



MIAMI-DADE
BEACON COUNCIL

MIAMI-DADE BEACON
COUNCIL 2021-2022
ANNUAL REPORT





At **Florida Power & Light Company** we are **working together with the communities we serve** to make Florida an even better place to raise a family and do business.

#FPLCares

CHANGING THE CURRENT.  **FPL**

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mission

Attract and retain companies that create high-value jobs and invest in Miami-Dade County.

vision

Drive long-term economic prosperity and inclusive growth for Miami-Dade County, its businesses, and residents.

About the Miami-Dade Beacon Council

The Miami-Dade Beacon Council is the county's official economic development partnership. Attracting and retaining companies that create high-value jobs and invest in our community, The Beacon Council is committed to driving long-term economic prosperity and inclusive growth for Miami-Dade County, its businesses, and residents.

We achieve this by marketing Miami-Dade as a world-class business destination; growing local companies and fostering entrepreneurs; and shaping Miami-Dade's economic future.



Daniella Levine Cava,
Miami-Dade County Mayor



George Bermudez
FY21/22 Chair, MDBC



William D. Talbert, III
Interim President & CEO, MDBC

“

Supporting job creation and attracting business investment to Miami-Dade County has never been more important as we plan for a resilient future and work to sustain our economic momentum. The Beacon Council has played a critical role in this process. Their work has helped 8,000 families to participate in our local economy – buying homes, accessing healthcare, taking a flight and shopping locally – with an additional \$500 million in annual disposable income. This is an outstanding outcome as we continue to build upon and expand our county's robust business climate to participate in the growing global economy.”

“

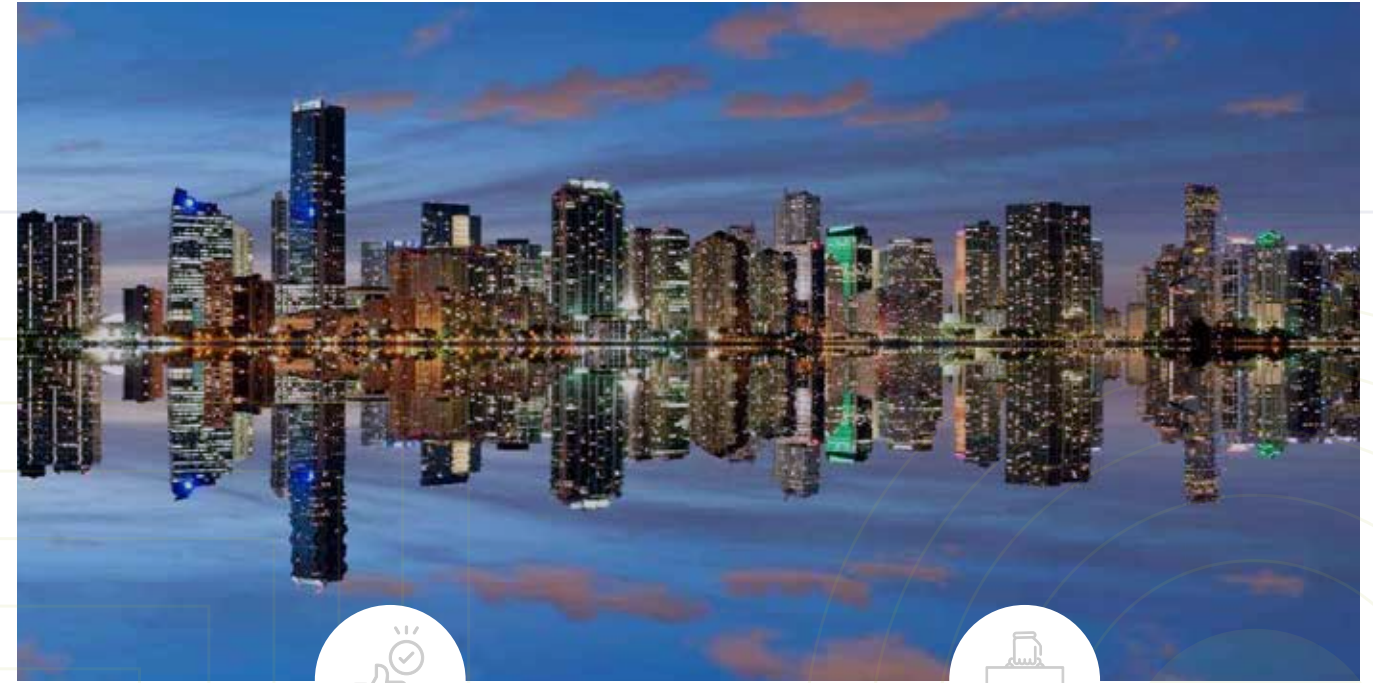
Our track record of successfully attracting and retaining high-value jobs and innovations that impact our community holistically has only improved over time. I'm excited to see how The Beacon Council will continue to evolve and innovate next year, while keeping our mission – supporting the long-term health and prosperity of Miami-Dade residents and businesses – as our north star.

“

We're proud that the economic boom we helped achieve this year further solidifies Greater Miami's position as a global business hub. In addition to bringing a record number of job commitments and international businesses to Miami-Dade County, we reinforced our leadership in target industries that will cement strong, sustainable markets in technology, healthcare, finance, trade and logistics, hospitality and more.



ECONOMIC DEVELOPMENT IN ACTION: 2021-2022 RESULTS & IMPACTS



57

COMPANIES

highest number of projects secured in the organization's 37-year history



8,000

new direct and indirect high-value jobs, with an average salary of \$97,000 (150% higher than County's median salary)



\$250M

in new capital investments



\$800M

of recurring annual economic impact for Miami-Dade County,



\$500M

in annual disposable income for Miami-Dade residents



1M

square feet of new commercial space

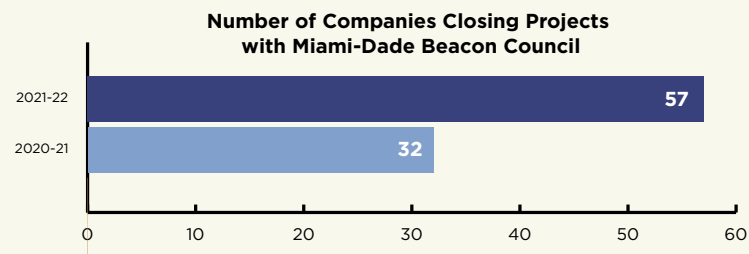
*SOURCE (for all of the Economic Impact information above): REMI Tax-PI Model via Miami-Dade County Department of Regulatory & Economic Resources, Planning Research & Economic Analysis Section, November 2022

GLOBAL. INNOVATIVE. FUTURE-READY.

2021-2022 PROJECT HIGHLIGHTS

Completed projects soared over the past year.

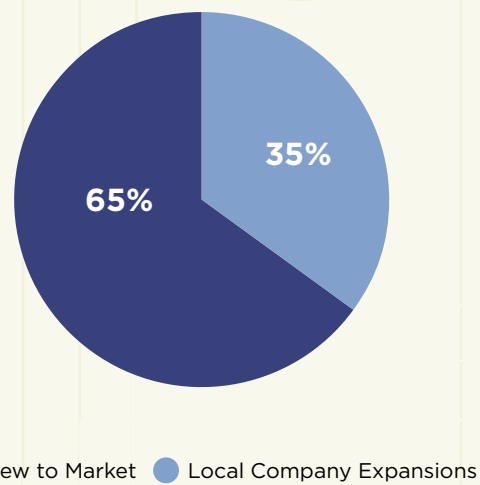
Miami-Dade Beacon Council closed projects with a record 57 companies in 2021-2022 -- nearly an 80% increase vs. prior year.



- Gains were consistent and strong across all MDBC target sectors, which saw at least a two-fold increase of the number of completed projects as compared to the prior year.

Close to 65% of FY21/22's projects were expansions and/or relocations by new-to-Miami companies.

Companies that are new to the Miami market are driving nearly 1,800 jobs, or about 65% of the new jobs created this year.



- New to Miami companies included three Miami - born startups: Alpha International Transport, LandQuire and Xennial Digital.

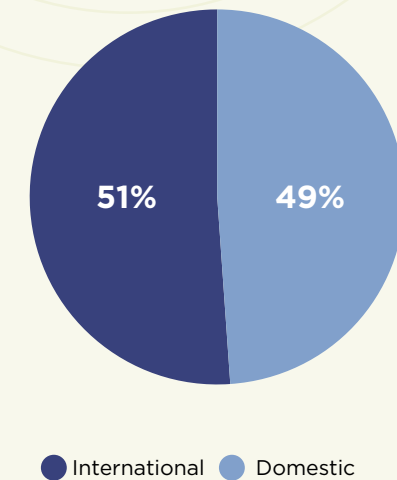
Analysis provided by MDBC Research & Strategic Planning team based on 2021-2022 project activity.

Miami-Dade County's Targeted Industries

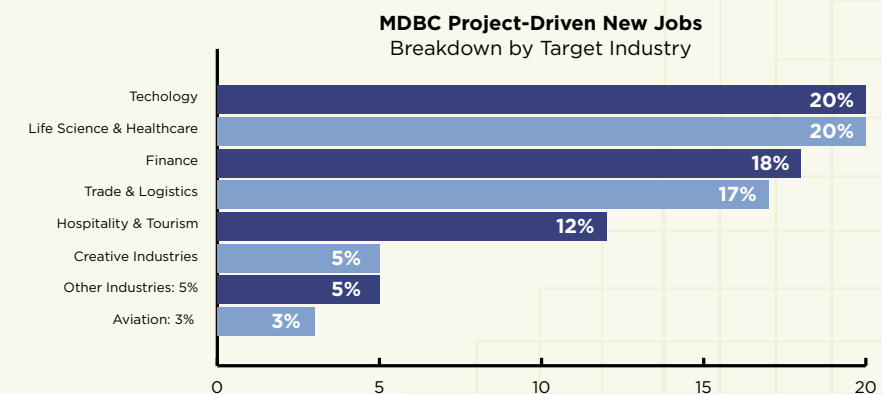


International interest and investment thrives, accounting for half of projects; Europe leads the way.

- While half of completed projects came from international markets, 10 states drove domestic expansions/relocations.
- Almost 60% of international projects came from Europe, while LATAM accounted for 35% and Australia/Asia for 5%.
- About 35% of international projects came from Spain, while Argentina, Brazil, Chile, and Israel followed with 7% each.
- New job creation by international companies was led by Spain and Colombia, each driving close to 20% of the new direct jobs generated for Miami-Dade.



Technology and Life Sciences & Healthcare account for lion's share of newly-created jobs.



- 3,101 new direct jobs were created by the companies that closed projects with MDBC over the past year. Total number of new jobs rises to 8,000 when indirect jobs induced by this development are factored in.
- Life Sciences & Healthcare and Technology led job creation, accounting for a combined 40% of new direct jobs.
- Finance and Trade & Logistics followed closely behind, accounting for 18% and 17% respectively, creating close to 1,100 new jobs combined.
- Creative industries, which includes woman-owned sustainable clothing and textile brand OSOM, led to the creation of nearly 150 new jobs.

2021-2022 PROJECTS

Since 1985, The Beacon Council has assisted more than 1,300 businesses, working closely with them to provide free, confidential solutions that are customized for each company's unique needs. In 2021-2022, a record-breaking 57 commitments were secured from companies looking to expand or relocate to Greater Miami. The companies span diverse markets and industries, producing 8,000 new direct and indirect high-value jobs, and generating more than \$800 million of recurring annual economic impact for Miami-Dade County.

Company	Target Industry	Project Origin Country	Project Type
1 Red Brand LLC	Creative Industries; Hospitality & Tourism	Mexico	Recruitment
ABC Compressors USA, LLC	Manufacturing	Spain	Expansion
ADvantage Therapeutics	Life Sciences & Healthcare	Austria	Recruitment
ALAIISA	Trade & Logistics	Venezuela	Recruitment
Allfunds	Banking & Finance	Spain	Recruitment
Alpha International Transport LLC.	Trade & Logistics	USA	Miami-Dade Startup
APEX Group	Banking & Finance	Australia	Recruitment
AT Sistemas	Technology	Spain	Recruitment
Azamara	Hospitality & Tourism	USA	Expansion
BDLA-Biodiesel las Americas	Trade & Logistics; Other	USA	Recruitment
BH Compliance	Technology	Chile	Recruitment
Bolloré Logistics	Trade & Logistics	France	Expansion
Bradesco Bank	Banking & Finance	Brazil	Expansion
CalaMillor Gourmet Experience	Trade & Logistics; Other	Spain	Recruitment
ChecktoBuild	Technology	Spain	Recruitment
Comexi	Manufacturing	Spain	Recruitment
CourMed	Life Sciences & Healthcare	USA	Recruitment
DANE	Manufacturing	Argentina	Recruitment
DOF Cargo	Trade & Logistics	USA	Expansion/Retention
DONQUIJOBS, LLC	Technology	Spain	Recruitment
EarthID Technology Ltd.	Technology	UK	Recruitment
Elucidate	Banking & Finance; Technology	Germany	Expansion
eMed	Life Sciences & Healthcare	USA	Expansion
Exscientia, Inc.	Life Sciences & Healthcare	UK	Expansion
FI Group Inc	Professional Services	Spain	Recruitment
Fuse Capital	Banking & Finance; Technology	Brazil	Recruitment
Global Listings, Inc.	Technology	USA	Recruitment
Greening USA Corp	Technology	Spain	Recruitment
Half Moon Empanadas	Manufacturing	USA	Expansion/Retention
I Halper Paper & Supplies	Hospitality & Tourism; Other	USA	Expansion
iAero Thrust Engine Test Center	Aviation	USA	Expansion/Retention
IDOM	Professional Services	Spain	Recruitment
InBattle Inc.	Creative Industries; Technology	Chile	Recruitment
Ingram Micro	Technology	USA	Expansion
InnFocus	Life Sciences & Healthcare	USA	Expansion
Insigneo	Banking & Finance	USA	Expansion
IntelliNext	Technology	Colombia	Recruitment
KES Latam Business Law	Professional Services	Argentina	Recruitment
Kroger - Opa-Locka	Trade & Logistics	USA	Recruitment
LandQuire	Technology	USA	Miami-Dade Startup
Mekco Group Aviation	Aviation	USA	Expansion/Retention
Millennium Management	Banking & Finance	USA	Recruitment
ML Tech	Technology	USA	Recruitment
Osom Brand	Creative Industries	USA	Recruitment
PL Developments Expansion	Life Sciences & Healthcare	USA	Expansion
Project Lunar	Trade & Logistics	USA	Expansion
Project Mercury	Trade & Logistics	USA	Expansion
Puig/Travel Retail Americas	Creative Industries	Panama	Recruitment
Reeco	Hospitality & Tourism	Israel	Recruitment
Sauce	Hospitality & Tourism	Israel	Recruitment
Sky Canvas America	Aviation; Creative Industries	Japan	Recruitment
TIC Airways, Inc.	Aviation	USA	Expansion/Retention
Volta Integrator	Creative Industries; Technology	USA	Expansion
White Oak Global Advisors	Banking & Finance	USA	Recruitment
Xcovery	Life Sciences & Healthcare	USA	Recruitment
Xennial Digital	Aviation; Other	USA	Miami-Dade Startup
Yield Street	Banking & Finance; Technology	USA	Recruitment



Here's to continuing to create a better future in Miami-Dade

A special thank you to the Beacon Council 2021-2022 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.

Congratulations!

Yolanda Cash Jackson, Becker,
on your new position as
incoming Chair!

Thank you!

George Bermudez, Bank of America,
for your strong leadership while serving as
Chair of 2021-2022 year!

- Donna Abood | Principal, Managing Director

Miami Office of Avison Young
2020 Ponce de Leon Blvd, Ste. 1200
Coral Gables, FL 33134

PROUD PARTNERS





2021-2022 BOARD OF DIRECTORS



George Bermudez, Chair
Bank of America



Yolanda Cash Jackson, Esq. Chair-Elect
Becker Poliakoff



Pablo Pino, Treasurer
TD Bank



Xavier Gonzalez Secretary
Kaseya Technologies



Gary Goldfarb Immediate Past Chair
Interport Logistics



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Miami-Dade Beacon Council

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Carlos Arrizurieta
Christine Barney
Brittnie Bassant
Rick Beasley
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Burton Landy

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St. Thomas University
Northern Trust
rbb Communications
Chamber South
CareerSource South Florida
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City of North Miami
First National Bank of South Miami
Blanca Commercial Real Estate
City of Hialeah
City of Miami
Miami-Dade County Public Schools
Equitable Advisors, LLC
CAMACOL (US Latin Chamber of Commerce)
BankUnited
Miami-Dade Aviation Department
Greenberg Traurig, LLP
Holland & Knight
South Florida Business Journal
Bilzin Sumberg
Florida House of Representatives
Trailblazer
The Miami Foundation
University of Miami
Interport Group of Companies
Cytera Technologies
City of Hialeah
JP Morgan Chase & Co.
Nova Southeastern University
Florida Memorial University
City of Miami Gardens
Black Ambition
Florida East Coast Realty Inc
Florida International University
University of Miami
FedEx Express Latin America
CBRE
Jones Lang Lasalle
Miami-Dade Chamber of Commerce
Miami-Dade County League of Cities
City of Coral Gables
Harper Meyer Perez Hagen Albert Dribin & DeLuca LLP

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Daniella Levine Cava
Juan Carlos Liscano
Liliam Lopez
Steven Losner
Matthew Love
Robert Lozano
Andrew J. Markus
Bob McFarlin
Raul Moas
Ben Mollere
Roberto Muñoz
Yolanda Nader
Alfredo Ortega
Joseph Pallot
Gerald "Jerry" Plush
Claudia Puig
Madeline Pumariega
Olga Ramudo
Raquel Regalado
Christopher Roberts
Walter Robinson
Joseph Roisman
Mark Samuelian
Brian San Miguel
Alfred Sanchez
Newton Sanon
Penny Shaffer
Ron Shuffield
Ken Stiles
Francis Suarez
Theresa Therilus
Emmanuel Tormes
N.K. "Trip" Tripathy
Mark Trowbridge
Aviv Tzur
Antonio Villamil
Rogelio Villarreal
Alexandra Villoch
David Wagner
Hydi Webb
David Whitaker
Irene White
Joe Zubi

Baptist Health South Florida
Miami-Dade County
American Airlines
South Florida Hispanic Chamber of Commerce
City of Homestead
Nicklaus Children's Health System
Wells Fargo
Carlton Fields
Miami Herald
John S. and James L. Knight Foundation
Baptist Health South Florida
The Global Financial Group
Dosal Tobacco Corporation
City of Doral
HEICO Corporation
Amerant Bank
Univision Communications
Miami Dade College
Express Travel
Miami-Dade County
Bean Automotive Group
Robinson Commercial Real Estate
Roisman.org
City of Miami Beach
Truist/BB&T Bank
Greater Miami Chamber of Commerce
OIC of South Florida
Florida Blue
Berkshire Hathaway HomeServices EWM Realty
Stiles Realty Co.
City of Miami
City of North Miami
The Boeing Company
Kaufman Rossin
Coral Gables Chamber of Commerce
Avbiz Aerospace Ventures Inc
The Washington Economics Group, Inc.
Ocean Bank
Baptist Health Foundation
Florida Blue
PortMiami
Greater Miami Convention & Visitors Bureau
Florida Power & Light
United Way of Miami-Dade

THANK YOU TO OUR PARTNERS AT MIAMI-DADE COUNTY, ESPECIALLY THE MAYOR'S OFFICE AND OUR DEDICATED BOARD OF COUNTY COMMISSIONERS.



Daniella Levine Cava
Miami-Dade County Mayor



Chairman Jose "Pepe" Diaz
District 12



Vice Chairman Oliver G. Gilbert, III
District 1



Commissioner Jean Monestime
District 2



Commissioner Keon Hardemon
District 3



Commissioner Sally A. Heyman
District 4



Commissioner Eileen Higgins
District 5



Commissioner Rebeca Sosa
District 6



Commissioner Raquel A. Regalado
District 7



Commissioner Danielle Cohen Higgins
District 8



Commissioner Kionne L. McGhee
District 9



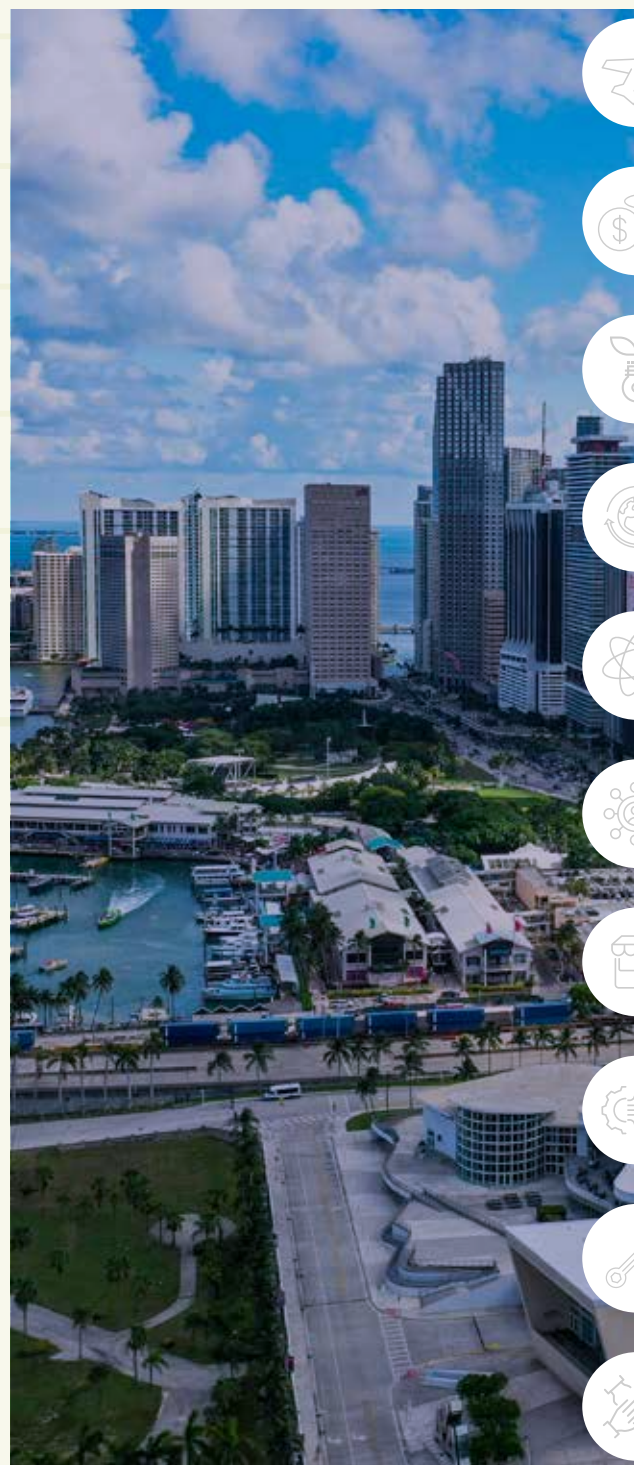
Commissioner Javier D. Souto
District 10



Commissioner René García
District 13

INDUSTRY & MARKET LEADERSHIP

2021-2022 Committee Chairs



AVIATION

Klemen Ferjan
Senior Consultant, Cost Excellence
Amerijet



FINANCE

Gonzalo Acevedo
Division Head, Personal, Digital & Commercial Banking
BRADESCO-BAC Florida Bank



CREATIVE INDUSTRIES

Alvaro Melendez
Co-founder & CEO
CRANT



INTERNATIONAL

Gina Polo
Shareholder
Buchanan Ingersoll & Rooney



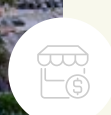
LIFE SCIENCES & HEALTHCARE

Ardith Bronson
Partner
DLA Piper



NEW LEADERS TASKFORCE

Kevin Gonzalez
Vice President
CBRE



SMALL BUSINESS

John Hall
Manging Member
Brickell Ventures



TECH

Juha Mikkola
Co-founder
Wynocode/Brainstation



TRADE & LOGISTICS

Basil Khalil
VP of Operations
Caribbean & Central America Region
FedEx



URBAN INITIATIVES

Yolanda Cash-Jackson
Shareholder
Becker



CHAMPIONING MIAMI'S BUSINESS COMMUNITY AND YOUR PLACE IN IT: MIAMI-DADE BEACON COUNCIL

We know Miami inside and out — her best-kept secrets, work ethic, relentless optimism, and million-dollar ideas. We understand what drives Miami (and the millions that call her home) because we recognize that passion in ourselves. It's what brought us here and keeps us here — an openness and palpable energy that inspires innovation and accelerates growth for individuals and businesses in this community. We love Miami, and we know you'll love it too.

As the official economic development partnership for Miami-Dade County, The Beacon Council is ready to help you navigate our business community. Dedicated to growing quality jobs and promoting strategic investments across Miami's 34 municipalities, we strive to create a diversified, inclusive economy that supports shared prosperity and long-term growth for all. Efforts are focused on the high-wage, high-value industry clusters that expand our local economy, including Aviation, Finance, Creative Industries, Hospitality & Tourism, Life Sciences & Healthcare, Technology, and Trade & Logistics.

Our team of dedicated experts is ready to partner with you on every step of the economic development process. Since 1985, The Beacon Council has worked with more than 1,300 companies looking to relocate or expand in Greater Miami, driving more than \$7.3 billion in new capital investment and securing commitments for more than 120,000 new direct and indirect jobs combined. Global brands that worked with our team and chose Miami-Dade to support their next phase of long-term growth include Amazon, Boeing, Burger King, Millennium, Ryder, Black-stone, Spotify, Blockchain.com, Ford, Starwood Capital, Bombardier, JP Morgan Chase, NBC Universal Telemundo Enterprises, Atlantic Sapphire, Costex, CI Financial, BD Biosciences, FedEx, HBO, ThermoFisher, IngramMicro and Visa.

All Beacon Council Services are confidential and at no cost to you.

Let us help you and your business thrive in Greater Miami. For more information, contact the Miami-Dade Beacon Council at **(305) 579-1300**, info@beaconcouncil.com or visit www.BeaconCouncil.com.

MDBC ECONOMIC DEVELOPMENT SERVICES

BUILDING CONNECTIONS

We facilitate valuable introductions and collaboration to those committed to Miami's economic development and global competitiveness.

TALENT RECRUITMENT AND TRAINING

MDBC supports companies in fulfilling their talent and human resource needs through partnerships with our local workforce agencies, executive search firms, industry associations and networks, including our college and university systems, coding schools and apprenticeship programs.

SITE LOCATION & PROPERTY SEARCH

MDBC uses powerful industry-leading property search platforms to research and identify areas and facilities in Miami-Dade County that best fit the needs of growing companies.

PERMITTING ASSISTANCE

The Beacon Council facilitates coordination between companies and our governmental permitting and regulatory agencies at the Federal, State, County and Municipal levels.

PROJECT MANAGEMENT

MDBC partners with companies of all sizes to evaluate and drive opportunities for growth in our community. A single point of contact from our professional Business Development team will navigate this process with you, tapping into public and private sector resources to ensure you have the information and tools you need.

ACCESS TO CAPITAL & BUSINESS INCENTIVES

Helping companies understand the landscape of financial support available to businesses, The Beacon Council analyzes companies' eligibility for local and state business incentives related to job creation and workforce training. Once determined, our economic development staff will partner with qualified companies to navigate the application and approval process.

INTERNATIONAL GROWTH

We foster global business connections and collaboration through targeted international missions, both outbound and inbound, that advance opportunities to invest in Miami's targeted industries.

BUSINESS AND ECONOMIC RESEARCH & ANALYSIS

MDBC serves as Miami-Dade County's resource for sophisticated data analytics and economic development research showcasing our business community. Our Research Department provides in-depth market data, comparative analysis of economic indicators, and other customized reports.



REMEMBERING MIKE FINNEY 1956-2022

President & CEO, Miami-Dade Beacon Council (2017-2022)

Michael Finney was a brilliant visionary and bridge builder. He promoted collaboration between business, government and education leaders and inspired action. Highly regarded as one of the country's leading economic development professionals, Mike dedicated his career to assisting communities and strengthening their economies by creating pathways to prosperity. He believed everyone deserved a chance to excel. In his memory, the Finney family has established a scholarship fund to support the development of future leaders and entrepreneurs. Grants will be provided to educational institutions close to Michael's heart, students, and professionals studying economic development, social impact, and related fields. Additionally, the Fund plans to support youth programs that inspire and affirm disadvantaged youth. Michael's greatest passion was mentoring business professionals and students, and your support continues his vision and legacy of economically strengthening communities.

Visit www.michaelfinneyfund.org/ to contribute or learn more about the Fund.



The Miami Foundation



Thank you to The Miami Foundation for your partnership and for hosting the Michael Finney Fund.



2020-2022 Foundation Board Members



George Bermudez
SVP, Market Executive,
Bank of America
Board Director, Chair



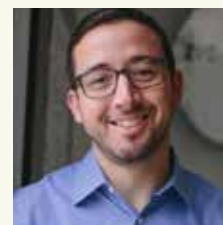
Gary Goldfarb
Chief Strategy Officer,
Interport Logistics
Board Director, Immediate
Past Chair



Yolanda Cash Jackson
Shareholder, Becker
Board Director, Chair-Elect



Pablo Pino
South Florida Market
President, TD Bank
Board Director, Treasurer



Xavier Gonzalez
EVP, Kaseya
Board Director, Treasurer



Newton B. Sanon
President & CEO OIC
of South Florida
At-Large Director

THE BEACON COUNCIL FOUNDATION

Making a Difference

The Beacon Council Foundation is a 501(c)3 nonprofit created exclusively for charitable and educational purposes. Guided by its dedication to the growth and prosperity of the Miami-Dade business community, it is committed to delivering equitable, inclusive solutions that provide pathways to economic prosperity for all. The Foundation champions investment and job creation in target urban areas ensuring long-term economic benefits to the community. Initiatives that have been supported by The Beacon Council Foundation over the past year include Opportunity Miami, Small Business Xcelerator, Miami Community Ventures, Project Opioid, and select Advantage Miami Marketing efforts.



Bean Automotive Technician Apprenticeship inaugural class. Miami Community Ventures convened partners including Miami Dade College, CareerSource South Florida, Bean Automotive, and The Beacon Council to create this first of its kind apprenticeship program.

opportunity : miami

A community-wide initiative helping build Greater Miami's economic future

Launched by The Beacon Council in 2021, Opportunity Miami is dedicated to shaping Miami's long-term economic future with a focus on:

- **Innovation & Entrepreneurship:** to help transform Miami into a global leader
- **Talent & Inclusion:** to build a uniquely diverse, skilled workforce on the world stage
- **Sustainability & Resilience:** to make combating sea level rise and the transition to a net-zero economy into a generational business opportunity

As Miami looks to set an example for how to build a modern economy of the future, Opportunity Miami will continue positioning our community to be a hub of innovation that is prosperous and inclusive through:

- Producing original content that elevates the people and ideas that are shaping our economic future
- Engaging with the community online and offline through newsletters, podcasts, social media and in-person events
- Convening leaders and the community at large around solutions that tackle our biggest challenges

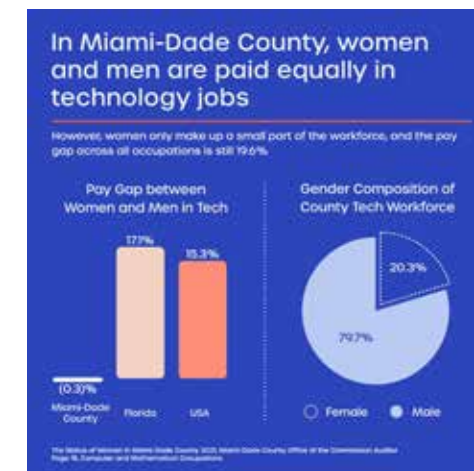


“
 The best thing we can do to make tech serve everyone better is to get more diverse people involved in making tech.
”

Rebekah Monson
 Co-Founder & COO
 Letterhead

Since launching, Opportunity Miami has:

- Produced original content every week, totaling nearly 80 pieces
- Attracted high-level, internationally recognized executives to speak to Miami's economic future
- Revived the Academic Leaders Council to collectively set talent pipeline goals to build Miami's workforce of 2040
- Rallied the community to apply for the National Science Foundation \$100 million grant
- Focused the community on climate as an economic driver, and re-energized efforts around broadband access
- Collaborated with Miami-Dade County (including a recent Climate Tech convening), Tech Equity Miami (launch partner), Miami-Dade College (event partner), Refresh Miami (startup series partner) and more



Follow Our Work

Subscribe to our weekly newsletter at opp.miami/newsletter and follow us on Twitter, LinkedIn, and Instagram at [@opportunitymia](https://twitter.com/opportunitymia)

PROJECT OPIOID

Miami-Dade

Project Opioid Miami-Dade is an initiative that aligns business, non-profit, faith, and philanthropic organizations to expand the table of advocates and concerned leaders committed to combatting the opioid epidemic. Participating partners across Miami-Dade, Broward and Palm Beach counties, including The Beacon Council, aim to bring new energy, spark conversations, and convene the business community to support this ongoing effort.

Where we are:

- Launched on November 5, 2021, with over 200 participants engaged
- Created a tri-county plan with the Greater Fort Lauderdale Alliance acting as the administrative agency for Project Opioid South Florida
- Currently, we are facilitating a Community Response Team (CRT) in Miami-Dade County with over 40 interested community leaders of business, non-profit, health, and law enforcement in South Florida to initiate the conversation of the epidemic. Each leader will bring their fiscal resources to the table as part of the collaboration and ensure alignment across all efforts.

Meet Our Leadership Team



Sheldon Anderson
Chairman and CEO Grove Bank and Trust



George Foyo
Chairman and CEO L J International Inc.



Dr. Viviana E. Horigian, MD, MHA
Professor Department of Public Health Sciences at the University of Miami Miller School of Medicine



David Wagner
Market President, South Florida Florida Blue



Penny Shaffer, Ph.D.
Past Market President South Florida Florida Blue



Natural and Relaxed Salon, Inc | Daynia McKoy-Evanson, Owner



Sweet Delights Bakery, Inc | Debbie Allen, President and Owner



Stanley Rigaud, VP, Economic Development, Miami-Dade Beacon Council; Jeff FITT Miami LLC's owner, Roy Feffrey; Carole Ann Taylor, Miami To Go/MDBC Small Business Committee and La Criscia M. Fowlkes, MBA, MSSM, Rooted in Love & Truth Small Business Committee

SMALL BUSINESS XCELERATOR

A Beacon Council Foundation Initiative

The Small Business XCEerator Program was launched during COVID-19 to support the most vulnerable businesses in Miami-Dade County. The program naturally supplements the existing entrepreneurial support ecosystem by partnering consultants who provide business growth and resiliency strategy services to small business owners throughout the county. During The 2021-2022 fiscal year, the SBX Program, in collaboration with our partners served 46 small businesses, providing over 200 hours of assistance. Through the program, entrepreneurs have addressed their lack of access to high-quality business services, marketing strategies, back-office organization, and technology. Thank you to all of our partners and funders, including The Rockefeller Foundation and Bank of America.



BEACON COUNCIL LEADERSHIP

Thank You to our Founders & Past Chairs

A special thank you to The Beacon Council's founders and all of the past Chairs who have served our community since 1985. Without their leadership, support and commitment to moving our mission forward, Miami-Dade's business community would not be where it is today.



- 1985-1986 Theodore Hoepner**
- 1985-1986 Sidney Levin**
- 1986-1987 David R. Parker
- 1987-1988 Merrett R. Stierheim*
- 1988-1989 Robert Epling†
- 1989-1990 Phil de Montmollin
- 1990-1991 Governor Jeb Bush
- 1991-1992 Burton Landy
- 1992-1993 Modesto Maidique, Ph.D.
- 1993-1994 Williams Myers†
- 1994-1995 Carlos Palomares
- 1995-1996 Robert Beatty
- 1996-1997 Carol Wyllie
- 1997-1998 Adolfo Henriques
- 1998-1999 George Foyo
- 1999-2000 Fred Messing
- 2000-2001 Mario del Valle
- 2001-2002 Tom Cornish
- 2002-2003 Robin Reiter
- 2003-2004 Calixto Garcia-Velez
- 2004-2005 Benjamin J. Mollere
- 2005-2006 Neisen Kasdin
- 2006-2007 Angel Medina Jr.
- 2007-2008 Pete Pizarro
- 2008-2009 Tere Blanca
- 2009-2010 Alexandra Villoch
- 2010-2011 Jack Lowell
- 2011-2012 Alan Beckert†
- 2012-2013 Joe Pallot
- 2013-2014 Sheldon Anderson
- 2014-2015 Donna Abood
- 2015-2016 Ernie Diaz
- 2016-2017 Jaret Davis
- 2017-2018 Nelson Lazo
- 2018-2019 Penny Shaffer, Ph.D.
- 2019-2020 Hugo Castro
- 2020-2021 Gary Goldfarb
- 2021-2022 George Bermudez

*1985 Co-Founders

GREATER MIAMI'S BIGGEST CHAMPIONS

Meet The Beacon Council Team

Building a better Miami is more than a job for us... Miami is our home. It's the place we know inside and out, the community we care about and for. Dedicated to driving long-term prosperity and growth for our businesses and residents, Beacon's development efforts focus on marketing Miami-Dade as a world-class business location, growing local companies and entrepreneurs, and shaping Miami's economic future.



President's Office

William D. Talbert, III,
Interim President & CEO
Monique Medley,
Executive Assistant to the President & CEO

Budget & Administration

Camela Glean-Jones,
Chief Financial Officer & COO
Marco Phanord,
Director of Finance
Janice Quevedo,
Executive Assistant to CFO & COO

Marketing & Communications

Maria Budet,
Chief Marketing Officer
Cristina Ojeda,
Marketing & Events Manager

Economic Development

James Kohnstamm,
Executive Vice President, Economic Development
Mario J. Sacasa,
Senior Vice President, International Economic Development
Greg Horowitz,
Vice President, Economic Development, Life Sciences & Healthcare
Ilona Vega Jaramillo,
Vice President, International Economic Development
Stanley Rigaud,
Vice President, International Economic Development
Madeline Mesa,
Director, International Economic Development
Thalis Morales,
Coordinator, Systems Compliance
Frances Fleites,
Coordinator, Economic Development

Research & Strategic Planning

Christos Costandinides,
Vice President, Research & Strategic Planning

Opportunity Miami

Matt Haggman,
Executive Vice President, Opportunity Miami

Investor Relations

Julio Piti,
Vice President, Development
Melissa Brod,
Coordinator



2021-2022 BEACON COUNCIL INVESTORS

In partnership with
Miami-Dade County



Sustaining Investors



Benefactor Investors



2022 ANNUAL MEETING

Thursday, November 17, 2022
Loews Hotel Coral Gables

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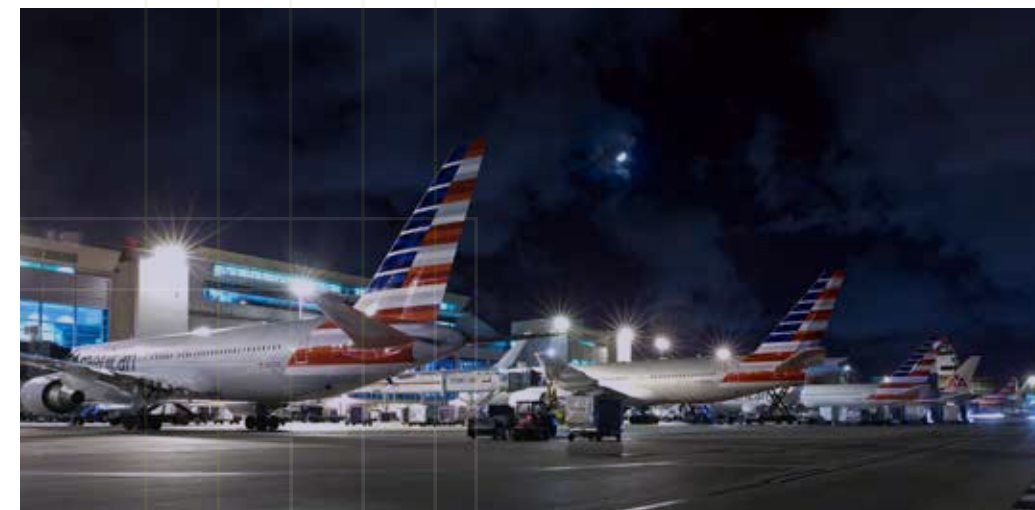


Media Partners

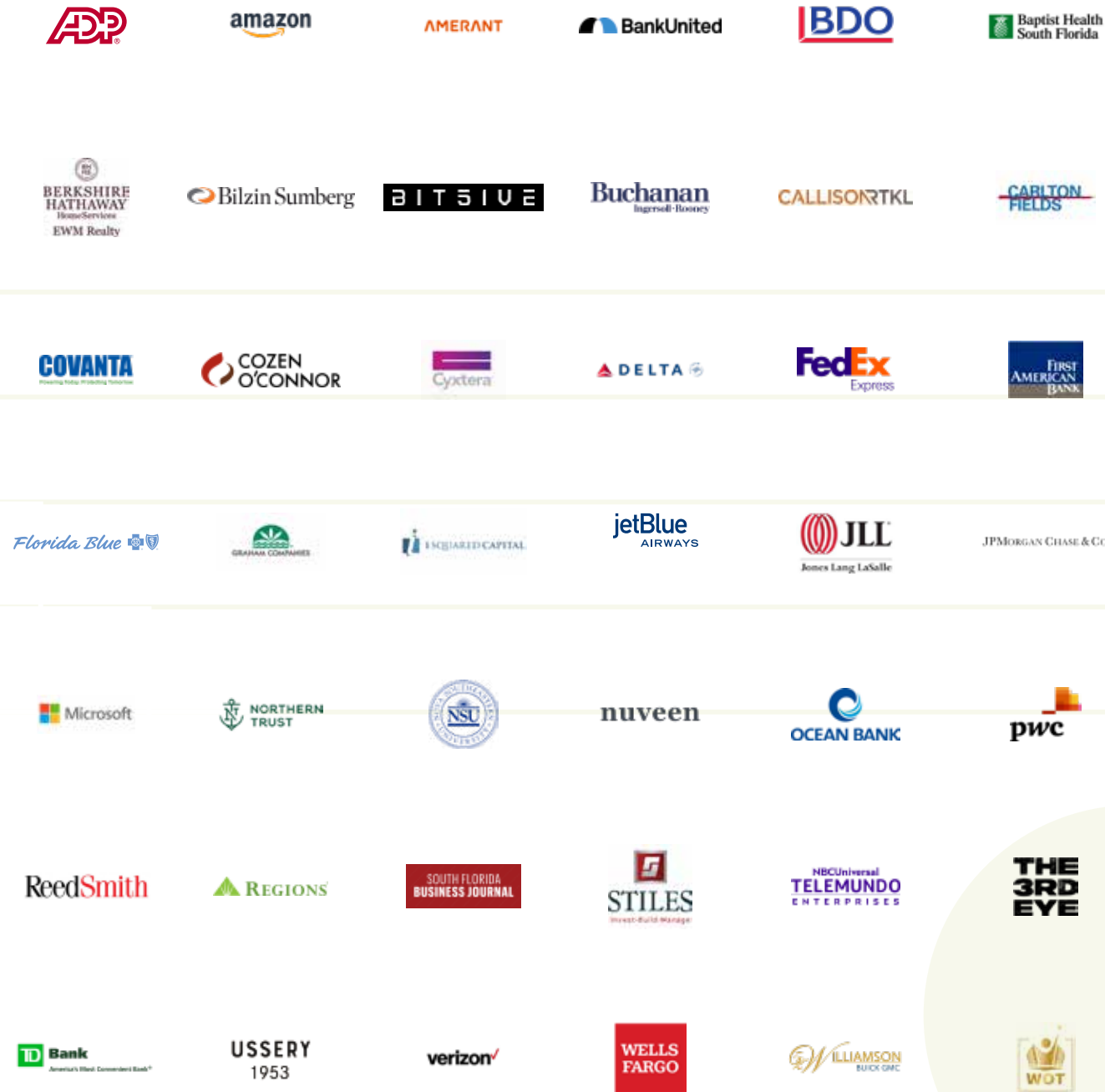


MIAMI-DADE BEACON

2021-2022 ANNUAL REPORT



Executive Investors



2021-2022 BEACON COUNCIL INVESTORS

Corporate, Trustee & Small Business

- 8base
- AAR Corp. - Aircraft Services
- AEI Spaces
- Akerman LLP
- Amerijet International
- Arts & Business Council of Miami
- Atlantic Sapphire
- Avbiz Aerospace Ventures Inc
- Bean Auto Group
- Becker
- Blanca Commercial Real Estate
- CareerSource South Florida
- CBI Workplace Solutions
- CBRE
- City National Bank
- Cognistx
- Crant
- CyVent
- Diaz Trade Law
- Duke Realty
- Eikon Digital USA
- Empire Office
- Equitable
- Express Employment Professionals
- Express Travel
- FinConecta
- FirstBank of Florida
- Florida East Coast Railway
- Florida East Coast Realty Inc
- Florida International University
- Florida Polytechnic University
- Friedman LLP
- Gerson, Perston, Klein, Lips, Eisenberg, & Gelber PA
- Globant
- Gossett Marketing
- Gray Robinson
- Greater Miami Chamber of Commerce
- Greater Miami Convention & Visitors Bureau
- HEICO Corporation
- Hotwire Communication
- Hunton Andrews Kurth LLP
- IBERIABANK
- Interport Group of Companies
- Jackson Health System
- Kaufman Rossin, CPA Advisors
- Kimre
- Knoll
- Leon Recruitment Executive Staffing Solutions
- Magaya Corp
- Marcum LLP
- Marsh & McLennan Agency
- McGriff Insurance
- McGuireWoods Consulting
- Miami International University of Art & Design
- Miami Lighthouse for The Blind & Visually Impaired
- MK Strategic
- Mughal & McRae Executive Search, LLC
- OIC of South Florida
- OneUnited Bank
- Performance Foodservice
- PortMiami
- Pradere Office Products
- Prizm Art Fair
- Procacci Development Corp
- Prologis
- Publix Super Market, Inc.
- Roanoke Insurance Group
- Robinson Commercial Real Estate
- SAP USA Truck & Auto Parts
- TECO Peoples Gas
- The Boeing Company
- The Education Fund
- The Global Financial Group
- Trailblazer
- Transwestern Commercial Services
- Tremby Law Firm
- Ultragenyx
- United Way of Miami-Dade
- Ventura Tec
- WaterDiam
- Yormack Law

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We're proud to support the economic development of South Florida with the Miami-Dade Beacon Council.

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Your Guide to Business and Employment Opportunities



Business Services

Financial Incentives

- Tax credits and Incentives

Training Incentives

- Employed Worker Training
- On-the-Job Training
- Paid Work Experience

Recruitment Assistance

- Qualified Candidates Assistance

Career Services

Job Search Assistance

- Tips on interviewing skills
- Resume writing assistance

Career Training / Retraining

- On-the-Job Training
- Career Training Opportunities

Professional Placement

- Networking opportunities
- Job leads and referrals

To learn more visit us at www.careersourcesfl.com

CareerSource South Florida is an equal opportunity employer/program. Auxiliary aids and services are available upon request to individuals with disabilities.

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With the Baptist Health PineApp, your health is in your hands.



Book and Manage Appointments



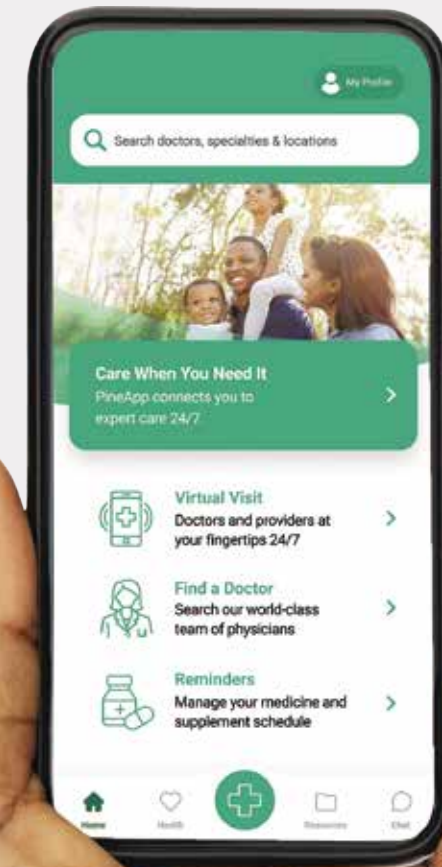
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Set Medication Reminders



Keep a Health Journal



Scan to download.





BEST COLLEGES

U.S. News

NATIONAL UNIVERSITIES
PUBLIC
2022-2023

**FASTEST-RISING UNIVERSITY
IN THE COUNTRY, 2013-2023**

#72, Public University Rankings *U.S. News & World Report*, 2023

TOP 25

Economic ROI in a college degree
Degree Choices

#32

National University
Washington Monthly

TOP

Fullbright Scholars
Producer

TOP 5

Social Mobility
U.S. News & World Report

RESEARCH & INNOVATION

\$1 Billion

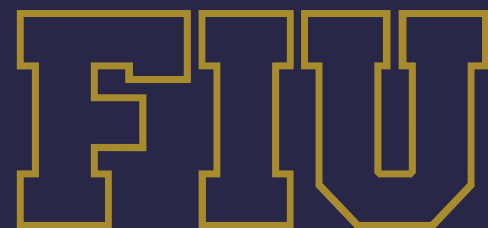
Research expenditures
in the last five years

TOP 15

Most Innovative Public Universities
U.S. News & World Report

TOP 20

Utility Patents Public Universities
Intellectual Property Owners Association



Your Public Research University

WELLS
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We measure our success
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Wells Fargo is a proud sponsor of the 2022 Annual Meeting, and salutes Miami-Dade Beacon Council for its efforts to drive long-term economic prosperity and inclusive growth for Miami-Dade County, its companies and residents.

THERE'S A REASON EVERYONE'S MOVING TO MIAMI...

#1

Region in
North America
for Investment
2021-22

#1

Market for
Startups, Women
Entrepreneurs, &
Business with
Latin America

#1

Healthiest
City in the
United States

Home to 6.2 million residents, a workforce 3.1 million strong, hundreds of global leaders across key industries, and a future-forward innovative business community. Miami is rich with diverse talent and incredible quality of life.



**MIAMI-DADE
BEACON
COUNCIL**

The Miami-Dade Beacon Council is the county's official economic development partnership, attracting high-value jobs and investments that shape the community's economic future.

Fostering entrepreneurs, a diverse talent pipeline, and a positive business climate, MDBC is driving long-term economic prosperity and inclusive growth for Miami's businesses and residents.

For more information on expanding your business in Miami, visit <http://BeIn.Miami>.

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Beacon Council and its 2022 Annual Meeting.

*Congratulations on 37 Years as
Miami-Dade County's official
economic development partnership.*

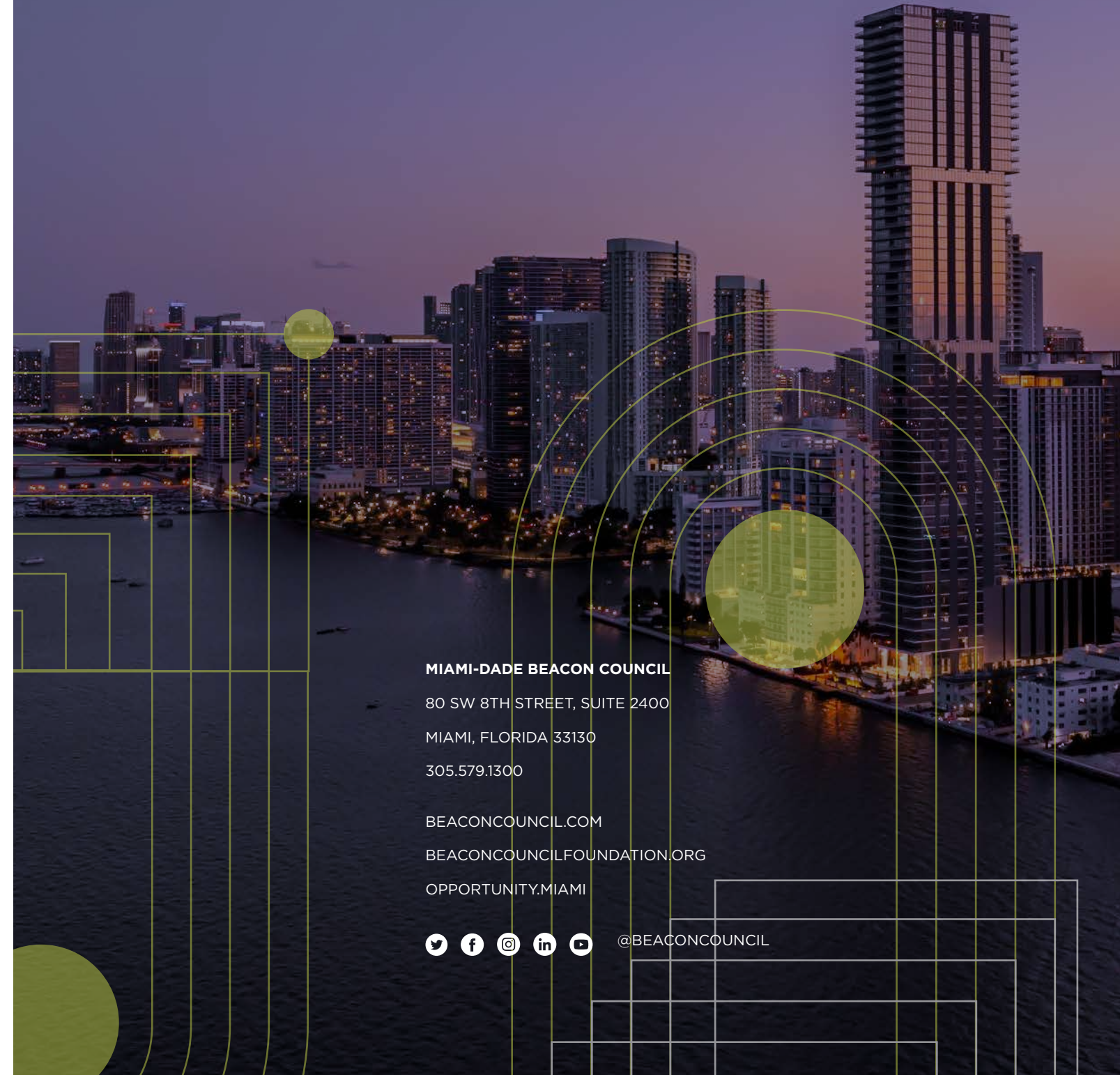


Miami Herald

**EL NUEVO
HERALD**



OFFICIAL
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FOR MIAMI-DADE COUNTY



MIAMI-DADE BEACON COUNCIL

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