



Miami: Gateway Initiative

AfrICANDO 2022



MIAMI-DADE
BEACON
COUNCIL

THE BEACON COUNCIL IS THE OFFICIAL ECONOMIC DEVELOPMENT PARTNERSHIP FOR MIAMI-DADE COUNTY

What We Do

Attract and retain companies that create high-value jobs and invest in our community.

Why We Do It

To drive long-term economic prosperity and inclusive growth for Miami-Dade County, its companies and residents.

How We Do It

Champions for community growth and prosperity, we:

- **MARKET** Miami-Dade as a world-class business destination
- **GROW** local companies & foster entrepreneurs
- **SHAPE** Miami-Dade's economic future

Incorporated in 1985, The Beacon Council has played a pivotal role in Miami-Dade County's evolution and rapid rise to one of the top global business destinations.

MDBC's IMPACT SINCE 1985



1,200+
companies
attract/retain



80,000
new direct jobs
(approx.)



\$7 Billion
new capital
investment



**Miami
Community
Ventures**
A Beacon Council Foundation Initiative

**SMALL BUSINESS
XCELERATOR**
A Beacon Council Foundation Initiative



MIAMI-DADE
BEACON COUNCIL

As Miami's official Economic Development Partnership, The Beacon Council works to drive long-term economic prosperity and inclusive growth for Miami-Dade's businesses and residents. We do that by attracting and retaining companies that create high-value jobs and invest in our community.

Services are confidential and at no cost to you.

Project
Management

Site Location &
Property
Search

Permitting &
Regulatory
Assistance

Access to
Capital &
Business
Incentives

Talent
Recruitment &
Training

Economic
Research &
Analysis

Marketing &
Promotion

Facilitate
Connections

STATE OF FLORIDA

\$1 Trillion

Florida's GDP

4th in US
17th Among Global Economies

**20+ Million
Population**

3rd Most Populated State
14.6% growth, 2X Nation
118+ Million Visitors Annually

**#1 Best
State for
Higher
Education**

*Last 5 years - US. News & World
Report*

**#4 Business
Tax Climate**

Per Tax Foundation

(Wyoming #1, South Dakota #2
& Alaska #3)

GREATER MIAMI MSA



6.2
MILLION
RESIDENTS

- Population = larger than that of 32 U.S. States.
- 900+ people move to Miami each week.



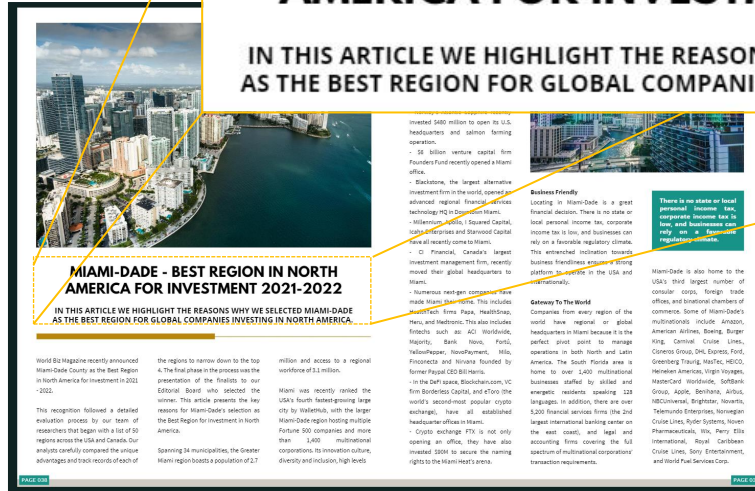
\$344
BILLION GRP

- If Miami were a country, it would have the 39th largest economy in the world.

TOP RANKINGS FOR OUR GLOBAL BUSINESS COMMUNITY

MIAMI-DADE - BEST REGION IN NORTH AMERICA FOR INVESTMENT 2021-2022

IN THIS ARTICLE WE HIGHLIGHT THE REASONS WHY WE SELECTED MIAMI-DADE AS THE BEST REGION FOR GLOBAL COMPANIES INVESTING IN NORTH AMERICA.



Its innovation culture, diversity and inclusion, high levels of investment, and skilled workforce, combined with compelling cost advantages, infrastructure, and international connectedness, render Miami-Dade an exceptional base for businesses geared for global success.

- World Biz Magazine

- #1 US City for Foreign Businesses ([FT-Nikkei](#))
- #1 Region in N.A. for Investment ([World Biz Magazine 2022](#))
- #1 City to do Business in Latin America ([America Economia](#))
- #4 Fastest Growing Large US City ([Wallethub 2020](#))
- #2 Major American Cities of the Future – Connectivity ([FDI Intelligence 2019-2020](#))
- #10 Major American Cities of the Future – Overall ([FDI Intelligence 2019-2020](#))

MIAMI: GLOBAL & REGIONAL HQs



ORACLE®



MasTec



FedEx



AIRBUS



L'ORÉAL

slalom

SONY

POPEYES



HBO



PERRY ELLIS
INTERNATIONAL



REEF



COLLEGE TOWN + GLOBAL TALENT

- Four R1 and R2-ranked **Research Universities**
- **375,000 College Students** in the region
- **2,500+** Finance & Accounting Grads Annually
- **47% Tech Talent growth**, with 15+ coding schools
- **60%** of Downtown Miami's workforce has college degree
- **Nearly 50% growth** in adults with graduate degrees, in last 5 years
- **#1 US Metro** for Foreign-Born population
- **41% of Miami's Foreign-Born population holds an Advanced Degree** (2nd only to San Jose)



MIAMI: TALENT MIGRATION MAGNET

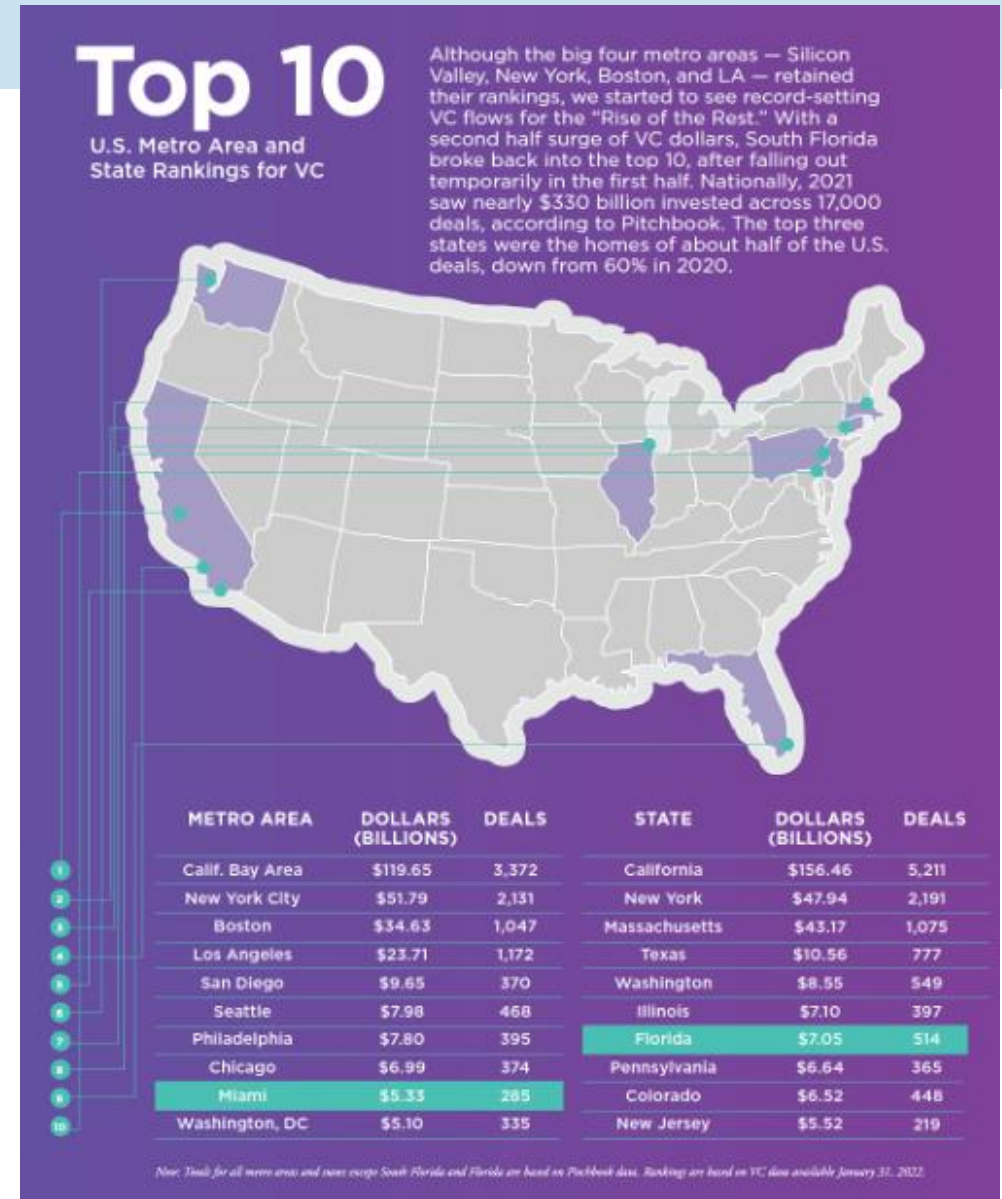
Movers Flock to Miami

- Miami is the *most popular* migration destination of all the major U.S. metros (January 2022), unchanged from the third and fourth quarters of 2021.
- Net inflow into Miami has doubled since this time last year, with New York as the number-one place of origin for those moving to the area.



MIAMI: CAPITAL, COMPANIES & TALENT

- \$5.33B invested in South Florida startups and late-stage companies across 285 deals (2021).
 - 9 of top 20 deals were new-to-markets – Moonpay, Pipe, 8sleep, OpenStore
 - 70% early stage –Angel, Seed, Series A
- South Florida & State investment 2 x 2020
 - South Florida represents 75% of value and 55% of deals

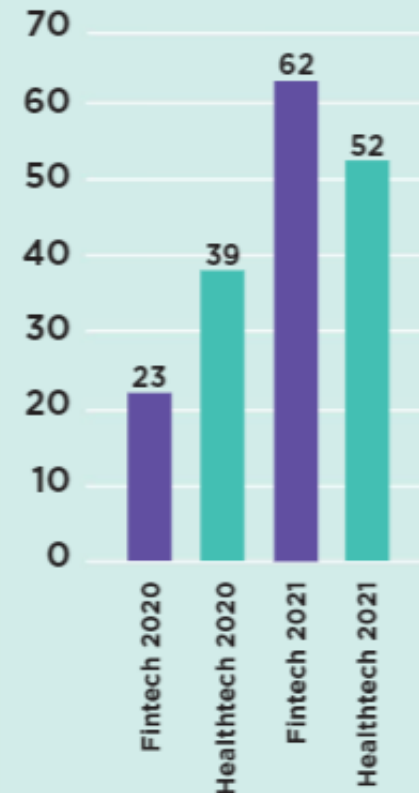


MIAMI: CAPITAL, COMPANIES & TALENT

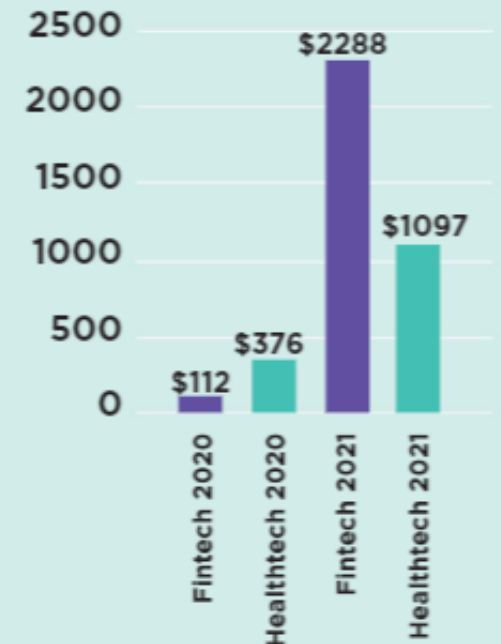
- Fintech: 62 deals totaling \$2.28B
 - 20 x 2020; 40%+ total VC raise
 - MoonPay, Pipe, Healthcare.com
- Health Tech: 52 deals totaling \$1.1B
 - 3 x 2020; 20%+ total VC raise
 - Papa, Heru, ExumaBiotech
- Crypto & Blockchain: 23 deals totaling \$859
 - 16% of total VC raise in Web3 startups
 - US Bitcoin Corp, Securitize, Moonpay

Fintech leads South Florida's VC ecosystem

NUMBER OF DEALS



DOLLAR VALUE (\$ MILLIONS)



Source: eMerge Insights

MIAMI: GLOBAL MEDICAL HUB



Proton therapy at Baptist Health’s Miami Cancer Institute.

- **Companies:** 1,076
- **Jobs:** 12,030
- **Average Salary:** \$89,322
- **#1 in Start-up Activity***
- **#2 Health District in US**
Includes Globally-Recognized Centers of Excellence



Nicklaus
Children's
Hospital

 Bascom Palmer
Eye Institute
UNIVERSITY OF MIAMI HEALTH SYSTEM

Ryder
Trauma Center

NOVEN

ThermoFisher
SCIENTIFIC

 BECKMAN
COULTER

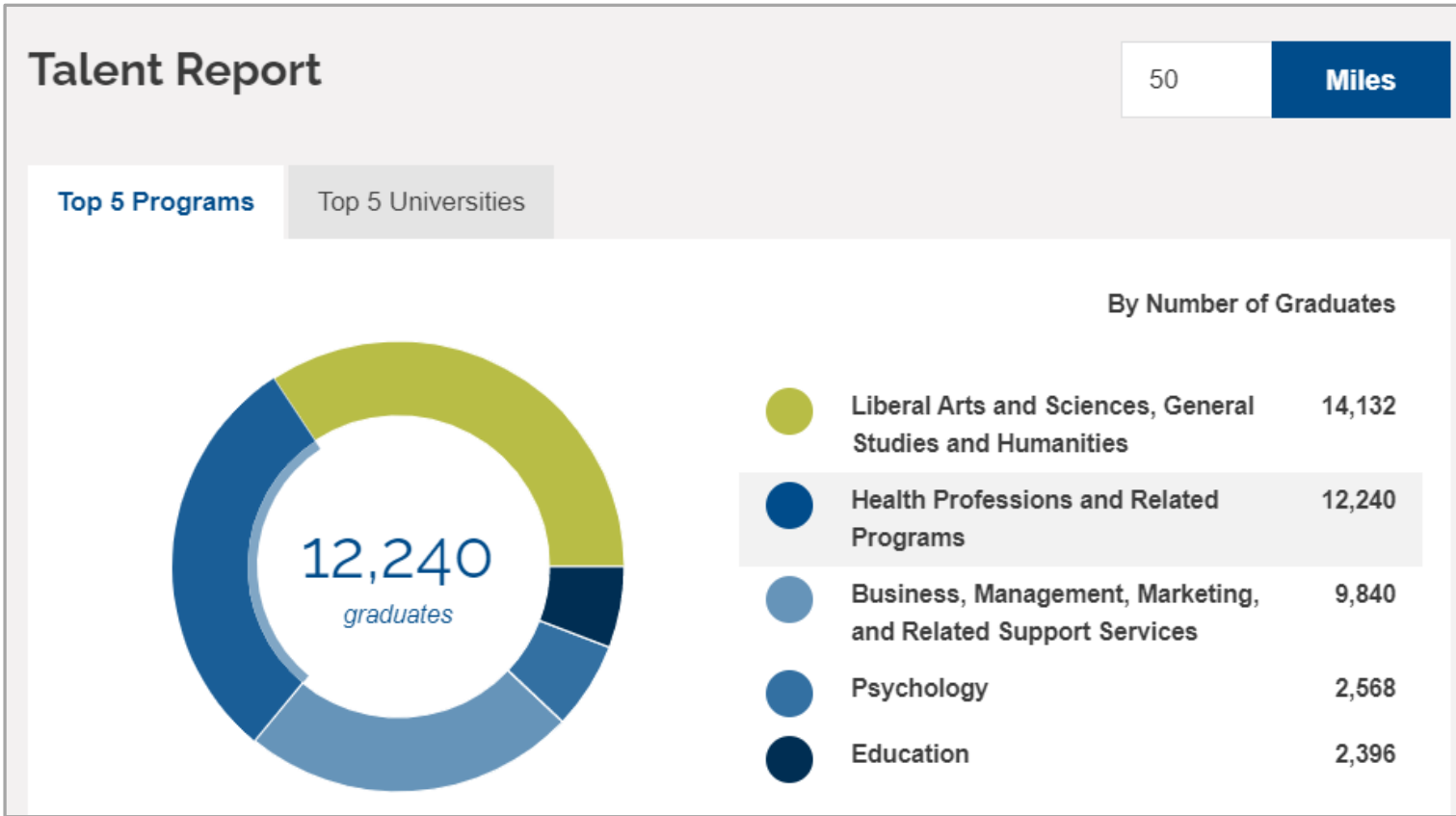
Medtronic

 TERUMO

 NOVARTIS

Cordis.

HEALTH RELATED PROGRAM GRADUATES



12,240 health professions and related program graduates

2,068 biological and biomedical sciences graduates

•5 large universities in the Miami area

•More than 20 colleges and universities

Source: miamidadesites.com/beaconcouncil

*Kaufman Foundation Index

THRIVING TECH & INNOVATION ECOSYSTEM

Higher ED & Tech Commercialization

Our College and Universities are not only producing world-class talent but commercializing research at an increased pace.



Incubators, Accelerators & Co-Working Spaces

Local and global accelerators are the basis of our innovation ecosystem.



Tech Start-Ups & Leaders

Tech business is booming with tech leaders expanding and innovative start-ups being created across key industry verticals.



Investors

Investors from VC to Angel to PE are increasingly making serious moves in Miami. #7 in the nation.



FLORIDA • AFRICA



- Enterprise Florida Offices in Durban, SA & Nairobi, Kenya (since 1990)
- African Chamber of Commerce, Central Florida
- ~4,000 African nationals living in Florida
- Consular Offices & Representatives:
 - Uganda
 - Togo
 - Tunisia
 - Morocco
 - Senegal
 - Sierra Leone



**For more information on growing
your business in Miami, contact:**

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