FLORIDA REPORTING INFORMATION
(FY 2011-12)

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

   The Miami-Dade Beacon Council, Inc., also known as The Beacon Council

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

   Miami-Dade County

3. **The amount of funds received from the local government.**

   $ 3,758,300*

   *Funds are derived from a surcharge on Business License Taxes, formerly known as Occupational Licenses. These funds are dedicated to countywide economic development purposes. These funds are not allocated from general funds.

4. **The amount of funds received from private investors.**

   $ 1,439,503

5. **Administrative costs of the EDO.**

   $ 5,154,520*

   *Costs include; Total Personnel, Program, Occupancy & Equipment and Other expenses

6. **The number of businesses assisted by the EDO and the type of assistance provided. This includes assisting businesses with:**

   The Beacon Council considers a company to be an active project if the company is in a targeted industry sector, is considering Miami-Dade as a place to locate or expand its operations and will be creating new jobs and committing new capital into the area.

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

   In fiscal year 2011-2012 (October 1, 2011 through September 30, 2012), The Beacon Council assisted 27 companies in establishing new and/or expanding

existing operations in Miami-Dade County. Assistance provided to these companies includes:

Site Selection, Permitting/Licenses, Employee Relocation Services, Research & Market Analysis, Business Contacts & Referrals, General Community Information, Enterprise/Empowerment Zone Benefits, Procurement of Financing, State and Local Incentives (Qualified Target Industry (QTI) Tax Refund, Quick Action Closing Fund (QACF) and Manufacturing Sales Tax Exemption), Labor/Training Programs, such Quick Response Training (QRT), and Incumbent Worker Training (IWT).

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

   The total capital investment of the 27 companies assisted by The Beacon Council in FY 2011-2012 is $111,590,000.

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

   In FY 2011-2012, The Beacon Council assisted 11 international companies in establishing their operations in Miami-Dade County. The total foreign investment of those 11 companies is $15,990,000.

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

   In FY 2011-2012, The Beacon Council assisted 27 companies in establishing new and/or expanding existing operations in Miami-Dade County, which will create a total of 1,877 new direct jobs over a period of three years.

10. **The number of these jobs retained and the length of the job retention.**

    In FY 2011-2012 and in addition to the 1,877 new jobs created, The Beacon Council assisted in retaining 316 jobs in Miami-Dade County.

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

    In FY 2011-2012, the Beacon Council assisted five companies in obtaining one or more of the following State and Local Incentives; the Florida Qualified Target Industry (QTI) Tax Refund, and the Florida Quick Action Closing Fund (QACF), totaling:

    QTI: $1,556,700
    QACF: $400,000

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

During FY 2011-2012, the Beacon Council, through its Beacon Council Foundation, completed the four studies of the One Community One Goal Target Industry Strategic Plan (which began earlier in 2011). The first three reports were data and analysis reports (Report 1: *Competitive Assessment*; Report 2: *Target Industries*; and Report 3: *Education Assets Inventory*) and the fourth report (*Target Industries Strategies*) included the recommendations needed to be implemented to successfully grow the target industries. Education will be one of the key drivers for the success of the initiative and has become the foundation for each of the target industries. These four reports can be found at www.onecommunityonegoal.com.

Seven target industries were identified as having the greatest potential for growth, including creating high-wage and high-skilled jobs. And for each target industry, a set of niche sectors were identified.

- Aviation
- Creative Design
- Hospitality & Tourism
- Information Technology
- International Banking & Finance
- Life Sciences & Health Care
- Trade & Logistics

After the unveiling of the fourth report, the Steering Committee who oversaw the study component of the initiative was turned into the Coordinating Council responsible for monitoring the implementation of the recommendations. The implementation of these recommendations were assigned to individual organizations in Miami-Dade County.

The recommendations were divided into following major topics:

- Education and Workforce
- Physical Infrastructure
- Entrepreneurship and Innovation
- Business Climate and Public Policy
- Economic Development Marketing

In addition, there are recommendations for each of the target industries.

This implementation of this strategic plan will take place over the next five years (2012 – 2017). The initiative is chaired by three co-chairs, including the Mayor of Miami-Dade County, representing the public sector, and two private sector leaders rotating every two years.

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Economic Development Incentives FY 2011-12

4. Local Government Type

***1. Are you completing this survey on behalf of a county or municipal government?**

- County
- Municipality (i.e., city, town, village)

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Economic Development Incentives FY 2011-12

5. County Government Identification

***1. Which county government do you represent?**

Please Select

County Government Miami-Dade

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Economic Development Incentives FY 2011-12

6. Qualifying Question

***1. During Fiscal Year 2011-12, has your county or municipality given businesses or organizations/agencies that support economic development incentives more than $25,000 in total?**

- (•) Yes
- ( ) No

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Economic Development Incentives FY 2011-12

7. Direct Financial Incentives

***1. Were any DIRECT FINANCIAL INCENTIVES of monetary assistance provided to one or more businesses from your local government or through an organization authorized by your local government during Fiscal Year 2011-12? Such incentives include, but are not limited to, grants, loans, equity investments, loan insurance and guarantees, and training subsidies.**

- (•) Yes
- ( ) No

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Economic Development Incentives FY 2011-12

8. Direct Financial Incentives Description

1. Please give the total value for each direct financial incentive type granted during Fiscal Year 2011-12.

Grants	347184
Loans	
Equity Investments	
Loan Insurance	
Loan Guarantees	
Training Subsidies	253796
Other	

2. Please indicate the number of businesses that received each direct financial incentive type in Fiscal Year 2011-12.

Grants	14
Loans	
Equity Investments	
Loan Insurance	
Loan Guarantees	
Training Subsidies	5
Other	

*3. How many total businesses received a direct financial incentive of monetary assistance during Fiscal Year 2011-12?

Enter numerical value. 19

***4. What is the total amount of the direct financial incentives granted during Fiscal Year 2011-12?**

Enter numerical value. 600980

5. If you chose "other", please describe the type of incentive(s) offered.

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Economic Development Incentives FY 2011-12

9. Indirect Financial Incentives

***1. Were any INDIRECT INCENTIVES provided to one or more businesses from your local government or through an organization authorized by your local government during Fiscal Year 2011-12? Such incentives include grants or loans provided to businesses or community organizations that provide support to businesses or promote business investment or development.**

- ○ Yes
- ◉ No

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10. Fee-Based or Tax-Based Incentives

1. Were any FEE-BASED OR TAX-BASED INCENTIVES provided to one or more businesses from your local government or through an organization authorized by your local government during Fiscal Year 2011-12? Such incentives include, but are not limited to, credits, refunds, exemptions, and property tax abatement or assessment reductions.

- (•) Yes
- ( ) No

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11. Fee-Based or Tax-Based Incentives Description

1. Please give the total value for each fee-based or tax-based incentive provided by your local government during Fiscal Year 2011-12.

Credits	
Refunds	74064
Exemptions	
Property tax abatement	
Property tax assessment reduction	
Other	

2. Please provide the number of businesses that received the fee-based or tax-based incentives during Fiscal Year 2011-12.

Credits	
Refunds	2
Exemptions	
Property tax abatement	3
Property tax assessment reduction	
Other	

3. Please describe the type of fee-based or tax-based incentive if not included in the categories above.

***4. How many total businesses received fee-based or tax-based incentives during Fiscal Year 2011-12.**

Enter numerical value. 5

***5. What is the total value of the fee-based or tax-based incentives granted during Fiscal Year 2011-12?**

Enter numerical value. 750370

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12. Below-Market Rate Leases or Deeds for Real Property

***1. Were any BELOW-MARKET RATE LEASES OR DEEDS FOR REAL PROPERTY provided to one or more businesses from your local government or through an organization authorized by your local government during Fiscal Year 2011-12?**

- ○ Yes
- ◉ No

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Economic Development Incentives FY 2011-12

13. Incentives - Geared Towards Certain Industries?

1. Are the incentives granted by your local government geared towards attracting specific industries?

- (•) Yes
- ( ) No

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Economic Development Incentives FY 2011-12

14. Industry types

1. What type of industry/industries is/are your local government incentives geared towards attracting?

- [x] Manufacturing
- [x] Corporate headquarters
- [x] Professional Services
- [x] Research and Development
- [x] Information Technology
- [x] Financial Services
- [x] Multi-state/multi-national distribution
- [x] Business Services
- [ ] Other

2. If you chose other, please describe the type(s) of industry/industries your local government incentives are geared towards attracting (for example: sports, agriculture, tourism).

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Economic Development Incentives FY 2011-12

15. Survey Respondent - Contact Information

Thank you for taking the time to report the economic development incentives granted by your county/municipality. To finish, please fill out your contact information. Once you hit done, your survey will be submitted and you will be taken to EDR's home page. The tabulated results will be made available on EDR's website in early 2013. Thank you!

*1. How may we contact you?

Name:	Freenette D. Williams
Government entity:	Miami-Dad County
Address:	111 NW 1st Street - Suite 2200
City/Town:	Miami
State:	FL Florida
ZIP:	33128
Email Address:	fwilli@miamidade.gov
Phone Number:	305 375-3869

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