floridajobs.org/REDI>

COAST TO COAST TRAIL

This year, the Tampa Bay Regional Planning Council and East Coast Central Florida Regional Planning Council received a DEO technical assistance grant to develop an Urban-Rural Overlay, conduct an opportunities inventory and hold public workshops to gather information for the proposed Coast to Coast Trail, a cross-state trail spanning from the Gulf of Mexico to the Atlantic Ocean and traversing nine counties. The purpose of this study is to provide design continuity and recognition to the C2C Trail, Florida's first cross-state paved trail. When completed, the trail will span approximately 250 miles and will provide Floridians and visitors with a unique trail experience, both through natural Florida, as well as through downtowns and other destinations. More information on the Coast to Coast Trail can be seen at <http://c2cconnector.org/>.



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	\$3,902,190	4	7	7	32
Franklin	\$11,989,014	7	12	12	45
Gadsden	\$13,423,115	100	12	13	60
Gulf	\$6,865,636	53	5	10	33
Holmes	\$10,385,697	4	12	7	41
Jackson	\$21,252,947	35	17	23	78
Liberty	\$2,880,796	4	4	5	37
Wakulla	\$21,356,633	4	8	15	46
Washington	\$58,777,243	108	10	10	61
City of Freeport	\$659,398	0	1	0	3
Total	\$151,492,671	319	88	102	436
North Central RAO					
Baker	\$13,450,265	4	6	7	31
Bradford	\$130,170,967	4	6	10	43
Columbia	\$21,093,902	22	4	28	78
Dixie	\$6,099,962	37	4	12	35
Gilchrist	\$7,261,291	4	4	5	25
Hamilton	\$5,996,567	2	5	10	27
Jefferson	\$5,950,291	10	7	7	31
Lafayette	\$1,994,291	4	4	2	21
Levy	\$21,924,938	4	8	14	62
Madison	\$6,107,639	2	7	15	53
Putnam	\$20,842,264	4	9	13	90
Suwannee	\$18,266,278	613	8	16	56
Taylor	\$9,195,856	12	6	6	45
Union	\$4,596,036	4	7	8	32
Total	\$272,950,543	725	85	153	629
South Central RAO					
DeSoto	\$11,688,991	58	4	5	52
Glades	\$5,206,225	8	2	8	40
Hardee	\$33,749,791	10	6	0	27
Hendry	\$15,208,153	117	4	13	60
Highlands	\$19,447,269	8	5	28	125
Okeechobee	\$10,205,145	6	1	9	52
Pahokee	\$4,229,493	5	0	0	5
Belle Glade	\$8,861,399	5	0	0	10
South Bay	\$264,806	5	0	0	6
Immokalee	\$21,451,265	0	0	0	5
Total	\$130,312,537	221	22	63	382
Total	\$6,311,088	22	0	382	114
Non-RAO Rural Counties					
Flagler	\$10,798,148	5	3	6	47
Nassau	\$94,666,432	4	2	4	39
Walton	\$22,898,940	13	5	12	50
Rural Communities Not Located in a Designated Rural County	\$7,288,006	49	5	7	17
Total	\$135,651,526	71	15	29	153
Grand Totals	\$690,407,276	1336	210	347	1,600

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 would not obtain them 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.

DEO was directed by statute to execute three-year contracts with one to three entities to administer the loan program. Within 30 days of contract execution, the loan administrators were required to enter into memoranda of understanding with the network of Small Business Development Centers for the provision of business management training, business development training and technical assistance that must be provided to microloan recipients.

DEO executed a contract with the Florida Black Business Support Corporation to administer the loan program for total funding of \$300,000. DEO executed a second contract on December 1, 2014, with OUR MicroLending, LLC, to administer the loan program and distributed \$3 million to the organization.

Florida Microfinance Loan Program

Loan Administrators	Number Applications	Number Closed Loans	Closed Gross Loan Dollars	Program Share Loan Dollars
Florida Black Business Support Corporation	11	6	\$156,864	\$78,432
OUR MicroLending	TBD	56	\$726,750	\$363,375
Total	TBD	62	\$883,614	\$441,807

More information about the Florida Microfinance Guarantee and Loan Programs may be found at:

<http://www.floridajobs.org/business-growth-and-partnerships/for-businesses-and-entrepreneurs/business-resources/florida-microfinance-program>

A copy of DEO's annual report for the program, which provides more detail and performance information, may be viewed and downloaded from:

<http://www.floridajobs.org/news-center/reports-and-legislative-presentations>



MICROFINANCE LOAN PROGRAM

Audrey Ceballos, owner of Calypso's Island, is a small business owner in Miami who needed a small loan to expand her business. She started her business as a hobby jewelry line and with the help of the Microfinance Loan Program. She has participated in several expos and fairs where she has exhibited all her jewelry products. This has helped her substantially grow her business.



**FLORIDA DEPARTMENT *of*
ECONOMIC OPPORTUNITY**

Florida Department of Economic Opportunity | November 2016
107 East Madison Street | Caldwell Building | Tallahassee, FL 32399 |
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