

**Economic Development Council of
Tallahassee / Leon County, Inc.**

Fiscal Year 2008–2009 Annual Report

Introduction

The mission of the EDC, a not-for-profit, public/private organization, is to enhance the regional quality of life by promoting the preservation, creation and attraction of quality jobs, investment opportunities and companies through business development, retention, expansion, and attraction activities. This mission is carried out through the aggressive marketing of four main target industry sectors, two supporting sectors, and an inventory of community, educational, environmental and technology-based assets. The EDC works in concert with industry, education, local and state government, workforce and small business development organizations to establish a foundation of world-class talent, competitive business climate, sustainable growth, multimodal infrastructure, capital and finance, R&D and entrepreneurial systems.

Targeted sectors:

- Aviation, Aerospace, Defense and National Security
- Health Sciences & Human Performance Enhancement
- Renewables & the Environment
- Transportation & Logistics

Subsectors:

- Information Technology
- Engineering and Research Services

These high-wage, growth sectors have been defined through a economic base and cluster analysis in partnership with Florida's Great Northwest and Stanford Research Institute. Economic base is a means of identifying employers whose

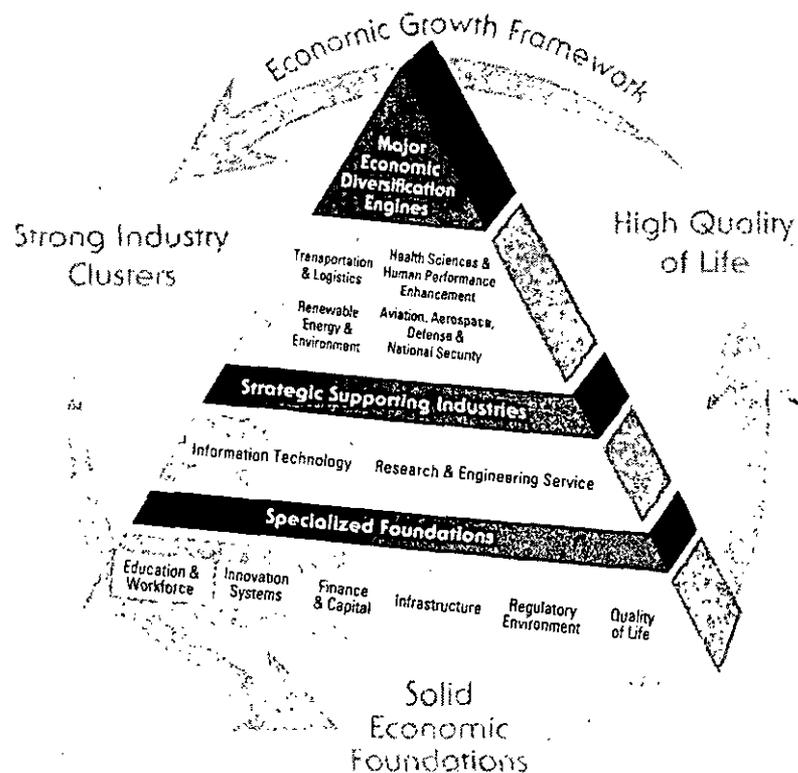
products and services are exported outside the region and are growing according to national trends. Clusters are defined vertically by vendor and supplier chains and horizontally by shared resources. The resulting sectors are generating new income from outside the area that multiplies itself through community commerce.

This economic base analysis is a necessary step in developing a community economic development strategic plan. The EDC has conducted three discussion forums attended by over 70 community stakeholders to assess regional strengths, weaknesses, opportunities and threats. The resulting data has identified specific goals in the areas of :

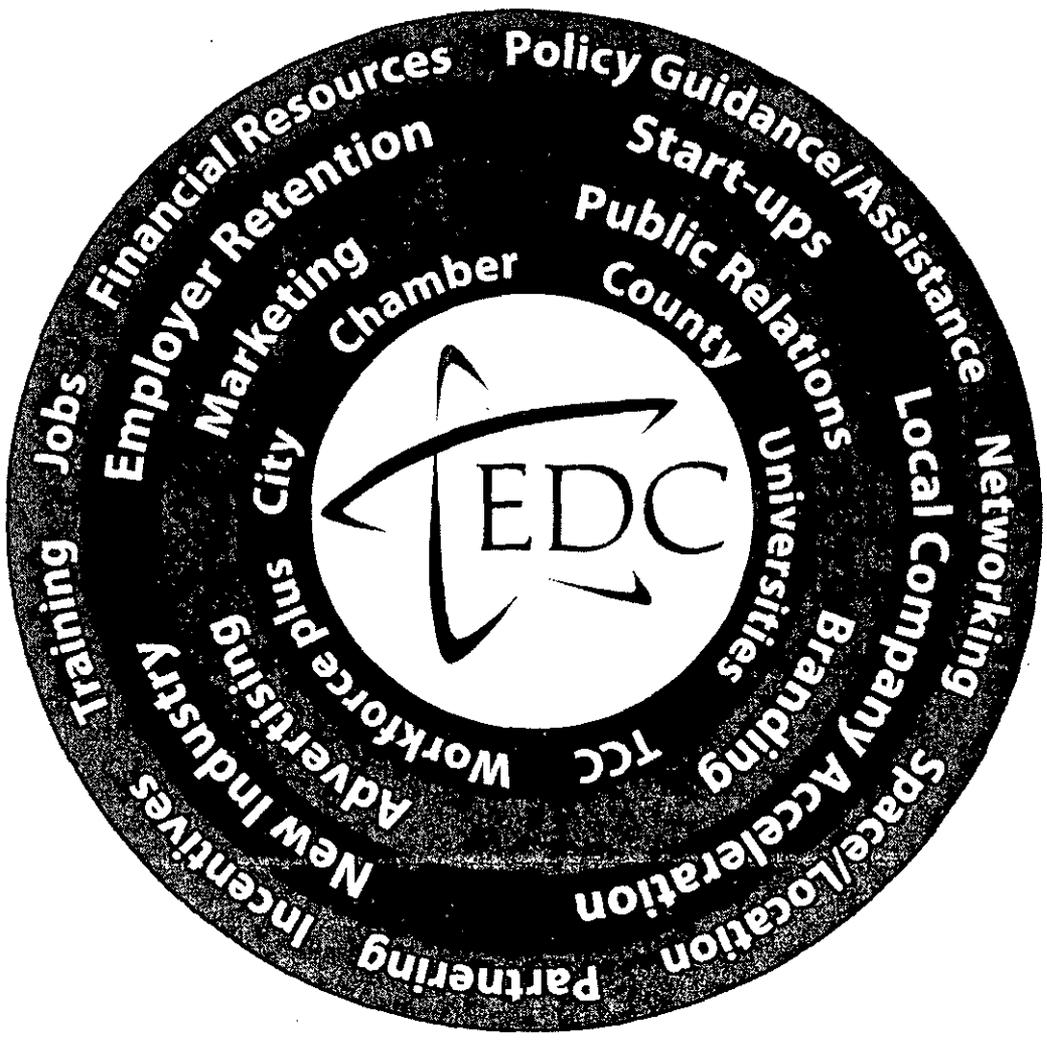
- Business Climate
- Workforce & Education
- Sites & Infrastructure
- Quality of Life/Tourism
- Marketing

Availability of resources will dictate the priority and types of strategies to achieve defined goals. The report is projected to be released in January 2010.

Northwest Florida's Key Industries for Developing a Diversified and Sustainable Economy



Included in this report are metrics and measurable results of a comprehensive, yet balanced approach to economic development that includes emphasis in three areas -- nurturing existing industry, developing entrepreneurial and new business opportunities, and attracting like-minded companies to the area. This approach is fueled by industry-led workforce development initiatives and an unwavering commitment to quality of life and protecting our natural assets. The EDC delivers a four-part message of world-class talent, world-renowned research and development, engaged high-tech industry, and planned growth and development. Whether project development, marketing, research, technical and business assistance, management of special incentives and zones, or establishment and oversight of industry sector initiatives that strengthen the competitive advantage of the region, the EDC investors and partner organizations are realizing a significant and measurable return on their investment.



Report

The Economic Development Council of Tallahassee / Leon County, Inc. offers the following report in response to four defined requirements outlined in the contract with Leon County:

Create or retain a total of 400 jobs through business recruitment, retention and expansion efforts. A job is defined as a filled employment position paying salary and benefits. The EDC may only take credit for jobs in which the employer acknowledges the assistance provided by EDC playing a material role in the decision to relocate or expand.

Job retention and creation is addressed throughout this document as part of a balanced approach to economic development that includes four important elements:

I. Developing Product

- a competitive business climate
- Human infrastructure
- Physical infrastructure

II. Knowing existing industry and being responsive to their workforce and infrastructure needs.

III. Effectively marketing the competitive assets of the Tallahassee region locally and globally, which leads to attraction of capital investment and job creation.

IV. Leveraging our educational institutions of higher learning to cultivate entrepreneurial spirit through sound technical assistance and resources.

Each of these tenants is expressed in the report that follows according to the current EDC Program of Work. At the conclusion of the report a summary table depicts the job retention and creation data for 2008-09.

I. PRODUCT DEVELOPMENT

City and County Economic Stimulus

The EDC is assisting the City and the County by recommending product development projects to be granted the delay of payment of land use, environmental, and concurrency management fees until the building permitting phase of the proposed development project. This action was approved by the City and County Commissions in the summer of 2008. Project selection is based on parcel size, location, availability of infrastructure capacity, and trends seen in project applications submitted to the EDC. Developing an inventory of

construction-ready sites is critical to the competitiveness of any community. The following parcels have been provided letters of recommendation:

One story office (non-medical)

2139 Maryland Circle
 Parcel ID: 2119311 E0010

Warehousing & Distribution

3215 Sessions Road
 Parcel ID: 2115204040000

Information Technology Expansion

1630 N. Paul Dirac Drive
 Parcel ID: 410327 E0010

Multi-Story Office (non-medical)

3101 Sessions Road
 Parcel ID: 2115230000020

Concurrency Reduction

Through the City of Tallahassee's Growth Management Division, a temporary Local Economic Emergency Concurrency Relief Program was developed by staff at the direction of the Commission to help stimulate private sector development and job creation in the short term. The EDC has worked with area engineering firms to provide economic impact analysis for new development and redevelopment projects seeking concurrency reduction. Data regarding capital investment and projected direct, indirect and induced job creation as well as labor income and tax revenue were presented along with information regarding the industry sector(s) involved.

Metropolitan Center (I-10 & Thomasville Rd.)

Campus Circle

Red Hills Surgery Center

TMH Oncology Center

Florida Commerce Credit Union (I-10 & Thomasville Rd)

Summit East Phase II

Mixed Use Office & Retail at Capital Circle NE & Mahan Drive

Of all the projects submitted one has been heard by the City Commission and approved: **Mixed Use Office & Retail at Capital Circle NE & Mahan Drive**

Capital Investment/Construction activity:

Economic Impact of Mahan Center in Leon County in 2009			
	Output*	Employment	Income*
Mahan Center Including Construction	\$69,839,812	568	\$26,143,871

* in July 2009 \$

It is estimated that the value of goods and services produced across the local economy due to construction activity of the mixed use complex will be close to \$70 million. The combination of direct, indirect and induced job creation is 568 jobs producing combined labor income and taxes of \$26.1 million.

Tenant employee activity:

Economic Impact of Mahan Center in Leon County in 2009			
	Output*	Employment	Income*
Mahan Center Including Est Annual Inv	\$23,439,724	168	\$8,690,073

* in July 2009 \$

Source: FSU Center for Economic Forecasting & Analysis; IMPLAN

The 159,000 square feet of retail and medical/office space will generate an estimated 168 jobs including those directly employed in the tenant businesses, those indirectly created through increased business activity with vendors and suppliers to the complex and jobs created as a result of increased spending in our economy due to payroll for the direct jobs. Annually, the value of goods and services produced across the local economy by the tenant businesses will exceed \$23 million, while labor income and taxes will reach \$8.7 million.

Product Analysis

The EDC communicates regularly with area commercial real estate brokers to learn attributes of available buildings and sites and to educate brokers on the types of incentives available to potential clients. The EDC Web site links to LoopNet, a searchable online multiple listing service for commercial buildings and sites. The EDC has contracted with the Florida State University Center for Economic Forecasting & Analysis to develop product and demographics data tables for Leon County according to the standards set by the International Economic Development Council. Florida's Great Northwest has funded table development for the remaining counties in the MSA.

Research

Statistical Information requests: 41 – i.e. Major employers, Fortune 1000 companies

Property Information requests: 22

General Information requests: 35 - i.e. Community Demographics, Regional Demographics

Serve as Enterprise Zone Administrator for EZ #3701. Coordinate Enterprise Zone Development Agency Board (EZDA).

Enterprise Zone Development Agency

EZDA Meetings

November 12, 2008: The Enterprise Zone Development Agency (EZDA) Board of Commissioners met on November 12, 2008 to announce that Office of Tourism, Trade and Economic Development (OTTED) had approved the boundary change, discuss the status of the city and county growth management departments support an update other marketing programs.

February 11, 2009: the EZDA met to discuss the status of realty association presentations/workshops and to discuss how to best communicate with the Commonwealth Center and Airport businesses that are now included in the EZ .

August 8, 2009: the EZDA met to discuss how to best market the incentives offered by the Enterprise Zone as well as other small business organizations in the community including: SCORE, TCC, Workforce Plus, the Jim Moran Institute, and the FAMU Small Business Development Center. Chairman Williams later suggested partnering with these organizations to create a small insert with all available resources to be included in the Enterprise Zone mail-outs.

On December 8, 2008 Johanna Williams was designated as the EZ Chairman and Commissioner Bob Rackleff was designated as the EZ Vice Chairman.

Boundary Change

The EDC received OTTED's boundary change approval via letters dated October 30, 2008 to the Mayor and County Chairman. The effective date of the change is November 1, 2008 to December 31, 2015. The boundary change was made to include the Airport and Commonwealth business parks.

City and County Growth Management Support

In response to discussions with the Director of Growth Management, City of Tallahassee, and the Director of Leon County Growth & Environmental Management requesting that they assist the EDC and EZDA in marketing the EZ, the respective City and County departments invited the EZDA to hang maps and brochures of the new boundary change at their Frenchtown Renaissance Center office. The maps and brochures were in hung in January 2009 in the public conference room on the second floor and in the lobby next to the guard's station. The conference room is where the site planning review process meetings take place as well as other public meetings.

Workshops

On January 13, 2009 an EZ presentation was made to the Tallahassee Board of Realtors (TBR). The TBR are primarily residential realtors. There were 100 attendees.

On February 12, 2009 a presentation was made to the Commercial Council Investment Members (CCIM). The CCIM members are commercial realtors. There were 30 attendees.

On March 10, 2009 an EZ presentation was made to the Tallahassee Chapter of the Florida Institute of CPAs for one CPE credit. There were 88 attendees.

On April 17, 2009 an EZ presentation was made to the Commonwealth Center tenants. There were 22 attendees.

On May 6, 2009 the same presentation was made to all airport tenants including airport terminal, airlines and any business on airport property. There were 33 attendees.

Marketing

1. Mail-Outs and Article

The new letter mail-out initiated this past fiscal year to City new business owners and the Planning Department's list of parties requesting building permits continues to be successful. It was determined that mailing the letters in a business window envelop may also have contributed to the success as the letter appears to be official. To date a total of 283 letters were mailed to new and existing businesses or residences.

An article titled "EZ Financial Incentives" was published in the February edition of the Tallahassee Realtor magazine.

2. Commonwealth Center and Airport Communications

It was determined that the best way to communicate with the businesses located in the Commonwealth Center business park was to ask a company to host a meeting in the parks area to educate the owners and presidents about the EZ. The Commonwealth tenant meeting was hosted by EDC partner Joe Kelley of GTO, Inc. on April 17, 2009. After contact with airport personnel, the EZ was invited to make the same presentation at its monthly tenant meeting on May 6, 2009.

3. Web Site

The EDC launched a new website, www.beapartofoursecret.com, in June 2008 providing an improved link to search for addresses in the Enterprise Zone. There were 1,724 website hits registered to the website to verify parcel IDs/addresses in the zone. This number of website hits exceeds the annual goal of 1,087. This service assists consultants, the EDC, businesses and individuals in determining if an address is in the zone.

Condominium Applications

Three condominium projects filed for the building materials sales tax refund for the fiscal year with assistance from the EZDA staff. Preparing condo applications is a coordinated effort between the land developer, EZ Coordinator, Department of Revenue and the Property Appraiser's office.

Community Contribution Tax Credit

The Big Bend Regional Health Information Organization's (BBRHIO) "Rural Healthcare Broadband Information Network Project" (Project) was approved by OTTED in the "All Other Project Category." This action designated BBRHIO as a sponsor for the Community Contribution Tax Credit (CCTC) for this Project. The BBRHIO Project will connect North Florida's rural health care providers to a broadband information network and proposes to connect eight rural counties in the Panhandle and Big Bend regions of North Florida to BBRHIO in Tallahassee and the Escambia Health Information Network in Pensacola.

Approval for this CCTC Project allows businesses that make contributions to the project eligible to apply for a tax credit equal to 50 percent of the value of their contribution against their Florida Corporate Income Tax or against their Sales and Use Tax account (if the business is registered with the Florida Department of Revenue to collect and remit sales tax). This approval also allows insurers who make contributions to the Project, eligible to apply for a tax credit equal to 50 percent of the value of their contributions against their Florida Insurance Premium Tax.

Applications Processed

The total number of Enterprise Zone incentive **applications approved were 442 for a total amount of tax refund or credit in the amount of \$1,789,049.83** exceeding the annual goal of filing 31 applications.

The annual goal to hold two workshops per fiscal year was exceeded by two. Four workshops were held this fiscal year with a total of 273 attendees.

In accordance with the jobs credit applications submitted **14 full time jobs were created in the enterprise zone.** The number of full time employees that live in the enterprise zone as listed in the applications are 31. The number of jobs created does not exceed the goal of 372. The existing goals were establish for OTTED in FY 2005-2006. For the first year of reporting under the new goals a large manufacturing company moved to Tallahassee resulting in a larger than normal number of jobs created, therefore, this goal continues to be difficult to obtain.

II. EXISTING INDUSTRY

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Establish a “shelf-ready” incentive package

The package that was created through the First Focus on Local Business initiative in FY 2005-2006 continues to be updated. It contains additional documentation of state, local and regional incentive programs available to new and expanding businesses. This information is disseminated via the Web site, upon request and via face to face visits with companies in one of the six targeted sectors. A new program was launched in 2008-09 to enhance the support provided to existing businesses – International Business Development Advisory Council.

Mission

First Focus on Local Business is an existing industry/business retention and expansion program which is a cooperative initiative of Tallahassee MSA economic development organizations, small business resources, education and workforce development with the purpose of proactively engaging local firms to assist them in expanding facilities, creating jobs and diversifying the local economic base.

Existing Industry Face to Face Visits

The Synchronist Business Information System, developed by BlaneCanada, Ltd., is a nationally recognized existing industry development methodology and database tool. The EDC has been using this tool since January 2006 to gather valuable industry data on employer facilities, workforce, technology and business climate needs. Face to face visits with existing employers in targeted sectors throughout the region may generate red flags such as land locked facilities, expiring leases, technology deficits and lack of a trained workforce. Data collected will serve as input to regional sector analyses, drive custom technical support for individual employers as well as regional economic and workforce development initiatives.

Notable Technical Assistance Provided to Existing Employers

<u>Company</u>	<u>Results</u>	<u>Sector</u>
BEC Industries	Eng project, Loan program	R&E
GT Technologies	EZ benefits	Mfg
CanDoTech	FCAAP, TalTech intros	IT
AMWAT, Inc.	Expansion consulting	T&L
Tai Yang, Inc.	Investor relations	R&E
ACS	RFP, training support	IT
Westminster Oaks	Workforce partnership	HS
CAI Team White	Mfg and Medical intros	Mfg
Cornerstone Software	Manufacturing intros	Mfg
CICEFT, Inc.	Site Selection	Mfg

Targeted Sector Initiatives

An additional and effective approach to working with existing companies is the industry sector roundtables. First Focus manages active roundtables in all six of the EDC's targeted sectors. Each Roundtable is led by a volunteer chair from private industry. Roundtables continue to connect local employers in these sectors to the state associations working on their behalf, such as, Manufacturers Association of Florida, BioFlorida, ITFlorida and the councils of Florida's Great Northwest and Our Region Tomorrow. Current activity in each sector is as follows:

Healthcare: Martin Shipman, CEO, Tallahassee Orthopedic Clinic, Chair

- BigBendHealth.com billboards placed in urban and rural locations
- Website visits as of November 2009 (7,000 visitors and 8,800 page views in Mar 09)
- Seeking sustainability through stimulus funds for health information and broadband dollars
- Support of Federal Communications Commission \$9.5M grant for broadband infrastructure through the Enterprise Zone Community Contributions Tax Credit program

Manufacturing: (Capital Region Manufacturers) Rob Cowan, General Dynamics Land Systems, Chair

- Joined newly formed Green Committee under MAF Board of Directors
- Attended MAF Days at the Capitol in early Feb
- Presented Advanced Manufacturing Training Center concept to Tallahassee Community College Board of Trustees for approval

Technology: (TaITech Alliance) Chet Hall, Fringe Benefits Management Co, Chair

- Attended IT Capitol Dats at Governor's Mansion on April 6
- Luncheon held March 18 – 'Doing Business with the State of Florida'
- Tech Expo 2.0 held April 30 (Maggie Lake, CNN is keynote speaker)

Aviation: Bob Van Riper, VP, HondaJet Southeast, Chair

- Meeting held in May 2009
- Eight aerospace and defense companies attended first annual Northwest Florida Aerospace Corridor event.

Alternative Energy: Kim Williams, President, Marpan Recycling, Chair

- Co-presented Capital Energy Forum March 4, 2009; attendance 125

- Transitioned Chairmanship to Linda Dunwoody, General Manager of Veolia Environmental Systems in June 2009 and held a discussion on energy management systems.

Transportation & Logistics: Mark Llewelyn, President, Genesis Group, Chair

- Inaugural meeting held on January 28 at FDOT
- Commentary and results shared with Our Region Tomorrow organization meeting in February.
- Panel presented at 2009 Chamber Annual Community Conference on ports, rail, air and the impact of the widening of the Panama Canal.

International Business Development Advisory Council

A new program of work was launched in 2008-09 to introduce international markets to area businesses and share best practices among firms currently conducting business around the globe. Kim Dixon, a financial services consultant with Allen Mooney & Barnes and former US foreign services officer served as the volunteer Chair for the first year.

Kim introduced the program and committee at the first event on December 4, 2008, a breakfast to welcome Argentina Consulate. Meetings and activities for the program began in January 2009.

The IBD Advisory Council met for the first time on February 19, 2009. The meeting was led by Kim Dixon, Chairman; eleven council members representing businesses with experience in global markets were present for the meeting. A series of forums on exporting and importing practices were planned for the remainder of the calendar year.

The council hosted a series of Export Seminars beginning February 19, 2009. Mike Higgins, US Dept of Commerce, Tallahassee Export Assistance Center and Andrea Moore, Enterprise Florida presented **Exporting Basics: How To Make Your Mark in Foreign Markets**. The series continued March 19 with a panel on Export Financing and Export documents and featured local business King Arthur Tools. The series concluded April 16 with information on Legal, Culture and E-Commerce followed by a presentation from the Canadian Consulate on trade opportunities between Canada and Florida.

The IBD Council seminars/luncheons have attracted a total of 150 attendees.

Local foreign affiliated companies participating as panelists include: GTO Inc., Archon Development Corporation, King Arthur's Tools, Figg Engineering, and C.H. Robinson.

The EDC hosted the following diplomats:

Maria Buncamper-Molanu, Commissioner of Economic Affairs from St. Maarten

Diego Alvarez-Rivera, Deputy Consulate General of Argentina
Roberto Powers, Diplomat-In-Residence, Florida A&M University, U.S.
Department of State
Marcy Grossman, Consulate General of Canada
Barbara Stephenson, US Ambassador to Panama

III. COMMUNICATIONS, MARKETING & ATTRACTION

The EDC conducts a comprehensive marketing and public relations program for both a local audience and a global audience with a goal of effectively marketing the competitive assets of the Tallahassee region to attract capital investment and create jobs. This year the EDC added a new tagline to emphasize the public-private structure of the organization: *Industry, Education & Government – Making the Connections*

Metrics

1. Press Hits
 - The EDC has been in the press 159 times this fiscal year.
2. EDC Web site Visits
 - 63,732 unique visitors from October 1, 2008 – September 30, 2009
 - 395,007 page views from October 1, 2008 – September 30, 2009
3. A collateral folder branded to the EDC Secret campaign was created to provide details on each targeted sector. This was a joint project of the EDC and *Workforceplus*.
4. EDC Ad Placements
 - Full page ad in Trade & Industry magazine – September 2008
 - Full page ad in Business xPansion Journal – October 2008
 - ¼ page ad in US Airways Tallahassee Profile magazine in conjunction with Tallahassee Community College – December 2008
 - Full page inside front cover ad in Business xPansion Journal Manufacturing Issue – February 2009
 - EDC Annual Forum Ad in Tallahassee Democrat – March 2009
 - Full page ad and introductory cover letter in Tallahassee Business Journal – October 2009
 - Half page ad in Tallahassee Democrat, Thank you to Partners – August 2009
5. EDC Report to Partners
 - Developed a Report to Partners in house for 2007-08 to save on production and printing costs.
 - Produced a report mirroring format of City and County contracts.

6. Local Public Relations and Advertising Campaign consisting of two billboards, two radio commercials and two television commercials ran from April 2009 to present.
 - Local executives discussed targeted industry sectors on WFLA FM The Morning Show with Preston Scott
 - a. On-air interviews on June 22, July 6, July 20, and August 17
 - b. Commercial aired on WFLA and IFLA from June 29, 2009 - September 6, 2009
 - Outdoor Billboards
 - a. Lamar Advertising vinyl billboard locations include Tennessee/Monroe, Thomasville/I-10, Capital Circle SE/Apalachee Pkwy.
 - b. Lamar Advertising digital billboard locations – varies throughout the area
 - Cable Commercials
 - Connections commercial 1 and 2 rotated on Comcast channels for August and September, totaling 1,028 views
 - Big Bend Health commercial ran on Comcast channels throughout the year, totaling 2,189 views
 - EDC Chairman Kim Williams and Mayor John Marks taped a segment on the EDC for WCOT that will run throughout the fall of 2009
 - EDC Executive Director Beth Kirkland and Asst. City Manager Jay Townsend taped a segment for WCOT that will run throughout the fall of 2009.

Project Summary

Total projects 2008-2009: The EDC worked 49 projects of which 33 are closed or inactive.

Distribution by Sector:

- 14 General Manufacturing (GM)
- 14 Information Technology (IT)/Financial Services
- 9 Alternative Energy (AE)
- 5 Life Sciences/Bio-Tech (LS)
- 4 Aviation Manufacturing (AM)
- 1 Distribution
- 1 Mega Site
- 1 Sporting

The following 16 projects are open and active representing the potential for 2,352 jobs and over \$136 million in capital investment:

7 General Manufacturing (GM)

Project Gem – A new company looking to manufacture high quality single crystal diamond using a microwave plasma-enhanced chemical vapor deposition (MPCVD) method and sell the material to industrial and scientific tooling manufacturers, defense related applications, as gemstone material, and for

diamond based electronics applications. The Company visited our community in September 2009.

Project Rock – Interested in establishing a high technology presence in Florida, beginning with a focus on the development of advanced superconducting magnet systems for rocket propulsion.

Project Sunshine – A materials science manufacturing company looking to license technology from the university and become the anchor tenant in an incubator.

Project ITER – US Department of Energy and US ITER Project Office (Oakridge National Labs) R&D project aims to demonstrate the scientific and technical feasibility of fusion power as part of a multi-national consortium. Project could result in infrastructure that will support a start-up in production of superconducting cable in conduit.

Project Magic Carpet – A New Jersey-based manufacturer and distributor of microscopes, spectrophotometers, centrifuges, and other medical and laboratory equipment. The company is in the early stages of evaluating Florida as a business location to serve the Southeast US and Latin American markets. They are particularly interested in communities with universities and an availability of technical staff.

Project Constellation – A Georgia company interested in initially developing and manufacturing electric cars in Tallahassee, along with involvement in the high speed rail efforts in Central FL.

Project Kromek – A UK-based company that specializes in designing and producing imaging products using semi-conductor materials for defense, security, and medical purposes. They are interested in establishing a North American manufacturing facility and business development office in Florida.

2 Alternative Energy (AE)

Project Pure – A start-up commercializing ocean wave technologies for energy production and water purification.

Project Incredible – A startup firm to make, market and distribute insulated concrete block in Florida and the Southeast. The Insulated Concrete Blocks were first introduced in the 1960's when they were first patented. The blocks are 85% recycled polystyrene and cement. They come in wall panels that are 7.5 feet in length and 10" or 12" widths and 15" in height. The insulation value is R-30 without coatings. It has the highest fire rating available (4). The block elements will not rot and termites and other animals cannot infiltrate the block. It is mold resistant and eliminates exterior sounds such as highway traffic and aircraft.

5 Information Technology (IT)

Project ACCESS – An existing major employer seeking to add a new division that can house contracts with governments outside of Florida.

Project Classical – A Call Center or Business Processing Outsourcing (BPO) firm

Project Ebenezer - A Fortune 200 company seeking a third operations/ credit/ call center

Project Parker – A UK-based software development firm, with interest in considering Florida and California as possible locations for their US operations. They would be interested in evaluating Florida communities with established software and IT clusters.

Project Voice - An Ireland-based provider of interactive voice messaging and notification systems. The firm is interested in Florida and other US East Coast locations (namely Boston, New York, and Northern Virginia) for its headquarters, sales and customer support center for the markets of the Americas. They would be interested in evaluating Florida communities with established software and IT clusters.

1 Mega Site

Project Home Run – Identification of up to 1600 contiguous acres of relatively flat land with access to interstate and rail, minimal wetlands and other environmental mitigation. Goal to submit to mega-site certification process to be marketed for highest and best use – original equipment manufacturer.

1 Distribution

Project Chain – A supply chain management /logistics company looking to expand in the South or Southeast close to a port area.

Project Proposal Development

A proposal template exists for each targeted sector that includes appropriate demographics, labor market data, and descriptions of sector related initiatives and competitive assets.

During FY 08-09, responses were not prepared for several project requests for proposals due to site and building requirements, ranging from 80,000 – 250,000 sf. and 1,000 – 10,000 acres that were outside the inventory available in the region. We did not respond to Sports Unlimited because they needed to be closer to the Gulf of Mexico.

Project Part – Manufacturing
Project Touchdown – Alternative Energy
Project Planet – Aviation Manufacturing
Project Red Tail– Aviation Manufacturing
CGMP facility – Manufacturing
Sports Unlimited – Manufacturing

Notable Community Site Visits/Meetings

Denholtz Associates – owner of Woodcrest Office Park and developer
Brookwood Associates – investment firm

Cushman Wakefield – site consultant
Seth Hammett, AL Speaker of the House and CEO, Power South utility
Project Lakes – medical device manufacturer
The GOTCHA Group – alternative energy transportation
Project ACCESS – existing information technology company expansion
National Flight Academy in Pensacola – met with FL Center for Advanced Aero Propulsion among others
Enterprise Florida – Strategic Planning forum
Project Gem – manufacture of industrial gemstones

Serve as Qualified Targeted Industry (QTI) Administrator

There were no projects in 2008-09 that qualified for the use of QTI funds. However, the EDC markets a number of other state and local grants and incentive programs including but not limited to: Targeted Business Pilot Program (TBPP), Manufacturing Sales Tax Exemption (MSTE), Small Business Innovation Research / Small Business Technology Transfer (SBIR/STTR), Quick Response Training (QRT), Incumbent Worker Training (IWT), Employed Worker Training (EWT) and Workforce Innovation in Regional Economic Development (WIRED).

The following awards and related jobs retained or created are recorded for FY2008-09:

Genesis Group	Incumbent Worker Training Grant	\$50,000	50 jobs retained
Tai Yang	SBIR Phase 2 Grant	\$600,000	4 jobs created
Tallahassee Teen Challenge	FL Business Recovery Grant	\$5,000	

IV. ENTREPRENEURIAL SYSTEMS

The EDC launched a new program in support of locally grown high tech/high wage existing businesses and new business development through talent and commercializing university research and development of technologies. The goals of the program are:

- Develop a program of work for support of start-ups and acceleration of small technology companies
- Complement programs such as FSU GAP, Vision 2020, JMI, Independent Consultants
- Create/manage an inventory of state resources; develop local resources

Two notable projects include:

Project ITER –The EDC executed a \$50,000 study subcontract with Batelle, the contracting agency for the US Department of Energy and US ITER Project Office (Oakridge National Labs). This feasibility study provides cost estimates for a services contract that includes facilities, equipment, technical services, cable-in-conduit production and shipping/receiving. ITER is a multi-national consortium to demonstrate the scientific and technical feasibility of fusion power. Tallahassee is one of three US communities responding to the study contract. A subsequent RFP for the production of 9-800m lengths of superconducting cable-in-conduit was let in the summer of 2009. The study contract allowed a local company CICEFT, Inc. to compete for the full production contract and create two new jobs. This effort is in support of the commercialization of technologies spinning out of the MagLab and the development of an emerging materials science cluster.

The GOTCHA Group - GOTCHA, which stands for Green Operated Transit Carrying Humanity Around, initially sought the assistance of the EDC in May 2009. The business model centered around free student shuttle service via neighborhood electric vehicles (NEV) around FSU and FAMU campuses and beyond. Two former FSU graduates developed the GOTCHA Ride and started a business providing a non-traditional, fun medium for advertisers to market their brands. The EDC has served as a partner with GOTCHA to help facilitate its integration into the local business and education communities. This project represents \$200,000 in capital investment and 25 jobs.

JOBS SUMMARY

Capital Circle & Mahan Mixed Use Development	354 jobs created
Enterprise Zone Development Agency	14 jobs created
Genesis Group	50 jobs retained
Tai Yang	4 jobs created
CICEFT	2 jobs created
GOTCHA GROUP	<u>25 jobs created</u>
TOTAL	449 jobs