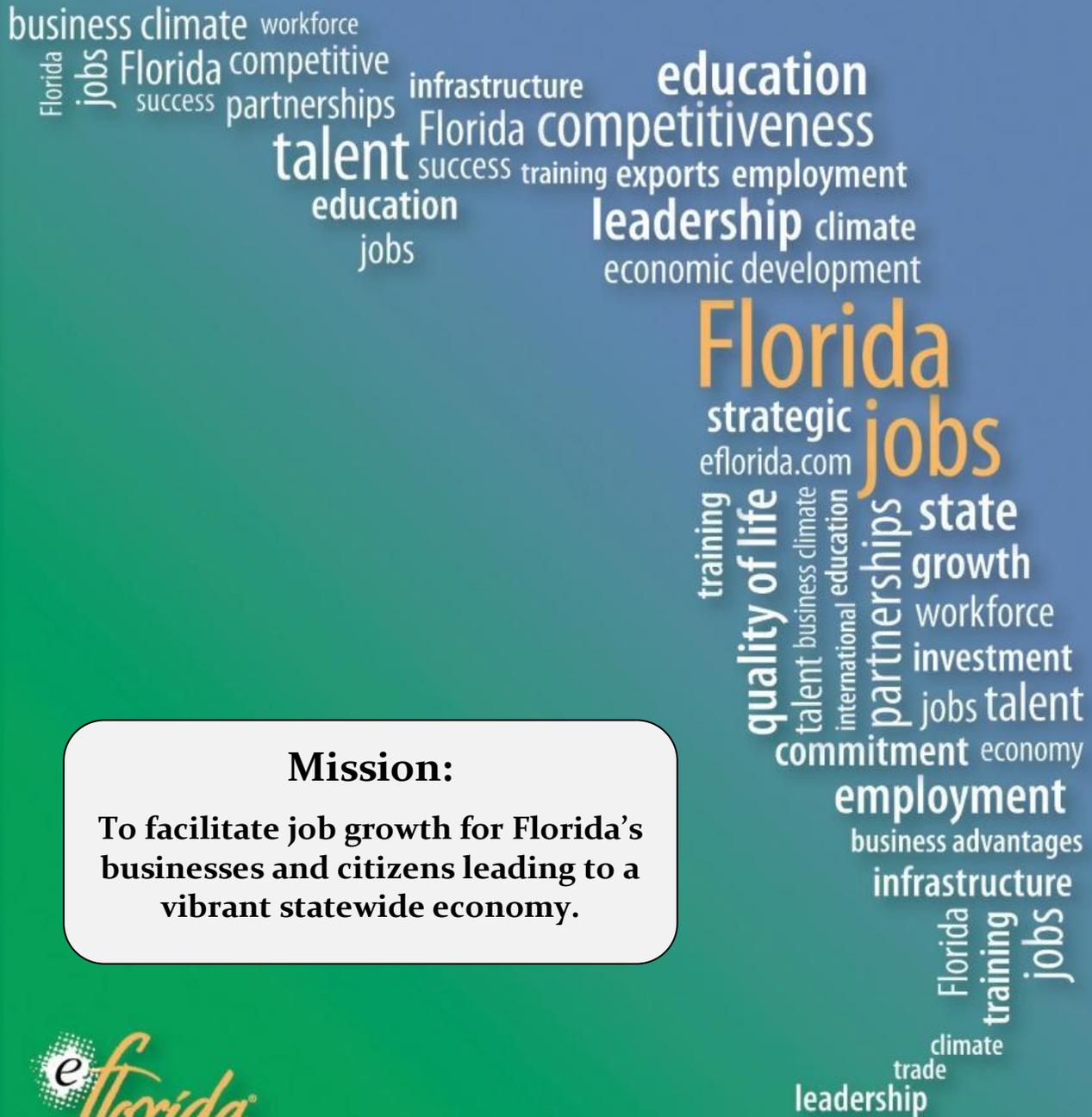


# Enterprise Florida, Inc.

## Programs & Contacts



### Mission:

To facilitate job growth for Florida's businesses and citizens leading to a vibrant statewide economy.



# Enterprise Florida's Role In Economic Development



# Enterprise Florida Statewide Offices

## Orlando

800 N. Magnolia Avenue, Suite 1100  
Orlando, Florida 32803  
Phone 407.956.5600  
Fax 407.956.5599

## Tallahassee

The Atrium Building, Suite 201  
325 John Knox Road  
Tallahassee, Florida 32303  
Phone 850.298.6620  
Fax 850.298.6659

## Miami

201 Alhambra Circle, Suite 610  
Coral Gables, Florida 33134  
Phone 305.808.3660  
Fax 305.808.3586

## Military and Defense Support

1030 East Lafayette Street, Suite 9  
Tallahassee, Florida 32301  
Phone 850.298.6652  
Fax 850.878.4578

## Florida Sports Foundation

2930 Kerry Forest Parkway  
Tallahassee, Florida 32309  
Phone 850.488.8347  
Fax 850.922.0482

# Enterprise Florida Executive Contacts

## Gray Swoope

Secretary of Commerce  
President & CEO, EFI  
850.298.6642  
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## Griff Salmon

COO, Enterprise Florida  
407.956.5652  
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## Melissa Medley

CMO, Enterprise Florida  
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## PROGRAM & CONTACT

## DESCRIPTION

### Board Relations

**Al Latimer** 407-956-5602  
alatimer@eflorida.com

**Liefke Cox** 407-956-5688  
lcox@eflorida.com

The Enterprise Florida (EFI) Board is chaired by Florida's Governor and includes top business, economic development and government leaders. As of 2011, minority business development, tourism marketing (VISITFLORIDA®) and sports marketing (Florida Sports Foundation) have merged under EFI. Space Florida is also linked to EFI through its board, which consists of the twelve appointed members on the EFI board. The EFI board has three main responsibilities: leadership of job creation in Florida, governance of the organization and to ensure proper operational management and accountability to protect the public's interest. [www.eflorida.com/board](http://www.eflorida.com/board)

### Business Development

**Crystal Sircy**  
407-956-5640  
csircy@eflorida.com

The Business Development department works directly with companies that are interested in expanding or locating in Florida. The project managers on the business development staff coordinate business attraction efforts with the needs and resources 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. Enterprise Florida project managers are assigned specific industry target areas of expertise.

#### Targeted Sectors

##### **Aviation & Aerospace / Homeland Security & Defense**

**Crystal Sircy** csircy@eflorida.com 407-956-5640

##### **Corporate HQ / Financial Services**

**Rob Sitterley** rsitterley@eflorida.com 407-956-5653

##### **Distribution / Logistics / Information Technology**

**Sean Malott** smalott@eflorida.com 407-956-5668

##### **Life Sciences**

**Matt Lowell** mlowell@eflorida.com 407-956-5659

##### **Manufacturing / Biofuels**

**Joel Gunter** jgunter@eflorida.com 407-956-5621

##### **Manufacturing / Clean-Tech**

**Tim Johns** tjohns@eflorida.com 407-956-5611

#### International Business Development

**Joe Martinez** jmartinez@eflorida.com 407-956-5607

**Luis Perez-Codina** lperez-codina@eflorida.com 407-956-5609

### Business Incentive:

#### **Brownfields**

**Heather Squires**

407-956-5696  
hsquires@eflorida.com

EFI serves as the 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](http://www.eflorida.com/brownfields)

## PROGRAM & CONTACT

## DESCRIPTION

**Business Incentive:**  
**Capital Investment Tax Credit (CITC)**  
**Heather Squires**  
407-956-5696  
hsquires@eflorida.com

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 projects are those in designated portions of the following sectors: clean energy, life sciences, financial services, information technology, transportation equipment manufacturing, semiconductors, or be a corporate headquarters facility. [www.eflorida.com/incentives](http://www.eflorida.com/incentives)

**Business Incentive:**  
**Defense & Space Contractor Tax Refund (QDSC)**  
**Heather Squires**  
407-956-5696  
hsquires@eflorida.com

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. [www.eflorida.com/incentives](http://www.eflorida.com/incentives)

**Business Incentive:**  
**Economic Development Transportation Fund (Road Fund)**  
**Heather Squires**  
407-956-5696  
hsquires@eflorida.com

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. 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. [www.eflorida.com/incentives](http://www.eflorida.com/incentives)

**Business Incentive:**  
**High Impact Performance Incentive (HIPI)**  
**Heather Squires**  
407-956-5696  
hsquires@eflorida.com

The High Impact 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 including: clean energy, life sciences, financial services, information technology, transportation equipment manufacturing, semiconductors, or be a corporate headquarters facility. [www.eflorida.com/incentives](http://www.eflorida.com/incentives)

**Business Incentive:**  
**Innovation Fund (IIF)**  
**Heather Squires**  
407-956-5696  
hsquires@eflorida.com

The Innovation Incentive Program or Fund (IIF) is a tool used to respond to extraordinary economic development opportunities within Florida's critical clusters. Eligible projects are those engaged in high value research and development, a large innovation business that will serve as a catalyst for cluster growth, or an alternative or renewable energy project. [www.eflorida.com/incentives](http://www.eflorida.com/incentives)

**Business Incentive:**  
**Qualified Target Industry Tax Refund Program (QTI)**  
**Heather Squires** 407-956-5696  
hsquires@eflorida.com

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. If approved, the applicant may receive tax refunds on corporate income, sales, ad valorem, intangible personal property, insurance premium, and certain other taxes. [www.eflorida.com/incentives](http://www.eflorida.com/incentives)

**Business Incentive:**  
**Quick Action Closing Fund (QACF)**  
**Heather Squires**  
407-956-5696  
hsquires@eflorida.com

The Quick Action Closing Fund (QACF) 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. [www.eflorida.com/incentives](http://www.eflorida.com/incentives)

## PROGRAM & CONTACT

## DESCRIPTION

**Business Incentive:  
Sales Tax Exemptions  
Heather Squires**  
407-956-5696  
hsquires@eflorida.com

Florida offers several sales and use tax exemptions through the Department of Revenue. Contact EFI for additional information. [www.eflorida.com/taxadvantages](http://www.eflorida.com/taxadvantages)

**MaSBEC – Capital Programs:  
Florida Development  
Finance Corporation (FDFC)  
Bill Spivey**  
407-956-5695  
bspivey@eflorida.com

Florida Development Finance Corporation (FDFC) offers tax-exempt, low-interest bond financing to qualified, financially sound small manufacturers and 501-(c)3 organizations. The minimum transaction size is approximately \$1,000,000 in order to make the closing costs financially viable to the Borrower. [www.eflorida.com/FDFC](http://www.eflorida.com/FDFC)

**MaSBEC – Capital Programs:  
Florida Opportunity Fund (FOF)  
Bill Spivey**  
407-956-5695  
bspivey@eflorida.com

The Florida Opportunity Fund (FOF) was created in 2007 to invest in Florida businesses/infrastructure and promote venture capital investment in the state. The investment emphasis is Seed and Early Stage companies within Florida's targeted sector industries. The three venture capital programs overseen by the FOF Board include the Fund of Funds Program, Clean Energy Investment Program and Florida Venture Capital Program. All investments are vetted by professional fund managers who present viable opportunities to the FOF Board for review and approval. [www.floridaopportunityfund.com](http://www.floridaopportunityfund.com)

**MaSBEC – Capital Programs:  
SBIR/STTR “Phase 0” Program  
Bill Spivey**  
407-956-5695  
bspivey@eflorida.com

The SBIR/STTR “Phase 0” Program was created help Florida companies increase their chances of submitting a successful proposal to access federal research dollars available through the Small Business Innovation Research (SBIR) or Small Business Technology Transfer (STTR) Programs. The program provides up to \$3,000 in grant funding to assist in the preparation of the SBIR/STTR proposals and professional evaluation of the idea. [www.eflorida.com/phase0](http://www.eflorida.com/phase0)

**MaSBEC – Capital Programs:  
State Small Business  
Credit Initiative (SSBCI)  
David Rodriguez**  
407-956-5682  
drodriguez@eflorida.com

As a result of the Small Business Act of 2010, the US Department of the Treasury initiated the State Small Business Credit Initiative (SSBCI) to provide loan participations and guarantees for Florida's small businesses. This program works with Credit Unions, Community Development Financing Institutions (CDFI's) and other mainstream Financial Institution lenders to mitigate credit-risk and facilitate access to capital for minority and small businesses. [www.eflorida.com/ssbci](http://www.eflorida.com/ssbci)

## PROGRAM & CONTACT

## DESCRIPTION

### **Defense Alliance (FDA) & Defense Support Task Force**

**Rocky McPherson**  
850-298-6652  
rmcpherson@eflorida.com

The Florida Defense Alliance is comprised of volunteer representatives from each local area defense support organization, local military base commanders, state agency liaisons, as well as a number of individuals and groups with statewide perspectives and national experience. The FDA mission is to promote and grow the military presence in the State of Florida. [www.floridadefense.org](http://www.floridadefense.org)

The Florida Defense Support Task Force established in F.S. §288.987 is composed of the Governor and 12 members appointed by government leaders. Their mission is to help the state promote and enhance Florida military installations and missions. EFI provides administrative and logistics support to the task force.

### **Defense Grants Programs (DIG, DRG, and MBP)**

**Heather Cave**  
850-298-6640  
hcave@eflorida.com

Florida offers three funding programs to defense-dependent communities to support activities related to the promotion and growth of military installations and missions. [www.floridadefense.org/grants.asp](http://www.floridadefense.org/grants.asp)

- The Defense Reinvestment Grant requires a community match of 1/3 of the grant to support projects in defense-dependent communities that support the military community interface and identify alternative businesses for the community members. Activities may include marketing studies, presentations, analyses, plans and modeling.
- The Defense Infrastructure Grant provides funding for communities to fund local infrastructure projects that improve the areas around defense facilities including but not limited to the areas of encroachment, transportation, utilities, communication, environment, and security. All funds must be spent on the infrastructure.
- The Military Base Protection program is provided to defense-dependent communities to address emergent needs relating to mission sustainment and base retention, community enhancement for business diversification, and other unique issues.

### **Florida Sports Grant Programs**

**Sarah Kirchberg**  
850-488-1297  
sarahkirchberg@flasports.com

The Florida Sports Foundation's (FSF) Major and Regional Grant Programs are designed to assist communities and host organizations in attracting sports events, which will generate significant out-of-state economic impact for the state of Florida. [www.flasports.com](http://www.flasports.com)

- Major grant must generate at least \$5 million in out-of-state economic impact as well as at least 4,000 out-of-state hotel room nights.
- Regional grant must generate at least \$1 million in out-of-state economic impact and at least 1,200 out-of-state hotel room nights.

### **Governor's Innovators Business Award (GIBA)**

407-956-5608  
gbda@eflorida.com

The program is held in conjunction with Industry Appreciation Week, an occasion held annually to recognize Florida industries and their impact on the state's economy. Enterprise Florida manages the awards process with the Governor's office. [www.eflorida.com/gowards](http://www.eflorida.com/gowards)

## PROGRAM & CONTACT

## DESCRIPTION

**International:**  
**Florida Export Directory**  
**Janet Jainarain**  
407-956-5618  
jjainarain@eflorida.com

Florida exporters can increase their international market exposure through a web-based directory – free of charge. Created in partnership with the Export Yellow Pages, the directory is an easy way for Florida exporters to promote their products and services all over the globe. There are options for a free listing as well as paid memberships with opportunities for more exposure on the site. The Florida Export Directory is promoted at all EFL events overseas by our network of International Offices and through advertising in Commercial News USA. [www.floridaexportdirectory.com](http://www.floridaexportdirectory.com)

**International:**  
**Florida International Trade Partnership**  
**Manny Mencia** 305-808-3672  
mmencia@eflorida.com  
  
**Ivan Barrios** 305-808-3390  
ibarrios@eflorida.com

The Florida International Trade Partnership (FITP) is a coordinated statewide strategic alliance of trade and economic development partners charged with providing a seamless network of programs and services to Florida exporters. In addition to the economic development organizations with an active trade promotion program, the FITP is comprised of organizations such as the U.S. Commercial Service, the Florida District Export Council, the Florida Small Business Development Center Network, and the World Trade Association of Florida. Members manage and coordinate complementary programs to serve exporters statewide.

**International:**  
**Florida Trade Lead Program**  
**Janet Jainarain**  
407-956-5618  
jjainarain@eflorida.com

Enterprise Florida 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 EDO Partners, the Florida International Trade Partnership, and interested Florida companies at no charge. [www.eflorida.com/export](http://www.eflorida.com/export)

**International:**  
**Overseas Offices**  
**Fred Glickman**  
305-808-3588  
fglickman@eflorida.com

Florida has full-service representative offices in the following countries: Brazil, Canada (Montreal & Toronto), France, Germany, Mexico, South Africa, Spain, and the United Kingdom. Pro bono liaison offices are located in China (Beijing and Shanghai), the Czech Republic, Israel, Japan, and Taiwan. All representative contracts are 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. [www.eflorida.com/offices](http://www.eflorida.com/offices)

## PROGRAM & CONTACT

## DESCRIPTION

Export counseling services are provided directly to Florida companies through seven (7) regional field offices located throughout the state. International marketing professionals assist Florida companies by providing counseling on subjects ranging from targeting key markets, entry strategies, regulatory and IP protection, financing, logistics and after sales service. Additional services provided are the implementation of various "How-To" educational seminars and conferences, recruitment of EFI trade show and trade mission participants, promotion and coordination of available federal, state and local export development programs, as warranted. [www.eflorida.com/export](http://www.eflorida.com/export)

### Jacksonville Office

**Larry Bernaski**                      lbernaski@eflorida.com                      904-359-9350

**Counties:** Alachua, Baker, Bradford, Clay, Columbia, Dixie, Duval, Flagler, Gilchrist, Hamilton, Lafayette, Levy, Madison, Nassau, Putnam, St. Johns, Suwannee, Taylor, Union

### Miami Office

**Juliana Peña**                      jpena@eflorida.com                      305-808-3688

**Jay Sumners**                      jsumners@eflorida.com                      305-808-3660

**Counties:** Collier, Glades, Hendry, Lee, Miami-Dade, Monroe

### Orlando Office

**Paul Mitchell**                      pmitchell@eflorida.com                      407.956.5639

**Counties:** Brevard, Highlands, Lake, Marion, Orange, Osceola, Polk, Seminole, Sumter, Volusia

### Pensacola Office

**Andrea Moore**                      amoore@eflorida.com                      850-489-8989

**Counties:** Bay, Calhoun, Escambia, Franklin, Gulf, Holmes, Jackson, Liberty, Okaloosa, Santa Rosa, Walton, Washington

### Tallahassee Office

**Ken Cooksey**                      kcooksey@eflorida.com                      850-298-6632

**Counties:** Gadsden, Jefferson, Leon, Wakulla

### Tampa Office

**Maxwell Stewart**                      mstewart@eflorida.com                      813-276-9430

**Counties:** Charlotte, Citrus, Desoto, Hardee, Hernando, Hillsborough, Manatee, Pasco, Pinellas, Sarasota

### West Palm Beach Office

**John Diep**                      jdiep@eflorida.com                      561-832-8339

**Counties:** Broward, Indian River, Martin, Okeechobee, Palm Beach, St. Lucie

### International: Regional Trade Offices

## PROGRAM & CONTACT

## DESCRIPTION

**International:  
Team Florida Missions**  
**Manny Mencia** 305-808-3672  
mmencia@eflorida.com

**Ivan Barrios** 305-808-3390  
ibarrios@eflorida.com

Team Florida 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. The Governor usually leads international Team Florida missions and they generally have statewide significance. [www.eflorida.com/events](http://www.eflorida.com/events)

**International:  
Trade Events**  
**Michael Schiffhauer**  
407-956-5634  
mschiffhauer@eflorida.com

Participation in industry specific international trade events is open to all businesses registered in the State of Florida. EFI overseas trade exhibitions of Florida products are conducted at major target industry trade shows throughout the world. Professionally planned trade missions feature one-on-one, pre-arranged appointments with business executives interested in products or services from Florida companies. [www.eflorida.com/events](http://www.eflorida.com/events)

**International:  
World Bank Private  
Sector Liaison Officer**  
**Maxwell Stewart**  
813.276.9430  
mstewart@eflorida.com

Enterprise Florida Inc. is one of only seven U.S. organizations selected by the World Bank to serve as a Private Sector Liaison Officer (PSLO). With the knowledge of World Bank funding and procurement opportunities, Florida's PSLO helps Florida businesses gain access to the billions of dollars awarded in World Bank contracts every year. [www.eflorida.com/PSLO](http://www.eflorida.com/PSLO)

**Legislative Liaisons**  
**Michael Preston** 850-766-7827  
mpreston@eflorida.com

**Sharon Spratt** 850-298-6644  
sspratt@eflorida.com

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.

## PROGRAM & CONTACT

## DESCRIPTION

Position and promote Florida nationally and internationally as a destination for business, creation, relocation and expansion. The goal is to create a global, innovative Florida image and to assist in building relationships with EFI's core audiences, such as site selectors, corporate real estate professionals and c-level executives, resulting in opportunities for Florida to compete for business.

### Media Relations

**Stuart Doyle**                      [sdoyle@eflorida.com](mailto:sdoyle@eflorida.com)                      407.956.5689

The Communications Department employs a twofold approach to media relations – provide a timely response to press inquiries and generate media coverage of Enterprise Florida's activities, events and achievements by proactively pitching and disseminating information to key media outlets. Topics can range from EFI's legislative platform to project announcements, from awards earned to speaking engagements. In addition, Media Relations facilitates public records requests received from reporters.

### Marketing Activities and Consultant Events

**Kim Wilmes**                      [kwilmes@eflorida.com](mailto:kwilmes@eflorida.com)                      407.956.5628

EFI undertakes an aggressive array of marketing activities to promote and advance Florida for economic development. Consultant events allow the business development team and local economic development primary partners to forge relationships with site selectors to create an awareness of their areas and Florida's capacity to compete. EFI plans consultant events throughout the year at special events, conferences and luncheons both in and out of Florida.

### Marketing & Communications

**Melissa Medley**  
850-298-6629  
[mmedley@eflorida.com](mailto:mmedley@eflorida.com)

### Public Records Requests

**Nancy Blum-Heintz**                      [nheintz@eflorida.com](mailto:nheintz@eflorida.com)                      850.298.6634

In accordance with Florida's Sunshine Law, Enterprise Florida answers official public records requests submitted to the corporation. The Marketing and Communications Department facilitates the information gathering and distribution process.

### Website: [eflorida.com](http://eflorida.com)

**Kim Wilmes**                      [kwilmes@eflorida.com](mailto:kwilmes@eflorida.com)                      407.956.5628

**Adam Julier**                      [ajulier@eflorida.com](mailto:ajulier@eflorida.com)                      407.956.5601

The website is designed to brand Florida and to generate business development leads. It also helps to promote Florida's assets and resources across its eight regions and 67 counties. The website is a great place to gather important stats and data, from demographics and cost of living to major employers and recent business developments. In addition to the US site, EFI also develops and maintains several native language international sites for Australia, Brazil, Canada, China, France, Germany, Israel, Italy, Japan, Mexico, South Africa, Spain, Taiwan, UK and Andean Region.

## PROGRAM & CONTACT

## DESCRIPTION

**Space Florida**  
321-730-5301  
[www.spaceflorida.gov](http://www.spaceflorida.gov)

Space Florida, the State of Florida's aerospace economic development agency, fosters the growth and development of space industry in Florida by supporting, assisting, facilitating and/or consulting on domestic and international opportunities, fostering economic development activities, enhancing infrastructure, and supporting those who improve the state's competitive business climate. Space Florida partners with EFI through the EFI appointed board members who also serve on the Space Florida Board of Directors. [www.spaceflorida.gov](http://www.spaceflorida.gov)

**Stakeholders Council (SHC)**  
**Al Latimer**  
407-956-5602  
[alatimer@eflorida.com](mailto:alatimer@eflorida.com)

The Stakeholders Council, chaired by the president of EFI, consists of representatives from the 67 primary partner economic development organizations along with other key organizations selected by the chair. The group meets three times annually and provides strategic information to EFI on key issues affecting the improvement of Florida's business climate and competitive position [www.eflorida.com/stakeholders](http://www.eflorida.com/stakeholders)

**Stakeholders Council Task Forces**  
407-956-5600  
[www.eflorida.com/stakeholders](http://www.eflorida.com/stakeholders)

### **Marketing Task Force**

**Melissa Medley** [mmedley@eflorida.com](mailto:mmedley@eflorida.com) 850-298-6654  
Provides input and support for the Florida Partners Advertising / PR / Promotional Plan to promote the state business brand and messaging.

### **Community Competitiveness Task Force**

**Al Latimer** [alatimer@eflorida.com](mailto:alatimer@eflorida.com) 407-956-5602  
Advises local partners on methods to improve competitiveness and create strategies to develop unique resources in all areas.

### **Manufacturing, Supply Chain & Logistics Task Force**

**Crystal Sircy** [csircy@eflorida.com](mailto:csircy@eflorida.com) 407-956-5640  
Analyze and offer improvements to business expansion and retention efforts in these fields.

**Tourism: VISIT FLORIDA®**  
850-488-5607  
[www.visitflorida.org](http://www.visitflorida.org)

VISIT FLORIDA®, a public/private partnership, serves as Florida's official tourism marketing corporation, facilitates tourism industry participation in domestic and international travel trade and consumer shows, and is responsible for operating Florida's five Official Welcome Centers. Also, VISIT FLORIDA® is recognized in legislation as the Tourism Development division of EFI. [www.visitflorida.org](http://www.visitflorida.org)