



Enterprise Florida, Inc.
PROGRAMS & CONTACTS

2009



eflorida.com

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<p>Board Committees Ellen Stalnaker 407-956-5615</p>	<p>The EFI Board has established a number of advisory committee's to provide detailed research and issue analysis on a range of topics related to the states business climate and job growth. The committee meetings are held in conjunction with EFI's quarterly meetings and cover the following areas: Legislative Policy, Small Business, Global Commerce, Defense & Space, Technology Entrepreneurship & Capital, and Life Sciences. www.eflorida.com/board</p>
<p>Board Investor Relations Lisa Lutka 407-956-5629</p>	<p>Focused on the development and coordination of new investor prospects and retaining current investors that supplement EFI's public funding. Through the growth of private sector funds, EFI can contribute more resources and services to the development of Florida's business community. Staff is responsible for obtaining sponsorships for all Enterprise Florida events. www.eflorida.com/board</p>
<p>Brownfield Liaison Joseph Bell 407-956-5622</p>	<p>Staff serves as EFI liaison to the Brownfield Redevelopment program, and markets Brownfield incentives and benefits to local Brownfield coordinators, economic development partners, Florida communities, and prospective business clients. www.eflorida.com/brownfields</p>
<p>Business Intelligence Center Elizabeth Logan 407-956-5614</p>	<p>The Business Information program is implemented through the Intelligence Center, a web-based resource which allows users to access up-to-date information about Florida's economy. As a constantly evolving resource system, the Intelligence Center includes Florida economic reports, Florida statistics, trade and international investment analysis and data, Florida accolades, state comparative indicators, and resource links. This resource is available at www.eflorida.com/knowledgecenter. This program also includes publications such as <i>Florida's Economy at a Glance</i>, <i>Florida's Economic Competitiveness</i>, <i>FDI in Florida</i>, <i>Trade in Florida</i>, as well as publishes <i>County Profiles</i> and a <i>Directory of Foreign-Affiliated Companies in Florida</i>.</p>
<p>Business Retention & Expansion Crystal Sircy 850-298-6628</p>	<p>This initiative involves working with existing Florida companies to assist in managing their business development and expansion, to ensure the companies remain in Florida. EFI works on developing and/or overseeing strategies and alliances that foster industry growth. One major goal of EFI's retention effort is to develop recommendations for a state-wide retention policy based on trend analysis of factors affecting Florida's companies.</p>
<p>Capital Investment Tax Credit (CITC) Marty Wilson 407-956-5633</p>	<p>Business Incentive. The Capital Investment Tax Credit (CITC) is used to attract and grow qualifying capital-intensive industries in Florida. It is an annual credit against the corporate income tax for up to 20 years in an amount equal to 5 percent of the eligible capital costs generated by a qualifying project. Eligible capital costs include all expenses incurred in the acquisition, construction, installation and equipping of a project from the beginning of construction to the commencement of operations. Depending on the level of investment in the project, the annual credit may also be limited to a specified percentage of the annual corporate income tax liability generated by the project. www.eflorida.com/incentives</p>
<p>Consultant Events Joel Gunter 407-956-5621</p>	<p>A business recruitment program that provides an opportunity for local partners to attend marketing events with site selectors/location analysts to create an awareness of their areas. Many companies, particularly major ones, are likely to engage the services of a consultant to assist them in their site search. Site consultants are an important source of projects and leads. EFI plans three consultant events annually to major urban centers.</p>

<p>Defense Infrastructure/ Military Base Protection Grants Rocky McPherson 850-298-6652</p>	<p>Grants are awarded to economic development organizations in defense-dependent communities to reinforce positive relations between the community and the defense facility and to have a positive impact on the retention and expansion of U.S. military installations, and/or missions in the state of Florida. These grants help communities develop economic diversification strategies, improve base efficiencies, and implement base reuse programs, leading to reduced reliance on national defense dollars. The Community Defense Grants Program consists of four distinct grant programs, which were created in Florida Statute 288.980 (3) (a), (b) and (c). The grants are Base Closure or Realignment Grant Program, The Florida Defense Planning Grant Program, The Florida Defense Implementation Grant Program and The Florida Military Installation Reuse Planning and Marketing Grant Program. Funding is established by Florida legislature each year. www.floridadefense.org</p>
<p>Economic Development Transportation Fund (Road Fund) Marty Wilson 407-956-5633 Joseph Bell 407-956-5622 Molly Weller 850-298-6634</p>	<p>Business Incentive. Through a Legislative appropriation, the Economic Development Transportation Fund (Road Fund) provides funding to local governments for the elimination of transportation problems that adversely impact a company's project. The elimination of the transportation problem must serve as an inducement for a specific company's location, retention or expansion in Florida and the creation or retention of jobs. Up to \$3,000,000 may be provided and these funds may be used for design and engineering costs; construction costs of the transportation project; and traffic signalization. The governmental unit that will own and maintain the transportation improvement submits the application and is reimbursed after commencement of construction of the facility. www.eflorida.com/incentives</p>
<p>Enterprise Zones (EZ) Bridget Merrill 850-298-6626</p>	<p>An Enterprise Zone is a specific geographic area targeted for economic revitalizing. Enterprise Zones encourage economic growth and investment in distressed areas by offering tax advantages and incentives to businesses locating within the zone boundaries. EFI promotes and maintains information about the Enterprise Zones. Currently there are 56 state Enterprise Zones. The program is administered in the Governor's Office of Tourism, Trade and Economic Development (OTTED) by Burt Von Hoff at (850) 487-0467 www.floridaenterprisezones</p>
<p>Florida Defense Alliance (FDA) Rocky McPherson 850-298-6652</p>	<p>An initiative of Enterprise Florida, the Florida Defense Alliance was created in 1998 as a partnership between the Governor, State Officials, Florida's Federal Delegation, Florida's State Legislators, Base Commanders, Community and Business leaders to increase military value, reduce base inefficiencies, and promote multi-service synergies for Florida's military bases. Florida's military bases stretch from Pensacola across to Jacksonville and down to Key West and have long been recognized as true Florida Assets. The Alliance partners with local groups that work to enhance their military bases and defense industries. The Florida Defense has several working groups including infrastructure, encroachment, family transition and housing. The Alliance assists the Governor's office in the coordination of the Governor's Base Commanders' meeting and administers the Defense Grants Programs. www.floridadefense.org</p>
<p>Florida Development Finance Corporation (FDFC) Peyton Woodard 407-956-5696</p>	<p>The program offers qualifying businesses lower cost variable and fixed rate financing through Private Activity Bond issues. The Florida Development Finance Corporation was created by the Florida legislature and charged with assisting economic development efforts in the state through the issuance of Enterprise Bonds. Enterprise Bonds are tax-exempt or taxable Private Activity Bonds that provide a cost-effective means for qualified manufacturers, and nonprofit organizations to access capital markets, particularly for fixed-asset investment projects. Typical bond issue amounts are at least \$1,000,000 so that front-end bond finance costs are financially viable to the borrower. Under this program, borrowers can either obtain a letter of credit from a commercial bank to credit enhance the bonds or the bonds can be directly placed to commercial bank. www.eflorida.com/fdfc.</p>

<p>Florida Opportunity Fund (FOF) Peyton Woodard 407-956-5696</p>	<p>EFI actively partners with National and Florida based venture capital firms, groups and organizations, which are interested in the development of technology companies and private equity within the State of Florida. The retention and growth of Florida born technology companies is one of EFI's primary focuses. EFI supports and sponsors two key annual venture capital conferences in Florida; The Central Florida Innovation Corporation conference and the Florida Venture Forum Conference. Staff from EFI meet on a regular basis with venture capital firms, start up companies, and entrepreneurs in order to provide them the latest incentive information and other value added services. www.floridaopportunityfund.com</p>
<p>Governors Business Diversification Awards (GBDA) Liefke Cox 407-956-5688</p>	<p>The program is held in conjunction with Industry Appreciation Week, an occasion held annually during September to recognize important Florida industries and their impact on the state's economy. The program selects award winners from businesses in Florida's key sectors – which include life sciences, information technology, aviation/aerospace, homeland security/defense, financial/professional services and manufacturing. Enterprise Florida manages the awards process with the Governors office. www.eflorida.com/govawards</p>
<p>High Impact Performance Grant (HIPI) Marty Wilson 407-956-5633</p>	<p>Business Incentive. The High Impact Business Performance Incentive Grant is a negotiated incentive used to attract and grow major high impact facilities in Florida. Grants are provided to pre-approved applicants in certain high-impact sectors as designated by the Governor's Office of Tourism, Trade and Economic Development (OTTED). Once recommended by Enterprise Florida, Inc. (EFI) and approved by OTTED, the high impact business is awarded 50 percent of the eligible grant upon commencement of operations and the balance of the awarded grant once full employment and capital investment goals are met. www.eflorida.com/incentives</p>
<p>Industry Cluster Strategies Crystal Sircy 850-298-6628</p>	<p>A proactive plan for improving Florida as a global platform from which a portfolio of businesses including primary targets and businesses supporting those targets can compete. Sectors are selected based on their impact on Florida's economy. The strategy involves leveraging state and local resources in a supportive way to provide the competitive conditions necessary to retain, expand, and attract high-impact industries in Florida. The current portfolio of business/industry clusters include: Manufacturing, Life Sciences, Information Technology, Aviation/Aerospace, Homeland Security/Defense, Business and Financial Services, Logistics/distribution, and International Commerce. www.eflorida.com/industryclusters</p>
<p>International Export Counseling Services Mike Schiffhauer 407-956-5634</p>	<p>Provided directly to Florida companies through 6 EFI field offices throughout the state and the division staff located in Coral Gables. International marketing professionals assist Florida companies by providing information on export strategy and marketing plans, market identification and research, market information, agency and distribution contracts, pricing for export, payment methods and financing, documentation and transportation, licensing requirements, available federal, state and local export development programs, and the basics of exporting. www.eflorida.com/export</p>
<p>International Florida Trade Partners Association (FTPA) Ivan Barrios 305-298-3390</p>	<p>Enterprise Florida, in partnership with the US Export Assistance Centers of Florida and the Florida District Export Council established the Florida Trade Partners Network in 1997 to help Florida's small and medium-sized companies export their goods and services abroad. The Network's numerous Partners provide seamless trade services – such as training new-to-export firms; executive mentoring and business counseling; facilitation of foreign buyers for Florida products and services; inbound and outbound trade missions; services export development, and trade finance facilitation – to make Florida companies export-ready. www.eflorida.com/FTPA</p>

<p>International Foreign Office Liaison Fred Glickman 305-808-3588</p>	<p>Florida has representatives in the following countries: Brazil, Canada, Colombia (covering Andean Region - as of October 2007), Germany, Israel, Japan, Mexico, South Africa, Spain, Taiwan, United Kingdom, and the European Union and two liaison offices in China and the Czech Republic. All representative contracts are turnkey performance-based. The representatives provide assistance to Florida companies that want to sell Florida-origin products and services in their respective markets and assist local companies seeking to purchase Florida products or invest in Florida. The representatives also provide on site assistance to Florida market site initiatives. www.eflorida.com/offices</p>
<p>International Market Site Trade Events Manny Mencia 305-808-3672</p>	<p>Open to all businesses registered in the state of Florida that are interested in doing business internationally. EFI market site trade events are exhibitions of Florida products conducted in major target industry trade exhibitions throughout the world and professionally planned trade missions that feature one-on-one, prearranged appointments with business executives interested in the specific product lines of services of the mission participants. Market site trade events have proven to be one of the most successful and cost effective ways to develop and expand business internationally. www.eflorida.com/events</p>
<p>International Team Florida Events Manny Mencia 305-808-3660 Ivan Barrios 305-808-3390</p>	<p>An international retention, recruitment, trade or policy advocacy initiative. International events are part of an aggressive global recruitment and trade development strategy that involves leaders from business, government and economic development organizations from throughout Florida. The program is aimed at promoting the Florida “brand” and Florida-origin products and services in key target markets worldwide. The Governor usually leads international Team Florida missions. Generally speaking, the following criteria determine a Team Florida Project: It is a project with statewide significance; the project has a clear, usually time-limited objective; and the project requires the participation of business and political leaders statewide. www.eflorida.com/events</p>
<p>International Trade Lead Program Janet Jainarain 407-956-5618</p>	<p>EFI’s International Trade and Business Development Unit generates numerous qualified international trade leads – offers from foreign companies to buy goods or services from Florida – through trade events, international marketing initiatives and its network of international offices. The leads are then disseminated to EFI Partners, the Florida Trade Partners Network, and interested Florida companies at no charge. www.eflorida.com/export</p>
<p>Legislative Liaison Michael Preston 850-298-6630 April Money 850-294-5864</p>	<p>Enterprise Florida works closely with Florida’s government leaders to monitor economic development policies, to develop strategies and resources for strengthening the economy, and through information and communication, to develop responses to external negative impacts on Florida’s economy.</p>
<p>Marketing Issues Working Group (MIWG) Kim Wilmes 407-956-5628</p>	<p>Composed of economic development partners representing all regions of the state and serves as a platform in which marketing ideas and issues can be shared and discussed to maintain Florida’s competitiveness, and to better align statewide, regional and local marketing efforts. The group meets quarterly in conjunction with EFI’s Board/Stakeholder meetings. www.eflorida.com/marketingforum</p>
<p>Marketing & Strategic Intelligence Sena Black 407-956-5650</p>	<p>Position and promote Florida nationally and internationally as an innovative and competitive pro-business state. The goal is create a global, innovative Florida image and to generate leads for business development. This program is based on an integrated and broad portfolio of strategies, including web sites and internet marketing, print advertising, promotion in national and international trade magazines, lead generation and collateral materials. A key component of the marketing strategy is e-marketing using the My eFlorida CRM platform to promote Florida on a state of the art platform. The business brand for Florida is <i>Florida. Innovation Hub of the Americas.</i>® www.eflorida.com</p>

<p>Partner Relations Liefke Cox 407-956-5688</p>	<p>EFI contact for economic development organizations across the state & other stakeholder partners. Identifies and prioritizes partner-related opportunities and concerns requiring the attention of EFI management and tracks/reports local trends and issues. www.eflorida.com/stakeholders</p>
<p>Permitting Liaison Joseph Bell 407-956-5622</p>	<p>A process that allows significant economic development projects to obtain expedited review of all needed state and regional permit applications and, at the option of a participating local government, local development permits or orders and comprehensive plan amendments. Staff coordinates with local economic development partners and businesses contemplating using the process, recommending projects forward to OTTED for certification to use the process. Staff continues to monitor each project's progress through the process, ensuring that the project's timetable is met and to intervene as necessary to prevent potential delays.</p>
<p>Project Management Crystal Sircy 850-298-6628</p>	<p>This initiative involves the development and implementation of business investment project generation and project management programs and techniques. The project management staff coordinates business attraction efforts with the needs of state, regional and local organizations. Activities include business investment referrals to economic development organizations, proposal development, site inspection, visit coordination, providing information and resolving location impediments.</p>
<p>Qualified Defense & Space Contractor Tax Refund (QDSC) Marty Wilson 407-956-5633 Joseph Bell 407-956-5622 Molly Weller 850-298-6634</p>	<p>Business Incentive. The Qualified Defense and Space Contractor Tax Refund (QDSC) is a tool to preserve and grow Florida's high technology employment base by giving Florida defense, homeland security, and space business contractors a competitive edge in consolidating contracts or subcontracts, acquiring new contracts, or converting contracts to commercial production. Pre-approved applicants creating or retaining jobs in Florida may receive tax refunds of \$3,000 per net new Florida full-time equivalent job created or retained; \$6,000 in an Enterprise Zone or rural county. For businesses paying 150 percent of the average annual wage, add \$1,000 per job; for businesses paying 200 percent of the average annual salary, add \$2,000 per job. www.eflorida.com/incentives</p>
<p>Qualified Target Industry Tax Refund Program (QTI) Marty Wilson 407-956-5633 Joseph Bell 407-956-5622 Molly Weller 850-298-6634</p>	<p>Business Incentive. The Qualified Target Industry (QTI) Tax Refund is a tool available to Florida communities to encourage quality job growth in targeted high value-added businesses. Pre-approved applicants who create jobs in Florida receive tax refunds of \$3,000 per net new full-time equivalent Florida job created; \$6,000 in an Enterprise Zone or Rural County. For businesses paying 150 percent of the average annual wage, add \$1,000 per job; for businesses paying 200 percent of the average annual salary, add \$2,000 per job. New or expanding businesses in selected targeted industries or corporate headquarters are eligible. If approved, the applicant may receive refunds on the taxes it pays. This includes corporate income, sales, ad valorem, intangible personal property, insurance premium, and certain other taxes. www.eflorida.com/incentives</p>
<p>Quick Action Closing Fund (QAC) Marty Wilson 407-956-5633</p>	<p>Business Incentive. The Quick Action Closing Fund is an incentive used to close the deal when Florida faces severe competitive disadvantages for high impact economic development projects of existing or new businesses. The program is designed to be flexible, allowing a quick response to meet the unique needs of the respective business. The terms and conditions of each contract are individually structured.</p>

<p>Research Joe Kulenovic 407-956-5619</p>	<p>To assist in guiding long-term economic development policy development, business climate competitiveness, strategic research and policy analyses are conducted on an annual basis for incorporation into a Statewide strategic plan. This analysis also serves to guide policy discussions and future implementation strategies for the Statewide strategic planning process.</p> <p>The Florida Economic Bulletin is published quarterly and on a special issue basis to inform business and economic development partners of major economic issues and trends and posted on www.eflorida.com/knowledgecenter</p>
<p>Rural Infrastructure Fund Bridget Merrill 850-298-6626</p>	<p>A resource available to rural communities in Florida to facilitate the planning, preparation and financing of infrastructure projects in rural communities which will result in job creation, capital investment, and the strengthening and diversification of rural economies by promoting tourism, trade and economic development. There are three types of grants available: (1) Total Project Participation (2) Feasibility and (3) Pre-clearance Review. Funds awarded cannot be more than 30% of the total project costs. Maximum grant amount \$1,000,000. www.eflorida.com/rural</p>
<p>Rural Issues Working Group (RIWG) Bridget Merrill 850-298-6626</p>	<p>Composed of economic development and government leaders from rural counties. Develops recommendations to increase the competitiveness of Florida's rural counties in the global economy. Recommendations are expected to lead to legislation and policies to ensure Florida's competitive position globally as a leading relocation site. The group meets quarterly in conjunction with EFI's Board/Stakeholder meetings.</p>
<p>Rural Regional Development Grants Program Bridget Merrill 850-298-6626</p>	<p>Created to encourage the development, and build the professional capacity, of regional economic development organizations made up of rural counties, communities and organizations. The funds are appropriated by legislation for regional rural economic development organizations. The maximum amount an organization may receive in any year will be \$35,000 and must be matched each year by an equivalent amount of non-state resources. On recommendation of the review Committee, the Office of Tourism, Trade and Economic Development (OTTED) may approve up to \$750,000 each fiscal year from the funds appropriated to the Rural Community Development Revolving Loan Fund. www.eflorida.com/rural</p>
<p>Rural Revolving Loan Fund Bridget Merrill 850-298-6626</p>	<p>Designed to provide gap funding for economic development projects in rural counties. The funds are to be used to complete a funding package that is mostly funded by other financial programs, local governments or grants. The funded project should be one emphasizing capital development necessary for job creation. Units of government in counties with a population of 75,000 or less and units of government in counties of 100,000 or less and that are contiguous of 75,000 or less are eligible to apply. Loan size is up to \$560,000 or 10% of the project being assisted whichever is less. Funding is dependent on an annual appropriation from the Florida Legislature. www.eflorida.com/rural</p>
<p>Semiconductor, Defense and Space Technology Sales Tax Exemption Marty Wilson 407-956-5633 Joseph Bell 407-956-5622 Molly Weller 850-298-6634</p>	<p>Business Incentive. The Semiconductor, Defense and Space Technology Sales Tax Exemption is an exemption of sales and use taxes on machinery and equipment used in production of semiconductor, defense and space related products. Florida recognizes that semiconductor, defense, and space technology facilities make significant annual investments in high-tech replacement equipment to keep pace with rapid advances in technology and heavy usage.</p> <p>A business certified to receive this exemption might elect to designate one or more state universities or community colleges as recipients of up to 100 percent of the amount of the exemption for which they may qualify. If the university or college agrees to receive the funds, it must further agree to match them equally and use the proceeds in pursuit of research and development projects as requested by the certified business. www.eflorida.com/incentives</p>

<p>Small Business Information Veronica Serrano 407-956-5600</p>	<p>Assistance and information referral for small businesses starting and expanding in Florida. Callers receive the Small Business Guide and are referred to: Enterprise Florida resources, Small Business Administration, Small Business Development Centers, local economic development organizations, schools and other state resources. www.eflorida.com/smallbusiness</p>
<p>SBIR/STTR “Phase 0” Program Bill Kean 407-956-5606</p>	<p>The SBIR/STTR “Phase 0” Pilot Program is being implemented through a partnership between Enterprise Florida, Inc., and participating Technology Incubators, University Technology Transfer Offices, Economic Development Organizations, and Small Business Development Centers. It is intended to help Florida companies increase their chances of submitting a successful Small Business Innovation Research (SBIR) or Small Business Technology Transfer (STTR) proposal. www.eflorida.com/phase0</p>
<p>Space Program Casey Barnes 407.956.5609</p>	<p>Working in cooperation with Space Florida, and other state-wide space advocacy organizations, EFI works to support, promote and develop Florida’s space industry. EFI works with community leaders to assist with the retention and expansion of a statewide environment to grow the space industry, with specific emphasis on industry recruitment and the development of commercialization and R&D opportunities.</p>
<p>Stakeholders Council Liefke Cox 407-956-5688</p>	<p>The Stakeholders Council, consisting of representatives from economic development organizations and key business sectors, serves as a policy analysis network. The group meets three times annually and provides strategic information to EFI on key issues that affect the economic development profession and a wide range of issues that impact business climate development. www.eflorida.com/stakeholders</p>
<p>Strategic Plan for Statewide Economic Development Sena Black 407-956-5650 Sherry Ambrose 850-298-6644</p>	<p>Florida’s Strategic Plan for Economic Development, “Roadmap to Florida’s Future” is written by EFI in consultation with the Office of Tourism, Trade and Economic Development, The Department of State and Community Affairs, and the Agency for Workforce Innovation, with a 5 year planning horizon. “Roadmap” is updated annually through statewide regional meetings that identify the programs and resources needed to accomplish the vision of the plan. The plan is delivered to the Governor and legislature on Jan. 1 of each year. Implementing the plan is the responsibility of a wide range of participants including state agencies, public-private partnerships and the state legislature. A copy of the current and most recent plans may be found at: www.eflorida.com/strategicplan</p>
<p>Trade Shows (USA) Crystal Sircy 850-298-6628</p>	<p>A national business recruitment program that provides an opportunity for local partners to attend EFI selected and organized trade shows in major cities/markets in the U.S. The trade shows program usually has 8-10 partners and EFI staff to generate investment leads for all of Florida. Trade show selection is focused on key industry clusters. www.eflorida.com/events</p>
<p>Urban Core Programs Bridget Merrill 850-298-6626</p>	<p>Program focuses resources on the special needs of urban core communities assisting in the attraction of new and expanding businesses. Staff provides information on incentives, programs and services supporting the unique needs of these areas. Assistance includes marketing support, resource and information facilitation, collaboration and technical assistance. www.eflorida.com/urban</p>
<p>Urban Issues Working Group Bridget Merrill 850-298-6626</p>	<p>Composed of urban economic development professionals representing regions and organizations from across the state. The purpose of the Urban Issues Group is to provide input from the state’s urban stakeholders on the development of Enterprise Florida urban strategies; and formulate recommendations to increase the competitiveness of Florida’s urban core/inner city areas. The group will also make recommendations, through EFI, to the state legislature and the Governor that are expected to lead to legislation and policies supporting greater business investment and job creation in the state’s distressed communities. The group meets quarterly in conjunction with EFI’s Board/Stakeholder meetings.</p>

Website:
eflorida.com
Kim Wilmes
407-956-5628

This marketing tool is designed to brand Florida as the Innovation Hub of the Americas and to generate business development leads. It also helps to promote Florida's eight regions and 67 counties with customized regional and county information. In addition to the US site, we also develop and maintain several native language international sites for Australia, Brazil, Canada, China, France, Germany, Israel, Italy, Japan, Mexico, South Africa, Spain, Taiwan, UK and the Andean Region. www.eflorida.com