



Logistics & Distribution

Value Proposition

State of Florida



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THE LOGISTICS & DISTRIBUTION SECTOR IN FLORIDA



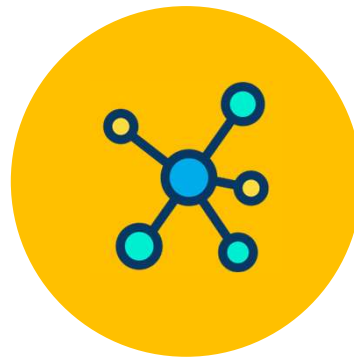
Logistics: Market Overview



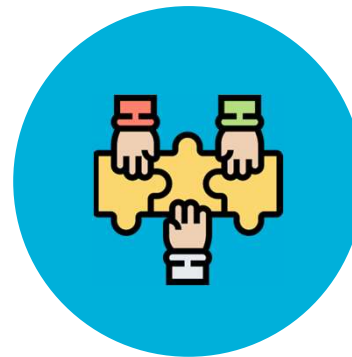
World-class logistics infrastructure



A leading logistics & distribution cluster



Business-friendly environment



Workforce Excellence



Logistics: Market Overview



A ready-made distribution hub for your business

As a leading international trade center, **Florida excels at getting people, products, and services anywhere - fast.** Most key global shipping lines and airlines alliances, (including specialized cargo operators), 3PFs and VALs have a presence in Florida and the state is the chosen destination for air cargo between the U.S. and Latin America.

As the home to 20% of U.S. exporters, there's no better place to set up in the U.S.



#1

1st in the U.S. for Air Cargo trade with Latin American countries



#2

2nd largest foreign trade zone network in the U.S.



#3

3rd largest cluster of transportation & warehouse establishments in the U.S



Did you know?

The Air Cargo Americas conference, held at the Miami Airport Convention Center, is one of the world's leading logistics and distribution events.

Over 4,000 top executives from over 30 countries attend to discover new solutions and strategize for the future!



Logistics: Talent



Workforce Excellence

With nearly **half a million professionals working in the logistics and distribution industry**, Florida's specialized workforce is never in short supply. Add to that the fact that the state is **the leader in the production of STEM* graduates**, and you'll be in safe hands with Florida when it comes to an innovative workforce.

Over 70,000 companies are taking advantage of this talent – will you?

430+
Thousand

Over 430,000 transportation & warehousing employees

#3

3rd most populous state in the country

#4

4th largest economy in the U.S.

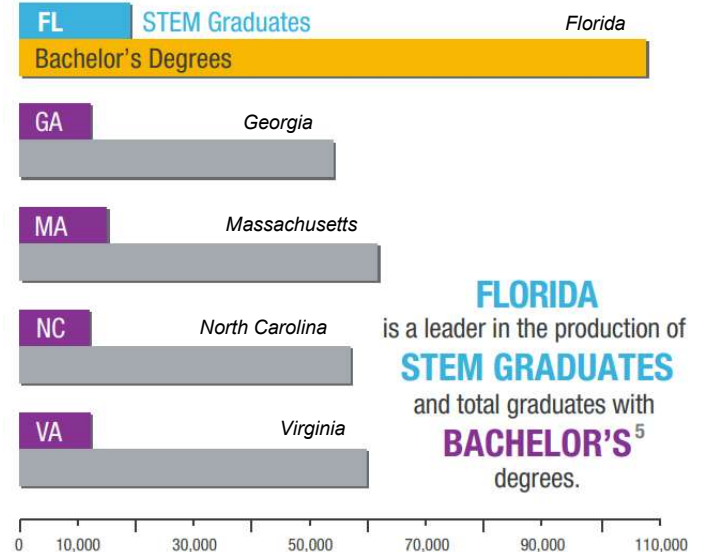


UNIVERSITY
OF MIAMI



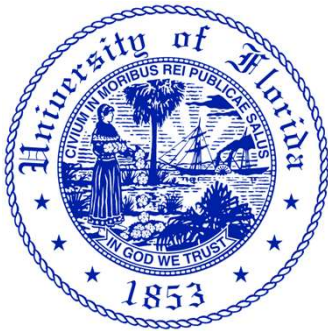
STEM Graduates

Total Bachelor's Degrees Awarded Annually



*STEM: Science, Technology, Engineering and Mathematics

Logistics: Talent



University of Florida

The University of Florida provides extensive and transdisciplinary research opportunities related to transportation, supply chain and logistics. Departments at the university such as the **Supply Chain and Logistics Engineering Laboratory** and the **Supply Chain Management Center** work closely with industry and government partners to develop innovative solutions for large-scale problems in Supply Chain and Logistics Management, as well as holding conferences and workshops, both on campus and at industry locations.

More generally, UF is a leader in a number of esteemed national rankings. It ranked 1st in the country for innovation impact (i.e. the most productive large university in the country at leveraging its research funding into new companies, jobs and ideas) and 3rd nationally in best universities for tech transfer.

At UF, you'll find the talent and innovation needed for your future in Florida for logistics and distribution.



University of West Florida

The Supply Chain Logistics Management BSBA degree at UWF is one of the leading courses in the country, counting on some of the best and brightest logistics professors in the country.

In addition to this course, **UWF's Center for Supply Chain Management Excellence** is dedicated to advancing research and teaching in supply chain management and logistics, working with corporations to deliver solutions and state-of-the-art industry research for a high-level learning environment for students.



“

We look forward to offering more than 1,000 full-time jobs with comprehensive benefits at our new fulfillment centers in Hillsborough County and Lakeland, Florida. We appreciate the state, city and county officials who have worked with us to bring these fulfillment centers to Florida. We're excited to join the community, bringing great jobs and investment to the area.

”

Mike Roth | Vice President of North America Operations | Amazon

Logistics: Existing Industry



A Leading Logistics & Distribution Industry

Home to 20% of all U.S. exporters and the second-largest foreign trade zone network in the nation, Florida is the ideal choice for logistics, supply chain and distribution companies to locate. Nearly every major global logistics integrator has a presence in Florida, including the headquarters for Ryder System, Inc., Landstar System Inc. and CEVA Logistics U.S, Inc.



The World's Biggest Players – They're Here

The broader wholesale trade, transportation and logistics industry in Florida accounts for over 71,600 companies, and employs more than half a million talented individuals across the state. As the Western Hemisphere's commercial gateway, **Florida is a top choice for any company in search of global access and a direct path to rapidly expanding markets in Latin America and the Caribbean.**

71,600

Companies in the Florida wholesale trade, transportation and logistics industry

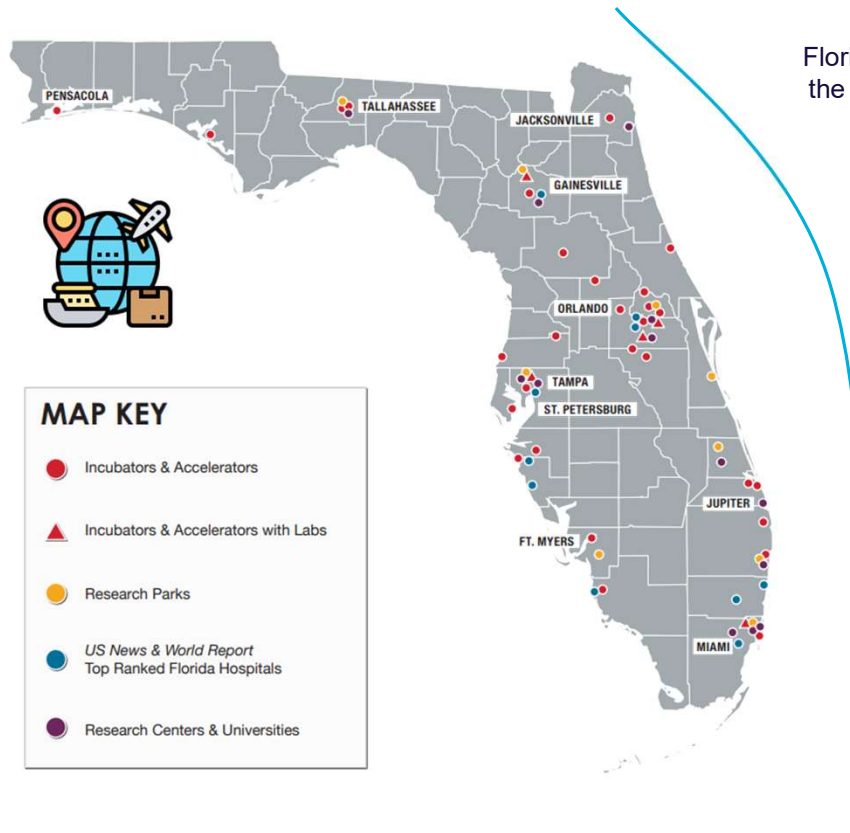


\$130bn

Value of goods flowing through Florida's ports & airports annually



Logistics & Distribution: Florida's Assets



Florida's Infrastructure Assets

Florida's has one of the most extensive multi-modal transportation systems in the world—giving you the ability to move your product anywhere in the world. So the only thing easier than operating your business in Florida is moving your product out.

- Florida's **seaports contribute \$117.6 billion in economic value to the state**, according to Florida Ports Council.
- Florida maintains the **second-largest foreign trade zone network in the country**.
- Once goods arrive in Florida, shippers and logistics providers can choose from approximately **122,000 miles of highway systems** and **3,000 miles of freight rail** to move shipments to their final destination.
- In addition to hosting the **third-largest cluster of logistics** companies in the country, Florida offers a **vast network of inland distribution centers** that supports the state's airports and seaports.



Commercial
Service Airport



Spaceports



14 Deepwater
seaports +1 in
development



Miles of
freight rail
tracks



Miles of
roadway

Logistics & Distribution: Industry Organizations



There are a number of industry organizations in Florida to help Logistics & Distribution businesses thrive in the state:



Florida Trucking Association

Florida Trucking Association is one of the oldest and most respected associations in the state – promoting and protecting the trucking industry for almost 90 years. FTA is the sole state liaison between the trucking industry and the legislative, regulatory and judicial branches of state and federal government.

The Association represents every sector of trucking: from agriculture, auto transport, LTL, private fleets; to companies relying on trucking to move goods; to manufacturers, banking, insurance and law firms that provide services to the industry.

Florida Customs Brokers & Forwarders Association



The Florida Customs Brokers & Forwarders Association (FCBF) is the Florida trade association for industry professionals. Its objective is to educate managers and staff alike to thrive in their businesses while keeping up-to-date with changing regulations, and advocate for our industry both at the state and federal levels.

FCBF members represent the various facets of the international trade industry, each being an authority in their specialized field. Our core members consist of licensed Customs Brokers, licensed NVOCC/OTIs, Foreign Freight Forwarders, TSA-Certified Indirect Air Carriers and/or IATA cargo agents.

Florida Ports Council

The Florida Ports Council is the professional association of Florida's 14 seaports, providing advocacy, leadership and research on seaport-related issues before state and federal government. Florida's ports support nearly 900,000 jobs in the state and contribute \$117.6 billion to the state's economy each year.



“ *O’Reilly currently operates over 90 stores in Florida, 30 of which opened within the past year. We see great opportunities to continue to expand our store base throughout Florida, and our new distribution center in Lakeland will provide us with the springboard necessary to successfully execute that growth.* ”

Greg Johnson | Executive VP Supply Chain | O’Reilly Auto Parts



LOGISTICS & DISTRIBUTION: SUCCESS STORIES



Success Stories



Rhenus Freight Logistics

Germany-based logistics provider, Rhenus Freight Logistics, announced in 2020 the opening of their new logistics centre in Miami, Florida.

Operating as the company's Americas headquarters, the 14,865 sq m warehouse provides transport solutions for consumer electronics, industrial telecommunications, fashion and retail and is **located across from the Miami International Airport and ten miles from the Port of Miami.**

In addition to its regional headquarters, **The Rhenus Group also acquired Florida-based high-tech supply chain specialist, Freight Logistics International,** to further strengthen its presence in the Americas.



Benefit from **the proximity to markets and customers.**



Rhenus expands presence in the Americas and opens warehouse in Miami



"Our regional headquarters for the Americas will serve both the North and South American continents. Its location is strategically convenient for our services to expand in the Americas and will create links to other regions such as Europe and Asia. Miami is the gateway to Latin America – our roots here will help us strengthen our global presence within the region and across new verticals."

Jörn Schmersahl | CEO | Rhenus Air & Ocean Americas

Success Stories



PostPlus

Dutch company PostPlus, a postal and express services company and subsidiary of Netherlands-based Cchain Global, **opened a new office in Miami in November 2021.**

The decision to set up a new location came **as a result of increased customer demand and a surge in e-commerce traffic**, with the company seeing an eight-fold increase in turnover in the two years since its launch.

The office in Miami marked a significant step for the PostPlus business, **being its first site in the U.S.** and its fourth international site, adding to Amsterdam, Tallinn and Guangzho, taking advantage of **the city's strategic location as a gateway to Latin America.**



POSTPLUS OPENS TWO NEW PREMISES TO COPE WITH "DRAMATIC" INCREASE IN PARCEL VOLUMES

Extend your talent pipeline into a vibrant and diverse labor market



*"Our new Miami premises are recognition of our increasing workload in North America. It is also another key strategic step forward. **We also know that the city has become an important gateway for shipments destined for Latin America** and as those volumes which we handle increase still further, it will play a vital role in our ability to support clients,"*

Wanne van Egmond | COO | PostPlus.

“ *Our new U.S. headquarters in Jacksonville will enable us to be close to cargo, ships and customers, and to consolidate our activities in one office location. Jacksonville is one of the world’s largest automotive ports, and a natural place for us to be located. We also view Jacksonville as an attractive location from a cost perspective.* ”

**Steinar Lovdal | Head of Capacity Management |
Höegh Autoliners AS**

WHY ESTABLISH IN FLORIDA?

Why Establish In Florida?



**Large, Dynamic
Market**



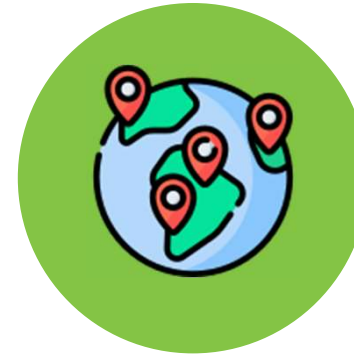
**Favourable Business
Environment**



**Capacity to Attract
Talent**



**Proximity to
International Markets**



**A Great Place
to Live**



A Large, Dynamic Market



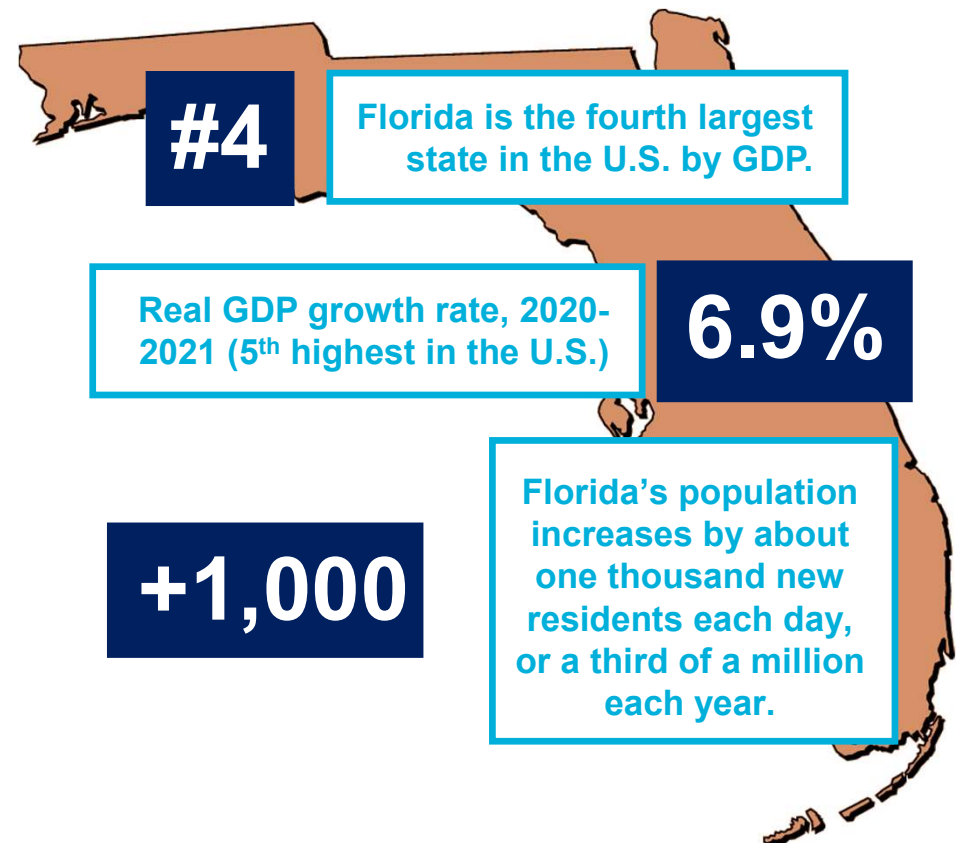
A Dynamic Place to do Business

Florida has a rapidly expanding consumer market, favorable business environment, deep pool of highly-skilled labor, and easy global access. **For many of the same reasons that Florida attracts tens of the millions of international visitors each year, it is also a magnet for businesses from all over the world.**

One of the Largest Economies in the U.S.

Florida's trillion-dollar-plus economy is the 4th largest among U.S. states, and among the Top 20 in the world – bigger than those of The Netherlands or Turkey, and about the same size as Indonesia's.

Home to about 22 million residents, Florida is now the 3rd most populous U.S. state, with one of the fastest growing economies. This vast, dynamic market offers tremendous business opportunities for international companies across a range of economic sectors.



#4

Florida is the fourth largest state in the U.S. by GDP.

Real GDP growth rate, 2020-2021 (5th highest in the U.S.)

6.9%

+1,000

Florida's population increases by about one thousand new residents each day, or a third of a million each year.

A Favourable Business Environment



#5

The fifth best state for business in the U.S., according to Forbes.com.

A Pro-Business Regulatory Environment

Florida consistently ranks among the best states for business, thanks to its **pro-business state tax policies, competitive cost of doing business** and **streamlined regulatory environment**. Government and economic development leaders work together to ensure that the state's business climate remains favorable to companies of all sizes, including some of the nation's leading corporations.

More Affordable Land, Labor and Capital

Beyond that, Florida offers a **cost-efficient alternative to high-tech states** with more affordable land, labor and capital than its competitors. The state's regulatory agencies and local governments provide quicker, less costly and more predictable permitting processes for significant economic development projects without reducing environmental standards. **Florida's zero percent personal income tax** also makes it easier for you to build the business of your dreams. means more flexibility to More money in your pocket today spend on your business, your family and your future.



State	Overall Rank	Corporate Tax Rank	Individual Income Tax Rank
Florida	4 th	7 th	1 st
Nevada	7 th	25 th	5 th
North Carolina	11 th	4 th	16 th
Texas	14 th	47 th	7 th
South Carolina	31 st	5 th	33 rd
Georgia	32 nd	8 th	35 th
California	48 th	46 th	49 th
New York	49 th	24 th	50 th

#4

Florida is the country's 4th best business tax climate, according to the 2022 State Business Tax Climate Index.

Capacity To Attract Talent



Florida ranked 1st for Higher Education in the nation in 2021, according to U.S. News.

#1



An Attractive Workforce for Businesses

Florida's talent pipeline is consistently ranked among the best in the nation, in large part due to **the state's excellent educational institutions** and **unique workforce training programs**. Florida's colleges and universities are among the nation's top performers of research & development and commercialization of technologies, and the states customized training programs and incentives help companies become operational and profitable in less time and with lower costs.



A Wider, More Diverse Talent Pool

As one of the largest states in the nation, Florida offers a large and talented pool of workers to employers. **Florida's labor force is also more affordable than other leading high-tech states, thanks to a favorable tax structure and lower business costs.** In addition, Florida's professionals are more culturally and linguistically diverse, providing additional competitive advantages to employers in the global marketplace.

#3

Florida is home to the nation's 3rd largest workforce, totaling more than 10 million.

Proximity To International Markets



Did you know?

There are more direct flights from Florida airports to Latin American and Caribbean cities than from the rest of the United States combined! Miami is regularly voted "best Latin American city for business" by CEOs.

	London ~ 8 hours
	New York ~ 2.5 hours
	Rio de Janeiro ~ 9 hours
	Los Angeles ~ 5 hours
	Toronto ~ 3 hours

*Average flight duration,
Florida to major global cities*

Global Connectivity

With its **state-of-the-art infrastructure**, Florida enables the efficient movement of goods, people, and data across the globe. The state's multimodal transportation system includes **20 commercial airports**, 15 deepwater seaports, advanced highway and rail networks, modern fiber-optic telecoms networks, and several major highspeed data transmission hubs. Florida is also **home to one in five U.S. exporters**, with the combined annual value of goods and services exports exceeding \$100 billion.

Gateway to Latin America

Florida is the Americas' commercial crossroads. Due to its strategic geographic location, advanced infrastructure, access to finance, and multi-cultural and multi-lingual workforce, **Florida serves as the principal gateway to Latin American and Caribbean markets for both U.S. and overseas companies** and accounts for about a third of total U.S. trade with Latin America and the Caribbean.

International Business Hub

Florida is host to several thousand affiliates of companies based outside the United States, including hundreds of hemispheric or regional corporate headquarters. Besides corporate HQ's, many international firms have located other kinds of facilities in Florida, such as manufacturing plants, R&D labs, sales and marketing offices, logistics and distribution operations, and customer service centers, to take advantage of **easy access to markets worldwide.**

A Great Place to Live



A Forever Home

You can find everything you need in a place to live in Florida. With fantastic weather, access to some of the world's best beaches and a plethora of things to do (from water sports to cultural experiences), you'll never be bored!

Living here won't break the bank either. The majority of areas are very **affordable to live in compared to other U.S. states**, finding a house/job is easy and **you'll pay no state income tax** as a resident in Florida.



State	Overall Rank	Education	Economy
Florida	10 th	3 rd	8 th
North Carolina	13 th	7 th	17 th
Georgia	18 th	26 th	12 th
New York	21 st	16 th	43 rd
California	24 th	20 th	10 th
Texas	31 st	34 th	9 th
Nevada	37 th	25 th	5 th
South Carolina	42 nd	44 th	18 th

U.S. News, Best States 2021 Ranking, Florida vs. comparable states

0%

Residents are not required to pay state income taxes in Florida.



“

The choice of Miami responds to the key importance of this city as a distribution hub for Latin America".

”

Alejandro Arola | President | Arola

INTERNATIONAL BUSINESS SUPPORT

Who We Are



Who we are

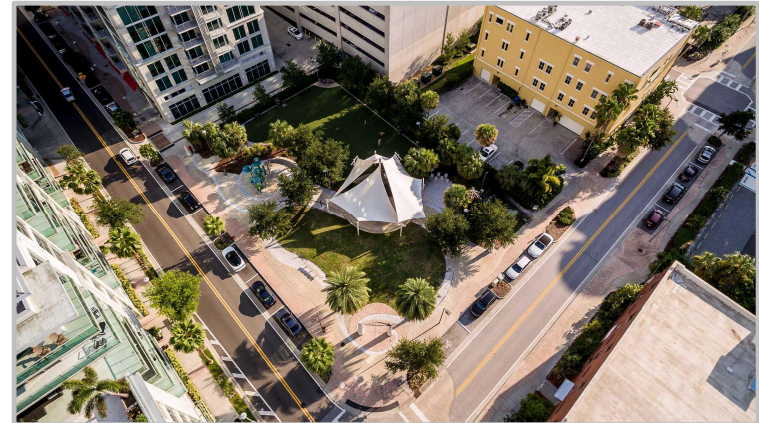
Enterprise Florida, Inc. (EFI) is a private, not-for-profit corporation, chaired by Florida's Governor. As a public-private partnership (3P), EFI is funded both by the State of Florida and by contributions from the private sector.

What we do

EFI's goal is to promote Florida as a premier business destination and expand the state's economy through private-sector job creation.

In pursuit of this mission, EFI works closely with a statewide network of economic development partners, including government agencies, sector associations and chambers, universities and other stakeholders.

Our job is to support your business to establish successfully in Florida and thrive once you're here.



Our Services



How Florida supports foreign companies

Enterprise Florida maintains a network of 20 international offices in 13 countries who can provide assistance to foreign companies interested in establishing in Florida. These services include:



Providing information on Florida's economy, market, regions, key industry sectors, demographics, workforce, and growth opportunities



Assistance with site selection, property searches, available incentives, tax rules, regulatory requirements & permitting, and procedures



Connecting local companies with Florida suppliers of products/services



Fostering partnerships between local institutions and their counterparts and/or stakeholders in Florida



Our Partners



Our partner organisations

Enterprise Florida has forged strong partnership linkages not only between business and government, but between leaders at the state and local level.

By collaborating with 67 statewide economic development offices, community leaders, utility partners, regional partners and other local affiliates, EFI serves as the go-to resource for companies looking to grow their business in Florida.



State partners



Regional partners



Incentives



Florida offers incentives for all types of businesses, from corporate headquarters to manufacturing plants and service firms. These include:

Brownfield Incentives

Businesses that cleanup and redevelop an existing brownfield site are provided with generous financial incentives, regulatory benefits, technical assistance, and liability protection.

Advantages include:

- A \$2,500 Job Bonus Refund for each new job created
- Expedited permitting
- Increased State Loan Guarantee
- Voluntary cleanup tax credits



High Impact Performance Incentive (HIPI)

The High Impact Performance Incentive is a negotiated grant used to attract and grow major high impact sectors in Florida. These include:

Clean Energy, Corporate Headquarters, Financial Services, Logistics, Information Technology, Advanced Manufacturing, Transportation Equipment Manufacturing, and Semiconductors;

The company must create at least 50 new full-time jobs and at least a \$50 million cumulative investment in a three-year period (if an R&D facility, 25 jobs and \$25 million).



Capital Investment Tax Credit

The Capital Investment Tax Credit is used to attract and grow capital-intensive industries in Florida. It is an annual credit, provided for up to twenty years, against the corporate income tax.



Other Notable Incentives

- Research & Development Tax Credit
- Tax Exemption for Research & Development Equipment
- Urban Job Tax Credit Program



Find out more at: <https://www.enterpriseflorida.com/why-florida/incentives/>

Incentives



Florida also offers a variety of training programs to support new and expanding businesses to hire talent in the state.

CareerSource Florida

Many of these training programs are delivered by CareerSource Florida, the statewide workforce policy and investment board.

With support from **the Department for Economic Opportunity, 24 local workforce development boards** and **100 career centers throughout Florida**, CareerSource Florida advances policies and initiatives that enhance worker productivity and business competitiveness.

Its notable training programs include the **Quick Response Training Program** and the **Incumbent Worker Training Program**.



Quick Response Training

This program provides grant funding for customized training to new or expanding businesses. The program is flexible and structured to respond quickly to meet business training objectives.

A local training provider – community college, area technical center, or university – is selected and available to assist in the application process and program development or delivery.

If the business has a training program in place, a state training provider will supervise and manage the training program and serve as the fiscal agent for the grant funds.



Incumbent Worker Training

This program provides employers with funds to train currently employed workers in an effort to keep their firms and workers competitive. The program addresses retraining to meet changing skill requirements caused by new technology, retooling, new product lines, and new organizational structuring.

