

Florida Trade and Logistics 20

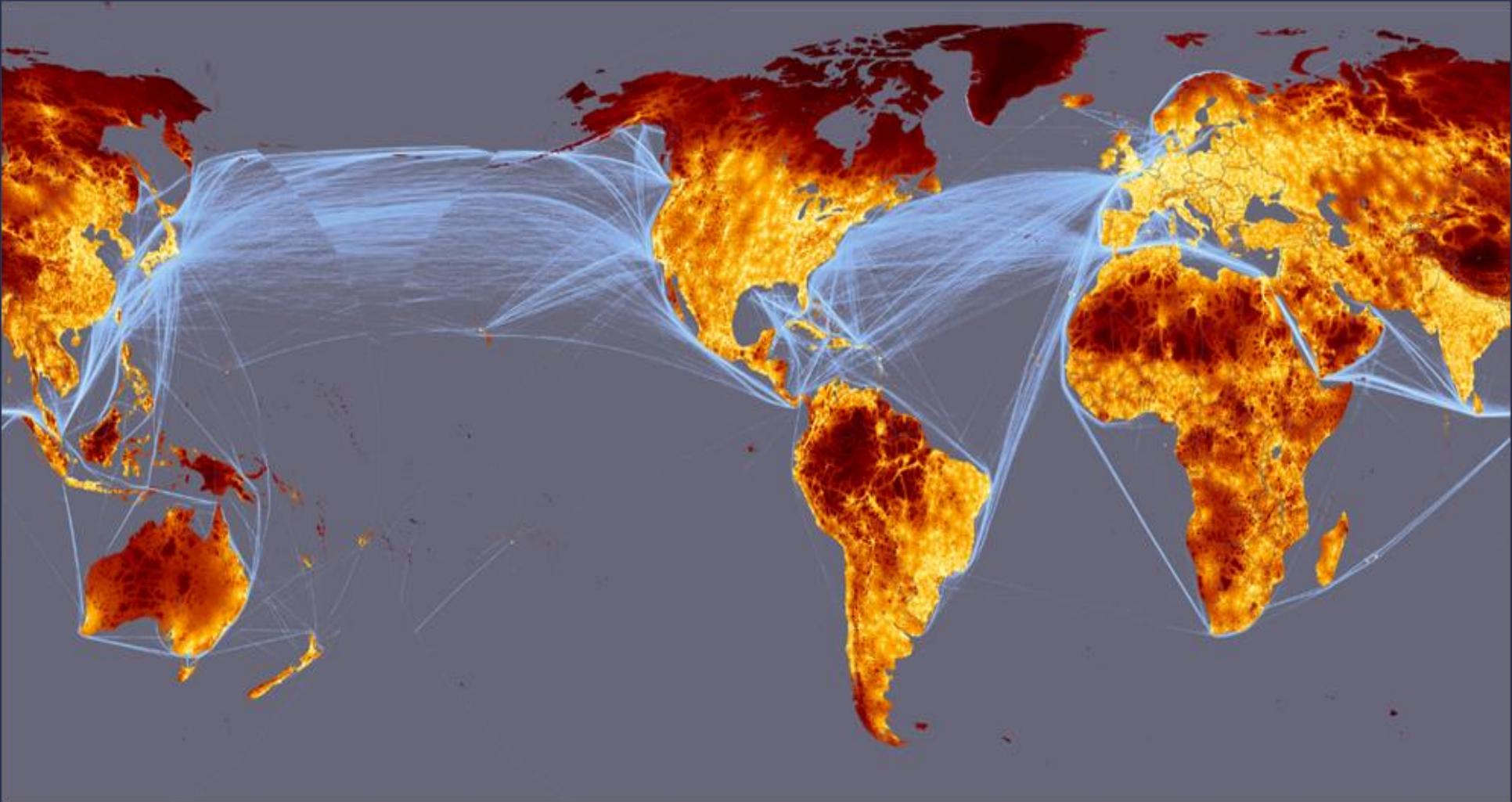
FLORIDA: MADE FOR TRADE

Bank of America
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FLORIDA
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Foundation

Why Focus on Trade?



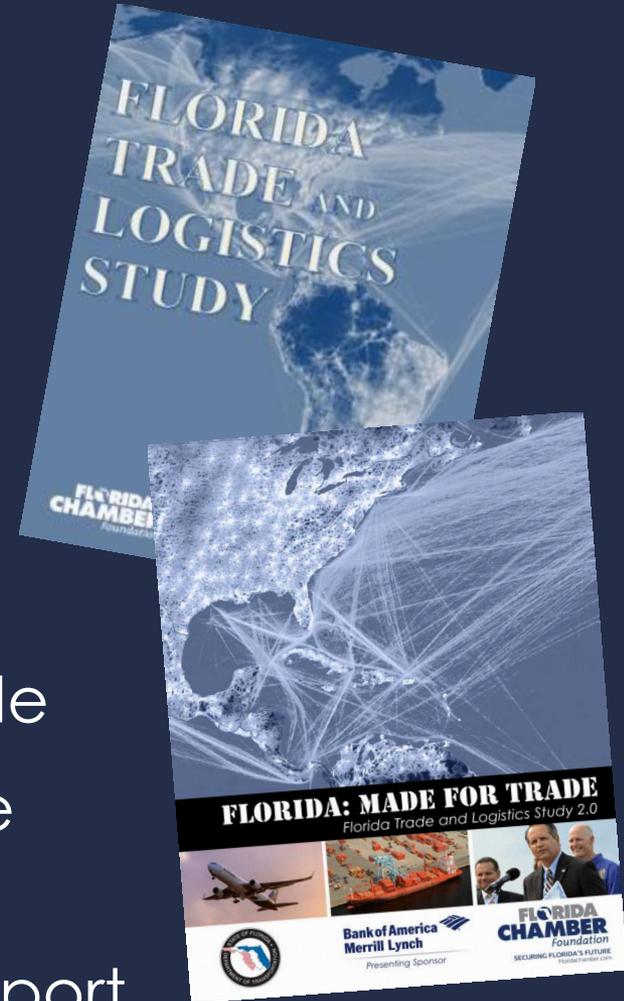
Florida Trade and Logistics Study

- **Phase I (2011)**

- Document existing and project future trade flows
- Recommend strategies for Florida to compete globally

- **Phase II (2013)**

- Establish the business case for trade
- Identify opportunities and provide recommendations
- Regional implementation and support



**Bank of America
Merrill Lynch**



ATKINS



**FLORIDA
CRYSTALS**



FLORIDA SEAPORTS
CHARTING OUR FUTURE



GUNSTER
FLORIDA'S LAW FIRM FOR BUSINESS



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Trade Is Big Business

60,200 Florida companies export products

\$66 billion in Florida-origin exports



20,600 Florida companies import goods

\$72 billion in imports to Florida

Trade Brings Jobs

Trade and logistics jobs pay...



+

23,000

More trade and logistics jobs since 2010



30%

more than average for all jobs in Florida



+

9,200

More manufacturing jobs since 2010

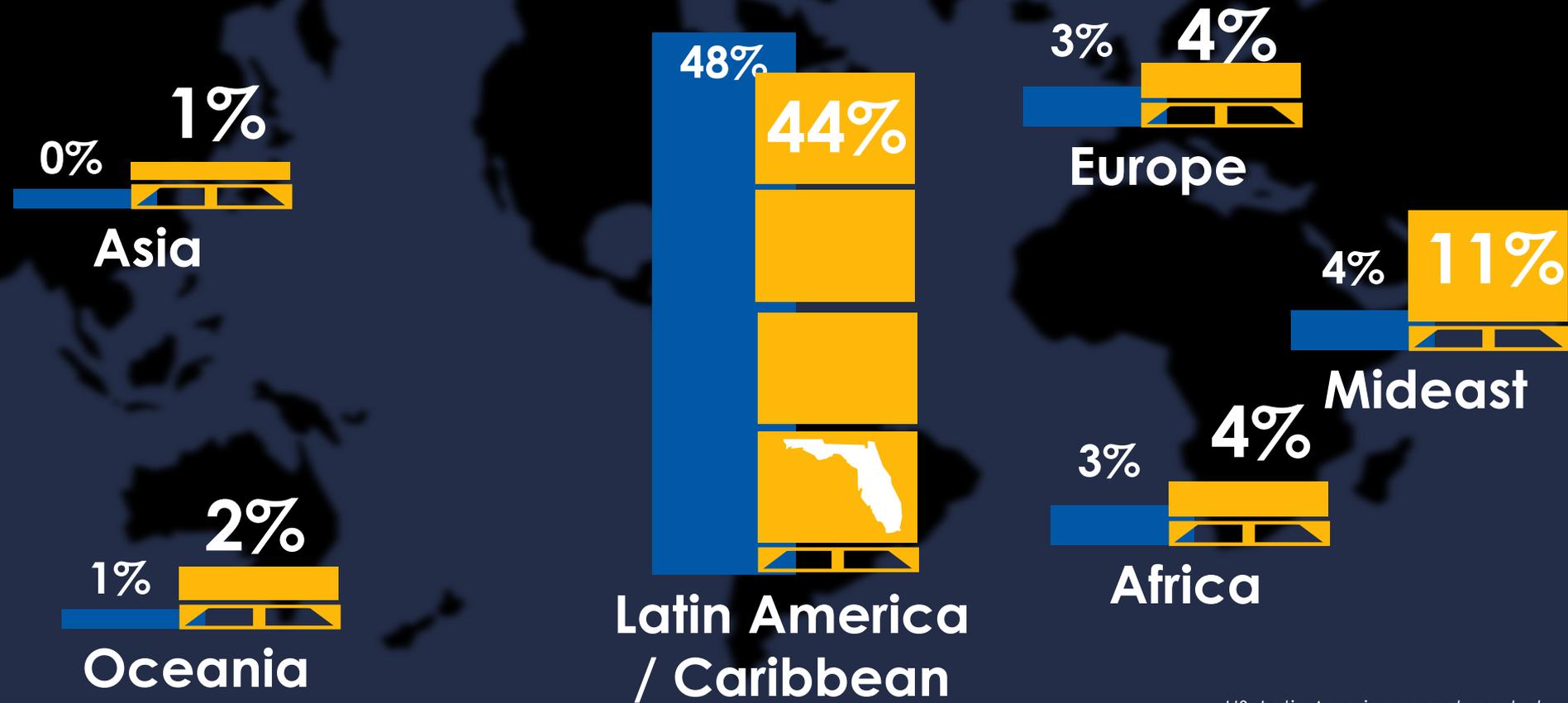
North/South Trade Florida's Strength



of Florida
merchandise
trade flows to
and from the
Latin America
& Caribbean

But Trade Patterns Are Shifting

Florida Merchandise Exports as Share of U.S. Exports, 2002-2012



US- Latin America exports exclude petroleum and chemicals

2002 2012

Florida Freight Flows Are Imbalanced

Intra Florida
543 million tons

Imports
146 million tons

Exports
85 million tons

Doubling FL-Origin Exports by 2015?

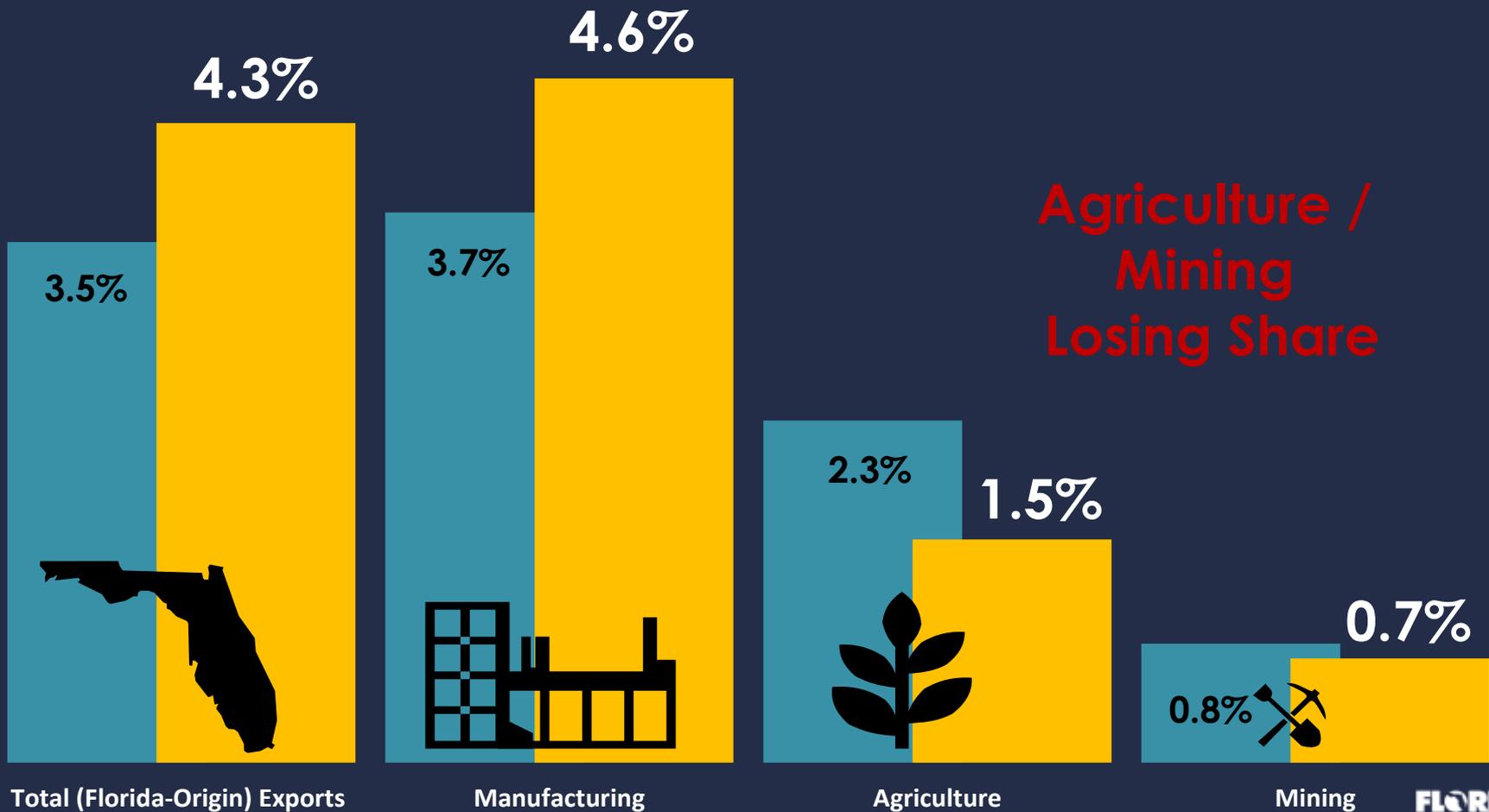
- Exports (2015 Target)
- Exports (Actual Value)



How Do We Catch Up?...

FL-Origin Exports by Major Commodity as % of US Total, 2002-2012

Manufacturing Gaining Share



Multiplying the Impacts



10 jobs

...in export-oriented manufacturing supports...



9

more jobs in retail and warehousing



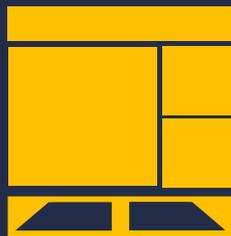
8

more jobs in business services



3

more jobs in transportation



30 jobs

... in total supported by
Florida export manufacturing

Florida's Global Connections

3 million foreign-born residents

10 million foreign visitors

8,000 multinational firms

80 foreign consulates

68 bi-national chambers of commerce



A yellow dot (●) indicates one of this metro area's top 20 international partners



**Move more trade through
Florida sea and air gateways**

**Make, grow, and refine
more products for export in Florida**

**Multiply the impacts
of trade in Florida**

Challenge: Port Capacity, Service



Access



Waterside



Carrier Service

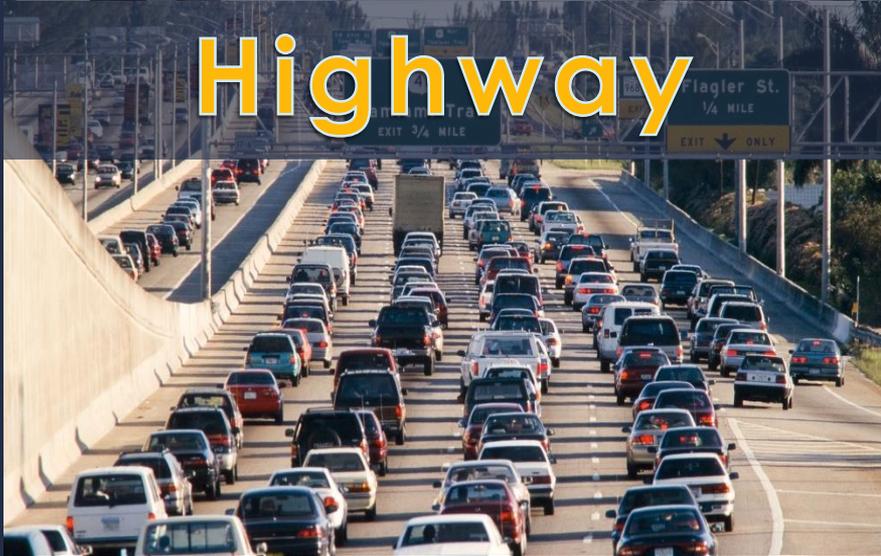


Operations

Challenge: Landside Connectivity



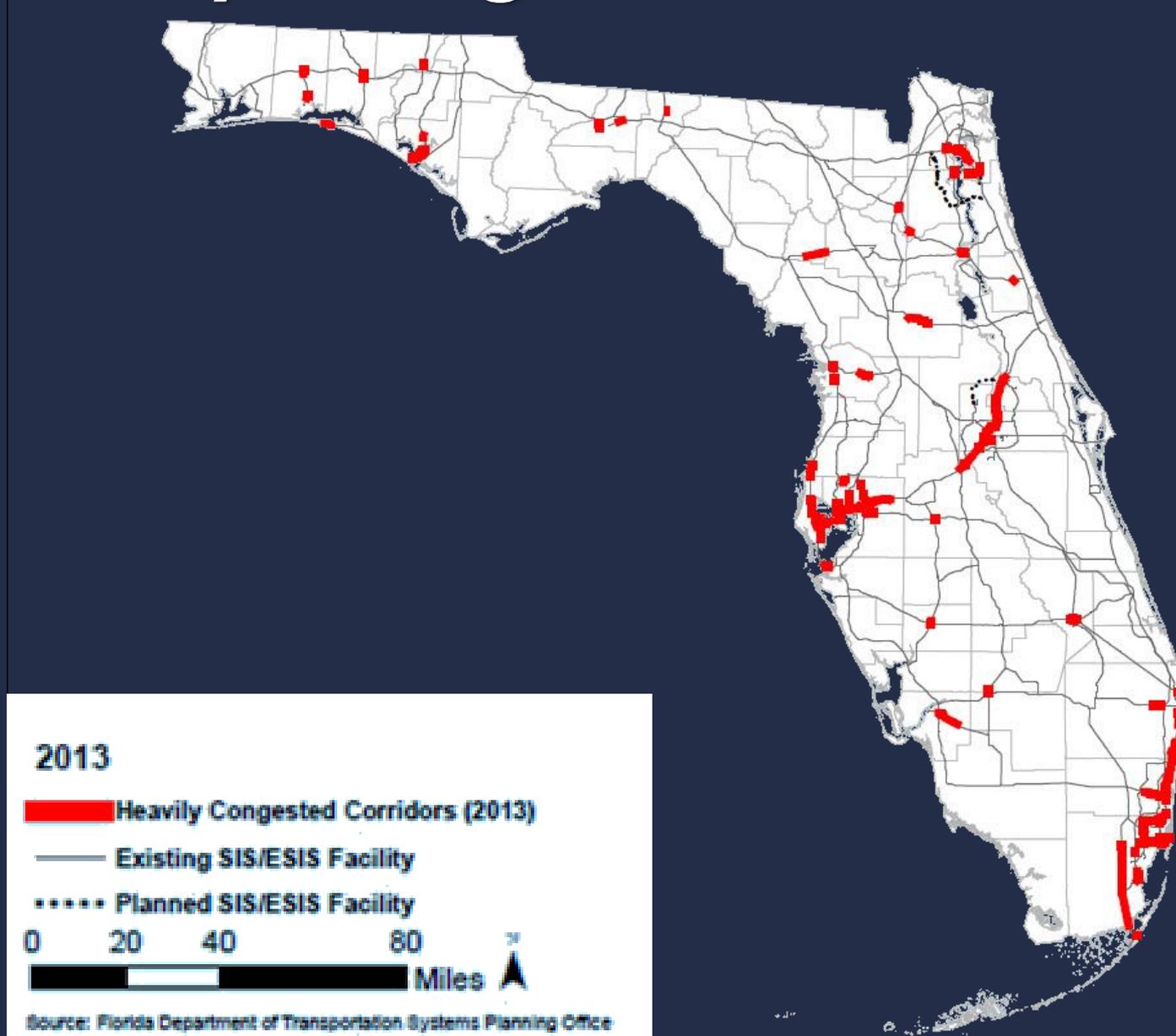
Last Mile
Highway



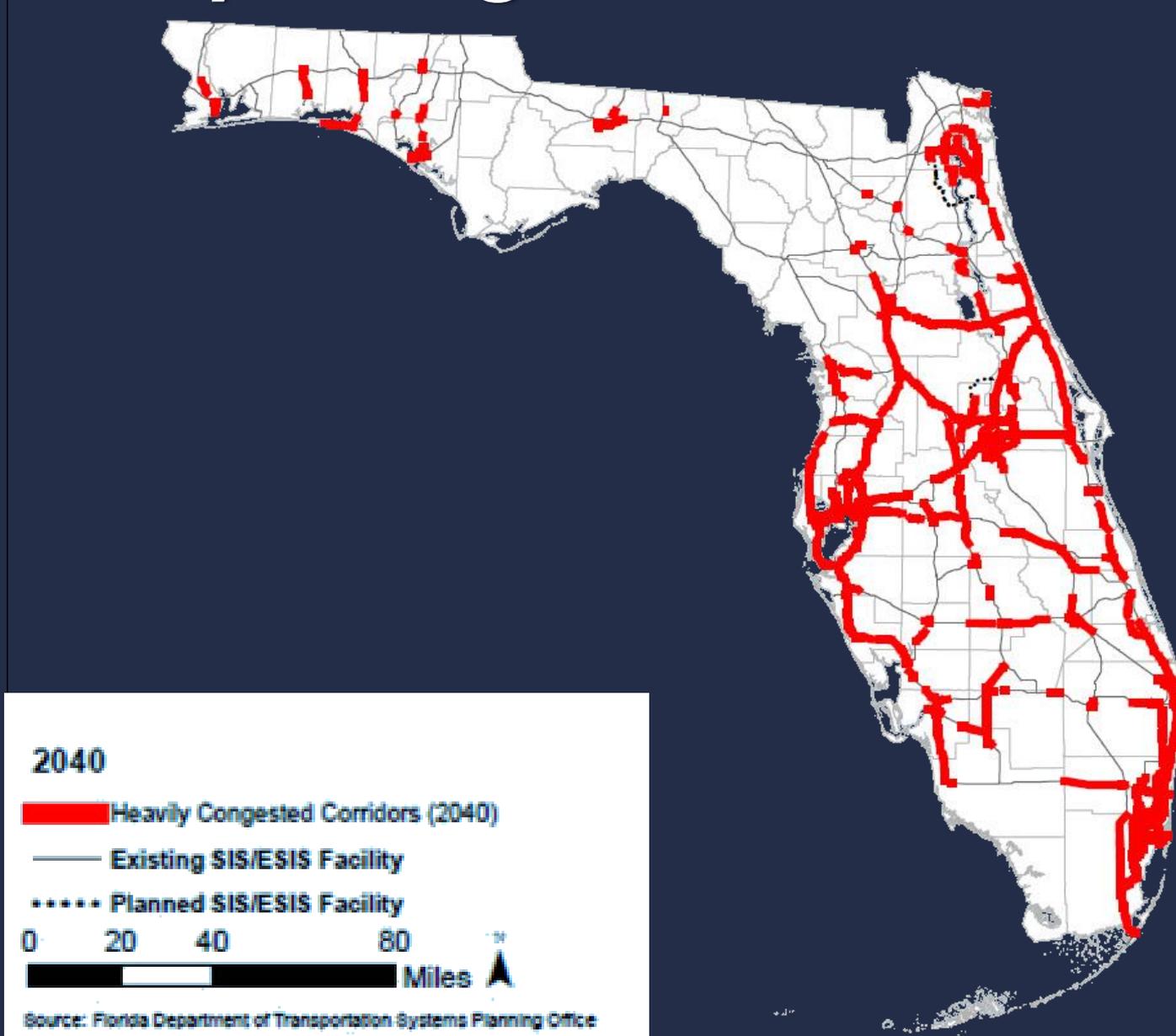
Intermodal
Rail



Heavily Congested Corridors, 2013



Heavily Congested Corridors, 2040



Challenge: Distribution Network



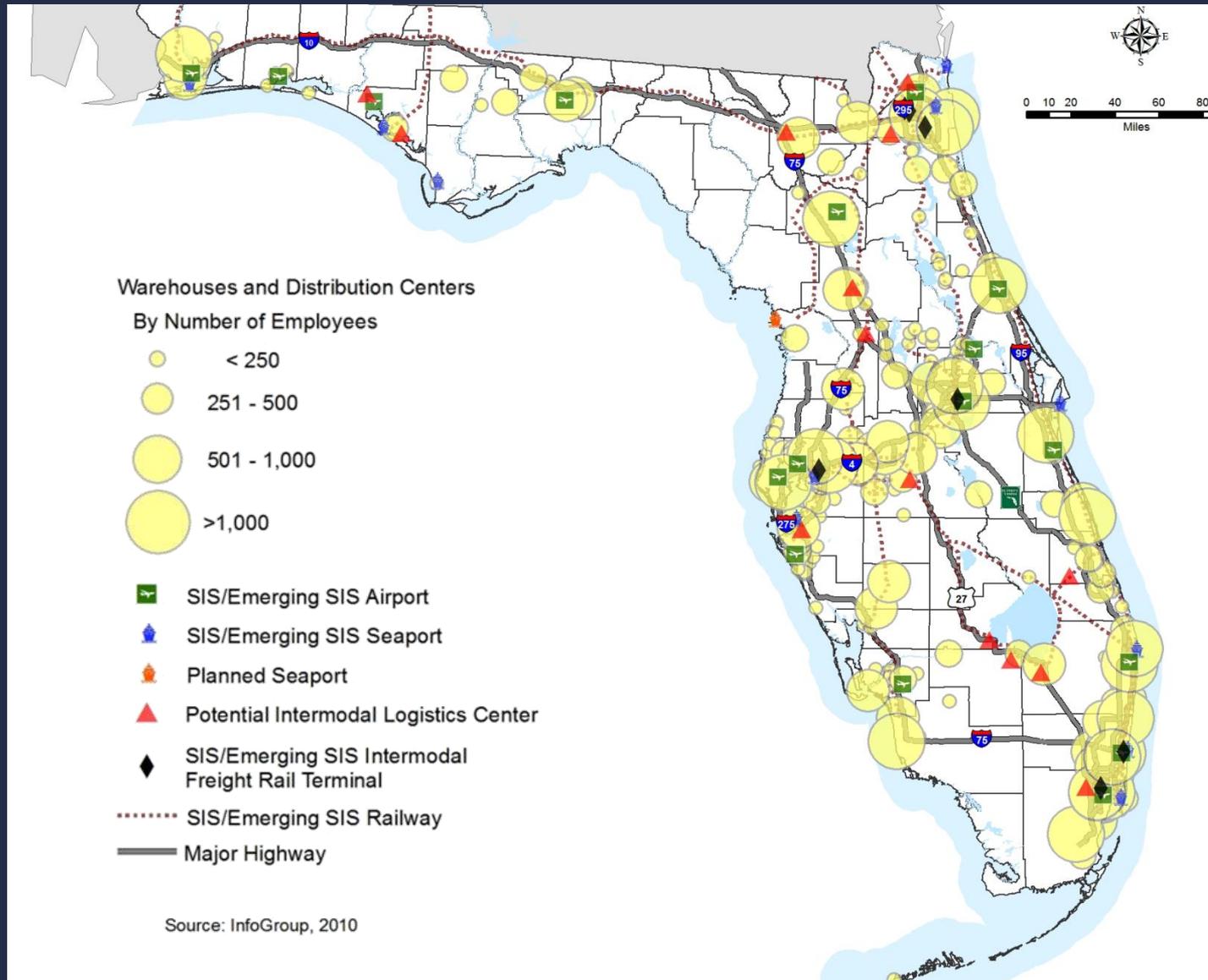
Land Uses
Access



Proximity
Connectivity



Challenge: DC Location, Capacity



Challenge: 'Soft' Infrastructure



Inspection

Testing



Certification
Workforce



TL 1.0 Recommendations, 2010

1. Support **Governor's leadership** as Florida's economic development officer
2. Create at least one **"first port of call"**
3. Identify global trade & logistics as **statewide targeted industry**
4. Continue efforts to **double value of Florida origin exports**
5. Expand Miami's role as a **global air cargo hub**
6. Develop integrated statewide network of **trade gateways, logistics centers, and freight corridors**
7. Provide **sufficient and reliable funding** for future state investments

Statewide Action

- Governor's leadership
 - Legislative action
 - State agency alignment
 - Industry commitment



Implementation Is Underway

- **2011 Legislature**

- Added global trade/logistics to Florida's **Qualified Targeted Industries**; expanded incentives
- Eliminated duplication in **seaport security requirements**

- **2012 Legislature**

- Required FDOT to create **Florida Freight Mobility and Trade Plan**
- Provided targeted funding for **strategic seaport investments** and **intermodal logistics centers**

Implementation Is Underway

- **2013 Legislature**

- Eliminated **sales tax on manufacturing equipment**
- Expedited **manufacturing site approval process**
- Provided **targeted incentives** for space, aerospace, defense industries
- Expanded incentives for use of **natural gas in Florida vehicles**
- Increased funding for **Enterprise Florida trade programs**

Implementation Is Underway

- **FDOT**: Office of Freight, Logistics, Passenger Operations; Freight Mobility and Trade Plan; “Quick Fix” projects; strategic investments
- **Department of Economic Opportunity**: Strategic Plan for Economic Development
- **Enterprise Florida**: New targeted industry cluster; trade missions; export marketing plans
- **Workforce Florida**: Quick Response Training; Career Academies



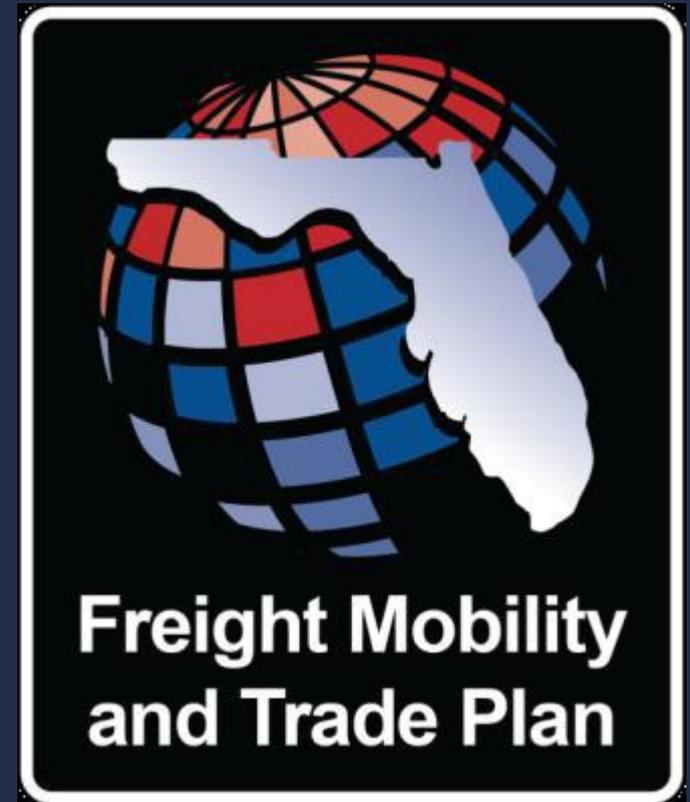
Freight Mobility & Trade Plan

Statutory Mandates

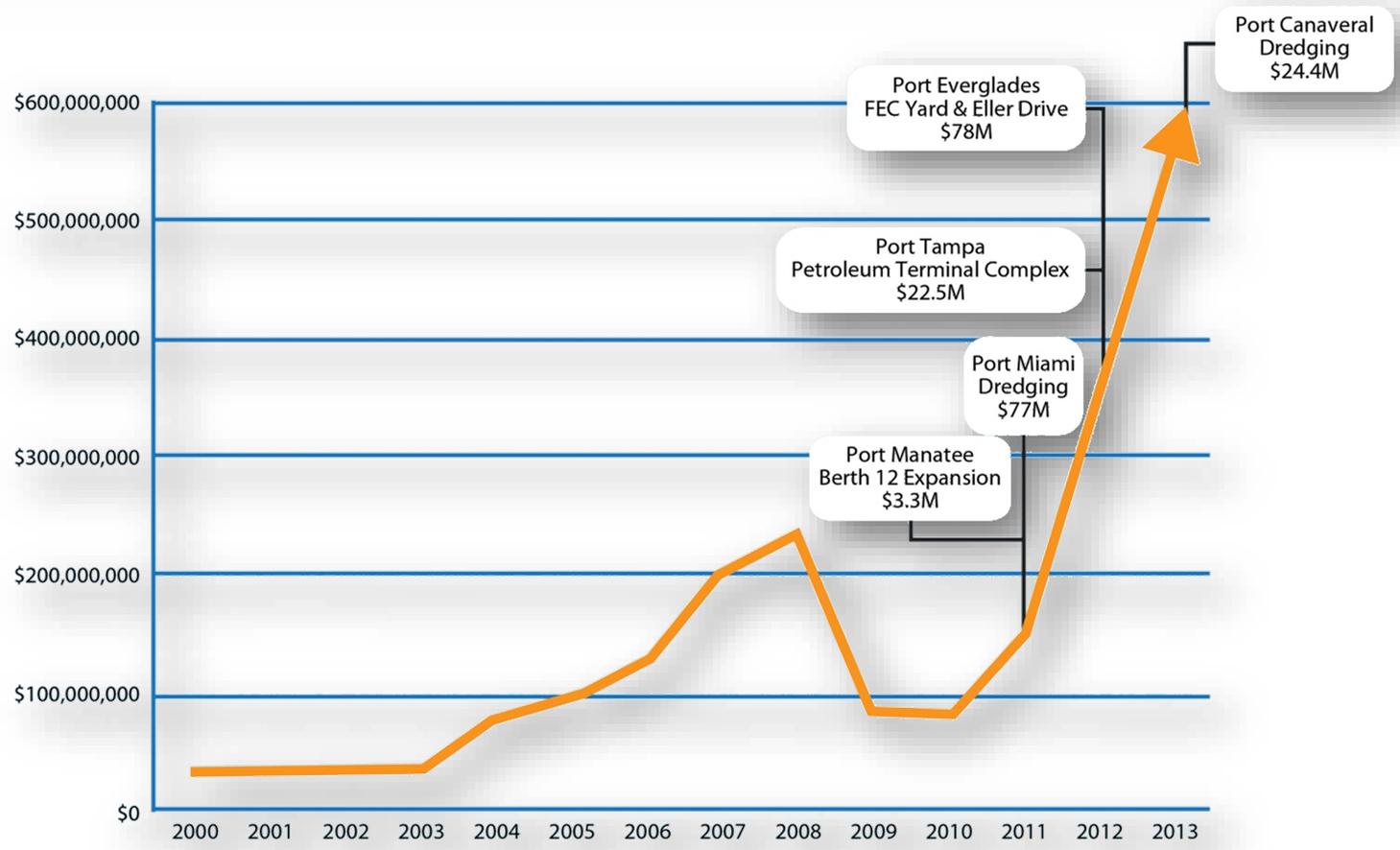
- Florida Legislature, HB 599
- Federal MAP-21

Two Elements

- Policy – adopted June 2013
- Investment – by July 1, 2014



State Investment in Florida Seaports



In the past 20 Months, Florida has nearly tripled its investments in the state's port system. Under Governor Scott's leadership and FDOT's initiatives, Florida's investment in expanding and modernizing its seaports has grown from **\$148.8 million in 2011**, to **\$562.7 million in 2013**.

Intermodal Logistics Centers

- **FDOT Investment of \$5 Million**
 - \$42 million of private sector contribution
 - Estimated 1,213 total Florida jobs

INTERMODAL TRANSFER IMPROVEMENT

PORT OF PANAMA CITY INTERMODAL DISTRIBUTION CENTER



12.6%
Project ROI

23

Jobs Created



TRANSFER & BULK RAIL EXPANSION

KEYSTONE ILC TERMINAL



2,100

Linear Feet of Rail Constructed

+



1

Bulk Transloading Facility

99 Jobs Created



ILC GRANT HIGHLIGHTS

PORT MANATEE COMMERCE CENTER

76 New Direct High Wage Jobs



INVESTING IN A BIG RETURN

SOUTH FLORIDA LOGISTICS CENTER

274%
Project ROI

\$5.9 M

Increase in tax revenues



1,015
Jobs Created



TL 2.0 Recommendations, 2013

1. Continue **strong leadership** role of Governor and **alignment** of public and private sectors
2. Continue **strategic emphasis** on trade and logistics by state agencies
3. Integrate, expand, and provide **sustained funding** for programs with **proven impact**
5. Make **strategic investments** to ensure Florida is “**best in class**” Ensure an ongoing, **strategic presence** for Florida at the **national level**
6. Enhance **regional freight partnerships** across Florida
7. Develop a **Florida Trade and Logistics Institute**

What's Next?

- Broadening targets
 - Export-oriented manufacturing
 - Value-added services
- Making Florida “best in class”
 - Trade gateway and business processes
- Preparing for the future
 - Future Corridors
 - Autonomous vehicles
- Sustaining partnerships
 - Florida Trade & Logistics Institute

For More Information

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Download *Florida Trade & Logistics 2.0* report
www.flfoundation.org