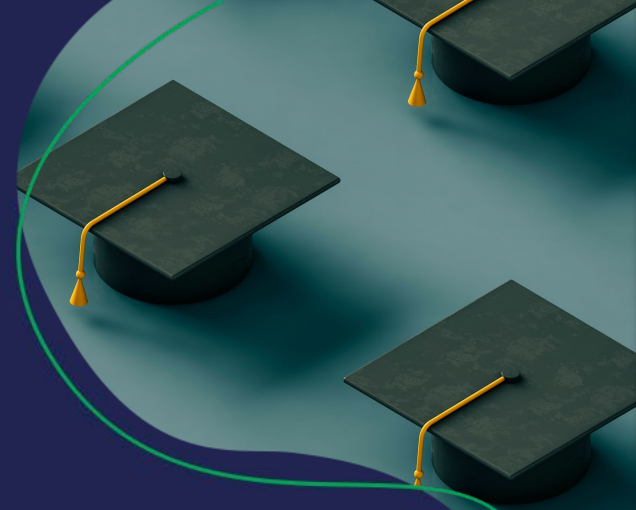




Business Development

Programs and Activities

Chris Wimsatt, VP of Business Development & Site Readiness
Division of Economic Development



Services Provided

FLORIDACOMMERCE

SELECTFLORIDA

COMPANIES EXPANDING OR LOCATING IN FLORIDA:

- ✓ Confidential Site Selection
- ✓ Industry Expertise
- ✓ Property Search Assistance
- ✓ Permitting & Regulatory Guidance
- ✓ Incentives Coordination
- ✓ Demographic & Workforce Information
- ✓ State Agency Liaison

COMPANIES INTERESTED IN GLOBAL GROWTH:

- ✓ Export Counseling
- ✓ International Trade Missions & Trade Shows
- ✓ Export Marketing Plans
- ✓ Trade Grants
- ✓ Webinars, Seminars & Conferences
- ✓ Certificates of Free Sale
- ✓ Network of International Offices



Business Development Team

Project Managers



Tim Johns
Manufacturing &
Cleantech



Joel Gunter
Logistics &
Distribution



Madison Lawson
Foreign Direct Investment



EJ Ghobar
Business Retention &
Expansion



David Pieklik
Life Sciences & IT



Harry Jorgensen
Aviation/Aerospace
& Defense



Chris Wimsatt
Vice President
Business Development
& Site Readiness

Strategic Initiatives/Events/Research



Janet Jainarain
VP of Strategic Initiatives



Jojo Abreu
Event Manager, CMP



Alyssa Baracat
Research Analyst



Debbie Kyle
Administrative Assistant

Business Development Activities

Project Management

- Lead Generation
- Business Retention & Expansion
- EDO Partner Relationships
- Site Consultant Relationships
- Response to RFIs
- Incentive Application Facilitation
- Business Recruitment Events

Strategic Initiatives

- Site Readiness
- Rural Initiatives
- Partner Engagement
- Event Planning
- Research
- Marketing

Operations

- Staffing
- Professional Development
- Process Improvements
- Policies Updates
- Database Management

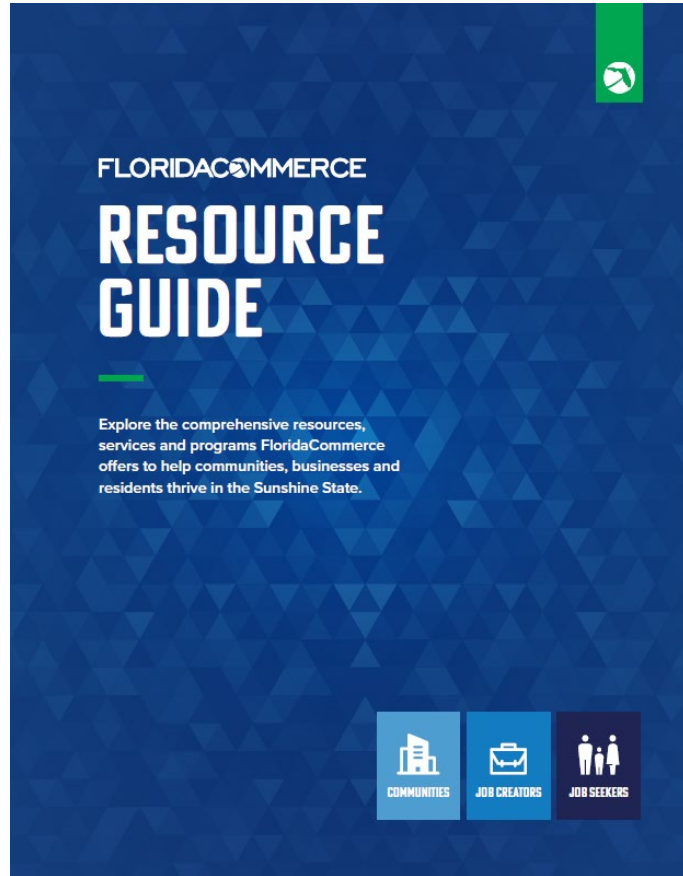


Project Status Update





Economic Development Resources



FLORIDACOMMERCE
**RESOURCE
GUIDE**

Explore the comprehensive resources, services and programs FloridaCommerce offers to help communities, businesses and residents thrive in the Sunshine State.

COMMUNITIES JOB CREATORS JOB SEEKERS



SELECTFLORIDA
**ECONOMIC DEVELOPMENT
TOOLKIT**

Inside you'll find information, tools and resources to support your efforts as you champion growth for existing businesses, attract new enterprises and fuel the expansion of private sector employment opportunities for Florida's workforce.

Sample social, email and newsletter copy, ads and flyers are available.

SelectFlorida is the official trade and investment promotion agency of the Sunshine State | Learn more at: SelectFlorida.org



Lead Sources



Lead Generation – Events Attended

Date	Event Name
July 2024	Semicon West
July 2024	NSSF Range-Retailer Business Expo
July 2024	Farnborough International Airshow
July 2024	SEDC (Southern Economic Development Council)
July 2024	Logistics Development Forum
August 2024	Americas SBDC Florida
September 2024	FinovateFall
September 2024	IMTS
September 2024	The Aerospace Alliance D.C. Reception
September 2024	Florida Broadband Summit
September 2024	IAMC Fall Forum
September 2024	C5 + CCIM Global Summit
October 2024	The MedTech Conference

Date	Event Name
October 2024	Women in Economic Development Forum
October 2024	Future of Florida Forum (F3) & Florida Chamber Annual Meeting
October 2024	NBAA-BACE
October 2024	The Orlando Future-Ready Workforce Summit
November 2024	Int'l Trade & Business Development Leadership Mission to Italy
November 2024	Executive Summit Area Development Consultants Forum
November 2024	Medica
November 2024	Business Facilities LiveXChange Fall Forum
November 2024	Florida Innovation Conference (BioFlorida)
November 2024	FREDA Rural Summit
December 2024	I/ITSEC
December 2024	Area Development/Consultants Forum



Lead Generation – Upcoming Events*

Date	Event Name
January 2025	CES
January 2025	SPIE Photonics West
January 2025	Spacecom
February 2025	IEDC Leadership
February 2025	NBAA Orlando Regional Forum
March 2025	Site Selectors Guild Annual Conference
March 2025	IAMC Spring Forum
March 2025	eMerge Americas
April 2025	Space Symposium
April 2025	MRO Americas

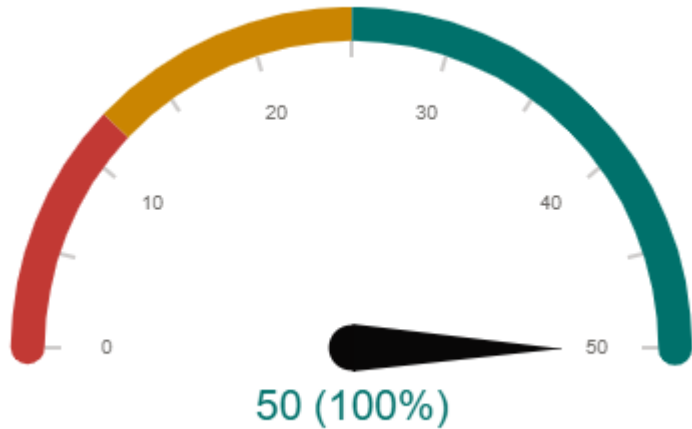
Date	Event Name
April 2025	Business Facilities LiveXChange Spring Forum
April 2025	BioFlorida Celebration of Biotechnology
May 2025	NextGen Talks
May 2025	SelectUSA Investment Summit
May 2025	Florida Medical Device Symposium
May 2025	Aviation Festival Americas
May 2025	Florida Economic Development Council (FEDC)
June 2025	7x24 Exchange
June 2025	BIO International Convention

** Subject to change*

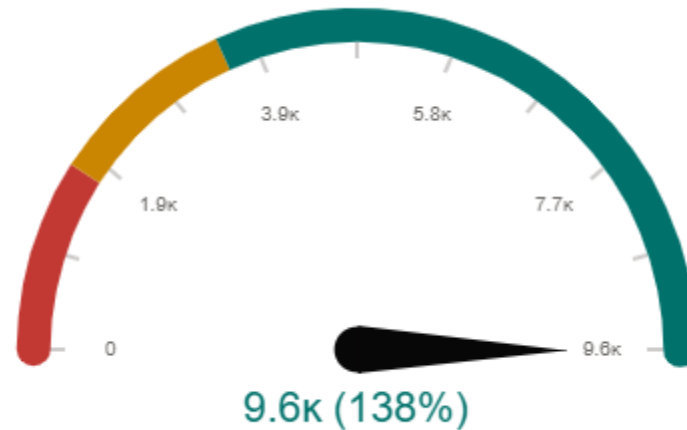


Established Projects Calendar Year 2024

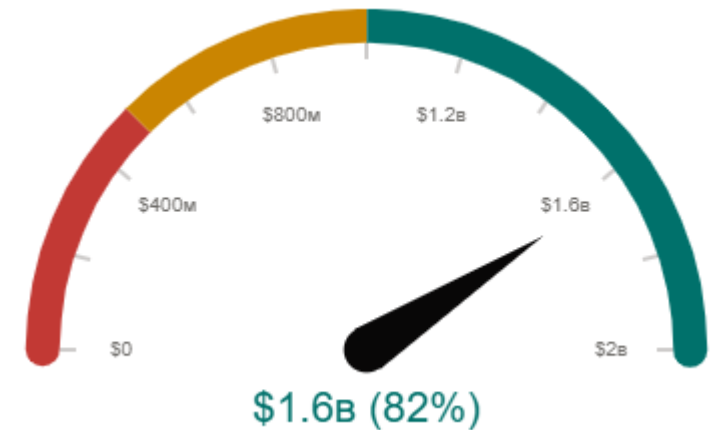
**50 Projects
Established**



**9,633
Jobs**



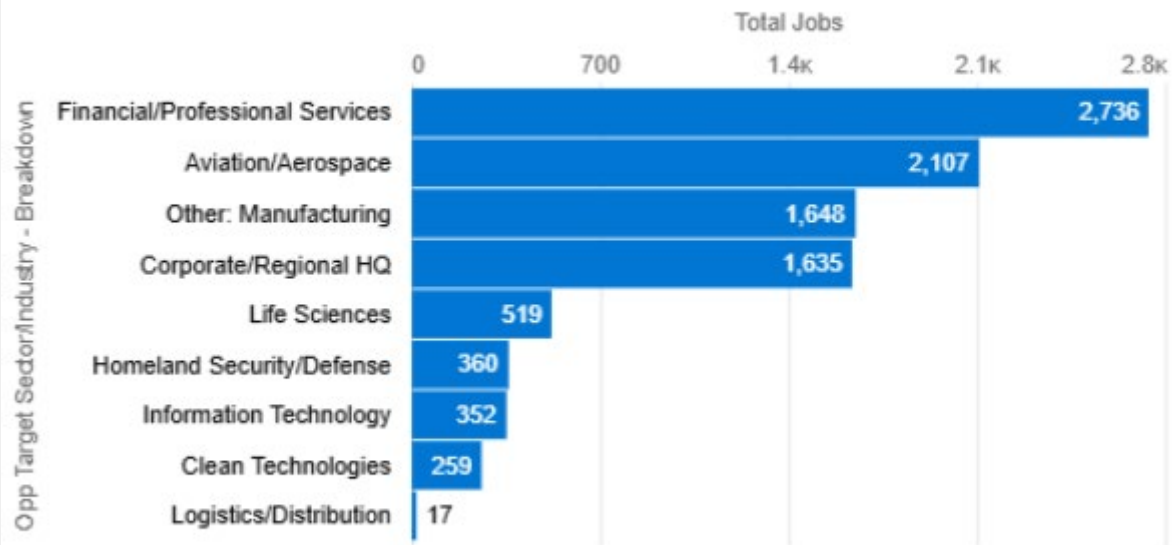
**\$1.6 Billion
CapEx**



Established Projects Calendar Year 2024

Established Projects by Target Sector

of Jobs



[View Report \(BD - DB - LCY - Established by Sector\)](#)

Established Projects by Type of Facility

of Jobs



[View Report \(BD - DB - LCY - Established by Facility\)](#)

Project Pipeline

<p>Active Business Development Projects Business Development Only</p> <p>112</p> <p>View Report (BD - DB - Active Projects by PM - BD)</p>	<p>Jobs in Pipeline Business Development Only</p> <p>51,467</p> <p>View Report (BD - DB - Active Projects by PM - BD)</p>	<p>Capital Investment in Pipeline Business Development Only</p> <p>\$20.1B</p> <p>View Report (BD - DB - Active Projects by PM - BD)</p>
<p>Active Foreign Direct Investment Projects FDI Staff Only</p> <p>216</p> <p>View Report (BD - DB - Active Projects by PM - FDI)</p>	<p>Jobs in Pipeline - Foreign Direct Investment FDI Staff Only</p> <p>8,367</p> <p>View Report (BD - DB - Active Projects by PM - FDI)</p>	<p>Active Project Reports - Foreign Direct Investment FDI Staff Only</p> <p>\$0.9B</p> <p>View Report (BD - DB - Active Projects by PM - FDI)</p>
<p>Total Business Development Projects</p> <p>328</p> <p>View Report (BD - DB - Basic Active Project Reports)</p>	<p>Total BD Active Projects - Jobs</p> <p>59,834</p> <p>View Report (BD - DB - Basic Active Project Reports)</p>	<p>Total BD Active Projects - Capital Investment</p> <p>\$21B</p> <p>View Report (BD - DB - Basic Active Project Reports)</p>

Industry Pain Points

- 1 Quality sites are picked over and resources are constrained
- 2 Workforce is a challenge everywhere
- 3 Costs are rising exponentially and becoming homogenous regionally
- 4 Companies are prone to bad location decisions based on speed-to-market concerns
- 5 The “bar of interest” for economic development is rising

- 6 Disproportionate number of less-than-legitimate projects in the market
- 7 Understated utility capacity crisis
- 8 Companies are using the site selection process for ulterior motives
- 9 Conflict between production projects and institutional developers
- 10 Too many cooks in the proverbial site selection kitchen





Looking Ahead

Strategic Initiatives

1

Site Readiness Program Development

- Site Identification
- Site Assessment
- Site Improvement
- Site Promotion

2

BRE and FDI Focus

- EDO Site Visits
- Strategic Employer Visits
- Lead Development
- FDI Mission Engagement

3

Partner Engagement

- Engage, Collaborate, Educate & Support
- In Person/Virtual Touchpoints
- FAM Tour Participation
- Partner Meetings
- Virtual Learning Opportunities
- Partner Resources
- MPP Launch



Marketing Partnership Program

Launch in March 2025

Calendar of Events FY 2025-26

Anticipated Dates

Event Name	Location	Event Type
Paris Air Show	Paris, France	International Trade Show
NBAA-BACE	Las Vegas, NV	Domestic Trade Show
IAMC Fall Forum	Indianapolis, IN	Site Selector Event
Signature Event	Florida	Signature Event - In-State
International CES	Las Vegas, NV	Domestic Trade Show
IAMC Spring Forum	TBD	Site Selector Event
MRO Americas	Orlando, FL	Domestic Trade Show
SelectUSA Investment Summit	Washington, DC	Domestic Investment Event
International Mission	Markets To Be Determined	International Mission (Excludes air shows)



Contact Us

Thank You.

If you have questions or comments about this presentation, please contact:



Chris Wimsatt
VP, Business Development & Site Readiness
Email: Chris.Wimsatt@Commerce.fl.gov

CONTACT BUSINESS
DEVELOPMENT

