



# ENTERPRISE FLORIDA

## ANNUAL REPORT 2015-16



# RICK SCOTT,

*Governor, Chairman, Enterprise Florida, Inc.*



## **2016: Making Florida First for Job Creation**

I know firsthand that a job is the single most important thing to a family. Growing up, when my parents had jobs, it changed my family's life. I ran in 2010 on a mission to turn Florida's economy around, and since then, Florida businesses have added over one million jobs, and Florida's annual job growth rate has outpaced the nation's for more than four years.

Florida competes for jobs with 49 other states and countless global markets. When considering locations to move or expand, companies look at business climate, low taxes, education system, workforce, transportation infrastructure and even the weather. Florida's strong job growth has consistently outpaced our top competitor states, including Texas, California and New York, and in September, our job growth rate outpaced the entire nation. We have a lot to offer to outcompete for jobs wins.

It's clear that our low tax, business friendly environment sends a strong message that Florida is the best location for businesses to grow. Since 2011, Enterprise Florida and its statewide partners have won more than 900 competitive economic development projects. Projects established last year alone will keep and create nearly 29,000 high-skill, high-wage private-sector jobs in our state and generate \$2.82 billion in capital investments.

Enterprise Florida is aggressively restructuring their business development strategies, focusing on targeted industries such as corporate headquarters, aviation/aerospace/defense, financial services, information technology and advanced manufacturing to bring more high-paying jobs to the state.

Visit [www.enterpriseflorida.com](http://www.enterpriseflorida.com) to see my recommended reforms for the 2017 legislative session to get Enterprise Florida back to its core mission of job creation. We'll keep working to make Florida first for jobs and the best place to live the American Dream.

Sincerely,

Governor Rick Scott

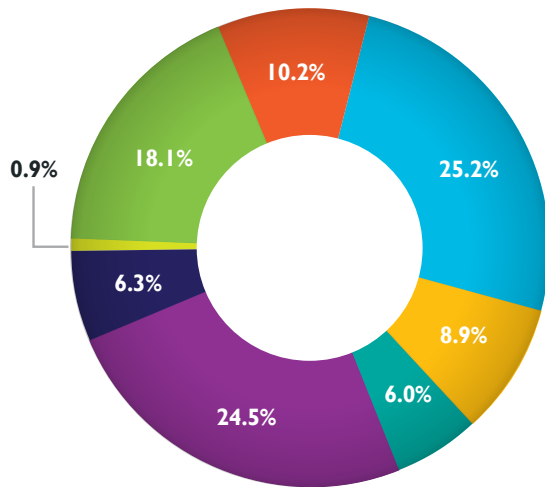


# FUNDING & BUSINESS PERFORMANCE

## Use of Funds FY 2015-16

(Total Funds \$27,013,327)

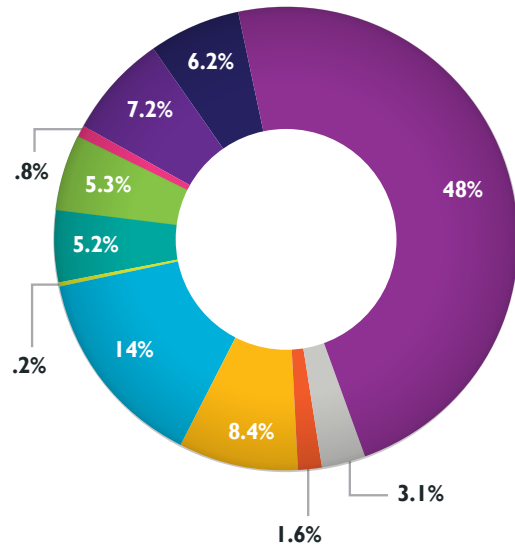
- Strategic Partnerships
- Administration
- Marketing and Communications
- International Trade
- Business Development
- Minority and Business Development
- Sports Development
- Executive



## Source of Funds FY 2014-15

(Total Funds \$32,096,449)

- General Revenue
- Florida International Trade and Promotion
- Minority Business Development
- Professional Sports Development
- State Small Business Credit Initiative (SSBCI)
- Federal Grant Assistance
- Corporate Contributions
- Program Revenues
- Tag Revenue
- Grants to Sub Recipients (Pass through funding)
- Florida Defense Support



## ABOUT ENTERPRISE FLORIDA

Created by the Florida Legislature in 1996, Enterprise Florida, Inc. (EFI) is a public-private partnership between Florida's business and government leaders, and is the principal economic development organization for Florida. EFI facilitates job growth for Florida businesses through recruitment and retention, international trade and exporting, promotion of sports as an economic driver, capital funding programs to assist small and minority businesses, and protection of military bases across the state. In pursuit of its mission, EFI works closely with a statewide network of economic development partners. A policy-driven Board of Directors oversees the organization, comprised of public sector leaders including the Governor, Cabinet members, State Senate and House appointees, appointed members and a diverse group of investors representing some of the most notable corporations in Florida and the nation. The board provides strategic direction for the organization's activities and advises on matters of economic development policy. Through the efforts of EFI, its Board and partners, Florida is becoming the best place in the nation to do business.



## JELLYFISH HEALTH EXPANDS IN PANHANDLE

Jellyfish Health LLC will expand its Panama City operations and create 100 jobs. The majority of the new jobs will be focused on software development at an average wage that is more than 200 percent of the current average in Bay County. The new positions will work to develop mobile technology solutions that make healthcare more convenient for patients, physicians and care staff, technology.

Founded in 2014, Jellyfish Health creates innovative, easy to use software applications that empower and engage patients and put them in control of their own experience, while giving facilities the insight they need to cost-effectively allocate staff and other resources according to real time patient needs. Their solutions are used by ambulatory surgery centers, health systems, urgent care clinics and practices that seek to transform both the patient experience and the organization's bottom line.

***“Jellyfish Health is all about making life easier for patients and the people who take care of them. We bring that same philosophy to the workplace by giving employees an opportunity to explore their passion along with competitive pay and a flexible work schedule.” — Dave Dyell, President and CEO of Jellyfish Health***





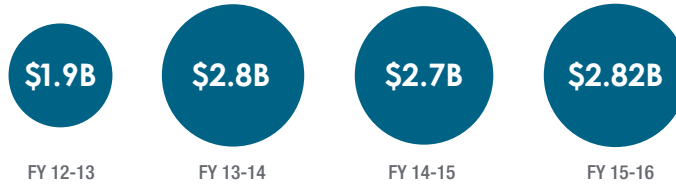
# BUSINESS DEVELOPMENT PERFORMANCE

## JOBS FOR FLORIDA

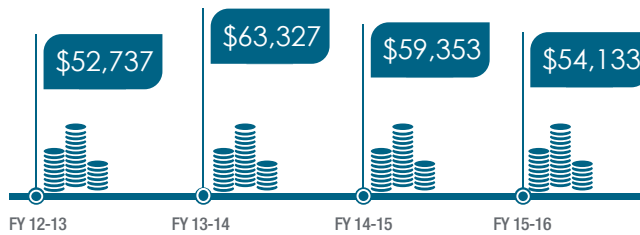
	COMMITTED JOBS	RETAINED JOBS	TOTAL JOBS
FY 12-13	20,188	5,005	<b>25,193</b>
FY 13-14	23,864	12,343	<b>36,207</b>
FY 14-15	23,650	9,898	<b>33,548</b>
FY 15-16	23,484	5,435	<b>28,919</b>



## COMMITTED CAPITAL INVESTMENT



## AVERAGE WAGE



## TOTAL COMMITTED JOBS AND CAPITAL INVESTMENT BY SECTOR







## BLUE ORIGIN SELECTS FLORIDA

Blue Origin selected Florida as the site for the launch, manufacturing and support facilities for its Orbital Launch Vehicle (OLV) program. The project will create 330 new jobs and a capital investment of \$200 million in the region over the next five years.

Blue Origin was established by Jeff Bezos, founder and CEO of Amazon.com, with the mission of developing vehicles and technologies to enable commercial human space transportation. The company has a long-term vision of greatly increasing the number of people that fly into space. Along with human spaceflight, Blue Origin's vehicles will provide streamlined launch opportunities for satellites and research payloads.

*“Cape Canaveral has long been a gateway to humankind’s greatest adventures. Our new home – Complex 36 – has seen 43 years of service and 145 launches, including the Mariner missions, Pioneer 10 and Surveyor 1 – the first U.S. spacecraft to land softly on the moon. This historic pad hasn’t seen a rocket launch in more than 10 years – too long – we can’t wait to fix that.” — Jeff Bezos, Founder and CEO of Amazon.com*





## CHENEY DELIVERS GLOBALLY FROM FLORIDA

Cheney Brothers, Inc. opened its fifth Florida facility – a new food distribution center in Punta Gorda – in the fall of 2015. The 345,000 sq. ft., \$40 million facility has created more than 400 jobs for families in Charlotte County. The company employs more than 2,500 Floridians statewide. Cheney Brothers is a privately-owned Florida company and broadline food distributor carrying over 15,000 individual products. They have additional locations in Riviera Beach, Ocala, Orlando and Miami, and supply customers around the world. The opening of the Charlotte County facility will provide a closer distribution center to its customers in the Tampa Bay region and southwest Florida.

*“This project has been years in the making, and we are proud to cut the ribbon and officially open the doors of Cheney’s Brothers newest facility in Charlotte County. On behalf of the whole Cheney Brothers team, I would like to thank Governor Scott and our local partners at the Charlotte County EDC for their support during this exciting process.” — Byron Russell, CEO and Chairman, Cheney Brothers, Inc.*







## FLORIDA'S RURAL REGIONS

---

Florida's rural regions offer a world of opportunity for businesses across all industries. The areas provide an abundance of open space yet are just a short drive away from urban resources. These regions provide affordable land; a robust pool of trainable talent; a top-ranked, accessible infrastructure; and an enviable quality of life.

Enviva is the world's largest producer of wood pellets used to produce energy. The company's Cottondale facility is in Jackson County, located in the Opportunity Florida rural region. The plant has a production capacity of 700,000 metric tons per year, manufactured from a mix of untreated raw wood, waste wood and residuals. The facility employs more than 100 people, including technicians, engineers and operators.





# GLOBAL OUTREACH BY THE NUMBERS

- FLORIDA** Largest user of the U.S. Department of Commerce's Gold Key Program
- 2,756** Unique consultations with Florida companies
- 1,410** Companies new to EFI trade programs
- 40** Major domestic and overseas events
- 962** Companies that participated in EFI international events
- \$911.5 MILLION** Total projected export sales as a result of EFI's export assistance and export development programs



## EFI International Activities

- EFI Office Locations
- Trade and Development Event Locations
- Countries where Florida companies reported export sales





## SMALL BUSINESSES GROW THROUGH TRADE

The mission to the 2016 Farnborough International Airshow resulted in \$10.5 million in actual export sales and \$73.2 million in projected export sales, as reported by the 11 Florida small businesses and organizations in attendance. The reported \$83.7 million in total projected sales are the second-highest since Enterprise Florida began attending the show 20 years ago.

The Florida Pavilion was again the largest of any U.S. state in attendance. In total, 11 exhibitors from various industry segments like MRO (maintenance, repair and overhaul), engineering, education, airport/ground equipment, aircraft component manufacturing, and pneumatic tools attended the show.

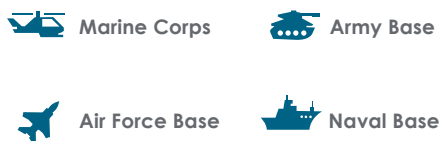
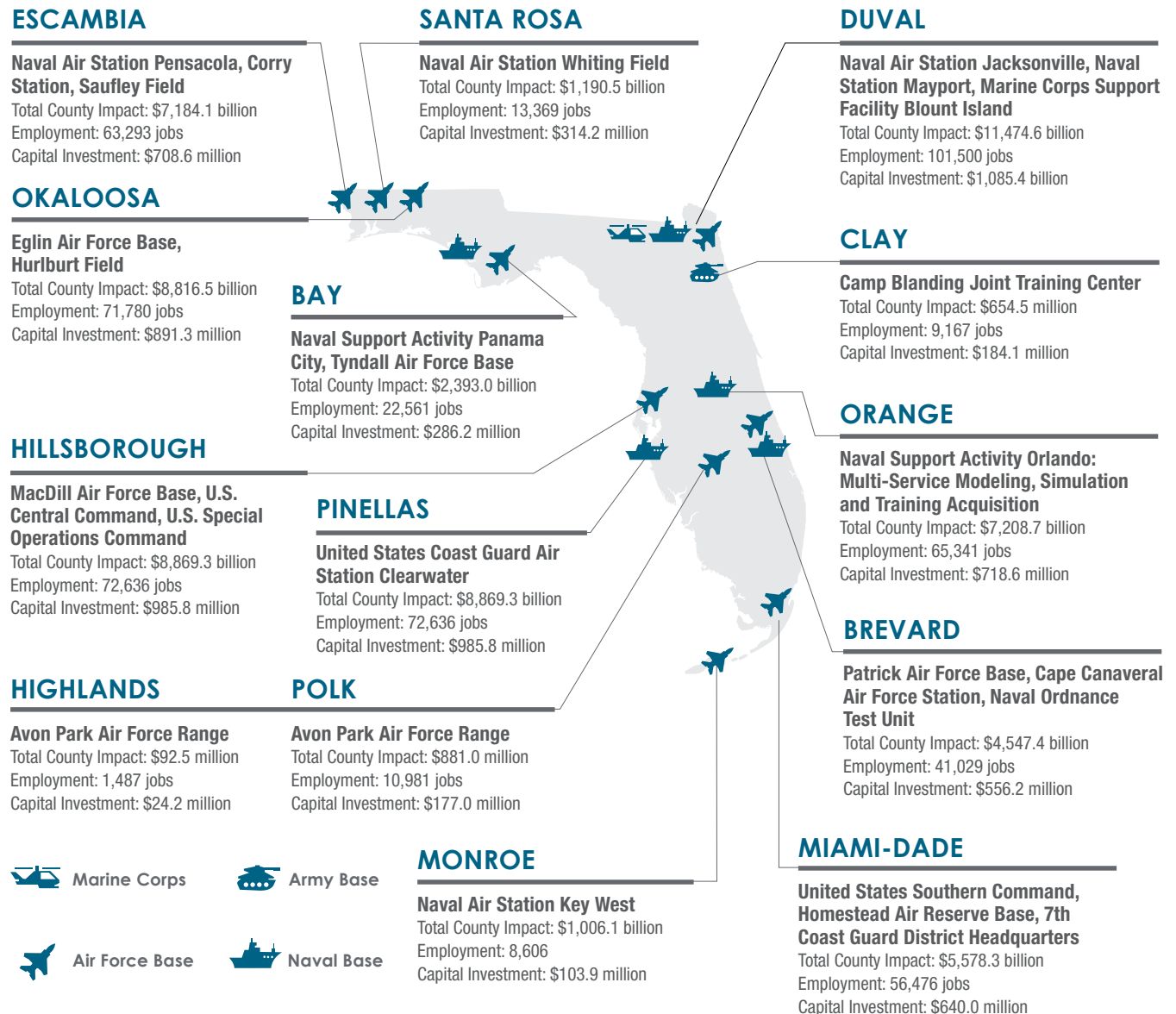
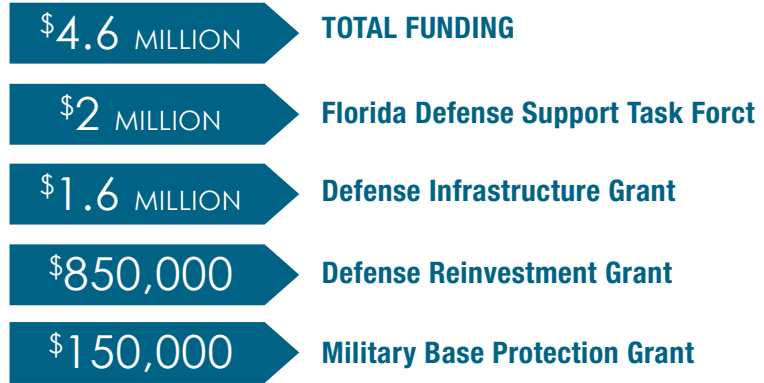
*“The Target Sector Trade Grant from Enterprise Florida allowed us to participate as an exhibitor at Farnborough. We renewed many prior business relationships that will lead to business and more opportunities in 2017. It was a great location for the booth and booth design is far superior to other state pavilions. We had excellent support from all Enterprise Florida staff before, during and after the show.” — William Bryson, Director of Business Development for Honeycomb Co. of America in Sarasota*





# SUPPORTING FLORIDA'S MILITARY

In 2016, \$1.8 million was awarded through the Florida Defense Support Task Force Grant Program to support seven defense projects across 13 counties. This funding will strengthen Florida's military bases ahead of any potential Department of Defense realignment or closure actions, thereby protecting nearly 775,000 jobs and more than \$79.8 billion in economic impact the defense industry supports in Florida..







## FLORIDA DEFENSE SUPPORT TASK FORCE GRANT PROGRAM

In 2016, \$1.8 million was awarded through the Florida Defense Support Task Force Grant Program to support seven defense projects across 13 counties. This funding will strengthen Florida's military bases ahead of any potential Department of Defense realignment or closure actions, thereby protecting nearly 775,000 jobs and more than \$79.8 billion in economic impact the defense industry supports in Florida.

◀ *Pararescuemen from the 920th Rescue Wing, Patrick Air Force Base, climb onto a rope before being hoisted into an HH-60G Pave Hawk during a simulated personnel recovery scenario near Avon Park Air Force Range.*

*In June, the Highlands County won a \$500,000 Florida Defense Support Task Force grant. The grant will enable the county to purchase easements around the Avon Park Air Force Range, allowing for continued operations of the Range and a safer environment for residents and military personnel.*



▲ *The City of Key West was awarded \$150,000 through the grant program to refurbish the Truman Annex seawall and support the Naval Air Station Key West (NASKW). The seawall serves as protection for a critical boat ramp facility utilized by the NASKW for mission-ready exercises and naval operations in the harbor.*



## FLORIDA'S SPORTS INDUSTRY WINS



The Florida Sports Foundation had an effective year awarding 111 grants impacting all regions of Florida. Through our four grant programs we partnered with Florida's 28 sports commissions who hosted of **3,200 events** including our small and rural markets.

This year the state was awarded:

**MAJOR LEAGUE BASEBALL ALL STAR GAME FOR 2017**

**THE NFL SUPER BOWL FOR 2020**

**NFL PRO BOWL FOR 2017, 2018 AND 2019**

Our professional sports team partnership had a record year with specialty tag sales. **117,425 tags** were sold or renewed — an increase of 4.8% over last year.

**The Florida Senior Games** are growing every year and included a total of **12,472 competing athletes** and a total of **24,944 attendees**.

**The Sunshine State Games** continue to grow sports participation and reported record numbers this year especially in Archery, Track & Field and Water polo. The events totaled **10,444 competing athletes** and **27,414 total attendees**.





SWATCHMAJORSERIES.COM

**ACT**  
productions

ENCE

swatch+  
BEACH VOLLEYBALL  
FIVE WORLD TOUR

FIVB  
WORLD TOUR

NBC

Bahia-Mar

BACKYARD

FORT LAUDERDALE '15





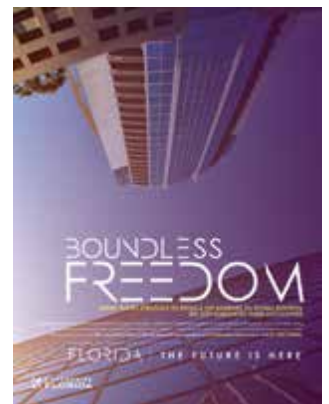
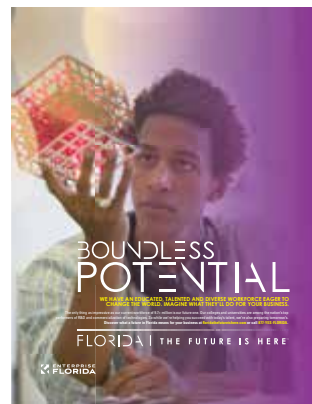
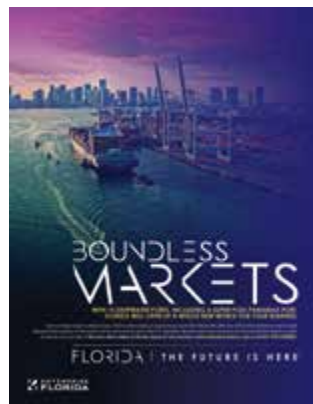
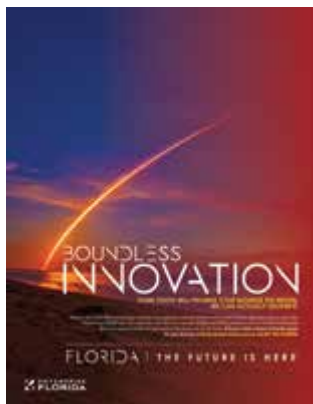
# FLORIDA - THE FUTURE IS HERE

In the competitive world of economic development, the most recognizable state “brands” consistently attract the most corporate relocations, expansions, capital investment, and jobs. They earn the highest industry awards, receive the most recognition in the press, and in turn see long-term effects on the state’s health, growth, and success. As competition for business expansion and job growth intensified across the country, we worked with our Team Florida partners to launch a new business brand campaign designed to position Florida as the nation’s leader in job creation. In January of 2015, we launched the new campaign: Florida – The Future is Here.

The campaign theme is “Boundless,” using expansive imagery to depict the state’s many business advantages, coupling these images with statements proving companies can and are thriving here, right now. The “Florida – The Future is Here” tagline inspires a sense of possibility – an urgency to take action and take advantage of the many benefits of doing business in Florida.

Since its launch, the campaign has generated more than 250 million media impressions and received resoundingly positive feedback both in and out of Florida. Web and social media traffic is up, as are leads – but it’s about more than just numbers. It’s about the lasting impact our efforts bring to all Florida communities, making a difference now and in the future.

- 264+ MILLION** Media impressions
- 22** Represented in 22 marketing channels
- 20+** Events attended
- 400+** C-suite, corporate real estate executives, and consultants hosted



# FLORIDA | THE FUTURE IS HERE®





**17**  
total publications

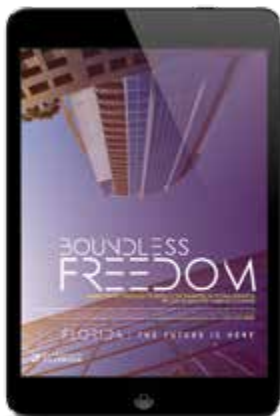
**55**  
total insertions

**52 million+**  
circulations

**71,537,571**  
total out-of-home  
impressions

**48**  
billboards

**137**  
airport ads



**We took over  
6 airports in 4 cities.**

On your iPads in private  
airport lounges:  
**250 screens**  
across  
**25 Admiral's Club Lounges.**

PUBLIC RELATIONS  
**Over 9.3 million impressions**  
and **over 2,000 positive  
news stories** about Florida.

SOCIAL MEDIA  
**Over 425,000 organic  
social impressions,**  
**3.5 million paid social  
impressions,**

**28.3% increase**  
in social media friends and  
followers.



# ENTERPRISE FLORIDA BOARD OF DIRECTORS 2015-16

**ADT US Holdings, Inc.**  
Holly Borgmann

**AT&T**  
Joe York

**Bank of America, N.A.**  
Gene Schaefer

**Barron Collier Companies**  
Blake Gable

**Becker & Poliakoff, P.A.**  
Alan Becker

**Biter Enterprises, LLC.**  
Jesse Biter

**BMG Money, Inc.**  
Tom McCormick

**BRPH Architects-Engineers, Inc.**  
Brian Curtin

**CareerSource Florida**  
Britt Sikes

**Charter Communications**  
Marva Johnson

**Darden Restaurants, Inc.**  
Susan Connelly

**Dosal Tobacco Corporation**  
Yolanda Nader

**Duke Energy**  
Harry Sideris

**EDC of Okaloosa County**  
Nathan Sparks

**Embraer Aircraft Holding, Inc.**  
Gary Spulak

**Fifth Third Bank - North Florida**  
Brian Lamb

**Fleetwing Corp.**  
Andy Wike

**Florida Blue**  
Jason Altmire

**Florida Chamber Of Commerce**  
Mark Wilson

**Florida Community Bank**  
Kent Ellert

**Florida Council of 100**  
Bob Ward

**Florida Department of Agriculture & Consumer Services**  
Adam Putnam

**Florida Department of Education**  
Pam Stewart

**Florida Department of Financial Services**  
Jeff Atwater

**Florida Department of State**  
Ken Detzner

**Florida Economic Development Council**  
Cathy Chambers

**Florida House of Representatives**  
Jim Boyd

**Florida Office of the Attorney General**  
Pam Bondi

**Florida Power & Light Co.**  
Eric Silagy

**Florida Realtors**  
Maria Wells

**Florida Senate**  
Nancy Detert

**Florida Tax Watch**  
Dominic Calabro

**Florida Trend**  
Andy Corty

**Full Sail University**  
Bill Heavener

**Global Tech LED**  
Gary Mart

**Gulf Power Company**  
Stan Connally

**Harris Corporation**  
Sheldon Fox

**ICI Homes**  
Mori Hosseini

**J.M. Family Enterprises**  
Sonya Deen Hartley

**Jones Walker LLC**  
Christopher Moya

**Kaplan, Inc.**  
Andy Rosen

**Keiser University**  
Belinda Keiser

**Lakewood Ranch Commercial Realty**  
Kirk Boylston

**Lockheed Martin Training and Logistics Solutions**  
Amy Gowder

**Mitsubishi Hitachi Power Systems Americas, Inc.**  
Paul F. Browning

**Monicarla, L.T.D.**  
Jay Beyrouti

**NDS USA**  
Danny Gaekwad

**Odebrecht Construction, Inc.**  
Jairo Flor

**Parsons**  
Michael Johnson

**Publix Super Markets, Inc.**  
Jeff Chamberlain

**Regions Bank**  
Brett Couch

**Smith & Associates**  
Jason Steele

**State of Florida Governor's Office**  
Rick Scott

**State University System of Florida-Board of Governors**  
Marshall Criser, III

**Summit Bank, N.A.**  
Neal Dunn, MD, FACS

**SunTrust Bank**  
Tom Pennekamp

**Tampa Bay Lightning**  
Jeff Vinik

**TD Bank**  
Ernie Diaz

**TECO Energy**  
Gordon Gillette

**The St. Joe Company**  
Jorge Gonzalez

**The Vestcor Companies, Inc.**  
John D. Rood

**University of Florida**  
Winfred Phillips

**VoltAir Consulting Engineers**  
Julius Davis

**Weatherford Partners**  
Drew Weatherford

**Wells Fargo Bank, N.A.**  
Kelly Madden

# ECONOMIC DEVELOPMENT PARTNERS

**Alachua**

Gainesville Council for Economic Outreach

**Baker**

Baker County Development Commission

**Bay**

Bay Economic Development Alliance

**Bradford**

North Florida Regional Chamber of Commerce

**Brevard**

EDC of Florida's Space Coast

**Broward**

Greater Fort Lauderdale Alliance

**Calhoun**

Calhoun County Chamber of Commerce

**Charlotte**

EDC of Charlotte County

**Citrus**

Citrus County EDC

**Clay**

Clay County EDC

**Collier**

The Partnership for Collier's Future Economy, Inc.

**Columbia**

Columbia County Economic Development Department

**DeSoto**

DeSoto County EDC

**Dixie**

Dixie County Chamber of Commerce

**Duval**

JAXUSA Partnership

**Escambia**

Greater Pensacola Chamber

**Flagler**

Flagler County Department of Economic Opportunity

**Franklin**

Franklin County Board of County Commissioners

**Gadsden**

Gadsden County Development Council

**Gilchrist**

Gilchrist County

**Glades**

Glades County EDC

**Gulf**

Gulf County EDC

**Hamilton**

Hamilton County Office of Tourism and Economic Development

**Hardee**

Hardee County EDC/IDA

**Hendry**

Hendry County EDC

**Hernando**

Hernando County Office of Business Development

**Highlands**

Highlands County EDC

**Hillsborough**

Tampa Hillsborough EDC

**Holmes**

Holmes County EDC

**Indian River**

Indian River Chamber of Commerce

**Jackson**

Jackson County Development Council

**Jefferson**

Jefferson County EDC

**Lafayette**

Lafayette County Development Authority

**Lake**

Lake County Office of Economic Development & Tourism

**Lee**

Lee County Office of Economic Development

**Leon**

Greater Tallahassee Chamber of Commerce

**Levy**

Levy County Nature Coast Business Development Council

**Liberty**

Liberty County Chamber of Commerce

**Madison**

Madison County Development Council

**Manatee**

Bradenton Area EDC

**Marion**

Ocala-Marion County Chamber & Economic Partnership

**Martin**

Business Development Board of Martin County

**Miami-Dade**

The Beacon Council

**Monroe**

Greater Marathon Chamber of Commerce

**Nassau**

Nassau County Economic Development Board

**Okaloosa**

EDC of Okaloosa County

**Okeechobee**

BDB of Okeechobee

**Orange**

Orlando EDC

**Osceola**

Osceola County Economic Development Department

**Palm Beach**

Business Development Board of Palm Beach County

**Pasco**

Pasco EDC

**Pinellas**

Pinellas County Economic Development

**Polk**

Central Florida Development Council of Polk County

**Putnam**

Putnam County Chamber of Commerce

**Santa Rosa**

Santa Rosa Economic Alliance

**Sarasota**

EDC of Sarasota County

**Seminole**

Seminole County Government

**St. Johns**

St. Johns County Board of County Commissioners

**St. Lucie**

EDC of St. Lucie County

**Sumter**

Sumter County Economic Development

**Suwannee**

Suwannee County Economic Development Office

**Taylor**

Taylor County Development Authority

**Union**

Union County

**Volusia**

Volusia County Division of Economic Development

**Wakulla**

Wakulla County EDC

**Walton**

Walton County Economic Development Alliance

**Washington**

Washington County Chamber of Commerce

**Regional Partners**

Florida's Great Northwest  
Florida's Heartland REDI  
JAXUSA Partnership  
North Florida Economic Development Partnership  
Opportunity Florida  
Orlando EDC  
Southwest Florida Economic Development Alliance  
Tampa Bay Partnership

**Utility Partners**

Duke Energy  
Florida Power & Light Co.  
Gulf Power Company  
PowerSouth Energy Cooperative  
TECO Energy

# ENTERPRISE FLORIDA OFFICE LOCATIONS

## PRINCIPAL FLORIDA OFFICES

**ORLANDO** (Headquarters)  
800 N. Magnolia Avenue  
Suite 1100  
Orlando, FL 32803  
T (407) 956-5639  
F (407) 956-5556

**TALLAHASSEE**  
101 North Monroe Street  
Suite 1000  
Tallahassee, FL 32301  
T (850) 298-6632  
F (850) 298-6659

**CORAL GABLES**  
(International Trade & Development)  
201 Alhambra Circle  
Suite 610  
Coral Gables, FL 33134  
T (305) 808-3660  
F (305) 808-3586

## FLORIDA SPORTS FOUNDATION OFFICE

101 North Monroe Street  
Suite 1000  
Tallahassee, Florida 32301  
T (850) 410-6280  
info@flsports.com

## SENIOR GAMES & SUNSHINE STATE GAMES OFFICE

1501 North Belcher Road # 238  
Clearwater, Florida 33765  
T (866) 354-2637  
games@flsports.com

## FLORIDA REGIONAL OFFICES

### Jacksonville/Northeast

Larry Bernaski, Regional Manager  
International Trade & Development  
(Marine Industry Specialist)  
Enterprise Florida, Inc.  
Three Independent Drive  
Jacksonville, FL 32202  
T (904) 359-9350  
lbernaski@enterprise-florida.com

### Miami-Dade/Southwest

Jorge Riano, Regional Manager  
Joseph Bell, Regional Manager  
International Trade & Development  
201 Alhambra Circle, Suite 610  
Coral Gables, FL 33134  
T (305) 808-3660  
jbell@enterprise-florida.com  
jriano@enterprise-florida.com

### Orlando/Central Florida

Paul Mitchell, Director  
International Trade & Development  
(Aviation/Aerospace Specialist)  
Enterprise Florida, Inc.  
800 N. Magnolia Avenue, Suite 1100  
Orlando, FL 32803  
T (407) 956-5639  
pmitchell@enterprise-florida.com

### Pensacola/Northwest/Tallahassee

Andrea Moore, Regional Manager  
International Trade & Development  
(ICT-Computer Industry Specialist)  
Enterprise Florida, Inc.  
117 West Garden Street  
Pensacola, FL 32502  
T (850) 469-8989  
Toll Free: (866) 974-8989  
amoore@enterprise-florida.com

### Tampa Bay

International Trade & Development  
Enterprise Florida, Inc.  
201 North Franklin Street, Suite 201  
Tampa, FL 33602  
T (813) 276-9430

### West Palm Beach/Southeast

John Diep, Director  
International Trade & Development  
(Asia Specialist and Clean Technology Specialist)  
Enterprise Florida, Inc.  
310 Evernia Street  
West Palm Beach, FL 33401  
T (561) 832-8339  
jdiep@enterprise-florida.com

## INTERNATIONAL OFFICES

### Brazil (Sao Paulo)

Fabio Yukio Yamada, Director  
Mariana Falkenburger, Manager  
Katarina Yamada  
WTC Business Tower  
Av. Nacoes Unidas, 12551  
4th Floor,  
Sao Paulo, SP, Brazil 04578-903

T 011 (55-11) 3044-4848 (Fabio)  
M 011 (55-11) 9 7207-2065  
fabio@eflorida.com.br

T 011 (55-11) 3044-1294 (Mariana)  
M 011 (55-11) 9 8447-9454  
mariana@eflorida.com.br

T 011 (55-11) 3044-5350 (Katarina)  
katarina@eflorida.com.br

### Canada (Montreal)

Daniel Silverman, Director  
416 de Maisonneuve West  
Suite 1000  
Montreal, QC, Canada H3A 1L2  
T 1 (514) 495-5231  
dsilverman@roivision.com

### Canada (Toronto)

Gillian Hatton, Director  
970 Eglinton Avenue West  
Toronto, ON, Canada M6C 2C5  
T 1 (416) 277-5269  
ghatton@enterprise-florida.ca

### Mexico

Ana Arroyo Yllanes, Director  
Pestalozzi No. 1204, Int. 303  
Colonia del Valle  
Mexico, D.F. 03100  
T 011 (52-55) 2455-3971 to 73  
enterprise-florida-mexico@negocios-internacionales.net

### ASIA

#### Shanghai and Hong Kong

Amy Wendholt, Chief Representative  
T 011 (852) 2826-9388  
awendholt@eflorida.com.hk

#### Japan (Tokyo)

K. Sam Tabuchi, Director  
Kazumi Fujimoto  
Fukuda Bldg., 5F  
2-3-23, Hamamatsu-cho  
Minato-ku, Tokyo 105-0013 Japan  
T 011 81 (0) 3 3578-8777  
kstabuchi@eflorida.jp  
kfujimoto@eflorida.jp

#### Taiwan (Taipei)

(Taipei Liaison Office)  
Wennie Chen, Director  
Taipei World Trade Center  
Suite #7E-01  
5 Hsin Yi Road, Sec. 5,  
Taipei, Taiwan 110  
T 011 (886-2) 2758-5181  
wenniechen@aol.com

### EUROPE

#### Czech Republic & Slovak

(Prague Liaison Office)  
JUDR. Jan Kotik, Director  
U Prašné brány 1078/1,  
110 00 Praha 1  
Prague, Czech Republic  
T 011 (420 224) 900-027  
M 011 (420 602) 625-186  
kotik@becker-poliakoff.cz

#### France (Paris)

Christelle Maffre, Director  
12 Rue de la Chaussée d'Antin,  
75009 Paris, France  
T 011 33 (0) 64 562-0287  
christelle.maffre@eflorida-europe.com

#### Germany (Munich)

Alexander Bothmann, Deputy Director  
Karlsplatz 5  
80335 Munich, Germany  
T 011 (49-89) 9901-3665  
alexander.bothmann@invest-in-florida.de

#### Spain (Madrid)

Gonzalo Arance, Director  
Paseo de la Castellana 164, 6<sup>o</sup>D  
28046 Madrid, Spain  
T 011 (34-91) 781-3483  
M 011 (34-677) 649 473  
garance@e-finance-institute.com

### U.K. & Ireland (London)

Julia Mills, Director  
Yassin Nahi, Deputy Director  
6th Floor, 36-38 Whitefriars Street,  
London EC4Y 8BQ  
United Kingdom  
T 011 44 (0) 207-822-0718  
M 011 44 (0) 7850-744-846  
julia.mills@eflorida-europe.com  
yassin.nahi@eflorida-europe.com

### MIDDLE EAST/AFRICA

#### Israel (Ramat Ha Sharon)

Nurit Gazit, Director  
Elysa Rapoport, Business Development  
Manager  
10 Sold Street  
P.O.B. 1183  
Ramat Ha Sharon, 47225

#### Israel

T 011 (972-54) 599-6160  
T 011 (972-3) 540-0390 (Nurit)  
ngazit@eflorida.co.il  
erapoport@eflorida.co.il

#### South Africa (Durban)

Abigail Ellary, Director  
The Business Centre  
2 Ncondo Place, Ridgeway,  
Postnet Suite 47  
Private Bag X01  
Umhlanga Rocks  
Durban 4320, South Africa  
T 011-27 (0) 31-830-5054  
M 011-27 (0) 82-341-9541  
aellary@eflorida.co.za







[ENTERPRISEFLORIDA.COM](http://ENTERPRISEFLORIDA.COM)

FLORIDA | THE FUTURE IS HERE.®