What sets Miami apart? What makes this community so unique? It could be the energy of our youthful city, the entrepreneurial spirit, the diverse workforce, the unparalleled lifestyle and year-round activities that make Miami so special. Some Miamians are born here; others are Miamians who have chosen to combine exciting career opportunities with the ultimate lifestyle.

In the world of commerce, Miami has designed a distinctively tropical, necktie optional, fast-paced ambiance. The Miami-Dade Beacon Council has adapted to the change as more domestic and global companies seek to use Miami as their regional or corporate headquarters, and startups take full advantage of Miami’s creative mindset. Its Market/Grow/Shape strategy including the One Community One Goal community-wide economic development initiative is laser focused on growing jobs and investment in Miami’s new economy. Experience our unique spirit, experience our eclectic businesses and people, experience the beat of a brand-new drum.

Experience Miami!
"I am proud of the many new jobs we are adding to our community every month. I firmly believe that each new job positively impacts our community and adds to our economic development. Success like this is earned through hard work. The Miami-Dade Beacon Council Annual Report can be viewed as an assembly manual of how to piece together different elements of a community and grow a successful economy."

- Miami-Dade County Mayor Carlos A. Gimenez
“I am proud of how Miami-Dade County proactively pursues new businesses. It doesn’t matter if it’s a small Mom-and-Pop business or one of the world’s largest corporations, we feel confident that Miami-Dade County has ‘the right stuff’ for growth and prosperity.

Estevan Bovo, Chair
Miami-Dade County Commission

“This year we are trying something new. By combining our Annual Meeting with the Key Ceremony, which honors our new businesses with a key to Miami-Dade County, we are combining the enthusiasm of two of our biggest events. Our accomplishments are so intertwined with industry successes, it seems like a natural fit to combine an event that celebrates our achievements with those businesses that made it happen.”

Michael Finney, President and CEO
Miami-Dade Beacon Council

“It has been an incredible honor to lead Miami-Dade’s economic development effort for the past year. The experience has made me a better professional and better Miamian. My eyes have been opened to assets, achievements and promises of this county I never knew existed despite being a native to it. Change happens and either we control that change or we let it control us. I can honestly say during this past year we have made some positive changes to Miami-Dade that have set us on a path for future growth and prosperity.”

Jaret Davis, Chair
Miami-Dade Beacon Council

“I am proud of how Miami-Dade County proactively pursues new businesses. It doesn’t matter if it’s a small Mom-and-Pop business or one of the world’s largest corporations, we feel confident that Miami-Dade County has ‘the right stuff’ for growth and prosperity.”

Estevan Bovo, Chair
Miami-Dade County Commission
RESULTS 2016-17

2,134 NEW JOBS CREATED
1,242 NEW JOBS CREATED IN THE TARGETED URBAN SECTOR
46 COMPANIES EXPANDED OR RELOCATED
1.55 MILLION IN NEW SQUARE FOOTAGE
156 BUSINESSES VISITATIONS
$209.7 MILLION+ IN NEW CAPITAL INVESTMENT IN THE TARGETED URBAN SECTOR
$337.4 MILLION+ IN NEW CAPITAL INVESTMENT
1. K13 PISTA LLC/DRIVERS CLUB MIAMI
   Recreation tourism destination for automobile enthusiasts at a location that has 2.3 mile test track, 200-car storage facility and hotel.
   New Miami-Dade Jobs: 240
   Capital Commitment: $85 million

2. ACKERMAN BEAUMONT GROUP
   Spanish executive recruitment company.
   New Miami-Dade Jobs: 10
   Capital Commitment: $200,000

3. AIMS INTERNATIONAL FLORIDA
   Brazilian executive talent management company.
   New Miami-Dade Jobs: 5
   Capital Commitment: $150,000

4. AMAZON.COM
   Construction of a brand new fulfillment center in Opa-Locka.
   New Miami-Dade Jobs: 1,000
   Capital Commitment: $200 Million

5. AMERIWORLD
   Provides complete back office operations for local and foreign companies.
   New Miami-Dade Jobs: 22
   Capital Commitment: $1 million

6. ANA G MENDEZ UNIVERSITY
   Puerto Rico university, is moving its South Florida campus from Miramar to new facility in Miami Lakes.
   New Miami-Dade Jobs: 11
   Capital Commitment: $10 million

7. AUXADI
   Spanish CPA firm.
   New Miami-Dade Jobs: 11
   Capital Commitment: $10 million

8. AV COMPOSITES
   French-based manufacturer of insulated sandwich panels for shutters, construction industry and leisure.
   New Miami-Dade Jobs: 7
   Capital Commitment: $900,000

9. BIANCA COLETTI SWIM
   Miami Beach-based swim and resort wear designer is expanding it operations.
   New Miami-Dade Jobs: 6
   Capital Commitment: $20,000

10. BOATS GROUP
    Digital marketing agency specializing in the recreational marine industry.
    New Miami-Dade Jobs: 80
    Capital Commitment: $1.05 million

11. CARGO 42
    Created a software system that provides online tracking with real-time customer support maximizing the usage of trucks in the area to maximize productivity.
    New Miami-Dade Jobs: 6
    Capital Commitment: $20,000

12. CHICVACATION
    Travel agency startup specializing in custom tours about Miami-Dade as an investment platform for European visitors.
    New Miami-Dade Jobs: 4
    Capital Commitment: $60,000

13. CLEARSALE
    Brazilian technology company uses anti-fraud solutions to prevent e-commerce scams.
    New Miami-Dade Jobs: 26
    Capital Commitment: $1.5 million

14. COSENTINO
    Spanish producer and distributor of innovative surfaces for design and architecture relocates its Americas headquarters from Texas.
    New Miami-Dade Jobs: 85
    Capital Commitment: $1.1 million

15. CYXTERA
    Cyber security firm with data centers across the US sets up its US Headquarters in Coral Gables.
    New Miami-Dade Jobs: 200
    Capital Commitment: $5.3 million

16. DBK CONCEPTS
    A Florida City Company that has expanded its warehousing space to 40,000 square feet to accommodate manufacturing and distribution.
    New Miami-Dade Jobs: 60
    Capital Commitment: $500,000

17. DUNHAM BUSH
    Malaysian company that manufacturers commercial and residential cooling solutions opening new offices in Homestead.
    New Miami-Dade Jobs: 51
    Capital Commitment: $12.5 million

18. ETXART & PANNO (EP Spain, LLC)
    Specializes in the design of clothing for women.
    New Miami-Dade Jobs: 10
    Capital Commitment: $350,000

19. HIP ROCK STAR
    Integrated marketing firm that relocated its headquarters from Atlanta.
    New Miami-Dade Jobs: 6
    Capital Commitment: $25,000
NEW AND EXPANDING COMPANIES

20 iKONE INTERNATIONAL
Creative studio that does branding, digital design, social media, web development and media buying.
New Miami-Dade Jobs: 5
Capital Commitment: $20,000

21 IMABE US
Spanish recycling company, located in 50 countries, opens their newest plant.
New Miami-Dade Jobs: 10
Capital Commitment: $500,000

22 ISLAND MONKEY MARKET PLACE
Caribbean Fusion restaurant.
New Miami-Dade Jobs: 7
Capital Commitment: $100,000

23 IXL CENTER
Helps corporations, governments, universities and individuals develop strategic solutions and innovation management capabilities.
New Miami-Dade Jobs: 5
Capital Commitment: $10,000

24 J&J LOGISTICS SOLUTIONS CONSULTING
Provides comprehensive business management services by utilizing the latest innovation in automated processes for warehousing, storage, packing and crates.
New Miami-Dade Jobs: 5
Capital Commitment: $20,000

25 JETEX
Business operations and flight support center is expanding with new facilities at Opa-Locka Executive Airport.
New Miami-Dade Jobs: 25
Capital Commitment: $325,000

26 JUST FEARLESS
Connects women entrepreneurs to global partnership opportunities.
New Miami-Dade Jobs: 13
Capital Commitment: $100,000

27 LEASA INDUSTRIES CO. INC.
Converted warehouse in Liberty City processes and packs healthy food products from its own farms. Leasa is the largest manufacturer of health foods in the Southeast.
New Miami-Dade Jobs: 19
Capital Commitment: $600,000

28 LH TRADING INC.
Manages a diverse network of seaborne logistics operating bulk carrier vessels and specialized cement carriers.
New Miami-Dade Jobs: 8
Capital Commitment: $50,000

29 MAGNIFLEX
Largest mattress manufacturer from Italy sets North American headquarters in Midtown.
New Miami-Dade Jobs: 5
Capital Commitment: $120,000

30 MEGGITT USA
UK-based aviation MSO expanding its facilities in NW Miami-Dade County.
New Miami-Dade Jobs: 54
Capital Commitment: $3.85 million

31 OCTOPI
Technology company that has devised a web-based terminal operating system to track cargo and manage terminal operations.
New Miami-Dade Jobs: 8
Capital Commitment: $20,000

32 OFFICE & CO.
Brazilian company that provides executive shared office facilities focused on hosting international business.
New Miami-Dade Jobs: 9
Capital Commitment: $900,000

33 PETIT POIS
Women's fashion designer Viviana Gabeiras is expanding her lifestyle brand.
New Miami-Dade Jobs: 12
Capital Commitment: $150,000

34 RADETEC USA
Spanish company that researches and develops firearms.
New Miami-Dade Jobs: 7
Capital Commitment: $400,000

35 ROBERTSON FORWARDING CO.
Provides services in distribution, logistics, warehousing, import/export and compliance.
New Miami-Dade Jobs: 5
Capital Commitment: $20,000

36 SCHENKER AMERICAS HQ
German-based transportation and logistics services provider.
New Miami-Dade Jobs: 75
Capital Commitment: $759,000

37 SOP TECHNOLOGIES
Provides environmental technologies to help local communities prevent water pollution.
New Miami-Dade Jobs: 24
Capital Commitment: $80,000
38 SPINEWAY
French medical device company specializing in research and the creation of new implants and instruments for spinal surgery.
New Miami-Dade Jobs: 10
Capital Commitment: $500,000

39 STEPHANIE CREATES
Multi-faceted production and promotion company focused on communities and cultures.
New Miami-Dade Jobs: 14
Capital Commitment: $30,000

40 THE 350
New South Beach restaurant located in the Lord Balfour Hotel.
New Miami-Dade Jobs: 12
Capital Commitment: $50,000

41 THE VENTURE CITY
Madrid-based ecosystem accelerator for tech, structured as a city, led by an international team inspired by the need for transparency, diversity and fairness in the industry.
New Miami-Dade Jobs: 15
Capital Commitment: $2 million

42 UNBOUND GLOBAL
Connects brands and corporations with disruptive technologies, products and services to encourage their growth and innovation.
New Miami-Dade Jobs: 3
Capital Commitment: $250,000

43 WATERDIAM
Swiss-based company, making Miami its US headquarters, specializing in the production and development of a water treatment process based on using Boron doped diamond electrodes.
New Miami-Dade Jobs: 10
Capital Commitment: $150,000

44 WHATS MEDIA
Offers impaired clients an app that makes it possible for them to see or hear the programming.
New Miami-Dade Jobs: 10
Capital Commitment: $320,000

45 WILLDOM
Regional network of developers who are deployed to support various technical needs for businesses.
New Miami-Dade Jobs: 20
Capital Commitment: $100,000

46 WOOSH
Israeli-based Smart Water station service that rinses and refills water bottles.
New Miami-Dade Jobs: 11
Capital Commitment: $8,000
Our prospects and leads come from multiple sources. Business development activity focuses on industry trade shows both foreign and domestic, meetings with foreign delegations, and communication with real estate consultants, C level executives, professional site selectors, and other influencers. Our existing industry expansion leads are generated from business visitations, small business workshops, industry committees, and other local partner referrals.
Miami Innovators Working Group

The Miami-Dade Beacon Council took the initiative to convene and create the Miami Innovators Working Group, a leadership group representing incubators, accelerators, co-work spaces, technology and entrepreneurship education programs, as well as impactful meetup groups geared towards the retention and expansion of Miami-Dade County’s high-growth, scalable startups.

The Working Group was introduced during a launch meeting in December 2016. The Group communicates regularly through quarterly in-person meetings. Key directives for the Working Group focus on the execution of initiatives to enhance, and strategically position Miami as an “Innovation Destination.”

Innovation Showcase presented with Start-Up FIU

The Miami-Dade Beacon Council partnered with StartUP FIU in February as it celebrated its first Global Entrepreneurship Week (GEW). “The Innovation Showcase” is a new FIU initiative that will be celebrated each November to recognize entrepreneurs. This also launched Connect & Grow, a new concept initiated by our chairman which promotes and encourages innovation between local start-up entrepreneurs and established companies, looking to expand their markets through technology.

Connect & Grow

Today as our local technology industry continues to boom, we are known nationwide as a leader in startups with the #1 ranking from the Kauffman Foundation. We are focused on capitalizing on this asset and taking it to the next level.

The Connect & Grow initiative was established to help transform startups into scale-ups. Two ways to do that are 1) connecting the dots of robust resources that foster the growth of the ecosystem, and 2) facilitating the building of a vital community network that supports companies at all growth stages.

The Miami-Dade Beacon Council acts as a catalyst and bridge to innovation for established businesses, and to innovators with scalable companies. These connections serve to provide both entities with opportunities to support their continued economic health and growth as our employers of today and tomorrow.
One Community One Goal (OCOG) is a strategic plan that provides a collaborative platform for economic development and prosperity in Miami-Dade County, by driving innovation, leveraging strengths, providing clear thought leadership, and coalescing public and private priorities. This initiative advances the goal of a thriving, inclusive and diverse community. Among its major accomplishments is the Academic Leaders Council, which created a strong working relationship at the highest levels of our major education institutions. Together with business leaders, they ensure Miami’s educational offerings align with business needs creating a flourishing talent pipeline in our community.

OCOG HAS IDENTIFIED SEVEN MAJOR AREAS OF FOCUS:

- Business Climate and Policy
- Education and Workforce Development
- Economic Development Marketing
- Entrepreneurship and Innovation
- Leadership
- Physical Infrastructure
- Target Industries
  - Aviation
  - Banking and Finance
  - Creative Design
  - Hospitality and Tourism
  - Life Sciences and Healthcare
  - Technology
  - Trade and Logistics

RESULTS

- **148,000 new jobs created** (target 75,000)
- **60,000 new jobs in target industries** (target 27,000)
- **39,903 volunteer hours**
- **5,305 students involved**
- **596 companies participating**

COMMUNITY OUTREACH

- **Talent Development**
  Feb 2017, Brickell
- **Physical Infrastructure and Resiliency**
  March 2017, Doral
- **Entrepreneurship and Innovation**
  April 2017, Downtown Miami
- **Education and Workforce Development**
  May 2017, Homestead
- **Career Connections**
  May 2017, SW and N Miami
- **Report to the Community**
  July 2017, Miami
Each hurricane season, the Miami-Dade Beacon Council prepares and presents the Hurricane Preparedness Guide. This year, following Hurricane Irma, the Hurricane Recovery Business Assistance program was launched to help businesses recover as quickly as possible after the September storm. Education programs with community partners were offered throughout the county along with individualized business assistance. In an Op-Ed in *The Miami Herald*, new CEO Mike Finney shared his perspective on how quickly the community recovered. “The quick recovery after Hurricane Irma is just the latest example of lessons learned over the last 25 years after Hurricane Andrew. Miami-Dade is now the example of how quickly communities can return to normal after a major weather event with the correct infrastructure, preparedness and technology.”
The Miami-Dade Beacon Council's industry and market leadership groups help build greater capacity in identified target industries while also supporting growth and innovation, and creating new opportunities for business engagement. Each group sets specific goals and implements programs to strengthen industry clusters, attract new business, strengthen the talent pipeline and help companies expand. The industry committees align with the One Community One Goal recommendations designed to ensure sustainable economic prosperity for all in Miami-Dade County.

<table>
<thead>
<tr>
<th>Industry and Market Leadership</th>
<th>Name</th>
<th>Company/Role</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>AVIATION</strong></td>
<td>Alex de Gunten</td>
<td>HEICO Aerospace Chair</td>
</tr>
<tr>
<td></td>
<td>Peter Cerda</td>
<td>International Air Transport Association (IATA) Chair-Elect</td>
</tr>
<tr>
<td><strong>BANKING AND FINANCE</strong></td>
<td>Steve Leth</td>
<td>Suntrust Chair</td>
</tr>
<tr>
<td></td>
<td>Felipe Basulto</td>
<td>Miami Dade TD Bank Chair-Elect</td>
</tr>
<tr>
<td><strong>CREATIVE DESIGN</strong></td>
<td>Jonathan Bruckner</td>
<td>Tiffany &amp; Co. Chair</td>
</tr>
<tr>
<td></td>
<td>Danielle Garno</td>
<td>Greenberg Traurig Chair-Elect</td>
</tr>
<tr>
<td><strong>INTERNATIONAL ADVISORY</strong></td>
<td>Olga M. Ramudo</td>
<td>Express Travel Chair</td>
</tr>
<tr>
<td></td>
<td>Roberto Muñoz</td>
<td>BBVA Compass Chair-Elect</td>
</tr>
<tr>
<td><strong>LIFE SCIENCES &amp; HEALTHCARE</strong></td>
<td>James Gale</td>
<td>Cozen O'Connor Chair</td>
</tr>
<tr>
<td></td>
<td>Matthew Pinzur</td>
<td>Jackson Health Chair-Elect</td>
</tr>
<tr>
<td><strong>THE NEW LEADERS TASK FORCE</strong></td>
<td>Maya Tzur</td>
<td>Bank United Chair</td>
</tr>
<tr>
<td></td>
<td>Austin Hollo</td>
<td>Florida East Coast Realty Chair-Elect</td>
</tr>
<tr>
<td><strong>SMALL BUSINESS</strong></td>
<td>Andrew Ashby</td>
<td>BankUnited Chair</td>
</tr>
<tr>
<td></td>
<td>Joe Atkinson</td>
<td>Wells Fargo Chair-Elect</td>
</tr>
<tr>
<td><strong>TECHNOLOGY</strong></td>
<td>Hugo Perez</td>
<td>United Data Technologies Chair</td>
</tr>
<tr>
<td></td>
<td>Ivan Rapin Smith</td>
<td>Watsco Ventures Chair-Elect</td>
</tr>
<tr>
<td><strong>TRADE AND LOGISTICS</strong></td>
<td>Ron Atapattu</td>
<td>Overseas Cargo Chair</td>
</tr>
<tr>
<td></td>
<td>Romaine Seguin</td>
<td>UPS International Inc. Chair-Elect</td>
</tr>
<tr>
<td><strong>URBAN INITIATIVES TASK FORCE</strong></td>
<td>Barron Channer</td>
<td>BACH Real Estate Chair</td>
</tr>
<tr>
<td></td>
<td>Teri Williams</td>
<td>One United Bank Chair-Elect</td>
</tr>
</tbody>
</table>
Welcoming our new President & CEO

When the Miami-Dade Beacon Council’s new President & CEO Michael Finney started work on June 5th, he wanted to get to know his new community.

He called it a Listening and Learning Tour.

At the same time, the community was eager to get to know him as well, so he embarked on a cross-county quest to visit every corner of Miami-Dade. From North Miami, Opa-Locka, Doral and Homestead to the Arsht Center, Lighthouse for the Blind and Hard Rock Stadium, he made it a point to get out from behind his desk and introduce himself to as many people, businesses and not-for-profit organizations as he could.

We are fortunate to have Mike in our community. He brings vast economic development experience and a proven track record of growing local companies and recruiting new ones. Please join us in a warm Miami welcome for Michael Finney.
INVESTORS

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Discovery Networks Latin America/Iberia
DLA Piper
Duke Realty
East Miami
Emerald City USA, INC
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FirstBank Florida
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Florida Trend Magazine
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FTZ World Services, LLC
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Greater Miami Chamber of Commerce
Greater Miami Convention & Visitors Bureau
Greenspoon Marder
Gresham Smith & Partners
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Gunster
Hastings & Hastings, Inc.
HEICO Corporation
HSBC Bank
HUB - MDW Insurance Group
Hunton & Williams LLP
Ikone International
Integra Realty Resources - Miami/Palm Beach
Interport Group of Companies
Interval International
Jackson Health System
Jade Associates
JBCConnect
JC White Architectural Products
JW Marriott Marquis Miami
KLX Aerospace Solutions
Knoll
Leo A. Daly
Lesesne Media Group
Magic City Casino
Marsh & McLennan Agency
Mercantil Bank
Miami Dolphins
Miami Innovation District
Miami Lighthouse for The Blind & Visually Impaired
Miami Parking Authority
MSC Cruises USA
MSI Consulting
Mughal & Associates
Corporate Recruitment
Multivision Video and Film
NAI Miami
Nperspective
Octopi
Ofizzina
OHL-Arellano Construction Company
OIC of South Florida
One Biscayne Tower LLC
OneUnited Bank
Out Loud Communications Consultants
Pan Am International Flight Academy
Patricia Thompson
Perez Art Museum Miami
Performance Foodservice
Phunware Inc
Port of Miami-Dade
Proacchi Development Corp
Prologis
Property Tax Appeal Group, LLC
Publix Super Market, Inc.
Randstad Professionals
Roar Media
Robinson Commercial Real Estate
Rosenberg Realty
Sabadell United Bank
Serban USA
Shelborne South Beach
Shuts & Bowen LLP
Skanska USA Building Inc.
SkyRoad International Inc.
Southern Petroleum Resources
Special Events Catering by Les
Swire Properties
Tanenbaum Harber of Florida
TECO Energy
Telefonica USA, Inc.
The Boeing Company
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CHANGING THE FUTURE OF CANCER CARE

Miami Cancer Institute at Baptist Health South Florida brings world-class cancer care to the South Florida community. The Institute’s new leading-edge facility combines the most advanced technology with world-renowned cancer experts, surrounding patients and their loved ones with a team dedicated to their physical and emotional well-being. The Institute is home to one of the world’s most comprehensive and advanced radiation oncology programs, including South Florida’s first proton therapy center, scheduled to open this fall.

As Florida’s only member of the Memorial Sloan Kettering Cancer Alliance, Miami Cancer Institute brings unparalleled discoveries and cutting-edge research right here to South Florida.

Become a Miami Cancer Institute champion of cancer research and treatment by donating at MiamiCancerInstitute.com.

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CREATING A BRIGHTER FUTURE FOR A GREATER MIAMI-DADE COMMUNITY

CONGRATULATIONS
Nelson Lazo on your new position as incoming Chairman!

THANK YOU
Jaret David for your strong leadership while serving as Chairman of the 2016-2017 year!

WELCOME
Michael Finney our new President & CEO!

A special thank you to the Beacon Council 2016-2017 Officers, Executive Committee Members, Board of Directors and Committee Chairs. Your participation and efforts greatly impact the marketing, growth and shaping of our great Miami-Dade Community.

- Donna Abood
Principal, Managing Director - Miami

Avison Young - Miami Office
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- Great retail opportunities

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1201 Brickell Avenue, Miami, FL 33131
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For more details on leasing and space availability, please call: 305.476.7125