



Florida's
Rising Region for
Economic
Development

nflp.org

Welcome to...

EXPERIENCE *North Florida!*

February 9-11, 2014
Honey Lake Plantation Resort & Spa



NORTH FLORIDA
ECONOMIC DEVELOPMENT PARTNERSHIP



Welcome to *Experience North Florida!*

Guests,

On behalf of the North Florida Economic Development Partnership's Board of Directors, Experience North Florida Corporate Sponsors, and our entire region it is my pleasure to welcome you to beautiful Honey Lake Plantation Resort & Spa. We are excited to have this opportunity to begin forging personal relationships with you and learning about industry trends and the community best practices you have observed, just as I am sure you are looking forward to learning about each of us and our region.

Our communities have a tremendous amount of value to offer your perspective clients seeking a rural location close to major markets. Each community is conveniently located near major Interstates; deep water ports; major regional and international airports; research universities in Tallahassee and Gainesville; state colleges and community colleges; technical, training and vocational institutions; and regional workforce boards. No matter the product, North Florida is ready.

If you have any questions or require assistance at any time, please contact our event staff: Christy Shell (229-224-4961), Debby Smallwood (850-320-2019), or our Executive Director, Jeff Hendry (850-443-7103).

Again, welcome to *Experience North Florida!*

Sincerely,

Alex McCoy, CEcD
Chairman
North Florida Economic Development Partnership



Experience North Florida! at a Glance

Sunday, February 9, 2014

- 1:00-5:00 p.m. Arrival and Leisure time for Guests
- 3:00-5:00 p.m. Skeet Shooting
- 6:00-9:00 p.m. Reception (Trophy Lodge)

Monday, February 10, 2014

- 7:30-8:45 a.m. Breakfast (Gathering Hall)
- 9:00-11:30 a.m. Morning Quail Hunt
- 12:15-1:15 p.m. Lunch (Gathering Hall)
- 2:00-5:00 p.m. Afternoon Quail Hunt
- 6:00-7:00 p.m. Reception (Gathering Hall)
- 7:00-9:00 p.m. Dinner (Gathering Hall)

Keynote Speaker: Gray Swoope, President/CEO,
Enterprise Florida, Inc. and Florida Secretary of Commerce

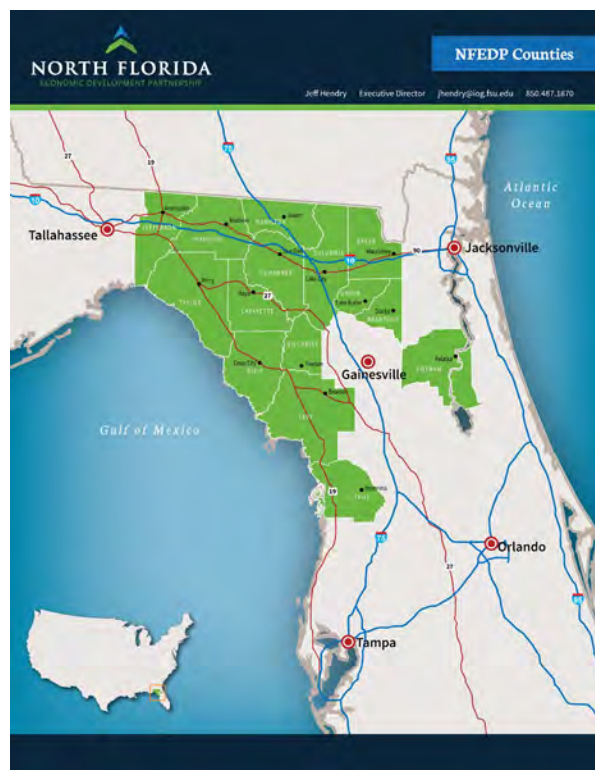
Tuesday, February 11, 2014

- 7:00-9:00 a.m. Breakfast (Gathering Hall)



The *NFEDP*

Our Region



North Central Florida is simply Florida's most strategic and emerging giant for business and industry development opportunities—particularly in the targeted industry clusters of manufacturing and advanced manufacturing, transportation logistics and distribution, food processing and distribution, natural resources (e.g., timber) processing and distribution, alternative energy, and Agri-business related industries. The region boasts an excellent transportation infrastructure network framed by two of Florida's major Interstates I-75 and I-10--and numerous four-lane highways. Multiple and highly accessible rail systems (i.e., CSX and Norfolk Southern) serve much of the region, along with convenient local, regional, International and commercial airports, and seaports including the Port of Jacksonville, Port Fernandina, Port of Tampa, and Port Citrus.

Our region includes 15 counties spanning over 9,100 square miles, and is home to over 1 million residents. Unlike most rural areas in other states, North Central Florida communities are in close proximity to three major Florida MSA's, have a very robust transportation infrastructure, and a large, diverse and dynamic workforce known for its tremendous work ethic and willingness to commute to work. The region is served by a cadre of award-winning Workforce Development Boards that provide excellent

training resources and programs to businesses locating and expanding in the region. Florida's two flagship, Tier One Research Universities—the University of Florida and Florida State University bookend the region along with a number of high quality state and private colleges, community colleges, and technical training and vocational institutions. These world class higher education institutions create and sustain a talent rich, highly skilled workforce pipeline for any company or business. The region maintains a comfortable, year round natural climate and is blessed with some of the world's most unique and pristine natural resources including the highest concentration of natural springs in the world. Extremely competitive land costs, state and local incentives designed to compete aggressively for projects, and communities and leadership hungry for high quality jobs and economic growth make North Central Florida a highly unique and attractive region to locate your business!

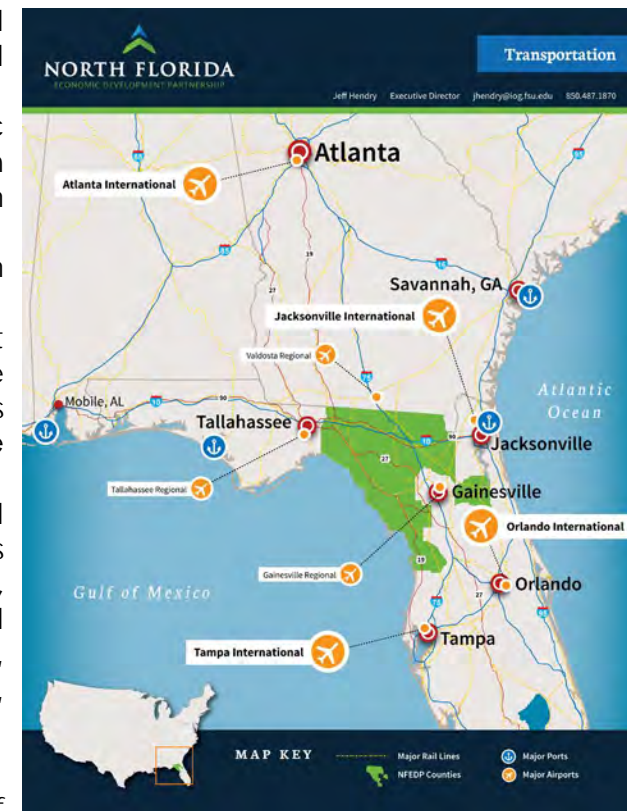
The NFEDP and Our Staff

The North Florida Economic Development Partnership (NFEDP) is a public/private, 501c(6) dedicated to facilitating economic development activity and high quality job growth, and securing capital investment in the 15-county region comprising North Central Florida. The NFEDP is supported by local government and private sector/corporate partners, state and federal grants, and contracts for services. The NFEDP fulfills its mission through a range of professional services including:

1. Serving as the central point of contact for existing and prospective companies, and site selection consultants interested in exploring possible sites and locations for business relocations and expansions;

2. Marketing and promoting the region nationally and internationally as a premier destination for business and economic development, and capital investment;
3. Providing technical assistance to local economic development professionals and elected officials, site selection consultants, and prospective businesses and investors on economic development projects;
4. Providing support and assistance for business retention and expansion efforts throughout the region;
5. Serving as a professional interface and coordination point for local economic development professionals, prospective businesses, state economic development project managers and officials at Enterprise Florida, Inc., and a number of state agencies and program representatives; and,
6. Developing and enhancing the leadership and professional economic development capacity of the region's elected officials, economic development professionals, and community leaders by providing scholarships to attend economic development-focused conferences and events, and developing and offering training and education programs, including the North Florida Economic Development Academy.

Foremost, the NFEDP staff serves as the turnkey, central point of contact for existing and prospective companies and site location consultants to gain accurate and valuable business intelligence about possible locations for their projects, potential state and local incentives, and key local and state personnel critical to advancing a potential project. Our staff is knowledgeable about available sites, appropriate and valuable local and state contacts for projects, and adhere to the **strictest principles of confidentiality** regarding prospective projects. Integrity, Commitment to Excellence in Customer Service, Professionalism, and Unconditional Confidentiality are core principles of our staff and organization. **We want to be the resource you look to in pursuing a successful project in North Central Florida!** For more information and assistance, contact Diane Scholz, Director, Rural Economic Development Services at dscholz@iog.fsu.edu or via phone at 850-728-5191 and/or Jeff Hendry, Executive Director at jhendry@iog.fsu.edu or via phone at 850-443-7103.



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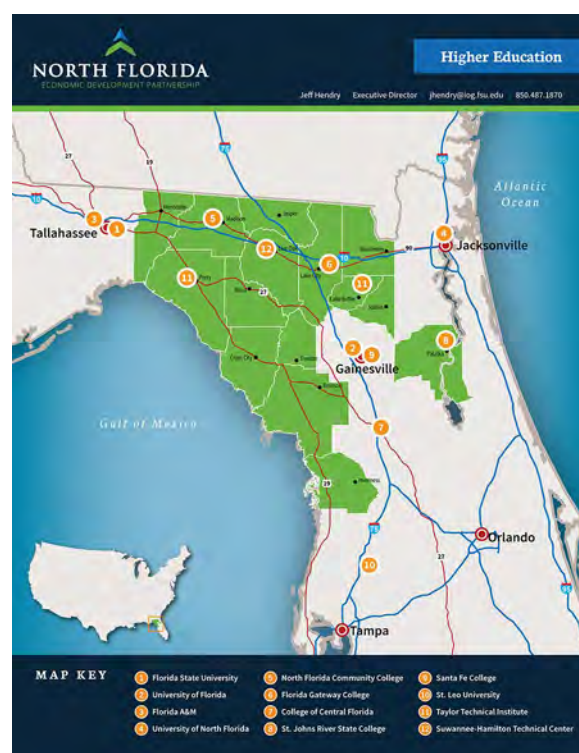
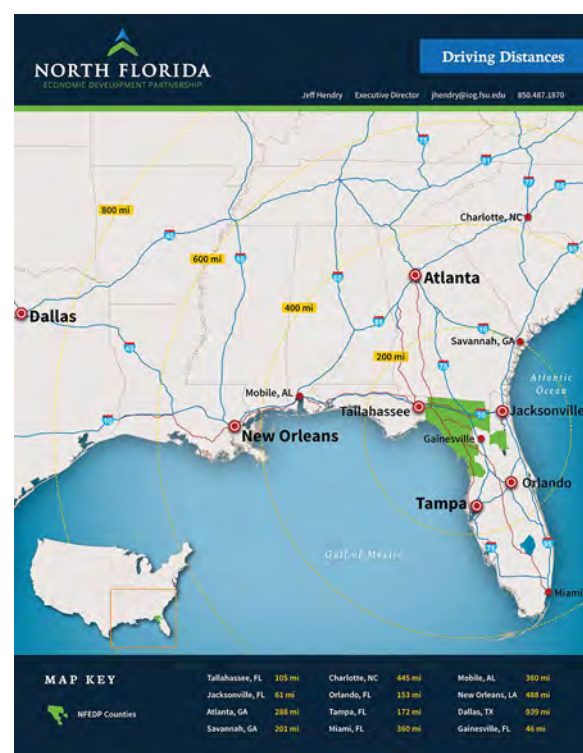


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A View of *Our Region*

Visualize the *Economic Development Assets & Opportunities* in North-Central Florida



Experience North Florida! Sponsors

Foley Timber & Land Co. Signature Sponsor



"Bo" Taff
Sr. Vice President
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Foley Timber and Land Company, Limited Partnership owns 562,000 acres in North Central Florida,



including land in Taylor, Jefferson, Madison, Lafayette, and Dixie Counties. It is the largest contiguous piece of land, owned by a single, private owner in the Sunshine State. There is no other contiguous Florida property this size that has a well-developed plan for future industrial, commercial and residential development. The 878-square-mile property includes prime regions adjacent to expanding urban areas and the Gulf of Mexico.

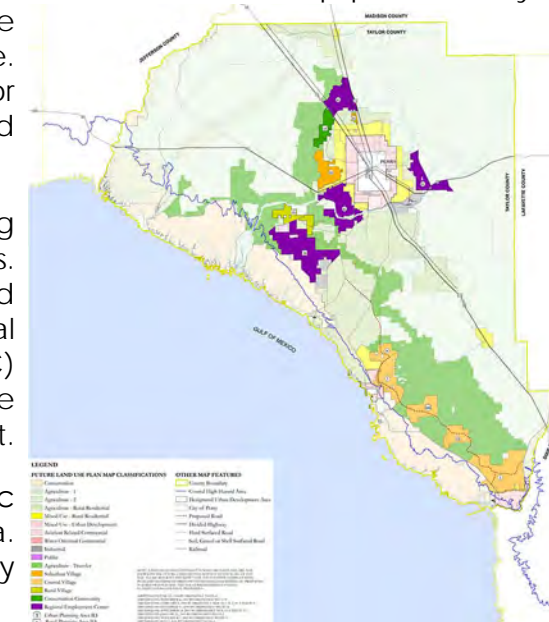
Foley's timberlands represent almost 10% of the Florida market on a tons-harvested basis, putting it among the highest in Florida. The Company also has some of the largest limestone reserves in the state and leases the

majority of its land for hunting and other uses. Foley's land sits on the Upper Floridan Aquifer and the water resource associated with the property is significant.

Recently, Foley worked with the Taylor County community and the State of Florida to help produce Taylor County Vision 2060. This 50-year vision plan was created by the community to "protect, sustain, and enhance" the quality of life. Based on the Vision, Foley designed a master land use plan for its Taylor County property and ultimately entitled one of the largest master land use plans in Florida's history—128,000 acres.

Foley's master plan establishes a development program consisting of more than 25,600 residential units on over 30,000 mixed-use acres. Additionally, the plan preserves more than 82,000 acres for forestry and other uses and dedicates 14,500 acres for industrial and non-residential development within three of its "Regional Employment Center" (REC) land use areas. These industrial REC "mega sites" provide ample space for businesses to grow and thrive in a North Florida environment.

Foley is pleased to help North Central Florida realize its economic potential in a way that preserves the natural beauty of the area. We are proud to be a sponsor of this important event and warmly welcome you to Florida's Nature Coast.





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Putnam County Development Authority
Gold Sponsor



**Putnam County
Development Authority**



The Putnam County Development Authority (PCDA) was created in 1961 by an act of the Florida Legislature and can be found in the Laws of Florida, Chapter 2003-371. The PCDA owns some industrial property in Putnam County, Florida, yet the PCDA's general role is to act as a conduit for issuing Federal Tax-Exempt Industrial Revenue Bonds and various other Federal and State grant programs. The PCDA Board of Directors contracts for staff services with the Putnam County Chamber of Commerce, Putnam County's lead economic development organization and Primary Partner to Enterprise Florida, Inc.



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The Lake City/Columbia County Committee of 100
Silver Sponsor

The Lake City/Columbia County Committee of 100, Inc. is a private organization dedicated to advancing economic development initiatives designed to stimulate economic growth, generate high-quality, high wage-jobs, and secure capital investment for Lake City and Columbia County. Columbia County, Florida is well-positioned to provide rural living with urban access. Long known as the Gateway to Florida, Columbia County offers direct access to Florida's Strategic Intermodal System. This Intermodal System includes easy access to: Interstates 10 and 75 along with US Highways 90, 41, 441 and State Road 100. The county also has access to two Class 1 railroads owned by CSX and Norfolk Southern, and a local municipal airport with an 8,000 foot runway. Add in the close proximity to JAXPORT, Interstates 95 and 295, Jacksonville International Airport and Gainesville Regional Airport and all the tools are in place to provide the movement of goods to the end consumer not only in Florida but also a great portion of the eastern United States.

David H. Melvin Engineers, Inc.
Silver Sponsor



David Melvin
President
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melvineng.com



David H. Melvin, Inc., a full service engineering firm, provides a broad spectrum of design and consulting services. The Melvin team is comprised of professional engineers, landscape architects, planners, designers, grants administrators, contract managers, construction inspectors, and technicians who possess the abilities to meet design and project challenges. Since 1989, Melvin Engineering has applied experience and knowledge to help clients realize their objectives. With a focus on economic development,

Melvin Engineering is experienced in working with local communities to help recruit, retain, and grow business. With office locations in Marianna and Tallahassee our staff is easily accessible and available to address project design and/or construction issues and to vigorously participate in efforts that contribute to economic success.

Our participation as an integral member of economic development teams includes the following award-winning projects: the Florida Economic Development Council's (FEDC) 2004 Rural Deal of the Year (Family Dollar Distribution Center), and the 2007 Regional Deal of the Year and Rural Deal of the Year (Green Circle BioEnergy, Inc.). The Green Circle project was nationally recognized by the US Department of Commerce - EDA for Excellence in Rural Economic Development, 2008. Ice River Springs received the Florida Governor's 2009 Newcomer Award. The FEDC awarded the 2013 Rural Deal of the Year to Home Source International. David Melvin was recognized in 2012 by the FEDC as Regional Volunteer of the Year.

Melvin Engineering is grateful for opportunities and committed to helping ensure our communities succeed through job creation and retention.

Serving clients with proficiency in design, responsibility in finance and budget, and on-time service delivery, Melvin Engineering enjoys a reputation built upon integrity in the disciplines of transportation, structural engineering, water/wastewater systems, environmental assessment and evaluation, civil design, landscape architecture, planning, land development, grants administration, construction inspection, construction management, business recruitment and site evaluation/analysis.



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Duke Energy Silver Sponsor



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duke-energy.com



In 2012, Duke Energy and Progress Energy combined forces to become the largest electric utility in the U.S., serving more than 7.2 million customers in six states in the Southeast and Midwest.

But "bigger" has never been Duke Energy's goal. Instead, the company focuses on being the best. The new Duke Energy has the size, scale and financial strength to modernize operations while continuing to hold down costs for its customers.

One of the most important ways we serve our customers is through economic development. Duke Energy is going to great lengths to attract businesses, help create jobs, and strengthen community vitality in the regions it serves. We collaborate with state and local governments to improve industrial sites and recruit new companies to our services territories.

Today, energy is more than just keeping the lights on. We are a highly sophisticated technology company disguised as a 21st century electric utility. Duke Energy is an industry leader in sustainable innovation, providing solutions that help its customers and communities thrive and grow.

Florida Power and Light Silver Sponsor



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poweringflorida.com



A strong economy is good business for all Floridians, and Florida Power & Light Company is doing our part to encourage investment and job creation in our state. That's why we created FPL's Office of Economic Development. Our team of seasoned professionals understands the site selection process and provides hands-on support to consultants and businesses considering investment in Florida. PoweringFlorida.com provides the state's most comprehensive property database, combining the power of GIS Planning and EMSI to provide data for all of Florida's 67 counties.

As Florida's largest investor-owned utility, keeping bills low for our customers and delivering reliable service is a top priority for everyone at FPL. Our investments in smart, cost-efficient technologies have helped us keep our customers' electric bills lower than the U.S., Florida and South Atlantic averages. And, our special economic development rate can provide companies that relocate or expand in Florida additional savings that can be reinvested into their growing Florida-based business. If you or your client is considering locating or expanding a business in Florida, make FPL's Office of Economic Development your first stop.

Florida Public Utilities/Peninsula Pipeline Silver Sponsor



Kevin Webber
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Florida Public Utilities is a Florida natural gas distribution company serving the Florida market since 1924. Peninsula Pipeline was established in 2005 as an intrastate pipeline to provide a service alternative to industrial customers, electric generators and other utilities wishing to extend natural gas service to under-served areas of the state and to locations where local gas distribution service is not available. Both companies are subsidiaries of Chesapeake Utilities and are committed to distributing safe, reliable, fairly priced energy to the Florida market.

Madison County Development Council Silver Sponsor



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The Madison County Development Council serves as the economic development arm of the Board of County Commissioners. Comprised of pro-active members representing local business, education, government, citizens and workforce, the mission of the MCDC is to provide leadership and vision to advance community/economic development in Madison County, and enhance the quality of life for all. The MCDC is available to help you with expedited permitting, incentives, employee training and more!

With an "Open for Business" attitude and a supportive Board of County Commissioners, community leaders have given careful thought to the County's growth plans. This planning includes business retention and expansion, jobs creation, infrastructure needs, residential and industrial growth trends, along with roads and traffic assessments. The County is committed to its future development and prosperity by continuing to retain and attract business investment to our community.

Madison County is a picturesque rural community located approximately halfway between Tallahassee and Jacksonville, Florida; and situated just 30 minutes south of Valdosta, Georgia. We are anything but small when it comes to our ability to make available the best of various worlds. Ours is a community that is rich in history, heroes and hometown feeling. The friendly people and peaceful atmosphere make Madison County a wonderful place to live. A warm tropical climate provides Madison County residents with year-round outdoor activities. With 716 square miles of forests, rivers, lakes, trails, parks and gently rolling hills, you will find our attraction is only natural!

We are a small community with a big heart. We understand that business delivers the opportunity to grow a community. Smart, managed growth is an economic engine. Business is the lifeblood of a region, providing opportunity to many. We want you to grow in Madison. And we want to grow with you.



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Lanigan & Associates, P.C.

Silver Sponsor

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Lanigan & Associates PC is a 40 year old regional accounting firm with offices in Tallahassee, Thomasville and Atlanta. It is a full service accounting firm offering tax, audit and advisory services. In addition its sister company, Southeast Asset Advisors Inc. offers money and wealth management services.

Government Services Group, Inc.

Bronze Sponsor



Robert Sheets
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WeServeGovernments.com

Government Services Group, Inc. (GSG), is a Florida based consulting firm specializing in local, state and federal government revenue enhancement, contract compliance and management, special assessments, water and wastewater management, disaster recovery and economic development, and grants management. They are comprised of 3 divisions: Community Services, Municipal Services and Government Services with critical focuses on providing specialized services across all divisions. GSG has a team of 60 highly experienced professionals that offer a unique perspective because they've worked in government and in the private sector for both large and

small entities. During their 16 years of service, 60 counties, 89 cities and 15 special districts have experienced benefits. They are currently serving 160 clients in the Southeast.

GSG has offices throughout Florida, including Orlando, Key West, Miami, Gainesville and its headquarters in Tallahassee. Whenever local, state and federal government has a need, GSG is ready to be part of the solution.

Nature Coast BDC (Levy County)

Bronze Sponsor



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The Nature Coast Business Development Council is committed to fostering economic prosperity and a better quality of life in Levy County, in the heart of central Florida. We serve eight communities; Bronson, Cedar Key, Chiefland, Fanning Springs, Inglis, Otter Creek, Williston and Yankeetown to bring in businesses that reflect our values and ensure existing industry has the resources they need to thrive.

Atlas Advertising

Titanium Sponsor



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Atlas is a niche economic development and community marketing and technology firm that helps cities, counties, regions, and states effectively reach site selection and prospect audiences while generating the greatest gains in economic and community development recruitment, retention, and investor activity for the lowest cost. Atlas is a marketing strategy think tank that delivers branding, website development, GIS mapping, marketing strategy, and creative

campaigns with a staff experienced in economic development. The official "High Performance Economic Development Marketing Agency for the International Economic Development Council", Atlas' economic and community development marketing work and technologies have been named among the best in the country by International industry and professional organizations across North America. Led by a former economic development practitioner Atlas has worked with 125+ different community clients in 43+ states. Their approach and experience means that our campaigns generate an average of three to as many as ten times the response of other campaigns.



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Capital City Bank Titanium Sponsor



Mitch Englert
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At Capital City Bank, our clients can expect to be treated as individuals not just banking transactions. Our bankers strive to create personal relationships with our clients and partner with them to find the solutions that help meet their financial goals. The Company provides a full range of services, including traditional checking, savings and loan services, asset management, trust, mortgage banking, merchant services, bankcards, data processing and

securities brokerage services and serves 25 communities in the greater Tallahassee, Fla., Gainesville, Fla. and Macon, Ga. areas.

Citrus County EDC Titanium Sponsor



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The Citrus County Economic Development Council is a public/private partnership. As a pro-active, countywide coalition of businesses, business organizations, and local educational and workforce organizations together with local and state governments, the EDC works to strengthen and diversify Citrus County's economy to attract new business investment that bring new ideas and jobs to our community. The EDC can help you find the perfect location in our County and assist with permitting, employee training, available incentives and much more.

In Citrus County, we enjoy the best of many worlds that appeal to business: available and reasonably-priced land and buildings; close proximity to the Tampa Bay region; two local airports including one with a business park ready to develop; two enterprise zone areas; an available barge port to the

Gulf of Mexico; a menu of tax incentives for new and expanding businesses; a top-rated school system, 4-year college and a technical institute; unsurpassed quality of place with outstanding waterways, bike trails that connect the county end-to-end, championship golf courses, excellent fishing and scalloping opportunities; and most of all, an open-for-business attitude.

Jefferson County EDC Titanium Sponsor



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The Jefferson County Economic Development Council was established in 1999, to promote business expansion and recruitment in Monticello and Jefferson County. The EDC works with state and local government partners, and the private sector, to foster commercial growth and development in the community. We leverage our natural, historical and cultural assets, our quick-action permitting process and our close proximity to strategic business resources to create what we call "The Rural Advantage".

Preble-Rish Engineering Titanium Sponsor



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Preble-Rish, Inc. (PRI) is a professional engineering and surveying firm, established in 1991. We provide planning, surveying, engineering, and construction phase services. From its first office in Port St. Joe, the firm has expanded across Florida and currently is one of the most widely known and respected firms in the area. PRI is a full-service consulting engineering and surveying firm helping public and private clients improve the environment and infrastructure. From the original three-person firm, PRI has grown to nearly 100 employees at present.

For over 20 years, we have been providing innovative solutions developed through strong client relationships of mutual trust and respect and a commitment to quality and integrity. Our extensive client base requires PRI to provide a variety of services, fulfilling the diverse needs of Northwest Florida. Our creativity and willingness to take on new challenges, coupled with our casual, but hard-working culture, makes us perfectly adapted to the type of work required by the clients we serve. Our mission is to provide our clients with a cost efficient, precise product that PRI can be proud to endorse. We take pride in the fact that the firm continues to be re-hired for ongoing contracts with governmental clients.



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Madison Community Bank

Titanium Sponsor



Madison County Community Bank

Edward Meggs
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Madison County Community Bank was formed in 1999 by a local group of men and women whose purpose was to bring to our community a bank whose focus was on meeting the banking and financial needs of our local citizens and businesses. Our Board, Management and Staff all live and work in Madison County, therefore all of our decisions are made here and we are Madison County's only locally owned bank.

In today's environment, we fully understand that your banking choices are virtually unlimited, however if you prefer a banking relationship which delivers outstanding personal customer service, coupled with all of the modern conveniences, then Madison County Community Bank is your clear choice.

We will consider it an honor and a privilege to be your bank and to be able to demonstrate our motto: "People You Know... A Bank You Can Trust."

North Central Florida RPC

Titanium Sponsor



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The North Central Florida Regional Planning Council, in partnership with economic development organizations and local governments, promotes regional strategies, partnerships and solutions to strengthen the economic competitiveness and quality of life of the 11 counties and 33 incorporated municipalities in the north central portion of Florida. The Council, whose members are local elected officials and gubernatorial appointees, administers a variety of state and federal programs for north central Florida including Alachua, Bradford, Columbia, Dixie, Gilchrist, Hamilton, Lafayette, Madison, Suwannee, Taylor and Union Counties. Programs include development of the Comprehensive Economic Development Strategy, the Strategic Regional Policy Plan,

technical assistance to local governments in development of comprehensive plans, land development regulations and grant management, and administration of developments of regional impact, local mitigation strategies, hazardous materials, homeland security and economic development programs. In addition, the Council staffs the Metropolitan Transportation Planning Organization for the Gainesville Urbanized Area, the North Central Florida Local Emergency Planning Committee, the North Central Florida Regional Hazardous Materials Response Team and The Original Florida Tourism Task Force.

Suwannee County Development Authority

Titanium Sponsor



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The Suwannee County Development Authority (SCDA) was created in 1959 by an act of the Legislature of the State of Florida. The purpose of the SCDA is economic development of Suwannee County. One focus of the board is land acquisition including the development and management of industrial parks.

First established was the Gold Kist Boulevard industrial park and more recently the East 90 Commerce Centre has been developed. Lots are available! A second focus of the group is the oversight of engineering and planning

requirements for businesses that are interested in expanding or locating in Suwannee County. Another important responsibility of the SCDA is to be the organization through which Industrial Development Revenue Bonds are issued. Board members are appointed by the county commissioner from each district. The current board members are: Chairman: Tim Williams, Treasurer: John Koch, Board Members: Tim Alcorn, Stefan Blue, Joe Flanagan, Clifford Gwinn, Don Hale, and Erny Sellers.

The Council for Progress of Suwannee County

Titanium Sponsor



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The Council for Progress of Suwannee County (CFP) was established in 1995 as a non-profit corporation whose purpose is to be the county economic development organization. Over the past 18 years, the CFP has worked with local businesses to help with expansion as well as with new and relocating companies to provide all needed information to help the companies grow and prosper in Suwannee County. In 2008, Suwannee County was awarded one of the four Catalyst Sites established to help grow rural Florida. In 2013 we were proud to have the Klausner Group announce the building of their first state-of-the-art sawmill at the Suwannee County Catalyst Site which will create 350 new jobs!

The CFP is governed by a Board of Directors which in 2014 includes: Chairman: John Martz, Treasurer: Todd Lawrence, and Board Members: Tim Alcorn, Craig Carter, Lyn Fletcher, Sonny Nobles, Kellie Shirah, Kyna Smith, and Hardy Tillman.



Experience North Florida! Sponsors

Tri-County Electric Cooperative

Titanium Sponsor



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General Manager
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Tri-County Electric Cooperative, Inc. is a non-profit, membership corporation, organized in the State of Florida to engage in Rural Electrification. Established in 1940, its mission was to electrify the farms and homes of rural North Florida so that members of the electric cooperative could enjoy the quality of life and the benefits enabled by a more productive existence that could only be made possible by having access to reliable and affordable electric service. Today, more than 900 electric cooperatives continue with their rich legacy of providing electric services to over 42 million consumers in 47 states.

Tri-County Electric maintains 3,000 miles of power lines and provides reliable and affordable electric service to 17,646 residential, commercial, and industrial consumers in rural north Florida. It serves Madison, Taylor, Jefferson and a portion of Dixie County and is headquartered in Madison, Florida.

Anderson Columbia Co., Inc.

Partner



Anderson Columbia Co., Inc. a multi-dimensional company with a diversity of operations, including:

- Highway and road construction
- Bridge, pier and wharf construction
- Paving operations
- Industrial and commercial site development
- Airport construction
- Landfill construction
- Forestry production and products
- Material mining and processing

From its origin as a local contractor in 1958, Anderson Columbia Co., Inc. (ACCI) has successfully grown to become one of the largest construction firms in the Southeast. This success is a direct result of a corporate philosophy of combining highly qualified personnel with state-of-the-art technology committed to providing professional services on schedule and within budget. Experience, foresight, and expertise in a strong management team, backed by quality personnel and equipment, has resulted in thousands of clients trusting ACCI to build their most complex products.



Stephanie Lane
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Headquartered in Jacksonville, Fla., CSX is one of the nation's leading transportation companies. The company provides an important link to the transportation supply chain through its approximately 21,000 route mile rail network, which serves major population centers in 23 states east of the Mississippi River, the District of Columbia and the Canadian provinces of Ontario and Quebec. It has access to over 70 ocean, river and lake port terminals along the Atlantic and Gulf Coasts, the Mississippi River, the Great Lakes and the St. Lawrence Seaway. CSX provides rail-based transportation services, including traditional

rail service and the transport of intermodal containers and trailers. The Company's intermodal business links customers to railroads via trucks and terminals. CSX also connects thousands of production and distribution facilities through approximately 240 short-line and regional railroads. The company's 32,000 employees support its three primary lines of business: merchandise, intermodal and coal.

Suwannee Valley Electric Cooperative

Partner



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SVEC provides electricity to residential, farm, and commercial consumers in Suwannee, Lafayette, Hamilton, and Columbia counties. SVEC serves over 26,000 electric meters and maintains approximately 4,172 miles of energized lines.

Each SVEC member-consumer with at least one electric service is a voting member in the business affairs of the Cooperative, subject to the provisions of the Bylaws. The member-consumers of SVEC meet annually to transact business and to elect Trustees whose term of office has expired. Nine Trustees serve for three year terms. The Board of Trustees establishes operating policies and exercises all powers of the Cooperative except those powers reserved to the member-consumers, or delegated to the Executive VP & CEO.

Suwannee Valley Electric Cooperative, Inc. welcomes the opportunity to provide the member-consumers, with electric service. SVEC is a not for profit, rural electric cooperative owned by its member-consumers.



Experience North Florida! Special Guest

Experience North Florida! Consultants



Gray Swoope

Florida Secretary of Commerce
President & CEO of Enterprise Florida, Inc.

Gray Swoope serves as Florida's Secretary of Commerce and President & CEO of its principal economic development organization, Enterprise Florida, Inc. A public-private partnership, Enterprise Florida's mission is to facilitate job growth for the state through business recruitment and expansion; to assist small and minority businesses through capital programs; and to assist Florida businesses in export and international trade.

Since being appointed by Governor Rick Scott in February 2011, Gray has strengthened Enterprise Florida's partnerships with economic development organizations in each of the state's 67 counties, leading to a renewed focus on job creation statewide.

Under his guidance, Enterprise Florida has increased established competitive projects by 40 percent, resulting in 73 percent more new jobs and almost 95

percent more new capital investment in the state than in 2010. Recently, Florida has announced competitive project wins involving dozens of companies such as Bristol-Myers Squibb, Amazon, Hertz, Northrop Grumman, Verizon and Navy Federal Credit Union. Together, these competitive projects represent more than 7,500 new jobs and \$815 million in capital investments in 2013 alone.

In addition to jobs created through competitive projects, Gray oversees the organization's facilitated growth activities such as international trade and Florida Sports which together brings thousands of jobs to the state. As Secretary of Commerce, he serves in a direct support role to Governor Scott and the legislature in shaping economic development policy in the state and advising on factors which impact market-driven growth Florida.

In three years, the state is past the halfway milestone towards accomplishing Governor Scott's goal of creating 700,000 jobs in seven years, having created more than 446,000 private sector jobs.

Gray has more than 25 years of experience in economic development, working at the local, regional and state levels. Prior to leading Florida's job creation efforts, he served as executive director of the Mississippi Development Authority (MDA), a cabinet-level position appointed by Governor Haley Barbour. Notable accomplishments under his leadership at MDA included the recruitment of Toyota's tenth North American manufacturing facility as well as a number of its suppliers, GE Aviation, and PACCAR, the manufacturer of Kenworth and Peterbilt trucks. In addition, he oversaw the \$4.5 billion federally funded program for Hurricane Katrina recovery.



Brian Corde

Managing Partner
Atlas Insight

Brian Corde is a co-founder and Managing Partner at Atlas Insight. Atlas assists businesses from all sectors choose strategic locations for their operations, helping create competitive advantage and achieve overall corporate goals by using location and incentives as ways to reduce operating costs and produce optimum results.

Brian brings 20 years of economic development experience to the Atlas team. Prior to founding Atlas, Brian was a Regional Practice Leader within BDO Seidman's Business Location Incentives and Site Selection (BLISS) group and was the point person on the firm's US and European site selection clients. Brian has also served as a Partner with

Mintax, Inc. and Executive Director over the Location Advisory and Economic Development Incentive group at ADP. Throughout his career Brian has assisted numerous Fortune 500® companies such as Wells Fargo, Allstate, HSBC, Kraft, Philip Morris, Pfizer, Computer Sciences Corporation, and Yahoo with their site selection and incentive needs. Brian has also assisted various government agencies with their business attraction and retention policies, and has helped write incentive legislation to keep them competitive within the global marketplace. Brian is a graduate of Rutgers University with a degree in Economics with concentrations in Accounting and Finance, and is an IAMC Fellow.

Jay A. Garner, CEcD, CCE, FM, FLM

President & Founder
Garner Economics, LLC.



Jay A. Garner, CEcD, CCE is the president and founder of Garner Economics, LLC, an economic development and site location consulting firm headquartered in Atlanta, Ga. Jay is a leader and innovator in the economic development profession, having served for 34 years as both an award-winning economic development, Chamber of Commerce CEO, and site location professional. His firm is also a leader in providing assistance to corporate clients in their site selection process, such as Anchor Glass, Academy Sports, Hatfield Quality Meats, Stork Food Systems, Future Pipe Industries and others. His firm is the exclusive provider of site location services for Primus Builders—a global leader in architecture, engineering and construction management specializing in food processing manufacturing, and their worldwide clients. He is a founding member and a member of the board of directors for the Site Selectors Guild, a prestigious group of the top site location consultants globally. Jay is a graduate of West Virginia University with Bachelor of Arts and Master of Public Administration degrees. He is also a graduate of both the Economic Development Course at the Georgia Institute of Technology and the Economic Development Institute at the University of Oklahoma, where he is an instructor in international prospecting.



Experience North Florida! Consultants



Karen Hensley-Chelstowska, CPA

Partner, Global Incentives Advisory
Ernst & Young, LLP

Karen Hensley-Chelstowska is a Certified Public Accountant with over 23 years of tax and incentives experience. She has a BBA in Accounting and an MBA from Southern Methodist University and has been with Ernst & Young for almost 18 years.

Karen leads our global discretionary incentives advisory service line, focusing on delivering discretionary incentives services to clients by coordinating with Ernst & Young's 800+ global incentives network. She assists clients with identifying funding opportunities, benchmarking studies, applications, compliance as well as helping clients develop efficient internal incentives functions. Karen joined Ernst & Young in 1996 in Dallas, Texas, and then transferred to our Warsaw office in 2000 where she developed the Polish Global Incentives Advisory (GIA) practice and served as the business incentives coordinator for Central and Eastern Europe. In September 2003, she began work in the GIA Market Support Center in Brussels, primarily to assist U.S.-based clients with obtaining incentives as they invested or expanded into Europe. There, Karen expanded her expertise to include western European and EU-direct funding. Since returning to the US, she has expanded expertise to AsiaPac and the Americas.

Karen is a member of the American Institute of CPAs and the Texas Society of CPAs and speaks to various organizations and industry groups on the topic of discretionary incentives.

Trevor Hobbs

Site Consultant
Webster Global Site Selectors



Trevor is an Indiana-licensed attorney who recently joined our team to add his expertise in project management, legal affairs, and client relations. Trevor graduated from Vanderbilt University with honors with a degree in Political Science and Economics. He then went on to receive a JD from Washington University in Saint Louis and an MBA from Indiana University.

While Trevor started out his career working for a law firm, he most recently has been working for a small, but highly profitable investment company as an in-house counsel and project manager.

In his previous role, Trevor was instrumental in the negotiation of large investments, handled multiple client accounts, and headed up a variety of projects. Part of his responsibilities included helping upstart companies organize, establish their business and find funding. Although he is new to the field, his experience and education background are well suited to provide excellent support. He is a valuable new edition to our team. Trevor operates out of Orlando, FL.



Alex B. Leath

Partner
Bradley Arant Boult Cummings

Alex B. Leath is a partner in the firm's Economic Development Practice Group and the Tax Practice Group. Alex has extensive experience working with the automotive industry. He began his career working on behalf of the State of Alabama in the site-selection and incentive negotiation process for the Mercedes-Benz facility in Vance. More recently, Alex was selected by Volkswagen Group of America to represent that company in its site selection process for its U.S. manufacturing headquarters. He assisted Volkswagen in evaluating sites in Alabama, Michigan

and Tennessee and represented the company in its incentive negotiations with the three finalists, leading to the selection of Chattanooga, TN for the proposed facility. Alex also represented Canadian company Electrovaya, Inc. in its search to locate a state of the art manufacturing facility for its lithium ion battery platform used in the automotive and utility industries. In addition to his extensive work for the automotive industry, Alex has broad experience representing companies from a variety of sectors. During the past two years alone, he has served as the lawyer on site selection teams for Cadence Bank, Dollar General, Hibbett Sports, Carpenter Technology Corporation, Golden Dragon Precision Copper Tubing, Southern Company Services and Roxul, among others. In his work with clients, Alex provides and oversees a full range of legal services, including the implementation of project incentives as well counsel regarding immigration, tax, corporate, real estate and environmental permitting issues.

Jeff Pappas

Principal
Cresa Dallas



Jeff represents corporate clients on a national and international basis, managing their global real estate strategy through location advisory and labor market analytics. Mr. Pappas assists companies in identifying, evaluating, and selecting the optimal location for their capital investments. Jeff's areas of analysis include offshore and outsourcing partnerships, national market segmentation/sizing, and economic analysis. His specific experience includes location analysis, economic research, financial analysis, site evaluation, real estate negotiations, strategy assessments, and marketing analysis. In 2011 and 2012, Jeff Pappas was named by Nearshore Americas to its prestigious Top 50 Latin America Power Ranking list, which list reflects the very best in Americas-focused outsourcing services leadership. From 2010 through 2013, D CEO Magazine honored Jeff as a Power Broker of the Year. Also, the Dallas Business Journal recognized Jeff as a 2013 Top Broker in DFW. Mr. Pappas writes widely on site selection issues and methods, labor market analysis and economic development; recent topics include: labor market evaluation, labor force trends and emerging international BPO markets. He has spoken before many professional groups including the Denver Economic Development Partnership, Metro Hartford Alliance, Caribbean Investment Forum and the Nicaragua Investment Forum. Jeff earned a Bachelor of Behavioral Science degree in Communications from Hardin Simmons University, where he also played collegiate soccer.



Experience North Florida! Consultants



Daniel Stubbs

Vice President
Binswanger

Dan Stubbs joined Binswanger in 2000 as an Associate in the Atlanta office. He is currently responsible for the industrial market in Georgia, Alabama, and North Florida and has negotiated transactions totaling over 30,000,000 sq. ft. and over \$200,000,000 in sales and leases. Mr. Stubbs has provided real estate expertise for numerous high-profile clients, including Cooper Tire, Belk, Johns Manville, Fiskars, Dana Corp, Oneida Ltd, Wal-Mart Inc, Tecumseh, Dollar General, Tyson Foods, Sangamon, Keystone Foods, Wellington Industries, Fleetwood Enterprises, Hitachi Seiki, Bruderer, Bombardier, Lee Container, Matsu, Silagi Development, Bridgestone Firestone, Cummins Inc, Mohawk, Cooper Standard, Sony, Kellogg, Sally Beauty,

Pratt Industries, Dinex Emission, Ashley Capital, The Bruss Company, Daewon, Aspen Products, Caterpillar, Duke Realty and Hilco Real Estate. Prior to joining Binswanger, Mr. Stubbs was a major Account Executive with Browning-Ferris Industries of North America (BFI), where he oversaw development of hazardous materials waste management accounts. His work experience also includes positions as account executive in special event sales and in the construction industry, as well as a management position in credit and collections. Mr. Stubbs earned a bachelor's degree in Liberal Arts from the University of Georgia and Valdosta State University.

William "Lee" Thurston

Managing Partner
Burr & Forman



Lee has worked on new economic development projects and expansions representing over \$15 billion of capital investment and the creation of thousands of new jobs. Lee has served as Alabama Counsel during the site selection and negotiation processes for Mercedes-Benz U.S. International, Inc., The Boeing Company, Mi-Tech Steel, Inc. and IPSCO Steel. He assisted Honda Manufacturing of Alabama with the implementation of its incentives package with the State of Alabama for the development of its plant in Lincoln, Alabama. Lee negotiated the incentives packages with the State for the recent Mercedes-Benz and Honda plant expansions in Alabama. Additionally, he assisted with negotiations on behalf of both DaimlerChrysler AG and Michigan Automotive Compressor Inc. (an affiliate of Toyota Industries) during their site selection and incentives negotiation processes with the State of Georgia. Lee also assisted Hyundai Motor Manufacturing Alabama, LLC with the implementation of its incentive package with the State of Alabama for the development of its plant in Montgomery. Lee oversaw the site selection process for a new transmission manufacturing facility being developed by Honda Motor Company in Tallapoosa, Georgia. Most recently, Lee and his partner Warren Matthews represented both ThyssenKrupp AG and National Steel Car, Ltd in their site selection and negotiation processes to locate manufacturing facilities in Mobile and Muscle Shoals, Alabama.



Greg Toepp

VP Construction
Industrial Development International

As Vice President of Construction, Greg is responsible for managing all base building, build-to-suit and tenant improvement construction projects for IDI's Central Florida projects. Greg joined IDI in 2006 from Skanska USA Building Inc. (formerly Beers Construction) in Orlando. Prior to that, he worked with McDevitt Street Bovis. He has 28 years of experience working in Central Florida's commercial construction sector which has included industrial, healthcare, governmental, hospitality, restaurants, office and entertainment. Several of Greg's projects over his career have received Eagle Awards through Associated Builders & Contractors, Inc. which included: Hard Rock Live, Parrish

Medical Center, MD Anderson & Boardwalk Hotel.

Greg holds the LEED (Leadership in Energy and Environmental Design) Accredited Professional designation as well as a State of Florida General Contractors License CGC 053580. He earned a B.A. degree in Building Construction Technology from Purdue University in West Lafayette, Indiana. Greg is a member of the National Association of Industrial and Office Properties (NAIOP) for Central Florida.

In his leisure time, Greg enjoys spending time with his wife Melinda and their three kids Chase, Garrett & Arden. He also enjoys playing basketball, softball and volleyball.



Meet Our Local *Economic Development Professionals*



Dennis Cason

Economic Development Consultant
Suwannee County Development Authority
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Dennis Cason has served as president of the Suwannee County Economic Alliance for ten years, dividing his time between economic development and chamber of commerce activities. After retiring on December 31, 2013 he has agreed to serve as a consultant for economic development in Suwannee County until a new person is hired.

During Dennis's tenure, in 2008, Suwannee County was awarded one of the State's four Rural Catalyst Sites. In 2013, Klausner Lumber One, Inc. became that site's anchor tenant and is in the process of constructing their first state-of-the-art sawmill in the United States. Dennis has served on the North Florida Economic Development Partnership Executive Committee and the Executive Committee of the North Florida Workforce Development Board.

Suwannee County is centrally located in the NFEDP region. Interstate 10 passes through the county and Interstate 75 is just 13 miles east via I-10. The CSX east/west mainline passes through the county and is adjacent to our catalyst site where a turnout is being designed to serve the site.

The largest private employers include: Pilgrim's Pride (1654 employees), Advent Christian Village (485 employees), Shands of Live Oak (175 employees), and Florida Sheriff's Youth Ranch (140 employees).

Mike Cassidy

County Manager
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Allen Cherry

Executive Director
Madison County Development Council
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Allen Cherry is a native of Madison County. He is a graduate of Madison High School, North Florida Junior College and received his B.S. in Business Administration from The Florida State University. Allen worked for Dixie Packers, a local food manufacturer, for 33 years with 15 of those as Plant Manager. He is currently the County Coordinator for

Madison County, a position he has held for the past 8 years. Allen is the past chair of the NFEDP (now serving on the Executive Committee), and has been Executive Director of the Madison County Development Council for 7 years. He also served 2 terms as a County Commissioner from 1984-1990.

Madison is located on Interstate 10 in the northwest part of the region. Two of the largest employers are Nestle Waters North America (180 employees) and Stahl-Meyer Food, Inc. (130 employees).

Julie Conley

Executive Director
Jefferson County Economic Development Council
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Julie is a Jefferson County native and has been involved in local government for the past 20 years. She served as the elected Clerk and Treasurer for the City of Monticello, followed by 4 years as Mayor. Since 2006, she has served as Executive Director of the Jefferson County Economic Development Council and is currently Vice Chair of the North Florida Economic Development Partnership.

Jefferson County is the eastern-most county in the NFEDP. It is centered in the heart of North Florida, at the intersection of two major transportation corridors. Its strategic location offers the advantages of rural character with close proximity to business resources. Located in the Tallahassee MSA, Jefferson County is minutes from the State Capitol, colleges and universities and the National High Magnetic Field Laboratory.

Bobby Crosby

County Administrator & Community Development Department Director
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Meet Our Local *Economic Development Professionals*



Scott Frederick

Director
Taylor County Development Authority
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Scott has 25 years of economic development experience at the international, state, regional, city and county levels. He has located over 50 industries, totaling 13,000 new jobs and netting \$1.7 billion of new investment for communities he has represented. Some industries he has located include: Yokohama Tire, Home Shopping Network, Mitsubishi Diamond Energy, UPS, Nissan, Target, Triumph

Motorcycles Headquarters, Yamaha Motor Manufacturing, Bosch and PetSmart, and Budweiser.

Additionally, he was one of the founders of the Central Education Center, renowned as Georgia's model for seamless education and European apprenticeship. He also directed the formation of Georgia's first multi-county regional development authority.

As director of economic development at the Greater Houston Partnership, he directed all economic development initiatives for a ten county metro-region public-private entity and executed strategic marketing plans targeting high growth industry clusters, including aerospace and aviation, green energy, information technology, nano-technology and bio-technology.

Alexander M. McCoy, MBA, CEcD

Vice President of Economic Development
Putnam County Chamber of Commerce
386-972-3153
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Alex arrived in Putnam County, FL in May 2008. Before Putnam, Alex worked in Economic Development in GA. Alex graduated from Mercer University in Macon, GA (B.B.A. in '02, & M.B.A. in '05). Alex is the current chairman of the NFEDP Board, a graduate of OU EDI, the 2012 (Inaugural) FEDC Young Professional of the Year, and the only CEcD working for a Florida rural community.

Putnam is located in the Southeast corner of the region and is the NFEDP's largest community. Major private employers include: G-P, Palatka Operations, LLC (1,100 jobs), Putnam Community Medical Center (500 jobs), Alorica, LLC (500 jobs), Wal-Mart (350 jobs), and Seminole Electric Cooperative (280 jobs).



David J. Pieklik

Executive Director
Nature Coast Business Development Council
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David has been with the NCBDC and EZDA serving Levy County since Oct. 2011. The organizations remain involved in numerous projects, including an advanced aquaponics system in Bronson and the development of a resort in Inglis.

Levy – located in central Florida on the gulf coast – is home to several leading corporations, including the world headquarters of Monterey Boats, A&N Corporation and Thiessen Training Systems. Its largest employers are Wal-Mart (330 employees), Hudson Food Services (260 employees), and Monterey Boats (200 employees).

Prior to working in economic development, David coordinated special events and park maintenance for the City of Inverness in Citrus County, and is an award-winning journalist.

Crawford Powell

Principal
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Jesse Quillen

Executive Director
Columbia County Economic Development
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Jesse is married to Linda Quillen and they have two sons, Preston, 24 and Peyton 18. Jesse moved to Columbia County, Florida after serving four years with the Mobile Area Chamber of Commerce as the Director of Economic Development for the Washington

County Economic Development Initiative. Prior to moving to the Mobile area Jesse served 9 years as Mayor of Bruce, MS and worked in the family insurance business for 22 years.

Jesse was born and raised in Bruce, MS where he graduated from Bruce High School. He also earned a Bachelors of Business Administration from the University of Mississippi and a Masters of Science in Economic Development from the University of Southern Mississippi. Jesse is certified as an Economic Development Finance Professional (EDFP).



Meet Our Local *Economic Development Professionals*



Susan Ramsey
Executive Director
Hamilton County Development Authority
386-792-6828
hamiltonecodev@windstream.net

Susan Ramsey joined the Hamilton County Development Authority in January, 2010. In addition to serving as Executive Director for the Development Authority, Susan is serving her second year as Hamilton County Chamber of Commerce President and her 4th year on the Chamber Board. Susan is a Board Member and Executive Committee Member of the North Florida Economic Development Partnership and serves as Chairperson for the Comprehensive Economic Development Strategy Committee with the North Central

Florida Regional Planning Council. She is also Marketing Director for the Hamilton County Veterans Memorial Park Foundation.

Hamilton County is located on the I-75 & I-10 corridor and only a short distance to the deep water port and international airport in Jacksonville. Hamilton County is served by Norfolk Southern Rail. The largest employers in Hamilton County are PCS Phosphate, Suwannee Valley Nursing, Love's Travel Center & County Store and Coggins Farms.

Darryl Register

Executive Director
Baker County Chamber of Commerce
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dregister@bakerchamberfl.com



Darryl is a lifelong Baker County resident and spent 25 years as a local business owner and economic development volunteer before accepting the position of Executive Director with the Baker County Chamber of Commerce in June of 2007. Through his position at the Chamber, Darryl also serves as Executive Director of the Baker County Development Commission and is the main point of contact for economic development in Baker County. Darryl also serves as a representative of Baker County on the Northeast Florida Regional Council, North Florida Economic Development Partnership and the regional Workforce Board.

Baker County is located in the northeast corner of the NFEDP region with Interstate 10 and a CSX railroad mainline passing through the center of the county from east to west. The largest private employers in the county include: Wal-Mart Distribution (800 employees), Baker County Medical Services (344 employees), Wal-Mart Supercenter (215 employees), Insteel Wire (100 employees) and Sanderson Pipe Company (80 employees).



Don Taylor
Executive Director
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citrusedc.com

Don has been in Citrus County since 2001 and recently retired from Progress/Duke Energy after 35 years of service with previous positions in North and South Carolina. Prior to his retirement, he was the Financial Manager of the Crystal River Nuclear Plant. In March of 2013, he accepted the position of Executive Director of the Citrus County Economic Development Council which is the main point of contact for economic development in Citrus County. Don also serves as the representative of Citrus County for the Tampa Bay Partnership, North Florida Development Partnership and the regional Workforce Board.

Pam Whittle

President / CEO
North Florida Regional Chamber of Commerce
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Pam@northfloridachamber.com



Pam is a lifelong resident of Bradford County, operated the family business for 20 years, was a Bradford County School Board Member for 4 years, and continues to serve on SAC committees for various schools.

She started with the Chamber in 2002, working with displaced workers in the poultry business when Tyson pulled out from this region. In 2008, Pam was asked by the board to serve as interim President, a position she held for a little over one year. In November of 2009 Pam was officially given the title President / CEO of the North Florida Regional Chamber of Commerce serving Bradford, Union and Southwest Clay Counties. Pam has worked with the Alachua / Bradford Regional Workforce Board the entire time she has been with the chamber in many capacities. She currently serves as Business Services assisting employers in training, and employment needs. Pam is the Bradford County representative on the North Florida Economic Development Partnership board. The executive director for the Bradford County Development Authority and the Bradford County Tourism Development Council.

Bradford County is located in the northeast portion of the NFEDP region US 301, SR 16 and SR100 along with CSX railroad all pass through the heart of the county in Starke. The largest employer is the Department of Corrections, allowing for a stable economy for the area. Private employers are Shands Regional Medical Center, Wal Mart, KBR, Bradford Terrace, Windsor Manor, Davis Express, PRIDE, and Winn Dixie. The Bradford Tech Center along with a satellite campus for Sante Fe College allows for and easily trained work-force.

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