



Board of Directors Meeting

September 30, 2026
West Palm Beach, Florida



Agenda

- | | | |
|-------|---|--|
| I. | Welcome, Call to Order and Confirmation of Quorum | Chairman Greg Britton |
| II. | Pledge of Allegiance | Chairman Greg Britton |
| III. | Approval of Minutes (Tab 1) <ul style="list-style-type: none">• June 02, 2026 | Chairman Greg Britton |
| IV. | Public Comment | Chairman Greg Britton |
| V. | Opening Remarks | Chairman Greg Britton
Florida Secretary of Commerce J. Alex Kelly
President Matt Swanson |
| VI. | Host Remarks (Tab 2) | President Debra A. Schwinn, Palm Beach Atlantic University |
| VII. | Guest Speakers (Tab 3) | Cathy Chambers, Florida Power & Light |
| VIII. | Success Stories (Tab 4) | Rob Ganim, TowFLEXX Technologies |



Agenda

- | | | |
|-------------------|---|---|
| IX. | Local Economic Development Update (Tab 5) | Kelly Smallridge, Business Development Board of Palm Beach County |
| x. | Stakeholder Advisory Council Updates (Tab 9) | |
| | • Economic Development Advisory Council (EDAC) Update | Jennifer Conoley, EDAC Chair |
| | • Gateways Advisory Council (Gateways) Update | Nick Primrose, GAC Chair |
|
Break
 | | |
| XI. | FY 2025-2026 Audit Report (Tab 7) | Beth Kigel, Treasurer
Richard Crawford & Jeff Zeichner, Cherry Bekaert |
| XII. | Financial Update (Tab 8) | |
| | • FY 2025-2026 YTD Financial Report | Beth Kigel, Treasurer
President Matt Swanson
Brandis Perdue |



Agenda

- xiii. SelectFlorida Programmatic Updates (Tab 10)
- Leadership Initiatives and International Affairs
 - International Investment and Representation
 - Marketing and Communications
 - Trade and Export Expansion

President Matt Swanson
Fernanda Figueiredo
Madison Lawson
Emily Hetherington
Mike Hubbard

- xiv. Old Business (Tab 11)
- Executive Advisory Council Update

Chairman Greg Britton

- xv. New Business (Tab 12)
- Strategic and Transition Planning

Chairman Greg Britton

- xvi. Open Discussion

Chairman Greg Britton
Board Members

- xvii. Closing Remarks and Adjournment

Chairman Greg Britton



Agenda

I. Welcome and Call to Order Chairman Greg Britton



Agenda

II. Pledge of Allegiance Chairman Greg Britton



Agenda

III. Approval of Minutes Chairman Greg Britton



Agenda

IV. Public Comment Chairman Greg Britton



Agenda

V. Opening Remarks

Chairman Greg Britton

Florida Secretary of Commerce J. Alex Kelly

President Matt Swanson





SelectFlorida Board Meeting

J. Alex Kelly
Florida Secretary of Commerce

West Palm Beach, FL

State-Federal Economic Development Partnerships



- ❑ FloridaCommerce awarded \$40 million by U.S. DOL for the Pay-for-Performance (PFP) Incentive Program – Apprenticeship Grants – to expand apprenticeships with deliberate focus on Shipbuilding, Aerospace and Aviation, Defense, Advanced Manufacturing, other Maritime trades, and related Construction industry trades.
- ❑ FloridaCommerce awarded \$6.5 million U.S. DOL Rapid Reskilling Grant to FloridaCommerce to support upskilling and reskilling of individuals from low-skill occupations into highly skilled manufacturing, supply chain, and logistics careers.
- ❑ Florida DOT awarded as 1 of 8 U.S. DOT/FAA eVTOL Integration Pilot Program Partner for Advanced Air Mobility.
- ❑ Space Florida awarded as 1 of 7 NASA-Aerospace Workforce Hubs for Project ORBIT.

Maritime Industrial Base



Project Pipeline

- ❑ Pensacola – Birdon – announced – 2,000 jobs – \$275 million CapX
- ❑ Panama City – Voltari – announced and acquired shipyard – 285 jobs
- ❑ Jacksonville and Tampa projects

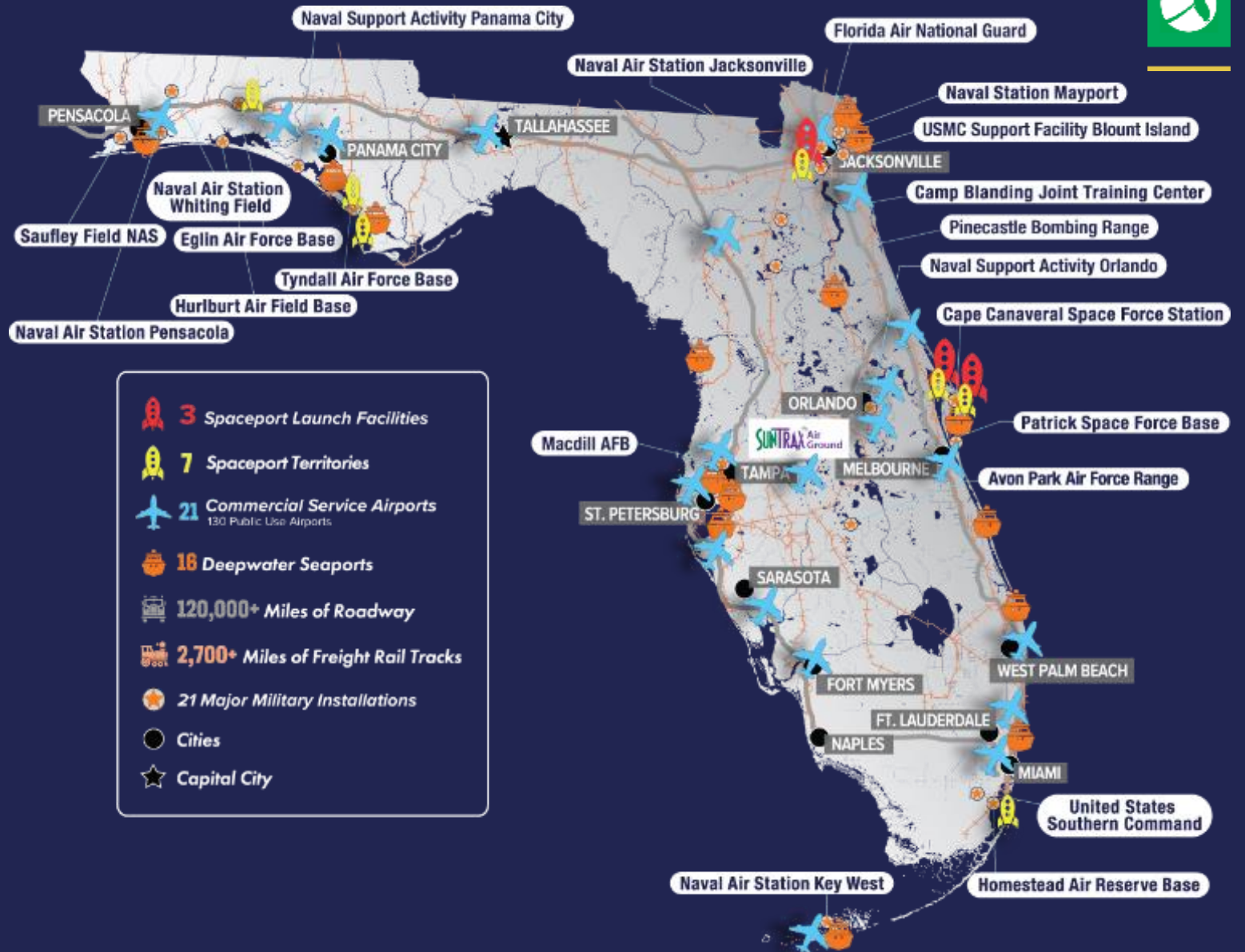
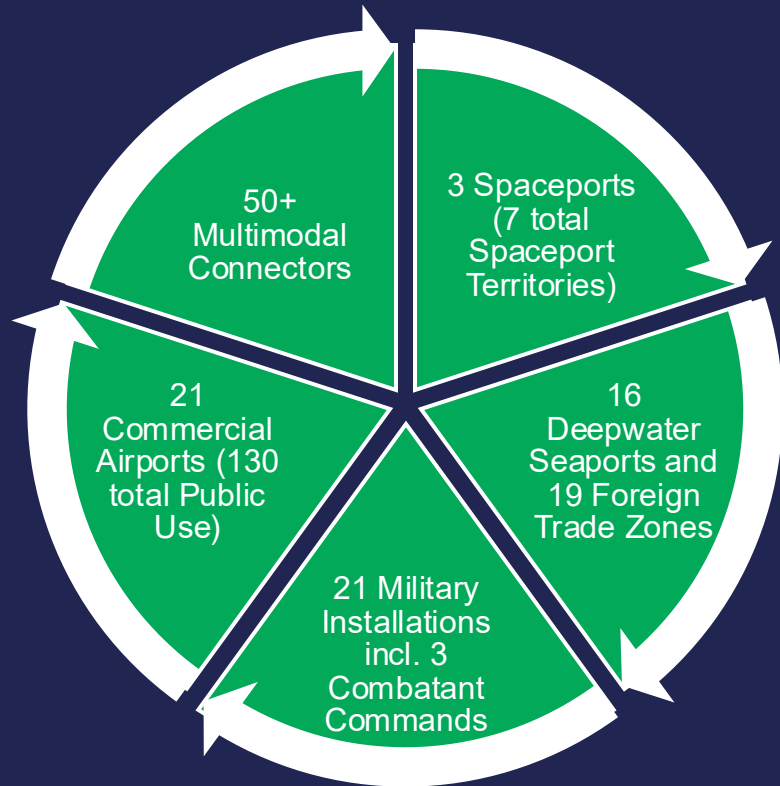
Recent FloridaCommerce Shipbuilding+ Grants

- ❑ August 2026 – \$7 million grant to Florida State College at Jacksonville
- ❑ August 2026 – \$3 million grant to Northwest Florida State College
- ❑ August 2026 – \$3.5 million grant to City of Palm Bay
- ❑ August 2026 – \$9 million grant to City of Pensacola (Port of Pensacola)
- ❑ March 2026 – \$6 million grant to Gulf County (Port St. Joe)

Strategic Enhancements

- ❑ Opportunity Zones: Collaboration with Northeastern University's Defense Industrial Base Institute (DIBI) and the University of South Florida to identify “anchor tracts” that are both eligible for OZ

Florida's Ready Infrastructure Platforms



Florida's Growing Quantum Ecosystem



- ❑ National High Magnetics Field Laboratory (MagLab) and Interdisciplinary Research and Commercialization Building (IRCB) at Florida State University.
- ❑ HiPerGator supercomputer, and AI Technology Center at the University of Florida.
- ❑ CREOL, College of Optics and Photonics at the University of Central Florida.
- ❑ Quantum sensing programs at FIU and U of Miami.
- ❑ CyberFlorida Center and Institute of Applied Engineering at the University of South Florida.
- ❑ FAMU-FSU College of Engineering \$5 million NSF grants for quantum information science research.

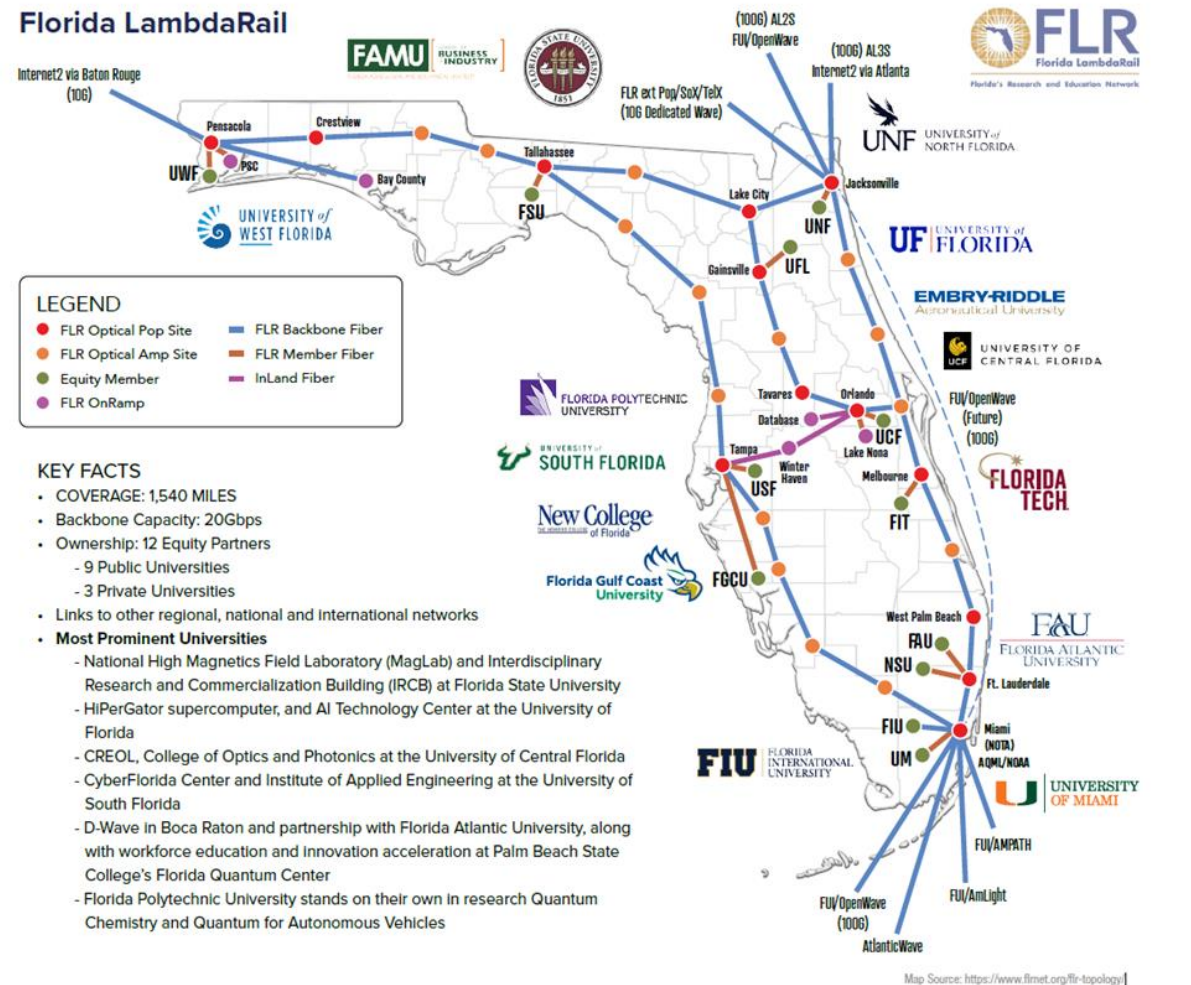
Florida's Growing Quantum Ecosystem



- ❑ 10/25: Florida Alliance for Quantum Technology (FAQT) MOU at Quantum Beach.
- ❑ 10/25: Florida Opportunity Fund and Quantum Coast Capital MOU at Quantum Beach.
- ❑ 12/25: Quantum Coast Capital and Medina Ventures launch Florida Quantum Tech Basel in Miami.
- ❑ 1/26: D-Wave in Boca Raton and MOU/partnership with Florida Atlantic University.
- ❑ 2/26: JGGF award for Quantum workforce/innovation acceleration at Palm Beach State College.
- ❑ 4/26: Florida LambdaRail & IonQ announcement at eMerge Americas for quantum security.
- ❑ Summer/26: IonQ's acquisition of SkyWater, which has a R&D & Fab in NeoCity.

Studying Capacity and Capacity Building

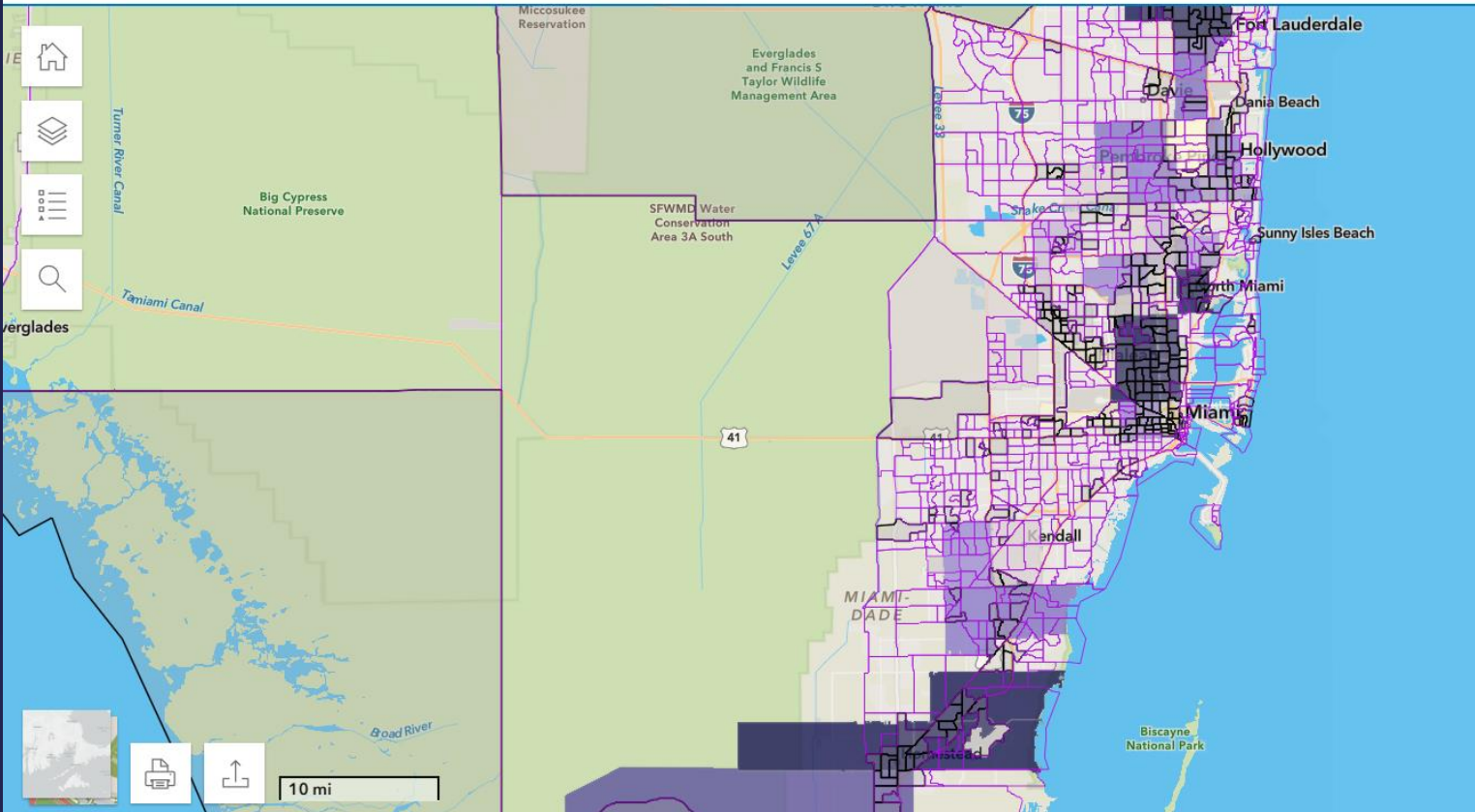
- ❑ Florida Quantum Capacity Study:
 - ❑ \$250K Defense Reinvestment Grant to the BDB of Palm Beach County, and partnering with Resonance Holdings, a trusted source on Quantum and Deep Tech.
 - ❑ Meant to articulate Florida's assets loudly, while information stakeholders of future opportunities to coordinate, invest and elevate (a roadmap).
 - ❑ With a a special deep dive focus on defense-relevant and dual-use quantum applications.
- ❑ Already an active industry for collaboration with UK, Japan, and Taiwan partners.
- ❑ Enticing for Maritime, Aerospace, Defense, Transportation, and R&D business development.



[Floridajobs.org/OpportunityZones](https://floridajobs.org/OpportunityZones)



High Impact Opportunity Zone Candidate Tracts

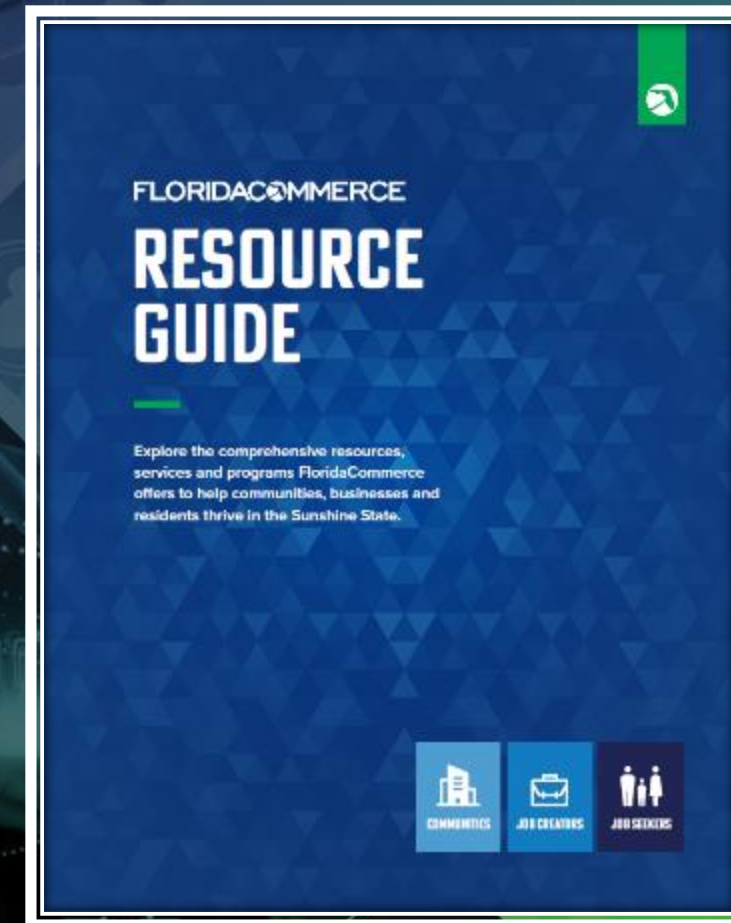
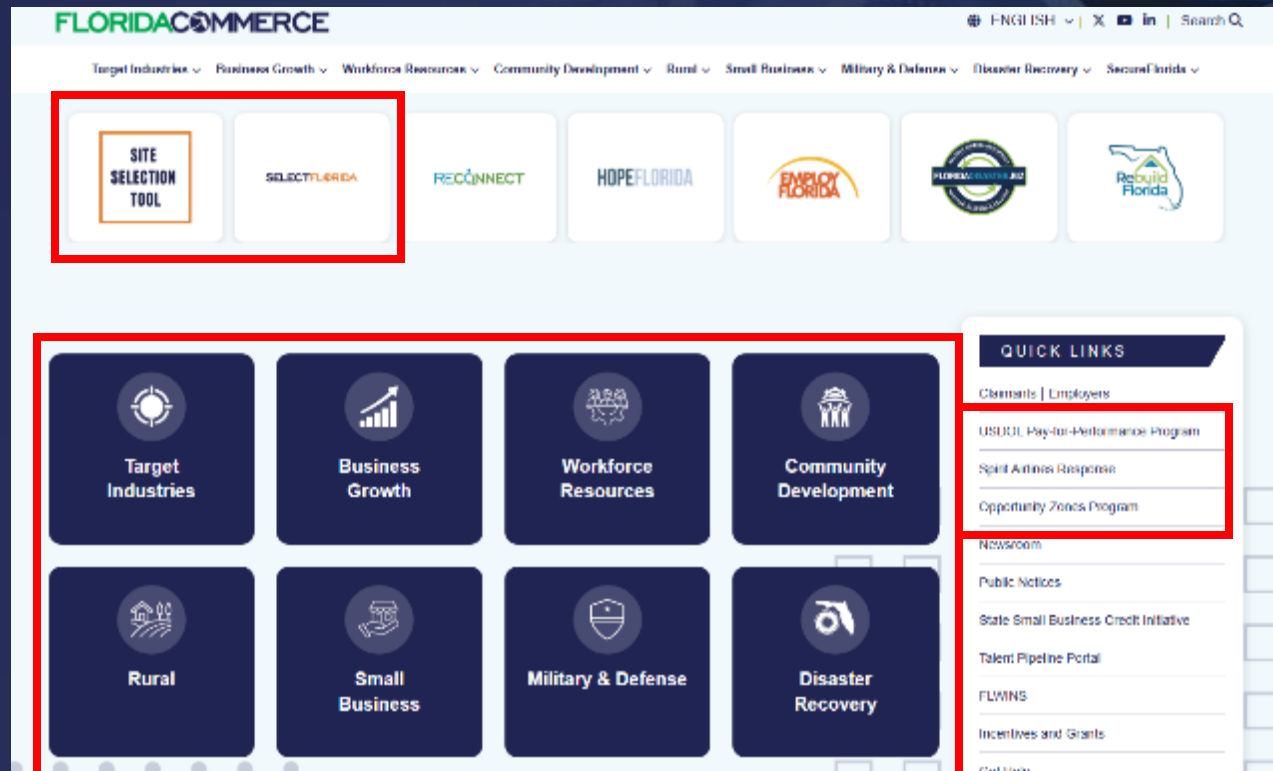


FloridaCommerce's Fall 2025 to Summer 2026 Outreach and Information Gathering:

- ❑ 80+ Community Meetings
- ❑ 5,000+ Community Leaders Participated
- ❑ Hundreds of Additional 1-on-1 Meetings
- ❑ 1,275 total submissions of which **877 were unique census tracts:**
 - ❑ 744 eligible
 - ❑ 133 ineligible

Thank You!
Floridajobs.org

Alex.Kelly@Commerce.fl.gov



Agenda

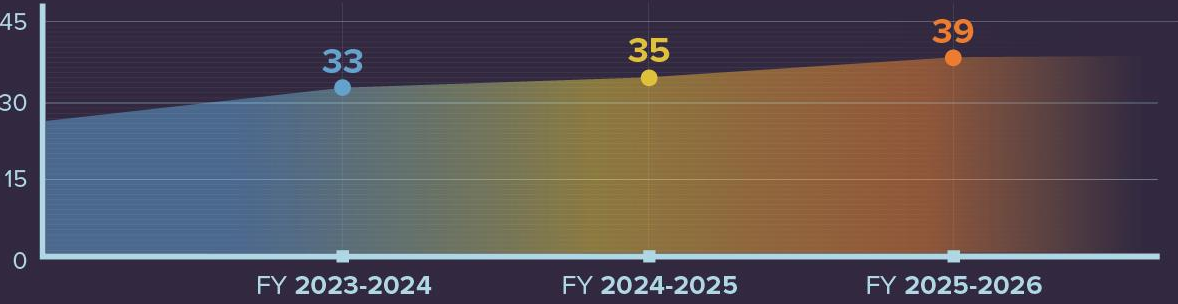
V. Opening Remarks President Matt Swanson



INTERNATIONAL INVESTMENT RESULTS



NUMBER OF ESTABLISHED PROJECTS



JOBS ANNOUNCED OR RETAINED



CAPITAL INVESTMENT



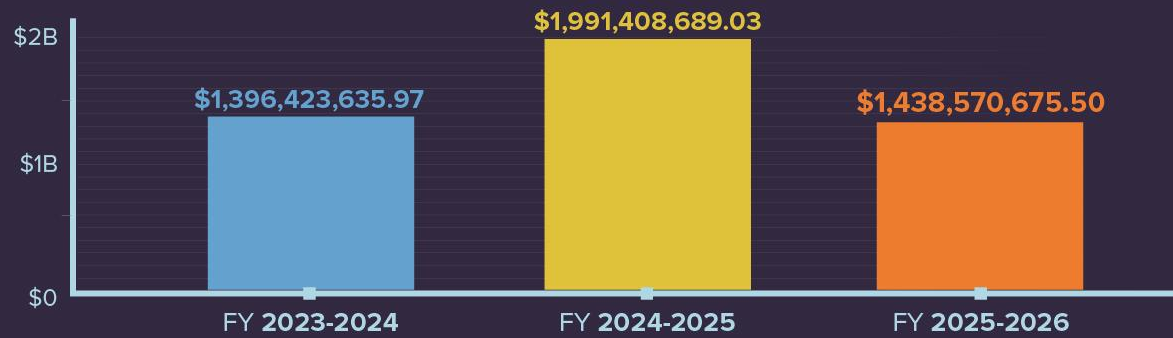
AVERAGE WAGE OF JOBS ANNOUNCED OR RETAINED



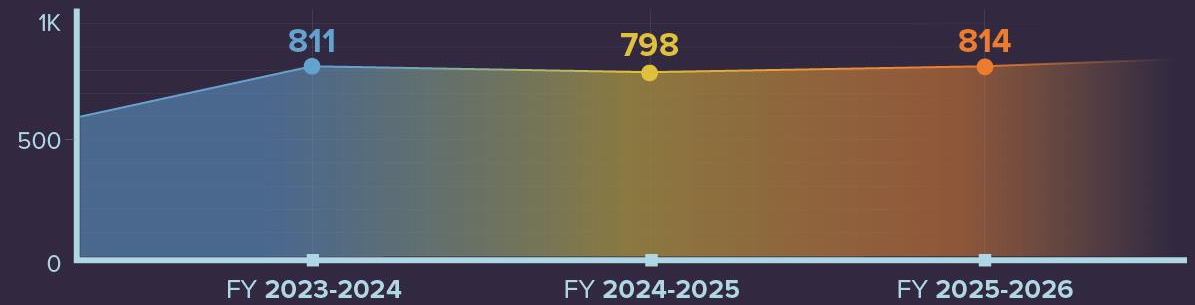
TRADE AND EXPORT DEVELOPMENT



EXPORT SALES



COMPANIES WITH EXPORT SALES



EXPORT CERTIFICATES ISSUED



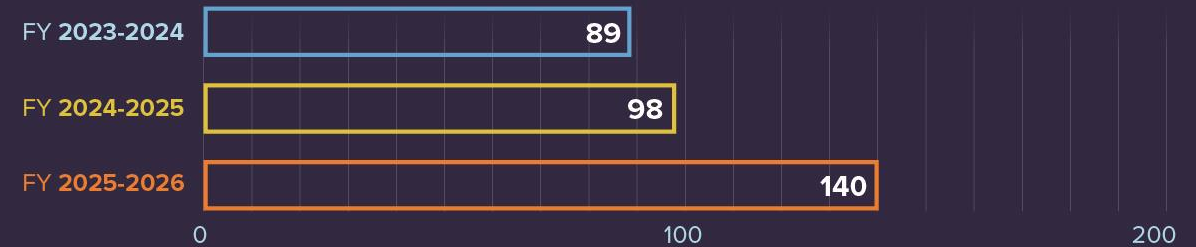
SMALL AND MEDIUM SIZED BUSINESS SUPORT



BUSINESSES ASSISTED



GRANTS AWARDED



Agenda

VI. Host Remarks

President Debra A. Schwinn, Palm Beach
Atlantic University



Host Remarks



Dr. Debra A. Schwinn
President
Palm Beach Atlantic University



Agenda

VII. Guest Speakers

Cathy Chambers, Florida Power & Light



Guest Speaker



Cathy Chambers

Executive Director, Economic
Development
Florida Power & Light



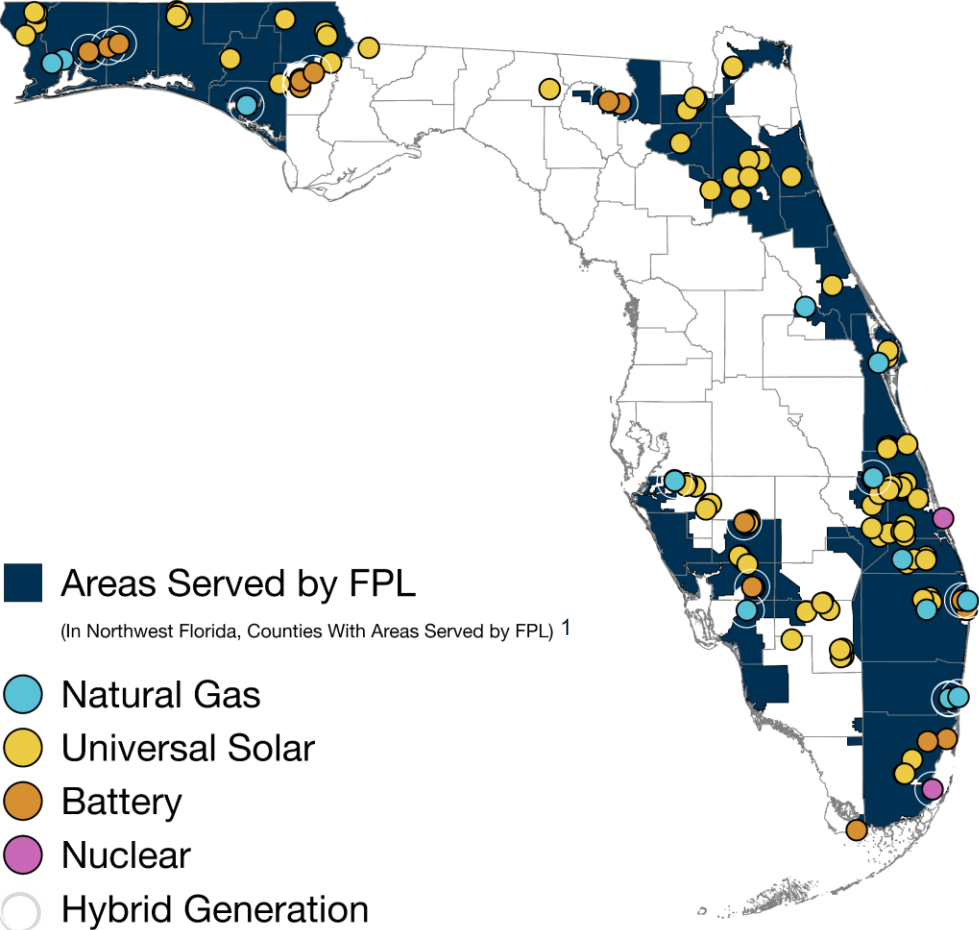


FPL Office of Economic Development

September 30, 2026



FPL is the nation's leading electric utility, serving ~12 million residents



1. As of December 2025
2. As of September 30, 2025
3. As of December 31, 2024



Largest electric utility in the U.S. with over 6 MM customer accounts



~36 GW in operation²



~91,000 circuit miles of transmission and distribution lines³



Largest natural gas-fired generation fleet in the U.S.



Constructive and stable regulatory environment

Our team has expertise in supporting corporate site selection



360+ companies relocated or expanded in Florida



\$11+ B capital invested



58,000+ new jobs created

Allied Universal
Amazon Leo Satellites
Atlantic Satellites
Atlas Air
B. Braun Medical
Blue Origin
Boeing
Carnival Cruise Line
Central Moloney
Cheney Brothers
Contender Boats
Dassault Falcon Jet
Draper Labs
EdgeConneX
Embraer
Gummy Works

Hertz
Iron Mountain
L3Harris
Leonardo Helicopters
Linde
Lockheed Martin
Niagara Bottling
Northrop Grumman
Percepto Drones
Rogue Valley Microdevices
Sierra Space Corp
SpaceX
ST Aerospace Engineering
Sun Hydraulics
United Natural Foods
Williams International

We work to address today's most critical site location factors¹



Utilities (availability, cost, reliability)

Ease of permitting and regulatory process

Transportation infrastructure

Workforce skills

Quality of life

Land/building prices and supply

State and local tax scheme

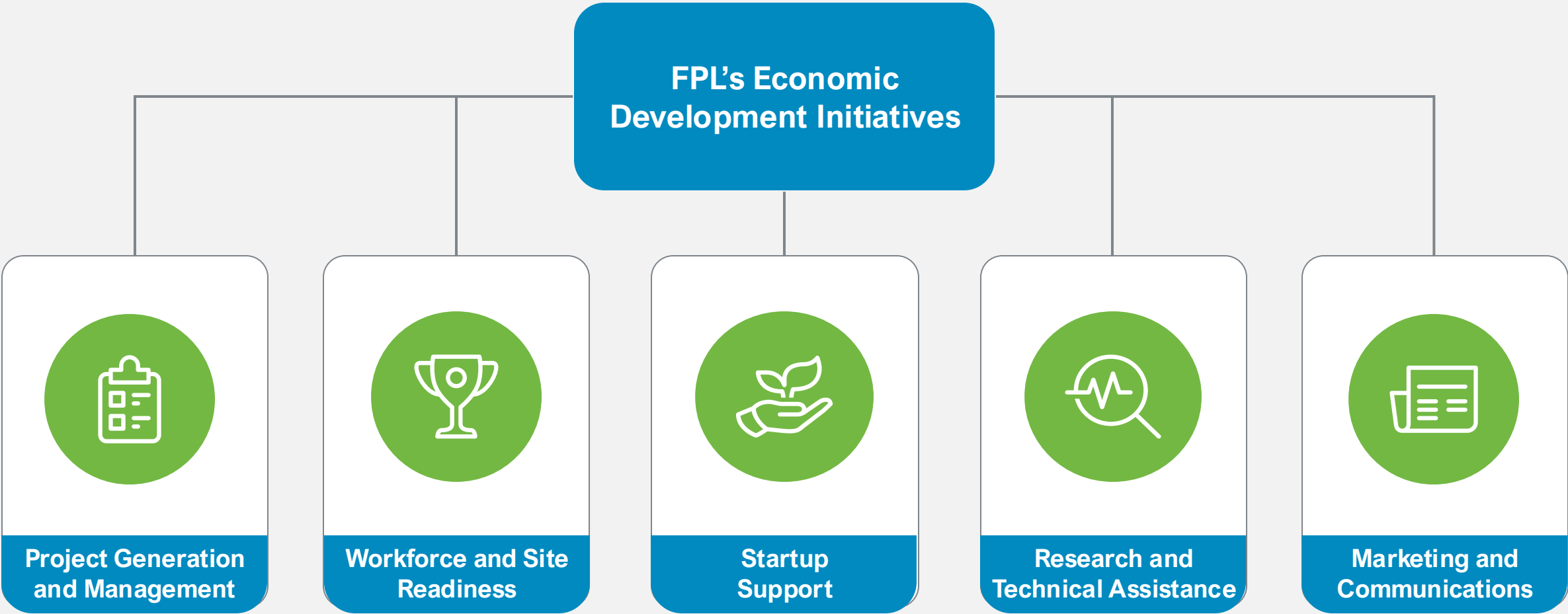
Workforce development

Higher education resources

Economic development strategy

Incentives

PoweringFlorida’s strategic outreach and programming efforts enhance statewide economic development



FPL offers economic development rate incentives for competitive site selection projects

Economic Development Rider (EDR)

EDR is designed to attract new investment and create more jobs in Florida; eligible companies receive discounts on new electric demand for up to 5 years.

Minimum requirements:

- **350 kW** new load at a single location (maximum 25 MW)
- **25 additional full-time employees**
- **Project** must be in a **targeted industry** identified by Florida’s current economic development policy

Year	1	2	3	4	5
Discount ¹	20%	15%	10%	5%	5%

Large Economic Development Rider (LEDR)

Large EDR is designed to attract new investment and create more jobs in Florida; eligible companies receive discounts on new electric demand for up to 5 years.

Minimum requirements:

- **1 MW** new load at a single location (maximum 25 MW)
- **40 additional full-time employees**
- **Project** must be in a **targeted industry** identified by Florida’s current economic development policy

Year	1	2	3	4	5
Discount ¹	40%	30%	20%	10%	10%

Commercial/Industrial Service Rider (CISR)

CISR is a customized, negotiated rate discount designed to attract new large energy users to Florida through competitive site-selection projects.

Minimum requirements:

- **2 MW or greater** of new load
- **Written request** required and subject to FPL’s approval
- **Documentation** showing the company has received an offer for lower electric rates as part of a competitive site-selection project

1. Reduction in base demand and energy charges. All other charges will be based on the Customer’s otherwise applicable rate. The otherwise applicable rates may be any of the following: GSD-1, GSDT-1, GSLD-1, GSLDT-1, GSLD-2, GSLDT-2, GSLD-3, GSLDT-3, or HLFT.

FPL's Florida First Sites program features nearly 50 key sites for industrial development

- ✓ Greenfield sites ranging from 20 – 2,000+ acres
- ✓ Phase I environmental assessment complete
- ✓ Airport, port, rail and interstate accessibility
- ✓ Expedited speed-to-market
- ✓ Available utilities
- ✓ Proximity to academic institutions and talent pipeline



WonderFL.com promotes Florida as the premier destination for talent



One-stop site with resources for anyone looking to move to Florida



Featured Employer page that highlights leading companies with job openings



Full-scale social media strategy to ensure reach of target audience



Available tool kit for HR professionals to use when promoting state/company



FPL is ready to support all types of growth, including large load data centers

Large Load Customer Protections (50+ MW)



Must pay 100% of new power generation costs



Must agree to 20-year minimum contract term



Must meet strict collateral requirements



Must complete studies to ensure reliability

FPL has a duty to serve all customers – big and small – and these safeguards help protect our existing customers

FPL's PoweringFlorida team is nationally recognized as one of the Top Utilities for Economic Development



- ➔ **130+ Years** combined state, local and utility Economic Development experience
- **120+ Years** combined Utility-Sector expertise
- ★ **4** Top 50 Economic Developer of the Year recipients

Agenda

VIII. Success Stories

Rob Ganim, TowFLEXX Technologies



Guest Speaker



Rob Ganim

COO

TowFLEXX Technologies



TowFLEXX Technologies



Presentation for Select Florida Board Meeting

ABOUT TOWFLEXX

- TowFLEXX Technologies (TFT) provides electric, remote controlled tow vehicles that move military aircraft and aerospace ground equipment.
- In 2024, TFT spun off of a Germany company, TowFLEXX GmbH, and was established in Delaware.
- Since then, TFT secured R&D contracts with the U.S. Air Force, U.S. Navy, the Department of War Innovation Unit, and NATO.
- The new contracts required TFT to move to a location where it could scale and grow a U.S.-based team.

WHY WE EXIST

Mission: Empower military mobility, enhance deterrence, and defend freedom through our advanced towing and ground support systems for military aircraft and aerospace ground equipment (AGE).

Vision: To be the global leader in next generation technology for ruggedized, advanced towing and mobility systems for military and commercial operations.

Core Value Proposition: We build advanced, durable, and deployable remote-controlled tow vehicles for contested logistics environments that reduce manpower requirements, increase pallet space, improve personnel safety, and permit flexible movement of aircraft and AGE in any environment.

TowFLEXX Technologies Dual-Use Product Portfolio

TF3 MilSpec

MTOW 20,000 lbs



TF4 MilSpec

MTOW 30,000 lbs



TF5 MilSpec

MTOW 132,000 lbs



TF6 MilSpec

MTOW 198,000 lbs



Core Technology

- | | | | |
|--|--|--|--|
| <ul style="list-style-type: none">• Remote controlled• Free floating 360° turntable• Manual capturing system | <ul style="list-style-type: none">• Remote controlled• Free floating 360° turntable• Semi-automatic capturing system | <ul style="list-style-type: none">• Remote controlled• Motor controlled 360° turntable• Semi-automatic capturing system• Nose wheel protection system (NPS) | <ul style="list-style-type: none">• Remote controlled• Compact design fitting on a 463L pallet• Fully-automatic capturing system• NPS |
|--|--|--|--|

Airframes

- | | | | |
|--|--|---|---|
| <ul style="list-style-type: none">• General Atomics MQ-9 Reaper• Boeing AH-64 Apache• Raytheon T-1 | <ul style="list-style-type: none">• Northrop T-38• McDonnell Douglas A-4F Skyhawk• Beechcraft King Air | <ul style="list-style-type: none">• F-15, F-16, F-18, F-22, F-35• A-10, U-2, G3• Helicopters• Aerospace Ground Equipment (AGE), etc. | <ul style="list-style-type: none">• C-130• KC-135• P-8 Poseidon |
|--|--|---|---|

* MTOW: Maximum
Towing Weight

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TOWFLEXX PRODUCT PRESENCE IN FLORIDA

- Tyndall Air Force Base (1x TF5 MilSpec, F-35)
- Eglin Air Force Base (2x TF5 MilSpec, F-35)
- Hurlburt Field (1x TF6 MilSpec, C-130)
- Jacksonville Air National Guard Base (2x TF5 MilSpec, F-16)
- Naval Air Station Jacksonville (1x TF5 MilSpec, F-35)
- Naval Air Station Pensacola (3x TF4 MilSpec, T-6 and T-45 trainers)



TF6 MilSpec testing on a C-130 at Hurlburt Field

HOMESTEAD AIR RESERVE BASE DEMONSTRATION

- Invited by Homestead to demonstrate TF5 use on the F-16.
- The base is interested in procuring multiple TF5s to improve efficiency and support HURREVAC operations.
- The demonstration was observed by Congressional staff representing Members of Florida's Congressional delegation, including:
 - Senator Rick Scott
 - Senator Ashley Moody
 - Rep. Mario Diaz-Balart
 - Rep. Carlos Gimenez



FLORIDA'S COMPETITIVE ADVANTAGE

- Large and growing aerospace and defense presence.
- Strong potential for academic partnerships.
- Tax and business-friendly environment.
- Miami's large aviation industry presence, as well as the region's large maintenance, repair, and overhaul (MRO) and fixed-base operator (FBO) presence.
- Market access to the Caribbean and South and Central America.
- Germans love South Florida.

COLLABORATION WITH ECONOMIC DEVELOPMENT PARTNERS

- SelectFL was a critical partner during our site selection process.
 - Facilitated introductions to EDAs across the state.
 - Provided helpful information and data that informed our analysis.
 - Proactively checked in to provide support.
 - Stayed connected after our arrival.
- Other partners included:
 - Miami-Dade Beacon Council
 - Florida Makes
 - CareerSource Florida



TF5 MilSpec demonstration on an F-16 at Homestead ARB.

BUILDING AND GROWING IN DORAL

- CEO and COO relocated from Las Vegas and Washington, DC, respectively, to South Florida.
- Hired 4 local mechanical and software engineers. Our 5th engineer starts tomorrow.
- 3 engineers were sourced by a Coral Gables-based recruiter, 1 was recommended by the FIU Robotics Lab, and 1 was recommended by Miami-Dade College.
- As of October 1, total headcount is 7. We anticipate 8-10 total employees by the end of 2026.
- 2027 headcount projected to grow to 12-18 employees.

NEAR AND MEDIUM-TERM PLANS IN FLORIDA

- Doral to serve as TFT's HQ, R&D, and assembly hub for military and commercial business.
- As DoW business grows, future military units will be assembled in and shipped from Doral.
- Academic partnerships: early discussions with FIU, FAU, University of Miami, and Miami-Dade College. On our radar: USF, UCF, and the George T. Baker Aviation Technical College near MIA.
- Onshoring manufacturing.
- Growing local talent.

TALENT REQUIREMENTS

- As TFT grows, required technical talent will include:
 - Software Robotics Engineers
 - Mechanical Engineers
 - Electrical Engineers
 - Ground Support Equipment Technicians
- TFT is pursuing full autonomy for its products.
- Autonomy stack and robotics development will allow TFT to expand into other platforms in support of military and commercial logistics.

ENGAGEMENT WITH POLICY MAKERS

- TFT located in the 26th Congressional District and represented in the U.S. House by Rep. Mario Diaz-Balart.
- Other engagements include:
 - Office of Senator Rick Scott
 - Office of Senator Ashley Moody
 - Office of Rep. Carlos Gimenez
 - Mayor Christi Fraga, Doral
- Seeking Miami-Dade County and State-level engagement with local County Commissioner, State Representative, and State Senator.



Congressional staffers, the Miami-Dade Beacon Council, TFT personnel, and Homestead ARB officials at TFT's April 20, 2026 demonstration.

CHALLENGES

- **Onshoring:** products currently built and imported from Germany.
 - TFT is committed to onshoring, but finding manufacturers with the capability and capacity is difficult.
 - A nationwide challenge. Not unique to FL.
- **Permitting:** the change of use process in Miami-Dade and Doral has taken several months. More permitting processes to follow.
 - Permitting process is more onerous and expensive than anticipated.
 - Speed is crucial. Inability to become operational due to long permitting process slows us down.
 - This is placing undue pressure on the business.
 - Mayor's office has been engaged.
 - Florida offers many advantages, but this process can be improved to further grow FL's competitive advantage for businesses.

FLORIDA DEFENSE TECH ECOSYSTEM OBSERVATIONS

- Defense tech ecosystem in South Florida is small but growing.
- TFT sees opportunity as an early entrant to support the growth of the ecosystem.
- Cultivating non-traditional and legacy prime growth is important.
- Access to capital is important, but early-stage VC doesn't always make sense for early-stage defense tech.
- VCs with no prior defense experience should tread carefully.
- SaaS is easier to scale, but hardware and infrastructure are essential. Deterrence can't be achieved with software alone.
- USG priority is onshoring. What role can FL play in growing the U.S. defense industrial base?

GEOPOLITICAL ENVIRONMENT

- Florida is well-positioned to support because of its strategic location and defense equities.
- Lots of noise at Head of State and political levels, but significant operational and tactical collaboration ongoing between the U.S. and its allies.
- TFT has taken note of state agreements with Germany and the United Kingdom.
- TFT recently met with German State Minister Florian Hahn during his visit to Miami. Invited by the State Minister to participate in a defense roundtable in Munich.

CONCLUSION

- TFT is excited to grow in Florida.
- We are committed to integrating ourselves into the state ecosystem.
- Consider us a resource. We want to help grow the ecosystem and are here to help!





Next Generation Technology for Mission-Ready Power Projection

Tow FLEXX Technologies Inc. | CAGE: 9TVP 8 | www.towflexxtech.com | info@towflexxtech.com

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Guest Speaker



Joe Rosselet

Director

ARC145





*Let's think of a
few reasons why it
CAN be done!*

Agenda

IX. Local Economic Development Update Kelly Smallridge, Business Development Board of Palm Beach County



Guest Speaker



Kelly Smallridge

President & CEO

Business Development Board of Palm
Beach County



A GLOBAL WEALTH AND INNOVATION HUB

WELCOME to the PALM BEACHES

OFFICIAL HOME OF

WALL STREET
South PALM BEACHES

PALM BEACH COUNTY TODAY

A DYNAMIC COMMUNITY. A BRIGHTER TOMORROW.



1,556,161

Residents
countywide



776,786

Workforce
countywide



\$83,600

Highest median
household income
in South Florida



41.0%

Hold a four-year degree,
highest concentration
in South Florida



96,687

Jobs added since 2020,
a gain of 14.3%



45.3

Average age
of residents

Source: Lightcast, Q3 2026

PALM BEACH COUNTY | FLORIDA

A TALENTED PEOPLE.
A THRIVING ECONOMY.
A BRIGHTER TOMORROW.



WHERE
PEOPLE,
IDEAS AND
OPPORTUNITY
COME TOGETHER.



World-Class Transportation



- Access to 3 international airports and an additional GA airport; US Customs facility at Boca Raton Executive Airport
- Access to 3 seaports; Foreign Trade Zone #135
- Major highways: I-95, Florida's Turnpike
- Rail: CSX, FEC, Brightline, Tri-Rail

President Donald J Trump International Airport

Voted #3 Best Airport in America & Ranked
#9 Best Domestic Airport in the World

Port of Palm Beach

#4 Busiest Container Port in Florida
and #25 in America

Brightline

Connects Palm Beach, Broward, and
Miami-Dade Counties within an hour

Tri-Rail

18 stations throughout the
South Florida region

PalmTran

32 bus routes within
Palm Beach County



QUALITY OF LIFE

OUTDOOR LIFE, YEAR ROUND

47 MILES OF ATLANTIC COASTLINE

Jupiter to Boca Raton, with public beach parks in every coastal city and swimmable water in February.

GOLF ON ROUGHLY 150 COURSES

More courses than any other county in the country, from municipal tracks to PGA National in Palm Beach Gardens.

BOATING, DIVING AND FISHING

Lake Worth Lagoon, the Jupiter Inlet, the Blue Heron Bridge dive site and the reef line a mile offshore.

PARKS, TRAILS AND THE EVERGLADES

Grassy Waters Preserve, Riverbend Park and the Loxahatchee refuge sit inside the county line.



CORPORATE RELOCATIONS & EXPANSIONS

BUSINESS
DEVELOPMENT
BOARD
Palm Beaches



Wells Fargo



RIVIAN

Rivian



Niagara
Bottling



Serta Simmons

essentia[™]
ORGANIC MATTRESS

Essentia

Medika Plastics

Medika Plastics



Meyer Tool



Alaris
Aerospace
Systems



Blue Ops

MC Armor



BioStem
Technologies



Meso Scale Diagnostics, LLC.

Meso Scale
Discovery



Exuma Bio



Vetio Animal
Health



West Boca
Medical Center



Voloridge

Titan Capital

Titan Capital



Concorde
Investment
Services



AMPERA



IntegrityPro
Consulting



Wingrove
Academy



Vickers Design
Group



Almased

Taft Law Group

FINANCIAL SERVICES

WALL STREET SOUTH BY THE NUMBERS

19,894

COMPANIES

120,791

JOBS

\$123,099

AVERAGE SALARY

68

Billionaire
households

71,000

Millionaire
households

120

Estimated
relocations

4 of 10

Top private equity
firms

#1

Area for New York
relocations



WALL STREET

South PALM BEACHES

Addison Capital Partners
Affiliated Managers Group
Alkeon Capital Management
Alliance Bernstein Group
AM Global Core Fund
Anagenesis Capital Partners
Anchin
Apollo Group
Atlantic Creek Real Estate
AUA Private Equity Partners
Aurelius Capital
Baird Group
Balyasny Asset Management
BDT Capital Partners
Benefit Street Partners
Bergen Asset Management
BlackRock
Blue Sea Capital
Blue Water Advisors
Boxwood Partners
III Capital Management
Cambridge Capital
Capital Asset Management Group
Catalus Capital
Chilton Trust Company
CIBC
Citadel
Colony Capital
Comvest Partners
Convergence Investment Partners

Cresset Wealth Partners
Cypress Trust Company
Dakota Wealth Management
Dash Prime
DigitalBridge
Directional Research & Trading, Inc.
DRB Capital
DRI Fund
DSM Capital Partners
ECN Capital Corporation
Eisler Capital
Elliott Management
ExodusPoint Capital Management
Evercore Wealth Management
Family Office Networks
Focus Financial Partners
FFT Wealth Management
Fortress Investment Group
Garda Capital Partners
GenSpring Family Offices
Glenmede Trust
Global Trust Asset Management
Golden Tree Asset Management
Goldman Sachs Company
Graham Capital Management
Greenwich Wealth Management
Grey Value Management, LLC
GTCR
Hamilton Capital
Harlan Capital Partners

HedgeCo Securities
Highbrook Investors
HighPost Capital
HPS Investment Group
Hunter Global Investors
Impala Asset Management
Incapital
Intech Investment Management
JP Morgan
JVB Financial
Kayne Anderson
Lawless Edwards and Warren
Lee Munder Investments
Lighthouse Partners
Matrix Private Capital Group
Merrill Lynch Wealth Management
Mesirow Financial
Millennium Management Global Investment
Moelis & Company
Morgan Stanley
MSD Capital
Myriad Asset Management
NCCI
Neuberger Berman
NewDay USA
Norwest Equity Partners
Oppenheimer & Company
Otter Creek Management
Omega Advisors
Palisade Capital Management

Palm Beach Capital
Point72
Polen Capital
Priderock Capital Partners
RedBird Capital Partners
Red Oak Capital Partners
RiverNorth Capital
Sanders Capital LLC
Segra Capital Management
Siris Capital
SkyBridge Capital
State Trust
Sterling Organization
Sun Capital Partners, Inc.
The Legend Group
Theorem Fund Services
Third Friday
Third Frontier Management
Tiger Global Management
Total Return Fund
Tremblant Capital
Tudor Investment Corporation
Two Sigman Group
UBS Financial Services
Virtu Financial
Voloridge Investment Management
Wealthspire
Wexford Capital
Wilshire Advisors
WorldQuant

WELLS FARGO MOVES WEALTH HQ TO WEST PALM BEACH

A headquarters decision that changes the scale of Wall Street South.

**WELLS
FARGO**

GLOBAL IDEAS.
BRIGHTER
TOMORROWS.
HERE.



**Not a satellite office.
Not a sales branch.
A headquarters.**

Wells Fargo is moving the headquarters of its wealth-management business to West Palm Beach — the first major U.S. bank to base that operation in Florida.



50,000
SQUARE FEET

at One Flagler,
180 Lakeview Avenue —
the lease brought the
25-story tower to
100% leased.



~100
EMPLOYEES

Senior leadership —
including nearly half
of the wealth unit's
operating committee —
relocating by year-end
2026.



\$16B
ANNUAL REVENUE

Generated by the
Wealth & Investment
Management division —
roughly one-fifth
of Wells Fargo's total.



FIRST
MAJOR U.S. BANK

to move a wealth
management
headquarters
to Florida.



2 YEARS
TO CLOSE

Deal took nearly
two years to close.



1 MILLION SF
IN THE PIPELINE

Related Ross has
1 million square feet
of additional office
space under
construction.

JOINS A GROWING
DOWNTOWN ROSTER

Goldman
Sachs

BlackRock

J.P. Morgan

Point72

GTCR

GoldenTree
Asset Management

**Wall Street South is no longer a pitch.
It's a tenant roster.**

TARGET INDUSTRY

TECHNOLOGY

INNOVATION LIVES HERE



2,211
COMPANIES



13,329
JOBS



\$130,110
AVERAGE SALARY

WHY PALM BEACH COUNTY?



Birthplace of the first
personal computer



Home to the four largest
cell tower operators



Florida's largest office
campus, BRiC, in Boca Raton

PALM BEACH GARDENS

250,000 SF, 1,500-seat
complex, hundreds of jobs



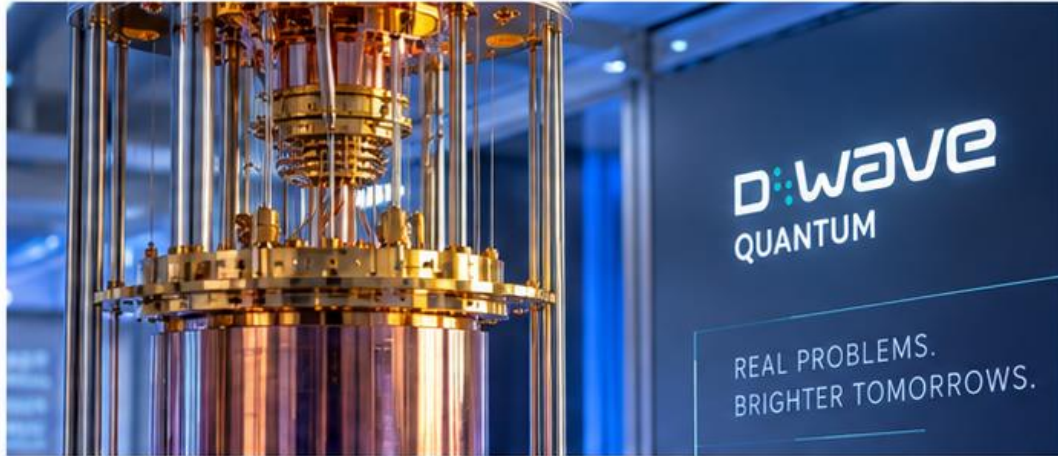
BOCA RATON

Serial entrepreneur
Dan Cane's next venture



D-WAVE: A PIONEER IN COMMERCIAL QUANTUM COMPUTING

ADVANCING A STRONGER, SMARTER FLORIDA



FIRST COMMERCIAL SUPPLIER

The world's first company to sell quantum computers



CORPORATE HQ RELOCATION

Moving headquarters from Palo Alto, California to Palm Beach County



30,000 S.F. FACILITY

Locating in the Boca Raton Innovation Campus (BRiC)



FAU PARTNERSHIP

Florida Atlantic University purchasing a quantum computer



ROLE OF STATE COLLEGE

Workforce training and talent pipeline development



ROLE OF THE BDB

Business Development Board leading the recruitment

TARGET INDUSTRY

LIFE SCIENCES

DISCOVERY TODAY. A HEALTHIER TOMORROW.

BDB | BUSINESS
DEVELOPMENT BOARD
PALM BEACH COUNTY
PEOPLE | OPPORTUNITY | PROSPERITY



684

COMPANIES



7,729

JOB



\$121,899

AVERAGE SALARY

A ONE-OF-A-KIND BIOMEDICAL RESEARCH CAMPUS



Two of the world's top
research institutes



One cutting-edge
brain institute



A public, R1-designated
research university



Access to Zeiss
microscopy technology

MAX PLANCK
FLORIDA INSTITUTE FOR
NEUROSCIENCE



UF

The Herbert Wertheim
UF Scripps Institute
for Biomedical Innovation & Technology

FAU
FLORIDA ATLANTIC
UNIVERSITY
John D. MacArthur Campus
at Jupiter

FAU
STILES-NICHOLSON
BRAIN INSTITUTE
Florida Atlantic University



CLUSTER DEPTH

THE LIFE SCIENCE CLUSTER

684 COMPANIES IN THE COUNTY

Abberior Instruments	Bio-Reveal	Digicare Biomedical	Jupiter Orphan Thera.	PositiveID
Accelerated Biologics	Biochem Manufacturing	DSS	KD Pharma Group	Precision Esthetics
ACCOY Pharmaceuticals	BioCurity	Dyadic International	LAP Laser	Premium Absorbent Disp.
ADMA Biologics	BioFlorida	Elmridge Protection	Lexington International	PROTECH Leaded Eyeware
Akron Biotechnology	BioMune	Emmune	LGM Pharma	ReachLink
Algafeed	Biosculpture Technology	Everglades Laboratories	Max Planck Florida	Regenerative Medicine Fdn.
Allele Capital Partners	Biotest Biopharma	Excel Medical Trials	MB Clinical Research	RegenX Science
Alliance BioEnergy+	BodyLogicMD	Expansion Therapeutics	MDNA Life Sciences	Scripps Research
Alloy Cladding	Breckenridge Pharma	Exuma Biotech	Midway Labs USA	Sensus Healthcare
Alphazyme	Calm Therapeutics	Eyeteck	Modernizing Medicine	SpinLabel
Anton-Paar	Captiva Spine	FitTeam Global	NBTY	Strides Pharma
ArchieMD	Capzer Pharmaceuticals	Flospine	Noble Life Science	Surface Chemists FL
Ascyrus Medical	Charleston Laboratories	Garden of Life	Nutramedix	TD Solutions
Assure Immune	ChemPep	Gift of Life	Ophtec USA	TherapeuticsMD
Atlas Spine	Clarity Diagnostics	Integrity Implants	Ovation Diagnostics	Twinlab Consol.
Aurora Diagnostics	CSL Plasma	Integrity Tracking	Palm Beach Naturals	Vova Ida Therapeutics
Aventusoft	Cytonics	Intrexon	PB Clinical Research	Vycor Medical
Beacon of Hope CRO	Deluge Biotechnologies	iSelf Screen	Perry Baromedical	World Stem Cell Summit
Beacon Pharmaceutical	DePuy Synthes Tools	Jupiter Environmental	Pharmalogic Holdings	Xcovery
Bio Tools	Dermazoo	Jupiter Medical Center	Plasma Medresearch	Zimmer Biomet

CAPABILITIES

ADVANCED MEDICAL MANUFACTURING

3D Printing	Smart Packaging
Nanotechnology	Precision Blending
Modular Facilities	Smart Devices
Gene Therapy Production	Bioprinting

HUBS

PALM BEACH GARDENS

WEST PALM BEACH

BOCA RATON

SPOTLIGHT



Global dental implant engineer developing new dental technologies in Palm Beach Gardens

11,000 1,700

SQUARE FEET GLOBAL JOBS

Trains thousands of dental professionals each year at its ZimVie Institute.



TARGET INDUSTRY

AVIATION, AEROSPACE AND ENGINEERING

1,960

COMPANIES

21,524

JOB

\$137,900

AVERAGE SALARY

\$4.5B

ESTIMATED ECONOMIC IMPACT



DEFENSE & AVIATION

GROWING THE DEFENSE TECH SECTOR

PRIMES & MAJOR PLATFORMS



AVIATION



SUPPLY CHAIN & ENGINEERING BASE



NATIONAL VALIDATION

A16Z PICKS WEST PALM BEACH

\$1.18B

Raised by a16z's American Dynamism fund for defense and industrial startups

\$102.6B

Florida military and defense economic impact, supporting 865,000+ jobs

2027

New regional HQ opens in West Palm Beach to run the fund

2,000

Students at Vanderbilt's WPB campus, double its original plan

“We've seen capital move to Florida in the last five years in droves. It's become an important nexus for space, military and funding.”

Katherine Boyle, General Partner, Andreessen Horowitz

ANDREESSEN HOROWITZ



BUSINESS DEVELOPMENT WIN

BLUE OPS: WEST PALM BEACH EXPANSION



New Regional Hub & R&D Facility

Launching a center of operations and innovation in West Palm Beach

Maritime & Defense Tech Innovation

Specializing in autonomous maritime systems and next-generation defense technologies

High-Impact Job Creation

Creating 15 high-wage positions in engineering and software development

Strategic Location Advantage

Proximity to industry partners, deep-water access, and technical talent

Address: 1468 Skees Road, West Palm Beach · 11,400 s.f.

TARGET INDUSTRY

CORPORATE HEADQUARTERS

570

COMPANIES

10,163

JOBS

\$204,739

AVERAGE SALARY



Corporate, subsidiary, and regional headquarters across the county — the highest-paying concentration of jobs in the Palm Beaches.

NEW GROWTH

GLOBAL AND REGIONAL HEADQUARTERS



WEST DELRAY

North American headquarters building a cutting-edge manufacturing campus

200,000

SQUARE FEET

6,400

JOBS GLOBALLY

400

NEW JOBS LOCALLY

\$1.4B

SALES PER YEAR



PALM BEACH GARDENS

Worldwide headquarters hosting a technology experience center for climate tech

225,000

SQUARE FEET

600

EMPLOYEES



HIGHER EDUCATION INVESTMENT

VANDERBILT UNIVERSITY NEW GRADUATE CAMPUS

WORLD-CLASS TALENT. A BRIGHTER TOMORROW.

West Palm Beach | Tamarind Avenue, between Datura & Fern Streets



ACRES

7 acres assembled — 2 acres from the City of West Palm Beach, 5 acres from Palm Beach County



GRADUATE CAMPUS

1,000-student graduate campus



ACADEMIC FOCUS

Business school, engineering, and innovation / research



ANNUAL OPERATIONS

\$100 million per year in annual operations



GET IN TOUCH

THANK YOU!

With customized strategies, essential resources,
and a collaborative network of industry leaders, we
are here to fuel your success.

WEB

www.BDB.org

EMAIL

ksmallridge@bdb.org

PHONE

561-324-0725

Agenda

X. Stakeholder Advisory Council Updates

Jennifer Conoley, EDAC Chair
Nick Primrose, Gateways Chair



Agenda

BREAK



Agenda

XI. FY 2025-2026 Audit Report

Beth Kigel, Treasurer

Richard Crawford & Jeff Zeichner, Cherry
Bekaert



SELECTFLORIDA, INC.

Audit Executive Summary

September 23, 2026

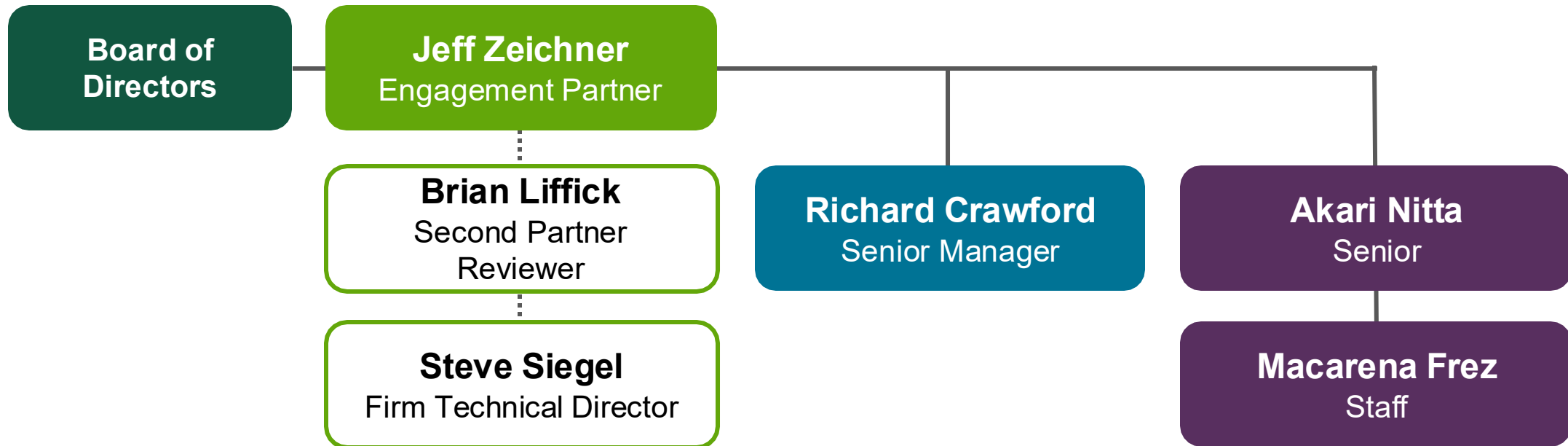
Agenda

- ▶ Client Service Team
- ▶ Results of the Audit
- ▶ Internal Control Communication
- ▶ Corrected and Uncorrected Misstatements
- ▶ Qualitative Aspects of Accounting Practices
- ▶ Independence Considerations
- ▶ Other Required Communications
- ▶ Other Matters
- ▶ Upcoming Financial Reporting Changes

This information is intended solely for the use of Florida Commerce and management of SelectFlorida, Inc. and is not intended to be, and should not be, used by anyone other than these specified parties.



Client Service Team

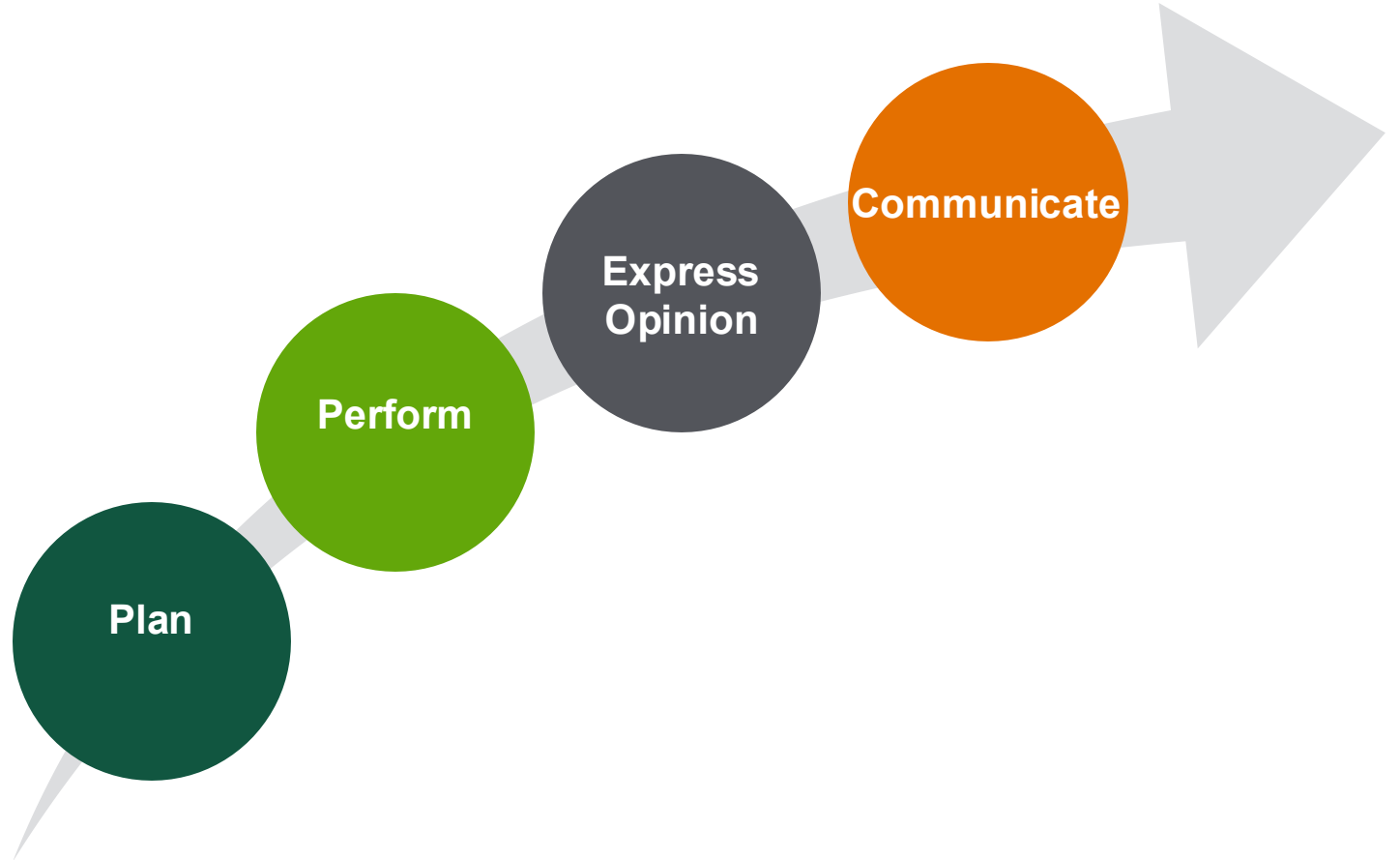


Results of the Audit

We have audited the financial statements of SelectFlorida, Inc. (the “Organization”) for the year ended June 30, 2026, in accordance with generally accepted auditing standards and *Government Auditing Standards* and we have issued our report thereon dated in September 23, 2026.

We have also audited the Organization’s compliance with the types of compliance requirements described in Chapter 10.550, Rules of the Auditor General that could have a direct and material effect on the Organization’s major state financial assistance project for the year ended June 30, 2026.

We have issued an unmodified opinion on the financial statements and on compliance required by Chapter 10.550, Rules of the Auditor General.



Internal Control Communication

In planning and performing our audit, we considered internal control over financial reporting (“internal control”) as a basis for designing audit procedures that are appropriate in the circumstances for the purpose of expressing our opinion on the financial statements, but not for the purpose of expressing an opinion on the effectiveness of the Organization’s internal control. Accordingly, we do not express an opinion on the effectiveness of the Organization’s internal control.

Our consideration of internal control was for the limited purpose described in the preceding paragraph and was not designed to identify all deficiencies in internal control that might be material weaknesses or significant deficiencies and, therefore, material weaknesses or significant deficiencies may exist that were not identified. In addition, because of inherent limitations in internal control, including the possibility of management override of controls, misstatements due to error or fraud may occur and not be detected by such controls.

A deficiency in internal control exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct, misstatements on a timely basis.



Internal Control Communication

Material Weakness

- ▶ A material weakness is a deficiency, or a combination of deficiencies in internal control, such that there is a reasonable possibility that a material misstatement of the Organization's financial statements will not be prevented, or detected and corrected, on a timely basis.

Significant Deficiency

- ▶ A significant deficiency is a deficiency, or a combination of deficiencies, in internal control that is less severe than a material weakness, yet important enough to merit attention by those charged with governance.

We did not identify any control deficiencies that we believe to be material weaknesses.



Corrected and Uncorrected Misstatements

Professional standards require us to accumulate all misstatements identified during the audit, other than those that are clearly trivial, and communicate them to the appropriate level of management.

Corrected Misstatements

► None noted.



Corrected and Uncorrected Misstatements

Uncorrected Misstatements

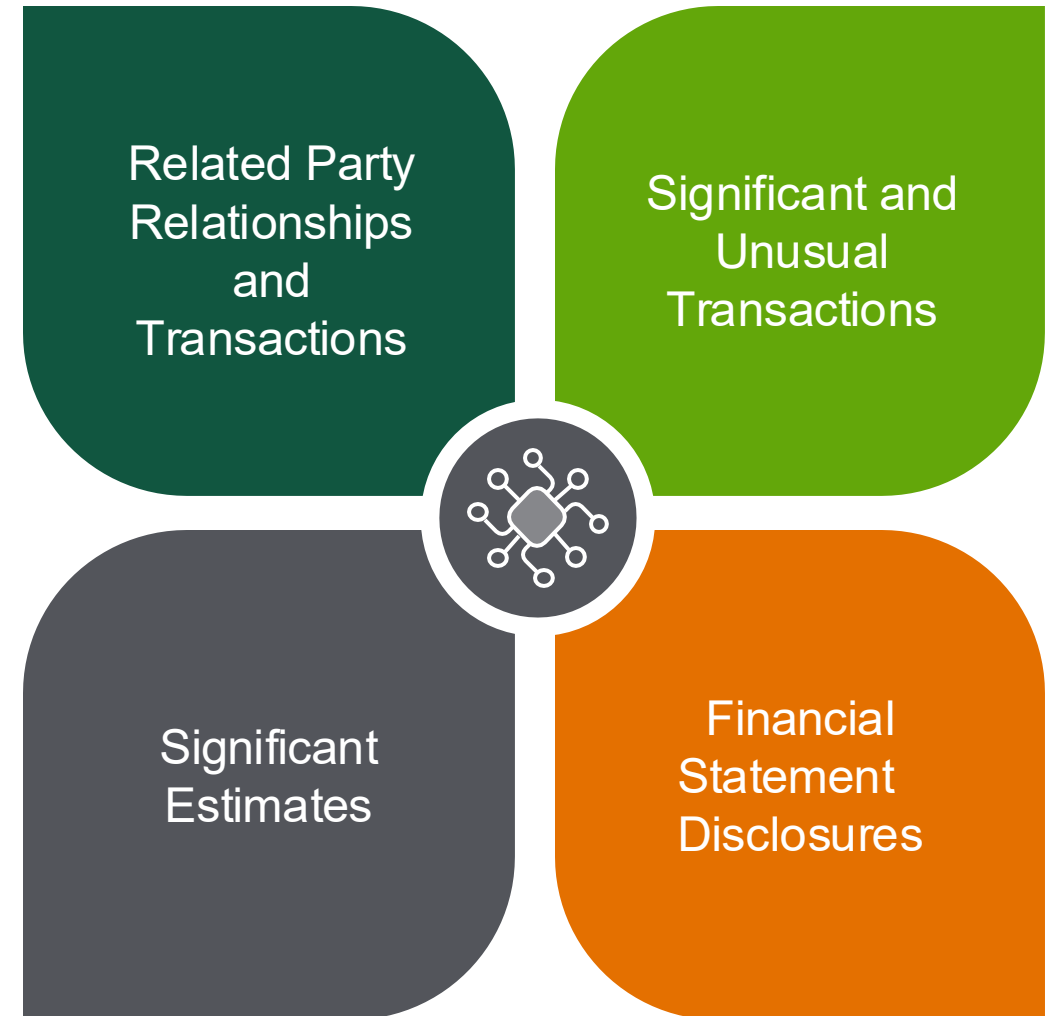
- ▶ The effects of uncorrected misstatements are immaterial, both individually and in the aggregate, to the financial statements as a whole. We noted one uncorrected misstatement which resulted in an over statement of expenses and liabilities in the amount of \$47,000.



Qualitative Aspects of Accounting Practices

Management is responsible for the selection and use of appropriate accounting policies. The significant accounting policies used by the Organization are described in Note 1 to the financial statements.

We noted no inappropriate accounting policies or practices. The Organization adopted GASB Statement No. 103, *Financial Reporting Model Improvements* (GASB 103), and GASB Statement 104, *Disclosure of Certain Capital Assets* (GASB 104) during fiscal year 2026. Implementation of GASB 103 resulted in certain changes to the presentation of the Organization's financial statements. The implementation of GASB 104 did not have a significant impact on the Organization's financial statements.

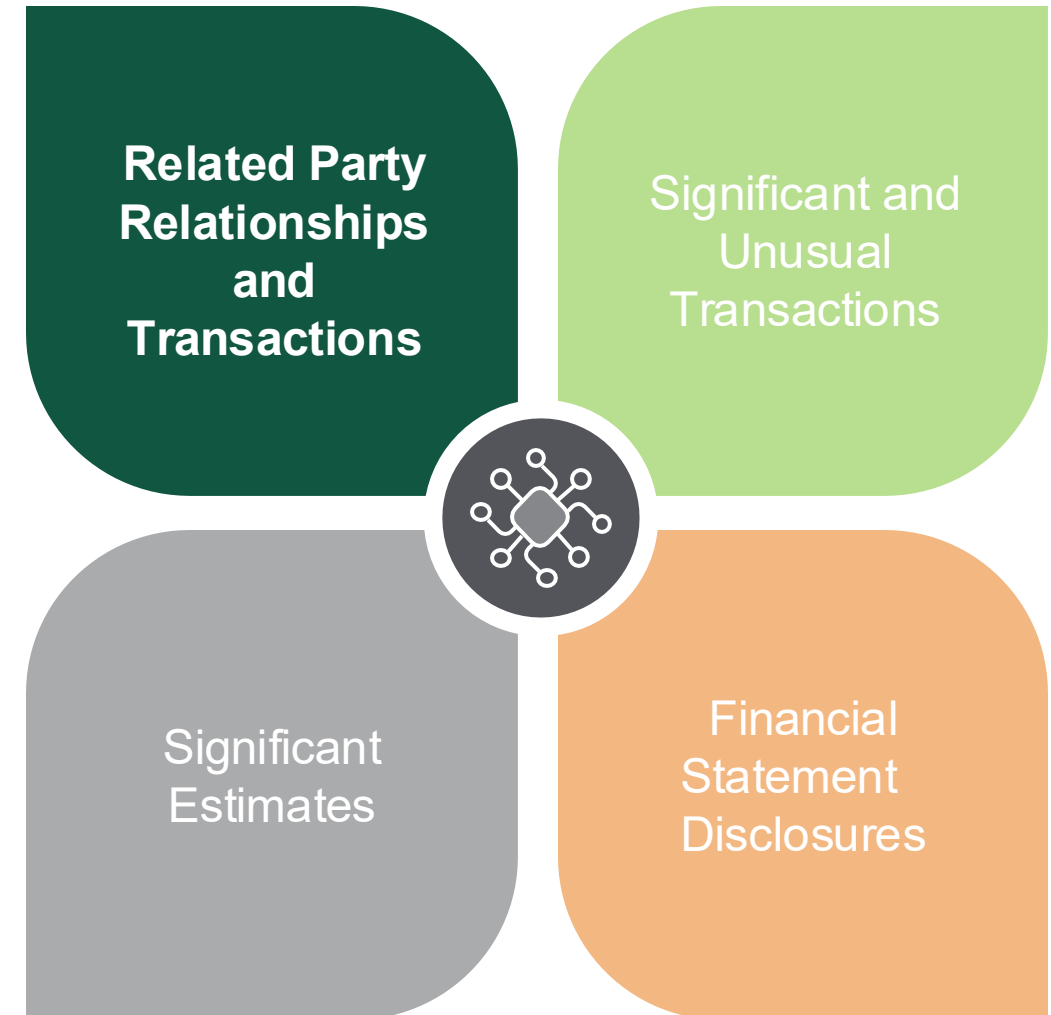


Qualitative Aspects of Accounting Practices

As part of our audit, we evaluated the Organization's identification of, accounting for, and disclosure of the Organization's relationships and transactions with related parties as required by professional standards.

We noted none of the following:

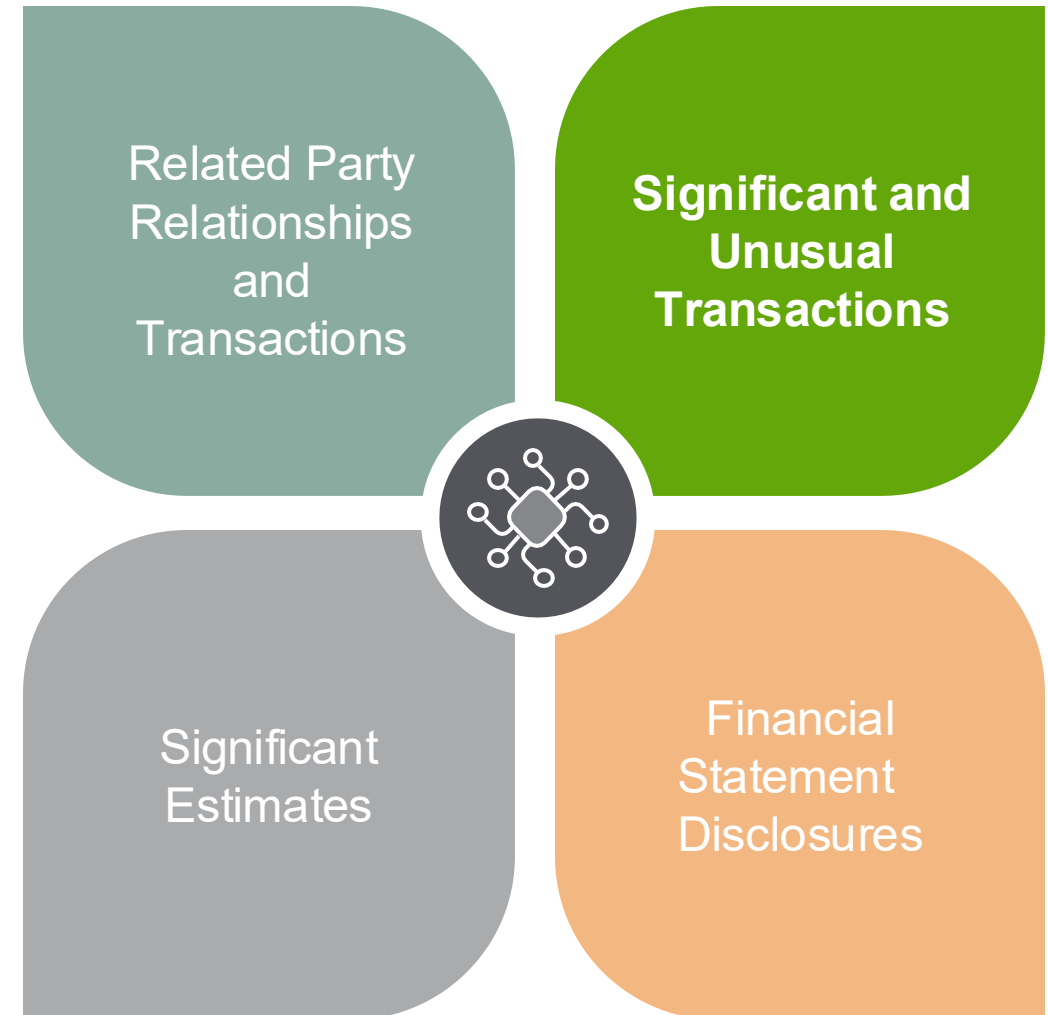
- Related parties or related party relationships or transactions that were previously undisclosed to us;
- Significant related party transactions that have not been approved in accordance with the Organization's policies or procedures or for which exceptions to the Organization's policies or procedures were granted;
- Significant related party transactions that appeared to lack a business purpose;
- Noncompliance with applicable laws or regulations prohibiting or restricting specific types of related party transactions; and
- Difficulties in identifying the party that ultimately controls the Organization.



Qualitative Aspects of Accounting Practices

We noted no transactions entered into by the Organization during the year for which there is a lack of authoritative guidance or consensus. All significant transactions have been recognized in the financial statements in the proper period.

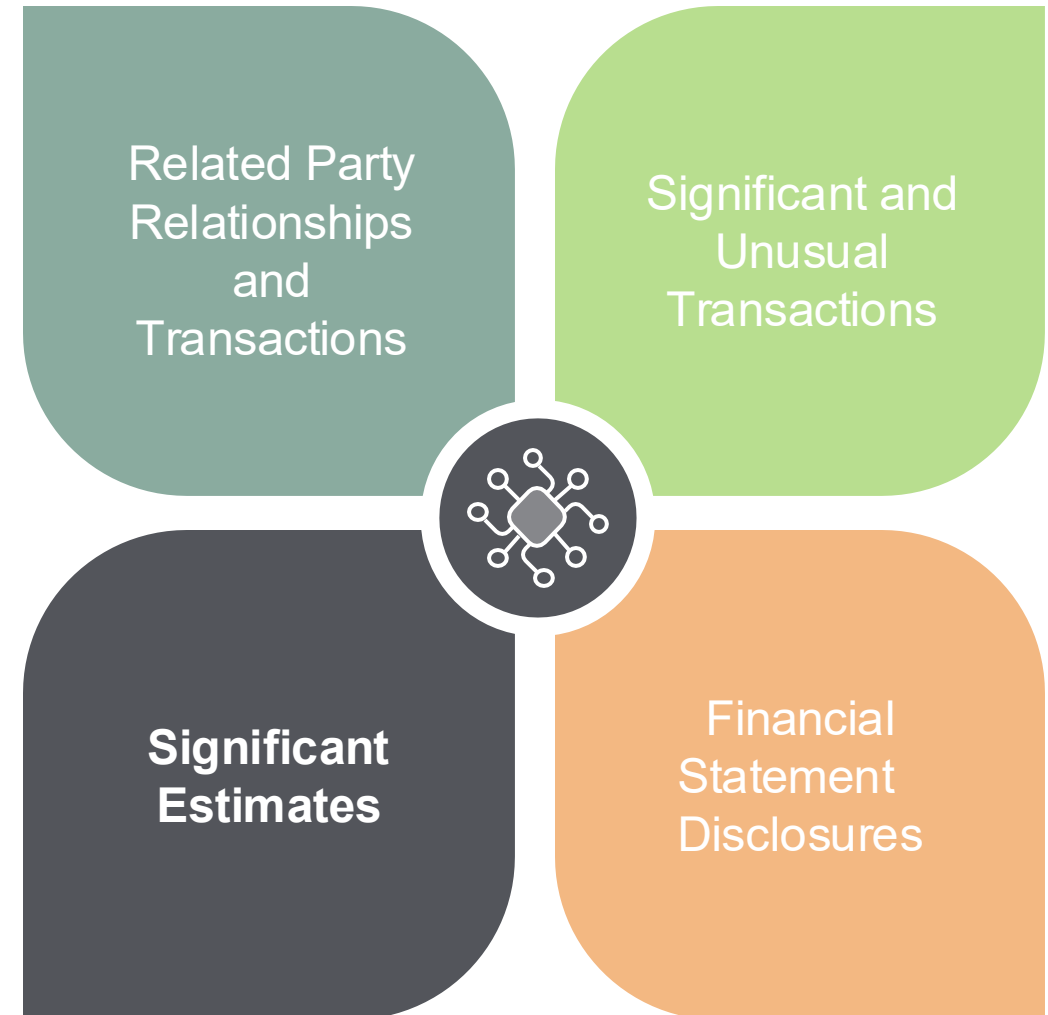
For purposes of this presentation, professional standards define significant unusual transactions as transactions that are outside the normal course of business for the Organization or that otherwise appear to be unusual due to their timing, size, or nature. We noted no significant unusual transactions during our audit.



Qualitative Aspects of Accounting Practices

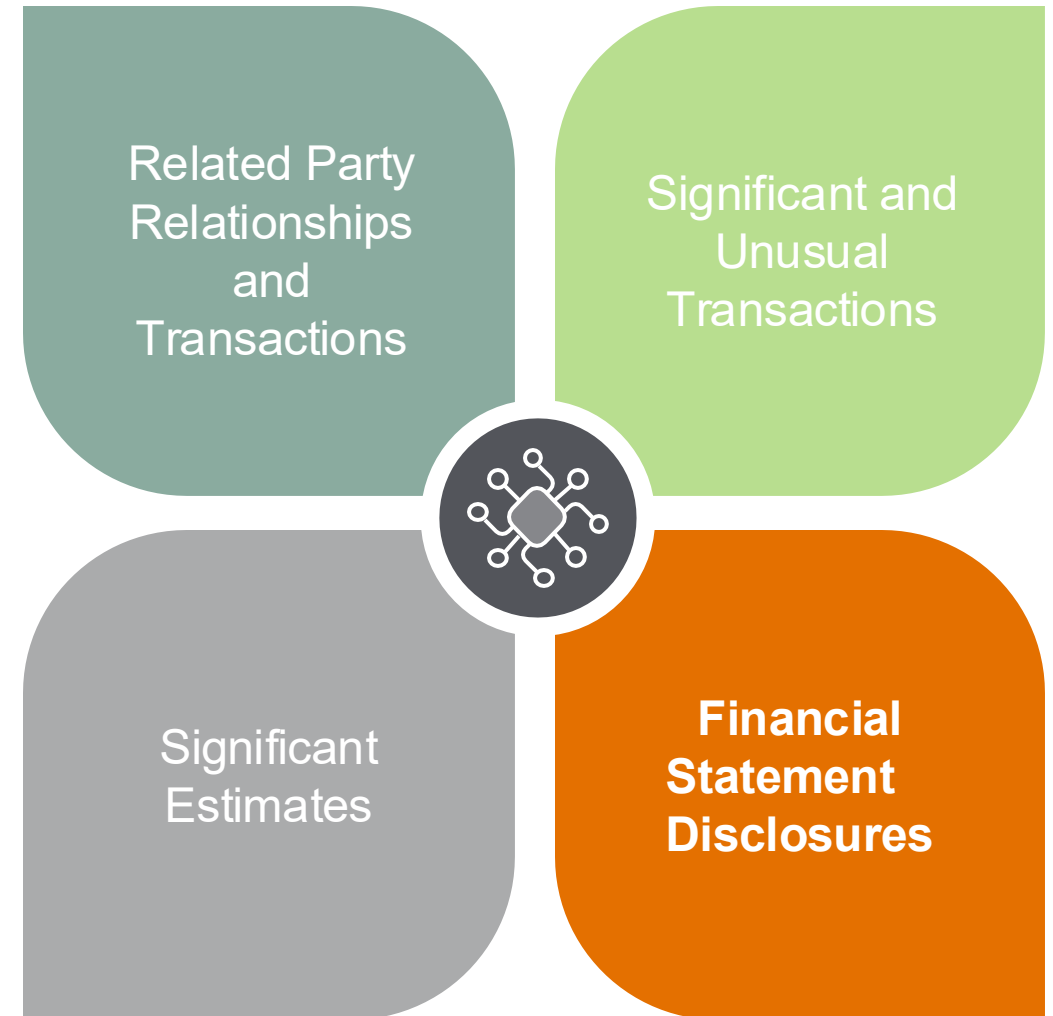
Accounting estimates are an integral part of the financial statements prepared by management and are based on management's knowledge and experience about past and current events and assumptions about future events. Certain accounting estimates are particularly sensitive because of their significance to the financial statements and because of the possibility that future events affecting them may differ significantly from those expected. The most sensitive estimate affecting the financial statements were:

- Management's estimate of the depreciation is based on the average estimated lives of the capital assets. We evaluated the key factors and assumptions used to develop the depreciable lives in determining it is reasonable in relation to the financial statements taken as a whole.
- The allowance for doubtful accounts was identified as a significant accounting estimate due to the degree of subjectivity involved in assessing collectability and the potential effect that changes in assumptions could have on the financial statements. We evaluated the estimate and determined it is reasonable in relation to the financial statements taken as a whole.



Qualitative Aspects of Accounting Practices

The financial statement disclosures are neutral, consistent, and clear.



Independence Considerations

Nonattest Services

- ▶ For all nonattest services we perform, you are responsible for designating a competent employee to oversee the services, make any management decisions, perform any management functions related to the services, evaluate the adequacy of the services, and accept overall responsibility for the results of the services.
- ▶ Nonattest services provided include:
 - ▶ Assistance with the preparation of the draft financial statements
 - ▶ Preparation of Form 990



Independence Conclusion

- ▶ We are not aware of any other circumstances or relationships that create threats to auditor independence.
- ▶ We are independent of the Organization and have met our other ethical responsibilities in accordance with the relevant ethical requirements relating to our audit.



Other Required Communications

Difficulties Encountered

We encountered no significant difficulties in dealing with management in performing and completing our audit.

Disagreements with Management

Includes disagreements on a financial accounting, reporting, or auditing matter, whether or not resolved to our satisfaction, that could be significant to the financial statements or the auditor's report. We are pleased to report no such disagreements arose during the course of our audit.

Auditor Consultations

We noted no matters that are difficult or contentious for which the auditor consulted outside the engagement team.

Management Representations

We have requested certain representations from management that are included in the management representation letter dated September 23, 2026.



Other Required Communications

Management Consultations

In some cases, management may decide to consult with other accountants about auditing and accounting matters, similar to obtaining a “second opinion” on certain situations. To our knowledge, there were no such consultations with other accountants.

Other Findings or Issues

We generally discuss a variety of matters, including the application of accounting principles and auditing standards with management each year. These discussions occurred in the normal course of our professional relationship and our responses were not a condition to our retention.

Fraud and Illegal Acts

As of the date of our report, no fraud, illegal acts, or violations of laws and regulations noted.

Going Concern

No events or conditions noted that indicate substantial doubt about the Organization’s ability to continue as a going concern.



Other Matters

Required Supplementary Information

We applied certain limited procedures to the required supplementary information that supplements the basic financial statements. Our procedures consisted of inquiries of management about the methods of preparing the information and comparing the information for consistency with management's responses to our inquiries, the basic financial statements, and other knowledge we obtained during our audit of the basic financial statements. We do not express an opinion or provide any assurance on the information because the limited procedures do not provide us with sufficient evidence to express an opinion or provide any assurance.



Supplementary Information

With respect to the supplementary information accompanying the financial statements, we made certain inquiries of management and evaluated the form, content, and methods of preparing the information to determine that the information complies with U.S. generally accepted accounting principles, the method of preparing it has not changed from the prior period, and the information is appropriate and complete in relation to our audit of the financial statements. We compared and reconciled the supplementary information to the underlying accounting records used to prepare the financial statements or to the financial statements themselves.



Upcoming Financial Reporting Changes

These standards will be effective for the Organization in the upcoming years and may have a significant impact on the Organization's financial reporting.

We would be happy to discuss with management the potential impacts on the Organization's financial statements and how we may be able to assist in the implementation efforts.

- ▶ Effective FY2027:
- ▶ GASB Statement No. 105,
Subsequent Events



Questions

Contacts

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Director

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Richard Crawford

Senior Manager

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(321) 430-7407

About Cherry Bekaert

"Cherry Bekaert" is the brand name under which Cherry Bekaert LLP and Cherry Bekaert Advisory LLC, independently owned entities, provide professional services in an alternative practice structure in accordance with applicable professional standards. Cherry Bekaert LLP is a licensed CPA firm that provides attest services, and Cherry Bekaert Advisory LLC and its subsidiary entities provide tax and advisory services. For more details, visit cbh.com/disclosure.

This material has been prepared for general informational purposes only and is not intended to be relied upon as tax, accounting, or other professional advice. Before taking any action, you should consult a professional advisor familiar with your particular facts and circumstances.



cbh.com



Agenda

XII. Financial Update

Beth Kigel, Treasurer

President Matt Swanson

Brandis Perdue



Financial Update

SelectFlorida FY2026 - 2027 Year-to-Date (YTD) Financial Report

STATEMENT OF ACTIVITIES	July 2026	Budget: 7/31/26	YTD Variance	FY 26-27 Budget	FY 26-27 Budget Remaining
Income					
State Appropriation					
State Appropriation	\$0	\$0	\$0	\$5,000,000	-100.00%
Self-Generated Revenue					
Trade Shows and Missions Revenue	\$530,557	\$633,000	(\$102,443)	\$2,340,000	-77.33%
Leadership Initiative Revenue	\$437,059	\$420,000	\$17,059	\$1,520,000	-71.25%
Stakeholder Engagement	\$522,150	\$498,000	\$24,150	\$765,000	-31.75%
Certificate Program Revenue	\$66,790	\$66,333	\$457	\$765,000	-91.27%
Private Donations and Contributions	\$0	\$0	\$0	\$400,000	-100.00%
Interest Income	\$27,347	\$27,000	\$347	\$260,000	-89.48%
Other Income	\$0	\$0	\$0	\$80,000	-100.00%
Total Self-Generated Revenue	\$1,583,903	\$1,644,333	(\$60,430)	\$6,130,000	-74.16%
Total Income	\$1,583,903	\$1,644,333	(\$60,430)	\$11,130,000	-85.77%
Expenses					
Program Expense					
International Trade and Development	\$708,484	\$608,667	\$99,817	\$2,380,000	-70.23%
International Offices and FDI	\$160,669	\$161,333	(\$665)	\$2,065,000	-92.22%
Leadership Initiatives and International Affairs	\$348,990	\$357,333	(\$8,343)	\$1,645,000	-78.78%
Grants	\$0	\$43,333	(\$43,333)	\$520,000	-100.00%
Program Administration	\$5,040	\$20,667	(\$15,627)	\$240,000	-97.90%
Stakeholder Engagement	\$3,776	\$37,917	(\$34,141)	\$650,000	-99.42%
Total Program Expense	\$1,226,959	\$1,229,250	(\$2,291)	\$7,500,000	-83.64%
Personnel					
Compensation	\$166,551	\$168,500	(\$1,949)	\$2,250,000	-92.60%
Employee Benefits	\$41,175	\$44,250	(\$3,075)	\$690,000	-94.03%
Payroll Taxes and Fees	\$12,355	\$13,333	(\$978)	\$160,000	-92.28%
Total Personnel	\$220,081	\$226,083	(\$6,002)	\$3,100,000	-92.90%
Management and General Operating					
Administration	\$2,076	\$3,583	(\$1,507)	\$165,000	-98.74%
Meetings and Travel	(\$2,619)	\$6,667	(\$9,286)	\$80,000	-103.27%
Professional Services	\$3,648	\$3,333	\$315	\$190,000	-98.08%
Technology	\$3,828	\$5,917	(\$2,088)	\$95,000	-95.97%
Total Management and General Operating	\$6,934	\$19,500	(\$12,566)	\$530,000	-98.69%
Total Expenses	\$1,453,974	\$1,474,833	(\$20,860)	\$11,130,000	-86.94%
Operating Surplus/Deficit	\$129,930	\$169,500	(\$39,570)	\$0	-
Change in Net Assets	\$129,930	\$169,500	(\$39,570)	\$0	-



Agenda

XIII. SelectFlorida Programmatic Updates President Matt Swanson



FISCAL YEAR 2025-2026 SUMMARY

SELECTFLORIDA

\$1.4 Billion in Export Sales

1,813 Florida Businesses Assisted

39 Established International Investment Projects

\$842 Million In CapEx from International Investment

2,463 New Jobs From International Investment Projects

140 Grants Issued

41 Events Implemented by SelectFlorida

FISCAL YEAR 2026-2027 HIGHLIGHTS (July - August 2026)

SELECTFLORIDA

\$469.3 Million in Export Sales

237 Florida Businesses Assisted

4 Established International Investment Projects

\$1.98 Million In CapEx from International Investment

43 New Jobs From International Investment Projects

2 Events Implemented by SelectFlorida

SUCCESS WITH SELECTFLORIDA

2026 FARNBOROUGH INTERNATIONAL AIRSHOW

SELECTFLORIDA



"AIP had an excellent experience with SelectFlorida at the 2026 Farnborough International Airshow. We generated five qualified leads from Poland, Lithuania, and Germany, representing a potential \$500k of business over the next 24 months. AIP also strengthened relationships with existing customers, suppliers, industry colleagues, and friendly competitors. It was a privilege to meet again with Governor Ron DeSantis and Florida's Secretary of Transportation. Mario and Thursa did an outstanding job organizing the event once again. We were proud to represent Florida manufacturing on the global scale."

- AIP



"The Farnborough Airshow gave me an opportunity for face-to-face introductions and discussions on how our services could be of value to prospective customers. The SelectFlorida grant program enabled an exhibitor booth that provided additional leads that I had not been aware of yet were interested in our services."

- Ascendant Spaceflight Services



"Avionica has exhibited with Florida for more than 15 years, and the SelectFlorida trade grant is the reason a Miami-based company our size can hold a credible presence on a stage like Farnborough. The grant covers the gap that otherwise would not be possible. From this event alone we generated over 10M in sales with three different operators. Over the past two years, Mario and Jojo have completely elevated the experience. The booth, the meeting space, and the on-site support are handled before we arrive, so our team spends its time in front of customers instead of solving logistics. That's the difference between attending a show and selling at one."

- Avionica



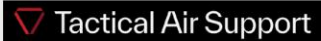
"This year was our first year exhibiting at Farnborough with SelectFlorida, and the experience was extremely positive. The payback on our investment was clear and compelling, and we are grateful for the state grant. In the future we look to expand the size of our booth and presence. Thanks for the great support of our business."

- D&D Enterprises, LLC



“Skybolt brand is more visible than ever domestically but more so, globally. SelectFlorida helps us reach out to the world to showcase our unique product mix.”

- Skybolt Aerospace Fasteners



“Great support from planning to execution. Good engagement pre-show and during FIA show. Good access to FLA and non-FL business opportunities. Easiest graphics and exhibit presentation of any tradeshow we participate in. Friendliest and most engaging team we work with. Love working with Mario and the entire SelectFlorida team. We welcome a visit to our Cecil facility and are ready to support any SelectFlorida activities in Florida.”

- Tactical Air Support Inc.



“As with the two previous airshows we have participated in under the sponsorship of SelectFlorida - Dubai and Singapore - SelectFlorida has provided a quality venue from which to attract and engage potential customers and other collaborative relationships. The support of both Mario and Thursa is outstanding as they expertly take care of logistics, allowing our company to focus on business development.”

- U.S. Aviation Training Solutions

SelectFlorida
201 Alhambra Circle, Suite 610
Coral Gables, Florida 33134
305-808-3660

Scan the QR Code to see Our Upcoming Events.
www.SelectFlorida.org



Programmatic Updates

Leadership Initiatives and International Affairs

Fernanda Figueiredo



Programmatic Updates

International Investment and Representation Madison Lawson



DIVISION OF INTERNATIONAL INVESTMENT AND REPRESENTATION

ACTIVITY

July - August 2026

Foreign Company Consultations
(companies interested in the U.S. and Florida)

258

**EDO Investment Project
Referrals**

52

New Business Project Leads

44

ACTIVITY

July - August 2026

Established Projects

4

**In CapEx from International
Investment**

\$1.98 Million

Jobs Created / Retained

43

DIVISION OF INTERNATIONAL INVESTMENT AND REPRESENTATION

EXAMPLES OF ESTABLISHED PROJECTS JULY - AUGUST 2026:

Maser USA, Spanish construction materials company confirmed establishment of a sales and distribution office.

New Jobs Projected

8

Average Wage

\$75,000

Capital Investment Projected

\$500,000

Florida County

Miami Dade

Project Sensor, Spanish biosensor company sets up an R&D site and business development facility in Florida.

New Jobs Projected

5

Average Wage

\$90,000

Capital Investment Projected

\$500,000

Florida County

Hillsborough

Programmatic Updates

Marketing and Communications
Emily Hetherington



Programmatic Updates

Trade and Export Expansion

Mike Hubbard



DIVISION OF TRADE AND EXPORT EXPANSION

ACTIVITY

Results July – August 2026

Total Export Sales	\$469 Million
Number of Companies with Export Sales	324
Trade Leads	876
Export Certificates Issued	3,574
Trade Grants Issued	6

Trade Mission Results

	Total Export Sales	Number of Companies
Farnborough International Airshow United Kingdom July 20-24, 2026	\$333,380,000	15

EXAMPLES OF EVENTS ATTENDED

(JULY - AUGUST 2026)

Date	Event	Location
July 1	3D printed Reactor Module Unveiling	Palm Beach Gardens, FL
July 7	United States SBA Administrator Visit to Haddy	St. Petersburg, FL
July 8	FloridaMakes International Offices Webinar	Virtual
July 12 - 24	UK Mission + Farnborough Airshow	United Kingdom
July 23	FDI Institute Live Workshop & Site Selection Event	United Kingdom
July 26-29	Florida Airports Council 57th Annual Conference	Fort Lauderdale, FL
July 31	Universidad del Pacifico del Peru Business Students & Faculty Visit	Miami, FL
August 4	Fundamentals of Foreign Trade Zones Training	Tampa, FL
August 6	39th U.S.–Korea Conference on Science, Technology, and Entrepreneurship (UKC26)	Orlando, FL
August 6	1st American German Business Roundtable	Jacksonville, FL
August 11	Brazilian Ambassador Farani Welcome Reception	Miami, FL
August 11-13	World Trade Center Miami (WTCA) North America Trade Forum	Coral Gables, FL
August 16 -18	Southern Economic Development Council (SEDC) 2026 Annual Conference	Bonita Springs, FL
August 17-18	Small Business Development Center (SBDC) Small Business Success Summit	Charlotte Harbor, FL
August 19	Ibero-American Business Relations Association (AIRE) Launch	Miami, FL
August 19	BioFlorida Regional Networking Event	Tampa, FL
August 20	JETRO Aerospace Delegation	Daytona Beach & Orlando, FL
August 20	International Economic Development Council (IEDC) Centennial Event	Tampa, FL
August 20	Japan Space Networking Reception	Miami, FL
August 27	F-35 Cockpit Demonstrator Event	Miami, FL

UPCOMING EVENTS

ACCESS THE FULL CALENDAR.



IAMC FALL FORUM

OCTOBER 17-21, 2026 | COLUMBUS, OH, USA

Contact: Jojo Abreu | 407-232-5487 | Jojo.Abreu@SelectFlorida.org



SOUTHEAST U.S. (SEUS)-JAPAN ANNUAL MEETING

OCTOBER 25-27, 2026 | NASHVILLE, TN, USA

Contact: Kristian Jenkins | 407-340-5040 | Kristian.Jenkins@SelectFlorida.org



MRO EUROPE

OCTOBER 27-29, 2026 | AMSTERDAM, NETHERLANDS

Contact: Mario Aleksic | 407-286-8055 | Mario.Aleksic@SelectFlorida.org



MEDICA

NOVEMBER 16-19, 2026 | DUSSELDORF, GERMANY

Contact: Roy Alaimo | 904-806-5863 | Roy.Alaimo@SelectFlorida.org



METSTRADE

NOVEMBER 17-19, 2026 | AMSTERDAM, NETHERLANDS

Contact: Joseph Bell | 305-240-9717 | Joseph.Bell@SelectFlorida.org



DUBAI INTERNATIONAL BOAT SHOW

NOVEMBER 25-29 | DUBAI, UAE

Contact: Joseph Bell | 305-240-9717 | Joseph.Bell@SelectFlorida.org



GITEX GLOBAL

DECEMBER 7 - 11, 2026 | DUBAI, UAE

Contact: Fernando J. Ramon | 786-742-1405 | Fernando.Ramon@SelectFlorida.org



FLORIDA'S INTERNATIONAL NETWORKING RECEPTION

DECEMBER 13, 2026 | MIAMI, FL, USA

Contact: Casey Evans | 407-340-1791 | Casey.Evans@SelectFlorida.org



SELECTFLORIDA BOARD OF DIRECTORS MEETING

DECEMBER 16, 2026 | ORLANDO, FL, USA

Contact: Olivia Cerio | 850-566-8358 | Olivia.Cerio@SelectFlorida.org



CES 2027

JANUARY 6-9, 2027 | LAS VEGAS, NV, USA

Contact: Jojo Abreu | 407-232-5487 | Jojo.Abreu@SelectFlorida.org



WORLD HEALTH EXPO

JANUARY 24-29, 2027 | DUBAI, UAE

Contact: Roy Alaimo | 904-806-5863 | Roy.Alaimo@SelectFlorida.org



TRADE MISSION TO THE UAE

JANUARY 25-28, 2027 | DUBAI AND ABU DHABI, UAE

Contact: Joseph Bell | 305-240-9717 | Joseph.Bell@SelectFlorida.org



UPCOMING EVENTS

ACCESS THE FULL CALENDAR.



EMERGE AMERICAS

MARCH 2-4, 2027 | MIAMI, FL, USA

Contact: Justin Quiles | 845-545-0591 | Justin.Quiles@SelectFlorida.org



SELECTUSA INVESTMENT SUMMIT

MAY 2-5, 2027 | WASHINGTON, D.C., USA

Contact: Jojo Abreu | 407-232-5487 | Jojo.Abreu@SelectFlorida.org



TRADE MISSION TO PANAMA

MARCH 8-12, 2027 | PANAMA CITY, PANAMA

Contact: Fernando J. Ramon | 786-742-1405 | Fernando.Ramon@SelectFlorida.org



TRADE MISSION TO ISRAEL

MAY 16-20, 2027 | TEL AVIV, ISRAEL

Contact: Joseph Bell | 305-240-9717 | Joseph.Bell@SelectFlorida.org



SELECTFLORIDA BOARD OF DIRECTORS MEETING

MARCH 23-24, 2026 | TALLAHASSEE, FL, USA

Contact: Olivia Cerio | 850-566-8358 | Olivia.Cerio@SelectFlorida.org



HOSPITALAR

MAY 18-21, 2027 | SÃO PAULO, BRAZIL

Contact: Roy Alaimo | 904-806-5863 | Roy.Alaimo@SelectFlorida.org



MRO AMERICAS

APRIL 13-15, 2027 | ORLANDO, FL, USA

Contact: Jojo Abreu | 407-232-5487 | Jojo.Abreu@SelectFlorida.org



BIO INTERNATIONAL CONVENTION

JUNE 7-10, 2027 | PHILADELPHIA, PA, USA

Contact: Jojo Abreu | 407-232-5487 | Jojo.Abreu@SelectFlorida.org



INTERMODAL SOUTH AMERICA

APRIL 13-15 2027 | SÃO PAULO, BRAZIL

Contact: Fernando J. Ramon | 786-742-1405 | Fernando.Ramon@SelectFlorida.org



TRADE AND BUSINESS DEVELOPMENT LEADERSHIP MISSION TO FRANCE

JUNE 2027 | EUROPE

Contact: Kristian Jenkins | 407-340-5040 | Kristian.Jenkins@SelectFlorida.org



IAMC SPRING FORUM

MAY 1-5, 2027 | ORLANDO, FL, USA

Contact: Jojo Abreu | 407-232-5487 | Jojo.Abreu@SelectFlorida.org



PARIS AIR SHOW

JUNE 14-20, 2027 | PARIS, FRANCE

Contact: Mario Aleksic | 407-286-8055 | Mario.Aleksic@SelectFlorida.org



Agenda

XIV. Old Business

Chairman Greg Britton



Agenda

XV. New Business

Chairman Greg Britton



Agenda

XVI. Open Discussion

Chairman Greg Britton
Board Members



Agenda

XVII. Closing Remarks and Adjournment Chairman Greg Britton



Upcoming Board Meetings

Dec. 15-16, 2026

Orlando

Details to follow



Thank you to our sponsors!



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THANK YOU!

