

# Florida's Economic Development Resources

Updated 11/2010

## Business Assistance:

### **Florida Venture Capital: Florida Opportunity Fund (Enterprise Florida)**

Consists of two programs: Fund of Funds Program with **\$29.5 million** and the Clean Energy Investment Program with **\$36 million**.

**Contact:** Enterprise Florida

**Phone:** 407.956.5607

**Email:** [jrobinson@eflorida.com](mailto:jrobinson@eflorida.com)

**Web site:** [www.floridaopportunityfund.com](http://www.floridaopportunityfund.com)

**Description:** The "Fund-of-Funds" program provides investments in seed and early-stage venture capital funds that target (in whole or in part) investment opportunities within Florida. The Clean Energy Investment Program was created to promote the adoption of energy efficient or renewable energy (EE/RE) products and technologies in Florida by providing funding to businesses to increase the use of EE/RE technologies, equipment and materials in the State.

### **Florida Economic Gardening Initiative - GrowFL (FEGI)**

Statewide program providing second-stage companies with free technical assistance to increase revenue, create jobs and retain businesses.

**Contact:** GrowFL

**Phone:** 407.882.0046

**Email:** [GrowFL@gmail.com](mailto:GrowFL@gmail.com) & [linda@growfl.com](mailto:linda@growfl.com)

**Web site:** [www.GrowFL.com](http://www.GrowFL.com)

**Description:** Funded by the Florida Legislature to cultivate growth companies – privately-held, resident firms that employ 10-50 workers, generate \$1 million to \$25 million, and had revenue and employment growth in three of their last five years.

### **Florida Economic Gardening Business Loan Pilot Program (BBIF)**

Low interest loans for stage two companies. Funded at \$8.5 million Award amounts from \$50,000 to \$250,000

**Contact:** BBIF

**Phone:** 888.320.5504

**Email:** [info@bbif.com](mailto:info@bbif.com)

**Web site:** <http://www.bbif.com/egp/eligibility.html>

**Description:** Low interest loans administered by BBIF available to businesses with 10-50 employees in targeted industries.

### **Florida Growth Fund**

Established in 2008 to enhance Florida's capacity for growth and innovation. Fund has \$250 million under management.

**Contact:** Hamilton Lane: Florida Growth Fund Team

**Phone:** 954.745.2780

**Email:** [Floridagrowthfund@hamiltonlane.com](mailto:Floridagrowthfund@hamiltonlane.com)

**Web site:** [www.floridagrowthfund.com](http://www.floridagrowthfund.com)

**Description:** There are two structures guiding distribute of the funds 1) Private equity fund investments 2) Directly into companies through a co-investment with another institutional investor.



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## **Florida Development Finance Corp (Enterprise Florida)**

Offers qualifying businesses lower cost variable and fixed rate financing through Private Activity Bond issues.

**Contact:** Enterprise Florida

**Phone:** 407.956.5607

**Email:** [jrobinson@eflorida.com](mailto:jrobinson@eflorida.com)

**Web site:** [www.eflorida.com/fdfc](http://www.eflorida.com/fdfc)

**Description:** Created by the Florida legislature and charged with assisting economic development efforts in the state through the issuance of Enterprise Bonds. Typical bond issue amounts are at least \$1,000,000 so that front-end bond finance costs are financially viable to the borrower.

## **Florida Community Loan Fund (FCLF)**

CDFI Fund (US Treasury Dept) awarded FCLF \$45MM in tax credit allocation authority under New Markets Tax Credit (NMTC) program for Florida.

**Contact:** FCLF

**Phone:** 407.246.0846

**Email:** [ignacio@fclf.org](mailto:ignacio@fclf.org)

**Web site:** [www.fclf.org](http://www.fclf.org)

**Description:** FCLF will expand its NMTC work by coordinating \$45 million in direct private capital to finance high-impact economic development projects, non-profit organizations providing essential social services to low-income areas, and commercial real estate with tangible benefits to low-income persons.

## **Florida Business Contract Opportunities**

Listing of state competitive opportunities for buyers, vendors and contractors.

**Email:** [myfloridamarketplace@myflorida.com](mailto:myfloridamarketplace@myflorida.com)

**Web site:** [www.myfloridamarketplace.com](http://www.myfloridamarketplace.com)

**Description:** Register to receive notices of opportunities to do business with the State of Florida

## **Federal Business Contract Opportunities**

Listing of Federal business opportunities for buyers, vendors and contractors.

**Phone (24 hours):** 1.866.606.8220

**Web site:** [www.FBO.gov](http://www.FBO.gov)

**Description:** Receive notices of opportunities to do business with the Federal government.

## **Governor's Business Diversification Awards**

Enterprise Florida manages the awards process with the Governor's office. The program selects award winners from businesses in Florida's key sectors.

**Contact:** Enterprise Florida

**Phone:** 407.956.5600

**Web site:** [www.eflorida.com/govawards](http://www.eflorida.com/govawards)



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**Description:** This program is held in conjunction with Industry Appreciation Week, an occasion hosted annually during September to recognize important Florida industries and their impact on the state's economy.

## **Phase "0" Pilot Program Grants \$3,000:**

Awards businesses Phase "0" \$3,000 grants to assist with completing a proposal for a Federal contract and SBIR/STTR grant.

**Contact:** Enterprise Florida

**Phone:** 407.956.5607

**Email:** [jrobinson@eflora.com](mailto:jrobinson@eflora.com)

**Web site:** <http://eflora.com/ContentSubpage.aspx?id=872>

**Description:** High-tech companies can seek federal [SBIR/STTR grants](#). The Phase "0" Pilot Program can also increase the company's chances of developing successful proposals for such funding. Phase "0" grants, of \$3,000, assists to develop proposals that three product specialists review. Federal Phase "1" (up to \$150,000) funds the creation of a product proof of concept. Phase "II" (up to \$1,000,000) funds the creation of a prototype and commercializing the product.

## **Research Commercialization Matching Grant Program**

The legislators passed this program in 2010 to provide matching grants to businesses who are awarded SBIR/STTR Federal Grants for **Phase "I" (up to \$150,000)** and **Phase "II" (up to \$1,000,000)**. Florida will match up to **\$50,000 for Phase "I"** and up to **\$250,000 for Phase "II"**.

**Contact:** Florida Institute for the Commercialization of Public Research.

**Phone:** 561.368.8889

**Email:** [info@florida-institute.com](mailto:info@florida-institute.com)

**Web site:** <http://www.florida-institute.com/>

**Description:** High-tech companies can seek federal [SBIR/STTR grants](#). The [Phase 0 Pilot Program](#) can also increase the company's chances of developing successful proposals for such funding. Phase "0" grants, of \$3,000, assists to develop proposals that three product specialists review. Phase "1" grant funds the creation of a product proof of concept. Phase 2 grant funds the creation of a prototype and commercializing the product.

## **Small Business Administration (SBA) Loans: Florida First Capital Finance Corp (FFCFC)**

FFCFC was founded by the state of Florida in 1984 to administer SBA loans in Florida. They manage **three types of loan programs**.

**Contact:** Florida First Capital Finance Corp

**Phone:** 888.320.5504

**Email:** [info@ffcfc.com](mailto:info@ffcfc.com)

**Web site:** [www.ffcfc.com](http://www.ffcfc.com)

**Regional Offices:** <http://www.ffcfc.com/PDF/RegionalOffices.pdf>

**Description:**

- 1) **SBA 504 loans (National availability \$7.5 billion):** Access to **low interest, long-term (up to 20 years) and fixed-rate financing with only 10% down payment** requirements for the purchase, construction or renovation of owner-occupied commercial real estate and/or the acquisition of industrial equipment or other fixed assets.



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- 2) **SBA 7(a) Loan Guarantee Program (National availability \$14 billion):** Funds to ensure small businesses maintain adequate access to 7(a) loans that may be used to establish a new business or to assist in the **operation, acquisition or expansion of an existing business**. SBA may guarantee up to **85% of 7(a) loans**.
- 3) **Florida Recycling Loan Program (Florida \$2.5 million):** Web site: <http://ffcfc.com/PROD-RECY-Description.html> Administered by FFCFC for DEP and provides below-market financing for companies that manufacture products from recycled materials or convert recyclable materials into raw materials for use in manufacturing. **The program offers funding for the purchase of machinery and equipment.** The potential borrower is required to have an **equity injection of 10% of the total amount of the loan.**

## **Small Business Administration (SBA) Micro-Loan Program**

National availability \$6 million

**Contact:** Small Business Administration (SBA)

**Web site:** <http://www.sba.gov/services/financialassistance/sbaloantopics/microloans/index.html>

**Description:** Provides small loans to start-up, newly established, or growing small business concerns. SBA makes funds available to nonprofit community based lenders (intermediaries) which, in turn, make loans to eligible borrowers in amounts up to a maximum of \$35,000.

## **SBA HUBZone Program**

Stimulates economic development and creates jobs in urban and rural communities by providing Federal contracting preferences to small businesses.

**Contact:** SBA

**Phone:** 202.205.8885

**Email:** [hubzone@sba.gov](mailto:hubzone@sba.gov)

**Web site:** [www.sba.gov/hubzone/](http://www.sba.gov/hubzone/)

**Description:** The HUBZone program was enacted into law as part of the Small Business Reauthorization Act of 1997. The company must maintain a "principal office" in one of these designated areas. The SBA regulates and implements the program.



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## International Assistance for Businesses:

### **Florida Export Directory (Enterprise Florida)**

Free online Florida export directory, which any Florida company can sign up for to get their businesses global exposure for future sales and clients. Provided by the state economic development agency, Enterprise Florida.

**Contact:** Enterprise Florida

**Phone:** 407.956.5618

**Web Site:** [www.floridaexpordirectory.com](http://www.floridaexpordirectory.com)

### **Florida Trade Missions & Trade Shows (Enterprise Florida)**

Florida conducts **20 – 45 Trade missions & Shows a year**. Enterprise Florida offers trade grants to businesses to cover up to **50% of the booth space**.

**Contact:** Enterprise Florida

**Phone:** 305.808.3390

**Email:** [ibarrios@eflorida.com](mailto:ibarrios@eflorida.com)

**Web Site:** [www.eflorida.com/events](http://www.eflorida.com/events)

**Description:** Companies wanting to export their product or expand their market base can attend Trade shows & Missions with the state of Florida

### **Florida Foreign-Affiliated Companies List (Enterprise Florida)**

Enterprise Florida web site listing foreign-affiliated companies in Florida listed by County and region.

**Contact:** Enterprise Florida

**Phone:** 407.956.5600

**Web Site:** <http://www.eflorida.com/ForeignCompanies.aspx>

**Description:** Information is updated yearly and can be sorted by County, region and company name.

### **Florida Export Finance Corporation (FEFC)**

Created by the State of Florida provide Florida businesses financing options for exporting of goods and services.

**Contact:** FEFC

**Phone:** 786.845.0400

**Email:** [FEFC@gate.net](mailto:FEFC@gate.net)

**Web Site:** <http://www.dos.state.fl.us/fefc/>

**Description:** Provides access to direct loans up to \$50,000 or loan guarantees up to \$500,000 to small and medium-sized businesses.



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## **International Export Counseling (Enterprise Florida)**

As the state's economic development agency, Enterprise Florida provides free export counseling, advice on trade shows and trade grants to targeted businesses in Florida.

**Contact:** Enterprise Florida

**Phone:** 407.956.5634

**Email:** [mschiffhauer@eflorida.com](mailto:mschiffhauer@eflorida.com)

**Web Site:** [www.eflorida.com/export](http://www.eflorida.com/export)

Enterprise Florida's international marketing professionals assist Florida companies by providing information on export strategy and marketing plans, market identification and research, market information, agency and distribution contracts, pricing for export, payment methods and financing, documentation and transportation, licensing requirements, available federal, state and local export development programs, and the basics of exporting.

## **Info USA**

InfoUSA can provide a business or EDO organization a list, by county, of purchase companies and manufacturers who export out of Florida.

**Contact:** InfoUSA

**Phone:** 402.599.4894 or 866.805.1691

**Email:** [Mark.Blaschko@infoUSA.com](mailto:Mark.Blaschko@infoUSA.com)

**Web Site:** <http://www.infousa.com>

**Description:** For a fee the company can pull a list by county for an EDO or business to target companies who export.



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## Economic Development Resources and Incentives:

### **GIS Florida Prospector (Enterprise Florida)**

Free online GIS database listing County assets (e.g. ports, airports, hospitals, Enterprise Zones etc..) along with listings of companies sorted by counties or MSA's in the industries of Life Sciences, Military, Logistics, Wholesale, Clean Energy etc...

**Contact:** Enterprise Florida

**Phone:** 407.956.5693

**Web Site:** <http://www.floridapropector.com>

**Description:** The database is updated yearly.

### **Harris Directory (Enterprise Florida)**

Provides free reports of businesses (only for EDO's in Florida) sorted by name, zip code, industry type etc.. Free registration required on Enterprise Florida web site.

**Contact:** Enterprise Florida

**Phone:** 407.956.5688

**Web Site:** [www.eflorida.com](http://www.eflorida.com) (Register on web site for access)

**Description:** The Harris Directory only lists businesses in Florida and is updated monthly.

### **Local Government Distressed Area Matching Grant Program (OTTED)**

\$3 million allocated by legislation to provide to the businesses a **50 % match of expenditures** by local governments used to attract and retain businesses in distressed areas.

**Contact:** OTTED

**Email:** [Timothy.Proctor@eog.myflorida.com](mailto:Timothy.Proctor@eog.myflorida.com)

**Web site:** [http://www.flgov.com/financial\\_incentives](http://www.flgov.com/financial_incentives)

**Description:** Applications are accepted from local governments that plan on offering financial assistance to a **specific business in the area**. The targeted businesses are required to create at least **15 full-time jobs** and the project must either be **new to Florida; expanding operations in Florida; or leaving Florida** unless it receives local and state government assistance. The amount awarded by the State of Florida will **equal \$50,000 or 50% of the local government's assistance amount**, whichever is less, and will be provided following the commitment and payment of that assistance.

### **Jobs for the Unemployed Tax Credit Program (OTTED)**

Provides incentives to businesses throughout Florida to hire qualified employees who were previously unemployed.

**Contact:** OTTED

**Email:** [Timothy.Proctor@eog.myflorida.com](mailto:Timothy.Proctor@eog.myflorida.com)

**Web site:** [http://www.flgov.com/financial\\_incentives](http://www.flgov.com/financial_incentives)

**Description:** Available to businesses identified as a "target industry". The business may receive a **tax credit of \$1,000 for every employee hired** as of July 1, 2010. The business may claim only new hires that were previously unemployed for a minimum of 30 days, and that remain employed after a 12-month period at an average of 36 hours per week. The program will run until **June 30, 2012** with a limit of **\$5 million available for tax credits in each fiscal year**.



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## **Manufacturing and Spaceport Investment Incentive Program (OTTED)**

Encourages capital investment and job creation in manufacturing and spaceport activities in Florida.

**Contact:** OTTED

**Email:** [Timothy.Proctor@eog.myflorida.com](mailto:Timothy.Proctor@eog.myflorida.com)

**Web site:** [http://www.flgov.com/financial\\_incentives](http://www.flgov.com/financial_incentives)

**Description:** Applications are accepted by eligible businesses from **July 1, 2010 to June 30, 2012**. A tax refund up to **\$50,000** will be given on the State Sales and Use Tax paid for eligible equipment purchases. Purchase cost must exceed a business' total expenditures on eligible equipment purchased and placed into service in this state during the 2008 tax year.

## **The Community Contribution Tax Credit Program (OTTED)**

Encourages private sector donations to community redevelopment projects in enterprise zones and to low-income housing projects. A tax credit of 50% of the donation is allowed.

**Contact:** OTTED

**Phone:** 850.487.0467

**Email:** [Burt.vonhoff@eog.myflorida.com](mailto:Burt.vonhoff@eog.myflorida.com)

**Web site:** [http://www.flgov.com/financial\\_incentives](http://www.flgov.com/financial_incentives)

## **New Markets Development Program (OTTED)**

**Contact:** OTTED

**Phone:** 850.487.2568

**Email:** [Karl.Blischke@eog.myflorida.com](mailto:Karl.Blischke@eog.myflorida.com)

**Web site:** [http://www.flgov.com/otted\\_newmarkets](http://www.flgov.com/otted_newmarkets)

**Description:** The program encourages capital investment in low-income communities. Taxpayers earn credits by investing in qualified **Community Development Entities (CDEs)** that make investments in active low-income community businesses. A person or entity that invests in a CDE earns a vested tax credit equal to 39 percent of the purchase price of the qualified investment. Qualified CDEs may apply to OTTED to have investments approved as qualified investments for Florida New Market Tax Credits.

## **Film & Entertainment Industry Financial Incentive: \$242 Million (OTTED/OFE)**

Encourages the use of Florida as a site for filming. The program establishes **\$242 million** in transferable tax credits available for certification across **5 years starting July 1, 2010**.

**Contact:** Governor's Office of Film and Entertainment (OFE)

**Phone:** 850-410-4765

**Email:** [film.incentive@myflorida.com](mailto:film.incentive@myflorida.com)

**Website:** [www.filminflorida.com](http://www.filminflorida.com)

**Description:** This program provides transferable tax credits based on 20% - 30% of qualified Florida expenditures (wages, services, products) to qualified productions taking place in Florida.



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## **Enterprise Zone Program (OTTED/Enterprise Florida)**

Encourages the revitalization of economically distressed areas in Florida by providing credits against Florida's sales tax or corporate income tax to businesses located in an enterprise zone for hiring zone residents.

**Contact:** Enterprise Florida

**Phone:** 850.298.6626

**Web site:** <http://www.floridaenterprisezones.com>

**Description:** Corporate income tax credits are available for businesses who construct or expand their facilities within a zone. Sales tax refunds are available when businesses purchase business equipment or building materials for use within a zone. Local governments can provide additional incentives for a zone located within their boundaries.

## **Brownfield Redevelopment Bonus (Enterprise Florida)**

The Bonus is designed to work with QTI projects, paying a bonus of \$2,500 per job over and above the QTI award.

**Contact:** Enterprise Florida

**Phone:** 407.956.5622

**Web site:** [www.eflorida.com/brownfields](http://www.eflorida.com/brownfields)

**Description:** Created by the Legislature in 1997 to encourage development of abandoned, idled or underused industrial and commercial sites where expansion or development is complicated by actual or perceived environmental contamination. The Bonus Program was expanded by the Legislature in 2000 and provides a \$2,500 per job award for non-QTI projects that meet job creation and capital investment.

## **Economic Development Transportation Fund: Road Fund (Enterprise Florida)**

Provides local governments with funding for transportation-related projects required to induce companies to locate, remain or expand within the local government's jurisdiction.

**Contact:** Enterprise Florida

**Phone:** 407.956.5633

**Web site:** [www.eflorida.com/incentives](http://www.eflorida.com/incentives)

## **Qualified Target Industry Tax Refund Program: QTI (Enterprise Florida)**

QTI provides a tax refund of \$3,000 per new job created in Florida through the expansion of existing Florida businesses or the location of new ones.

**Contact:** Enterprise Florida

**Phone:** 407.956.5633

**Web site:** [www.eflorida.com/incentives](http://www.eflorida.com/incentives)

**Description:** Designed to encourage the creation of high-skill jobs and encourage the growth of corporate headquarters and other targeted industries. The QTI increases to \$6,000 per job within an Enterprise Zone or Rural County). A business is eligible for a \$1,000 per job bonus if it pays over 150% average wage in the area, and a \$2,000 per job bonus if over 200%. Projects must be supported by their community to the amount of 20% of the incentive.



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## **High Impact Performance Incentive Grants: HIPI (Enterprise Florida)**

Grants of \$500,000 to \$1,000,000 are provided to pre-approved business applicants in certain high-impact sectors.

**Contact:** Enterprise Florida

**Phone:** 407.956.5633

**Web site:** [www.eflorida.com/incentives](http://www.eflorida.com/incentives)

**Description:** Once approved, the high impact business is awarded 50 percent of the eligible grant upon commencement of operations and the other half once full employment and capital investment goals are met. A negotiated incentive used to attract and grow major high impact facilities in Florida.

## **Capital Investment Tax Credit: CITC (Enterprise Florida)**

Annual credit against the corporate income tax which is available for up to 20 years in an amount equal to 5% of the eligible capital costs generated by a qualifying project.

**Contact:** Enterprise Florida

**Phone:** 407.956.5633

**Web site:** [www.eflorida.com/incentives](http://www.eflorida.com/incentives)

Used to attract and grow capital-intensive industries in Florida. Eligible capital costs include all expenses incurred in the acquisition, construction, installation and equipping of a project from the beginning of construction to the commencement of operations. Available to businesses in HIPI-designated sectors. Businesses must make an investment of at least \$100M to receive the full credit.

## **Qualified Defense Contractors Tax Refund Program: QDC (Enterprise Florida)**

A tool to preserve and grow Florida's high technology employment base, giving Florida companies a competitive edge as defense contractors consolidate defense contracts, acquire new contracts, or convert to commercial production.

**Contact:** Enterprise Florida

**Phone:** 407.956.5633

**Web site:** [www.eflorida.com/incentives](http://www.eflorida.com/incentives)

**Description:** Pre-approved projects receive tax refunds of up to \$5,000 per job created or saved in Florida. Projects must be supported by their community, which provides funding for 20% of the incentive.

## **Semiconductor, Space and Defense Sales and Use Tax Exemption (Enterprise Florida)**

Used to attract and grow businesses in these sectors by providing an exemption for all sales and use taxes on investments in machinery and equipment used in manufacturing and research.

**Contact:** Enterprise Florida

**Phone:** 407.956.5633

**Web site:** [www.eflorida.com/incentives](http://www.eflorida.com/incentives)



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## **Quick Action Closing Fund (Enterprise Florida)**

Used to attract high impact industry to Florida. Varies in funding year to year.

**Contact:** Enterprise Florida

**Phone:** 407.956.5633

**Description:** 2010 passed legislation that any awards from the Quick Action Closing fund below \$2 million does not need to be approved by the legislative budget commission and has a 14 day turn-around.

## **Florida Energy & Climate Commission**

State Energy Grant Program – Florida's allocated amount: \$126 Million

**Contact:** Governor's Energy and Climate Office

**Phone:** 850.487.3800

**Email:** [travis.yelverton@eog.myflorida.com](mailto:travis.yelverton@eog.myflorida.com)

**Web site:** [http://myfloridaclimate.com/climate\\_quick\\_links/florida\\_energy\\_climate\\_commission](http://myfloridaclimate.com/climate_quick_links/florida_energy_climate_commission)

**Description of grant types:** Shovel Ready Grant Program - \$20 million, Florida Clean Energy Opportunity Fund - \$22 million, State Energy Rebate Program, Compressed Natural Gas Fleet Fueling Matching Grant, Florida Residential Retrofit - \$15 million, Solar Energy Loan Program - \$10 million.

## **Florida Department of Community Affairs (DCA)**

**Web site:** <http://www.dca.state.fl.us/subscribe/>

**Description:** Sign up for email alerts from DCA on its key programs and issues.

## **Florida Department of Transportation**

Listing of road projects sorted by County funded by Federal stimulus funding.

**Contact:** State Transportation Development Administrator

**Phone:** 850.414.5246

**Email:** [Brad.Thoburn@dot.state.fl.us](mailto:Brad.Thoburn@dot.state.fl.us)

**Web site:** [www2.dot.state.fl.us](http://www2.dot.state.fl.us)

**Description:** Department of Transportation projects listed by County.

## **Florida Resource Directory**

**Phone:** 850.487.2568

**Web site:** [www.floridaresourcedirectory.org](http://www.floridaresourcedirectory.org)

**Description:** Resources and event listings from Florida state departments

## **Florida Regional Planning Councils (RPCs)**

Offers Economic Impact Analyses studies (REMI) services discounted or free for economic development organizations. Certain RPC's offer micro loan revolving funds for small businesses.

**Phone:** 850.224.3427

**Web site:** <http://ncfrpc.org/otherprcs.html>

**Description:** The web site lists the 11 regional planning councils. Contact the council for your region for REMI/Economic Impact Analyses services and Micro Loan funds.



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## Florida Grants

Listing of Florida grants, loans and technical assistance for cities, government and economic development organizations.

**Contact:** Florida League of Cities

**Phone:** 850.222-9684

**Email:** [mstark@flcities.com](mailto:mstark@flcities.com)

**Web site:** <http://www.floridaleagueofcities.com/Resources.aspx?CNID=648>

**Description:** Book and web site listing for Florida grants, loans, technical assistance and other resources available to Florida municipalities and EDO's.

## Federal Grants

Listing of Federal, EDA, American Recovery & Reinvestment Act grants/loans for companies, economic development organizations and non- profits.

**Phone (24 hours):** 1.800.518.4726

**Phone:** 850.487.7064

**Email:** [support@grants.gov](mailto:support@grants.gov)

**Web site:** [www.grants.gov](http://www.grants.gov)

**Web site register for notices:** [http://www07.grants.gov/applicants/email\\_subscription.jsp](http://www07.grants.gov/applicants/email_subscription.jsp)

**Description:** EDO's/Cities/Counties/Companies can register their DUNS number on the system and it will track all grant applications.



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## Rural Assistance:

### **Florida: Rural Economic Development Initiative (REDI) Website**

Web site created to assist rural communities in Florida with listings of grants and resources.

**Contact:** OTTED or Enterprise Florida

**Phone:** 850.487.2568 or 850.298.6626

**Web Site:** [www.florida-redi.com](http://www.florida-redi.com)

### **Rural and Urban Job Tax Credits**

Incentive for eligible businesses located rural or one of the 13 urban areas to create new jobs.

**Contact:** Enterprise Florida

**Phone:** 850.298.6626

**Web site:** [www.eflorida.com/rural](http://www.eflorida.com/rural)

**Description:** The tax credit ranges from \$500 to \$2,000 per qualified employee and can be taken against either the Florida Corporate Income Tax or the Florida Sales and Use Tax. These tax credits are provided to encourage meaningful employment opportunities that will improve the quality of life of those employed and to encourage economic expansion of businesses in rural and urban areas of Florida.

### **Rural Community Development Revolving Loan Program**

This program provides local governments with access to financial assistance through low-interest long-term loans.

**Contact:** Enterprise Florida

**Phone:** 850.298.6626

**Web site:** [www.eflorida.com/rural](http://www.eflorida.com/rural)

**Description:** Created to promote the economic viability of rural communities and create jobs for residents of Florida's rural areas by leveraging the use of existing federal, state, and local financial resources.

### **Rural Infrastructure Fund**

Facilitates the planning, preparing, and financing of traditional economic development or nature-based tourism infrastructure projects that encourage job creation and capital investment in rural communities.

**Contact:** Enterprise Florida

**Phone:** 850.298.6626

**Web site:** [www.eflorida.com/rural](http://www.eflorida.com/rural)

**Description:** The Governor's Office of Tourism, Trade, and Economic Development (OTTED) may award up to 40 percent of total costs for catalyst site projects, and no more than 30 percent of total costs for projects in rural counties that are not located on designated catalyst sites. The maximum amount available per grant/project is limited to 25 percent of appropriated funds.



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## **Regional Rural Development Grants (Enterprise Florida)**

Established to encourage rural counties and rural communities to leverage limited resources by utilizing regional economic development organizations.

**Contact:** Enterprise Florida

**Phone:** 850.298.6626

**Web site:** [www.eflorida.com/rural](http://www.eflorida.com/rural)

**Description:** Eligible applicants include private organizations made up of two or more rural counties, including municipalities or communities, which agree to cooperatively establish an economic development office. An organization may receive up to \$35,000 a year, or \$100,000 for serving an entire Rural Area of Critical Economic Concern (RACEC). Grants must be matched by an equivalent amount of non-state resources. Applicants must provide letters of support and documentation of financial or in-kind support from each partner listed on the application.



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## Defense Assistance:

### **Florida Defense Alliance (FDA)**

An initiative of Enterprise Florida; the Florida Defense Alliance was created in 1998 as a partnership between the Governor, State Officials, Florida's Federal Delegation, Florida's State Legislators, Base Commanders, Community and Business leaders.

**Contact:** Enterprise Florida

**Phone:** 850.298.6652

**Web site:** [www.floridadefense.org](http://www.floridadefense.org)

**Description:** To increase military value, reduce base inefficiencies, and promote multi-service synergies for Florida's military bases. The Alliance assists the Governor's office in the coordination of the Governor's Base Commanders' meeting and administers the Defense Grants Programs.

### **Department of Defense (DoD): Business contract Opportunities**

Opportunities for engineering, scientific, entrepreneurial firms and the public to provide novel solutions to specific DoD needs posted as requests for proposals.

**Contact:** Strategic Analysis Inc.

**Phone:** 703.588.2413

**Email:** [david.a.edwards.ctr@osd.mil](mailto:david.a.edwards.ctr@osd.mil)

**Web site:** [www.defensesolutions.gov](http://www.defensesolutions.gov)

**Description:** Program seeks ideas to develop into novel, rapid prototypes of solutions to DoD needs (see [defensesolutions.gov](http://defensesolutions.gov) for current needs) from institutions and organizations that have **never done business with DoD** before. **Typical projects are about \$500,000 each and completed in less than 18 months.** Commercial-like contracting mechanism available.

### **Defense Infrastructure & Military Base Protection Grants (Enterprise Florida)**

Grants are awarded to economic development organizations in defense-dependent communities to reinforce positive relations between the community and the defense facility.

**Contact:** Enterprise Florida

**Phone:** 850.298.6652

**Web site:** [www.floridadefense.org](http://www.floridadefense.org)

**Description:** These grants help communities develop economic diversification strategies, improve base efficiencies, and implement base reuse programs, leading to reduced reliance on national defense dollars. The Community Defense Grants Program consists of four distinct grant programs, which were created in Florida Statute 288.980 (3) (a), (b) and (c). The grants are Base Closure or Realignment Grant Program, The Florida Defense Planning Grant Program, The Florida Defense Implementation Grant Program and The Florida Military Installation Reuse Planning and Marketing Grant Program. Funding is established by Florida legislature each year.



# Florida's Economic Development Resources

Updated 11/2010

## Workforce Resources:

### **Agency for Workforce Innovation (AWI)**

Workforce reports for the state and by County.

**Contact:** AWI, Rebecca Rust

**Phone:** 850.245.7205

**Email:** [Rebecca.rust@flaawi.com](mailto:Rebecca.rust@flaawi.com)

**Web sites:** [www.labormarketinfo.com](http://www.labormarketinfo.com) & <http://fred.labormarketinfo.com>

**Description:** Provides to companies and economic development organizations; Employment/Wage Statistics Analysis by Industry and Occupation, Labor Supply Analysis for Business Recruitment, GIS Mapping for Business Recruitment and Industry Analysis, Economic Impact Analysis (REMI and IMPLAN) for Business Expansion, Ad-Hoc Employer Surveys (fee based) for Targeted Industry Analysis.

### **Employ Florida Market Place (Workforce Florida)**

Florida's web site for companies to post positions and job seekers to apply directly.

**Contact:** Workforce Florida

**Phone:** 1.866-FLA-2345

**Web site:** [www.employflorida.com](http://www.employflorida.com)

**Description:** Employ Florida links all of Florida's state and local workforce services and resources. The partners are [Workforce Florida](#), the state policy and oversight board, and the [Agency for Workforce Innovation](#), the state agency which administers workforce funds. At the local level, there are [24 regional workforce boards](#) that administer more than 80 "[one-stop centers](#)."

### **Florida Manufacturing Extension Partnership (Florida MEP)**

Florida MEP is supported federally and by the state of Florida to assist small and medium-sized manufacturers to identify and implement advanced manufacturing and management technologies. They provided specific training for manufacturer's employees.

**Contact:** MEP

**Phone:** 321-939-4000

**Email:** [Teda@FloridaMEP.org](mailto:Teda@FloridaMEP.org)

**Web site:** [www.floridamep.org](http://www.floridamep.org)

**Description:** The Florida MEP program is supported federally by the National Institute of Standards and Technology in the U.S. Dept. of Commerce and the state of Florida to assist manufacturers.

### **Incumbent Worker Training Program (Workforce Florida)**

Administered by Workforce Florida the program provides grant funding for customized training for existing **for profit** businesses.

**Contact:** Workforce Florida

**Phone:** 850.921.1119

**Email:** [sfixel@workforceflorida.com](mailto:sfixel@workforceflorida.com)

**Web site:** <http://www.workforceflorida.com/employers/iwt.htm>



# Florida's Economic Development Resources

Updated 11/2010

## **Quick Response Training Program (Workforce Florida)**

Administered by Workforce Florida the program provides grant funding for customized training for new or expanding businesses.

**Contact:** Workforce Florida

**Phone:** 850.921.1119

**Email:** [dmcmullian@workforceflorida.com](mailto:dmcmullian@workforceflorida.com)

**Web site:** <http://www.workforceflorida.com/employers/qrt.htm>

## **Science, Technology, Engineering & Math (STEM)**

June 2009, [Workforce Florida](#) and [Enterprise Florida](#) created a statewide council to strengthen the Science, Technology, Engineering and Math (STEM) skills of Florida's students as a way to address the increasing demand for jobs requiring strong foundations in these areas.

**Email:** [info@STEMflorida.net](mailto:info@STEMflorida.net)

**Web site:** <http://stemflorida.net>

**Description:** A business-led Florida STEM Council, funded by a \$580,000 grant from Workforce Florida, will connect education, workforce, business and economic development leaders to identify opportunities to build and measure the state's supply of workers with skills and knowledge in these fields to support innovation in existing and emerging industries.

## **Workforce Florida (WFI)**

Workforce Agency for the state of Florida.

**Phone:** 850.921.1119

**Web site:** [www.workforceflorida.com/ResourcesLinks/RegionalWorkforceBoards/RWBMap.php](http://www.workforceflorida.com/ResourcesLinks/RegionalWorkforceBoards/RWBMap.php)

Description: Listing of all 24 regional workforce boards available to assist businesses in Florida.



# Florida's Economic Development Resources

Updated 11/2010

## Research & Strategic Plan Resources:

### **Florida's Strategic Plan for Economic Development: Roadmap to Florida's Future**

According to Florida Statute, Enterprise Florida is charged with writing/updating the strategic plan with a 5 year planning horizon.

**Contact:** Enterprise Florida

**Phone:** 407.956.5650

**Web site:** [www.eflorida.com/strategicplan](http://www.eflorida.com/strategicplan)

**Description:** The "Roadmap to Florida's Future" is updated annually through statewide regional meetings. The plan is delivered to the Governor and legislature on Jan. 1 of each year. Implementing the plan is the responsibility of a wide range of participants including state agencies, public-private partnerships and the state legislature.

### **Enterprise Florida: Florida Industry Clusters**

Micro site listing the latest updates on Florida's key industry clusters.

**Contact:** Enterprise Florida

**Phone:** 407.956.5614

**Web site:** [www.eflorida.com/industryclusters](http://www.eflorida.com/industryclusters)

**Description:** Enterprise Florida's web links to the state's key targeted clusters:

**Clean Energy:** [www.eflorida.com/cleanenergy](http://www.eflorida.com/cleanenergy)

**Life Sciences:** [www.eflorida.com/lifesciences](http://www.eflorida.com/lifesciences)

**Information Technology:** [www.eflorida.com/infotech](http://www.eflorida.com/infotech)

**Manufacturing:** [www.eflorida.com/Manufacturing.aspx?id=154](http://www.eflorida.com/Manufacturing.aspx?id=154)

**Aerospace/Aviation:** [www.eflorida.com/aerospace\\_aviation](http://www.eflorida.com/aerospace_aviation)

**Homeland Security/Defense:** [www.eflorida.com/hsd](http://www.eflorida.com/hsd)

**Financial & Professional Services:** [www.eflorida.com/fps](http://www.eflorida.com/fps)

**Emerging Technologies:** [www.eflorida.com/emerging](http://www.eflorida.com/emerging)

### **Enterprise Florida: Knowledge Center for Economic Research & Data**

Web site listing economic reports, data, and research for economic development organizations and Florida businesses to utilize.

**Contact:** Enterprise Florida

**Phone:** 407.956.5614

**Web site:** [www.eflorida.com/knowledgecenter](http://www.eflorida.com/knowledgecenter)

**Description:** Enterprise Florida produces monthly, quarterly and annual reports on International Trade, Economic Quick views, Global economics and additional reports as follows:

