

BUSINESS ASSISTANCE SERVICES



THE BEACON COUNCIL
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Miami, Florida 33130
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"The Beacon Council has been a valuable partner to American Airlines in supporting our rapid expansion in Miami over the past several years."

Art Torno

Managing Director, American Airlines

"We greatly appreciate The Beacon Council's leadership role and support in making our introduction to Miami successful and the prospects for our move exciting. It was a pleasure to hear your views and to benefit by your experience."

General Barry R. McCaffrey

Commander in Chief, US Southern Command

"The Beacon Council was a key player as we sought, found and developed a location in Miami for a center critical to our operations. The Council was on the ground floor of our recruiting efforts, helping MCI create hundreds of jobs in Miami including a significant portion for minority residents. Just as important, the group was able to help pinpoint business incentives and ensure MCI could appropriately give back to the community it entered."

Edward M. Bergstraesser

Media Relations Manager, MCI

"The Beacon Council proved to be a valuable resource for MTV Latino. The information regarding real estate, labor availability and the introductions to local government officials was particularly helpful."

Dwight W. Tierney

Senior Vice President/Administration, MTV Networks

"The Beacon Council was instrumental in assisting with our choice of location and it is still involved."

Gavin Bruce

General Manager, Samsung Telecommunications America, Inc.

"The site selection process is becoming ever more difficult. The Beacon Council in Miami was committed to assisting us through this assignment. The expertise of The Beacon Council simplified the site selection process and generated maximum results for our Company."

Greg Long

Corporate Real Estate Director, Hallmark Cards

"Southern Peru Copper was looking to expand its operation in Florida. The Beacon Council provided valuable information and worked closely with us to expand our vendor base allowing us to increase our work force and purchasing operation in Miami."

Aramis Nieto

Logistic Coordinator, Southern Peru Copper-Logistics Services, Inc.

The Beacon Council, Dade County's economic development organization, is charged with providing access, programs and leadership to facilitate the economic development of Miami/Dade County.

To help accomplish this mission, The Beacon Council offers the following services to qualified businesses expanding operations or locating new businesses in Dade County at no cost and in total confidence.

MARKET RESEARCH

Comprehensive market research services are provided by The Beacon Council, including:

- ◆ Identification of demographics and average wage rates
- ◆ Labor cost comparison and analysis
- ◆ Real estate site and facility costs
- ◆ Corporate and personal tax data information
- ◆ Utility services and costs
- ◆ List of major employers, multinational and Fortune/Service 500 companies
- ◆ International trade and commerce statistics and reports
- ◆ Transportation network details including air, sea, truck and rail routes
- ◆ Quality of life information including reports on local education, housing, cost of living, health care and cultural and recreational opportunities

PERMITTING ASSISTANCE

The Beacon Council can facilitate and expedite required permitting for new and expanding businesses through its permitting assistance program established in conjunction with Metro-Dade County.

BUSINESS INCENTIVES

The Beacon Council offers assistance in identifying and procuring local, state and federal incentive programs for qualified businesses related to enterprise zones, labor training, road improvements, construction of new facilities, purchase of new manufacturing equipment, tax-exempt industrial revenue bond financing and more.

LABOR RECRUITMENT

The Beacon Council works in coordination with local, state and federal labor service providers to assist businesses to recruit and train labor.

Support is also available to companies creating local jobs when qualifying for state labor assistance programs and grants.

SITE IDENTIFICATION

The Beacon Council works closely with local real estate professionals to locate viable sites based on individual company needs, and maintains a computerized site and building file detailing manufacturing, distribution, warehouse, office sites, and raw land availability.

FINANCING

The Beacon Council provides assistance in identifying appropriate public and private sector sources for funding, and co-sponsors the publication *South Florida Money* which identifies and describes local financial services and sources of funding for growing businesses.

MINORITY BUSINESS & ECONOMIC DEVELOPMENT

The Beacon Council provides assistance to Black, Hispanic and women-owned businesses, particularly firms seeking to expand in Dade County. Special emphasis is placed on increased capital formation and equity financing. All other Beacon Council services are also accessible to minority-owned businesses.

BEACON COUNCIL RESOURCES

Miami Business Profile: Annual statistical publication of demographic information about Dade County's business community including a directory of major employers.

Business Assistance Resource Guide:

A comprehensive listing of resources available to new and existing businesses in Dade County.

South Florida Money: A complete listing of sources for business financing in South Florida.

The Beacon Council Economic Report:

A quarterly analysis of Greater Miami's business climate.

REQUEST FOR ASSISTANCE

Yes, I would like more information in order to:

- Expand our operations in
Miami/Dade County
- Establish new operations in
Miami/Dade County

Organization: _____

Representative: _____

Title: _____

Address: _____

City/State: _____ Zip: _____

Business Telephone: () _____

Type of Business: _____

If you wish to make an inquiry, please contact one of the following departments at The Beacon Council:

- Expansion/Retention and Major Projects*
Telephone: (305) 579-1369
- For companies located outside Miami/
Dade County, *World Marketing*
Telephone: (305) 579-1351
- For minority-owned businesses,
Financing Programs
Telephone: (305) 579-1361
- For all Departments fax: (305) 375-0271
or send e-mail to beacon1@gate.net



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