THE SPACE COAST: HARD-WIRED FOR TECH

FLORIDA’S SPACE COAST—AMERICA’S HIGH TECH TITAN

In today’s increasingly competitive global economy, the right environment can offer businesses a distinct advantage. However, nearly every community in the world seeking to attract business will say the same thing — “we offer a low-cost environment, quality infrastructure, and a great quality of life.” A statement like this begs the question — can you back it up? Can these communities offer credible facts and figures and tangible results that truly demonstrate their competitive advantage for business? Maybe. Maybe not.
Florida’s Space Coast is one of the few regions in the world which can claim that, here, it really is rocket science. The Palm Bay-Melbourne-Titusville MSA — Florida’s Space Coast — is the birthplace of space exploration and the home of Kennedy Space Center. We have the right stuff for business. Put us to the test. Take a closer look at Florida’s Space Coast. We’ll show you the numbers. We’ll deliver the results.

See for yourself why Florida’s Space Coast is America’s High Tech Titan.

FLORIDA’S SPACE COAST — THE RIGHT STUFF

<table>
<thead>
<tr>
<th>#1</th>
<th>#2</th>
<th>#5</th>
<th>#9</th>
</tr>
</thead>
<tbody>
<tr>
<td>Most concentrated high tech economy in Florida.</td>
<td>Best State for Business.</td>
<td>America’s Top Cyberstates.</td>
<td>Most concentrated high tech economy in the U.S.</td>
</tr>
<tr>
<td>Milken Institute, 2013</td>
<td>ChiefExecutive.net, 2013</td>
<td>TechAmerica Foundation, 2013</td>
<td>Milken Institute, 2013</td>
</tr>
</tbody>
</table>

Leading locations. Area Development, 2013
LOOKING FOR A HIGH TECH WORKFORCE?

FIND IT IN FLORIDA’S SPACE COAST

#1
Largest share of science, technology, engineering and math-related jobs in Florida.  
Brookings Institute, 2013

#5
Largest share of science, technology, engineering and math-related jobs in the U.S.  
Brookings Institute, 2013

#5
Most concentrated high tech workforce in the U.S.  
TechAmerica Foundation, 2013

OUR SECRET WEAPON:
AN AMAZING WORKFORCE

Steps as bold as putting a man on the moon or developing a space transportation system known as the Space Shuttle require talent that’s the best of the best. Through the years as America’s space program expanded and high technology enhanced our lives, so, too, was the case with the Space Coast’s workforce, often referred to as a “national treasure.” To say the workforce is “highly skilled” is really an understatement. Intelligent, intensely precise, driven, determined, innovative, remarkable — these are just a few of the adjectives that describe the scientists, engineers, technicians, and administrators who understand and truly believe that failure is not an option.

While other locations spend millions trying to recruit top talent, the Space Coast already has it — and they’re ready for their next mission.
**FLORIDA'S SPACE COAST: AFFORDABLE, READY WORKFORCE**

**Computer Sciences Raytheon (CSR) is the Range Technical Services contractor supporting the U.S. Air Force Space Command's 45th Space Wing at Patrick Air Force Base.**

**Harris Corporation is an innovator in all areas of assured communication.**

**Workers mate a GPS satellite to a Delta II booster.**

**Air Force 45th Space Wing Leadership in the Morrell Operations Center Control Room 2.**

---

**NATIONAL WAGE COMPARISON:**

Average % Higher Compared to Brevard County

<table>
<thead>
<tr>
<th>CITY</th>
<th>Brevard</th>
<th>Huntsville</th>
<th>Phoenix</th>
<th>Atlanta</th>
<th>Charlotte</th>
<th>Dallas</th>
<th>Houston</th>
<th>Denver</th>
<th>Detroit</th>
<th>Los Angeles</th>
<th>Seattle</th>
<th>Boston</th>
<th>New York</th>
<th>San Jose</th>
</tr>
</thead>
<tbody>
<tr>
<td>General Office/Back Office</td>
<td>$49,548</td>
<td>$50,610</td>
<td>$66,688</td>
<td>$51,586</td>
<td>$59,614</td>
<td>$69,256</td>
<td>$72,662</td>
<td>$72,241</td>
<td>$79,177</td>
<td>$87,819</td>
<td>$94,097</td>
<td>$82,974</td>
<td>$94,713</td>
<td>$85,625</td>
</tr>
<tr>
<td>High Tech</td>
<td>$55,800</td>
<td>$52,742</td>
<td>$57,703</td>
<td>$50,304</td>
<td>$51,034</td>
<td>$57,747</td>
<td>$57,041</td>
<td>$57,741</td>
<td>$61,199</td>
<td>$68,373</td>
<td>$72,973</td>
<td>$69,279</td>
<td>$71,039</td>
<td>$65,713</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>CITY</th>
<th>2.0%</th>
<th>2.5%</th>
<th>5.1%</th>
<th>5.4%</th>
<th>7.3%</th>
<th>9.0%</th>
<th>10.0%</th>
<th>11.4%</th>
<th>14.5%</th>
<th>16.2%</th>
<th>18.8%</th>
<th>21.0%</th>
<th>23.1%</th>
</tr>
</thead>
</table>

**AFFORDABLE WORKFORCE** A location could have the most brilliantly skilled workforce in the world, but it won’t do business any good if they’re not affordable. As a right-to-work state, Florida holds an average high tech wage 20% lower than the nation’s with the Space Coast’s wage structure generally lower than other population centers around the state. *The numbers speak for themselves.*

---

**FLORIDA WAGE COMPARISON:**

<table>
<thead>
<tr>
<th>CITY</th>
<th>Brevard</th>
<th>Tampa</th>
<th>Orlando</th>
<th>Jacksonville</th>
<th>Miami</th>
<th>Fort Lauderdale</th>
</tr>
</thead>
<tbody>
<tr>
<td>Manufacturing</td>
<td>$48,172</td>
<td>$49,530</td>
<td>$48,705</td>
<td>$49,025</td>
<td>$50,075</td>
<td>$46,275</td>
</tr>
<tr>
<td>General Office/Back Office</td>
<td>$49,548</td>
<td>$50,610</td>
<td>$49,980</td>
<td>$50,225</td>
<td>$51,025</td>
<td>$47,515</td>
</tr>
<tr>
<td>High Tech</td>
<td>$55,800</td>
<td>$52,742</td>
<td>$53,082</td>
<td>$52,430</td>
<td>$53,250</td>
<td>$49,980</td>
</tr>
</tbody>
</table>
FLORIDA’S SPACE COAST
PATENTS
#1 in Florida for average patents per 10,000 workers.
11 patents per 10,000 Workers

SUCCESS BREEDS SUCCESS: YOU’RE IN GOOD COMPANY

THE SPACE COAST’S TECHNOLOGICAL CAPACITY EXTENDS BEYOND SPACE EXPLORATION.

This area has attracted numerous high tech industry leaders in aerospace and aviation, advanced communications, electronics, homeland security and national defense, and emerging technologies. Our high tech workforce fuels innovation and ranks in the top 15% of the U.S. and #1 in Florida, generating 11 patents per 10,000 workers, a ranking that has been consistently higher than the national average.
ROBUST CORPORATE NEIGHBORHOOD

It makes sense for industry to locate in clusters — suppliers are nearby, the skilled labor pool is already intact, and available buildings with necessary infrastructure are in place.

Success breeds success and the Space Coast is anchored by high tech goliaths — AAR Corp., The Boeing Company, DRS, Embraer, General Electric, L3, Lockheed Martin, Northrop Grumman, Raytheon, Rockwell Collins, and the world headquarters of Harris Corporation.

Emerging industry leaders such as Lighting Science Group and SpaceX chose the Space Coast and are now poised for rapid growth.

Everything these smart companies need is here, and they know it.
FLORIDA'S SPACE COAST
RELocate OR EXPAND: FOR ALL
THE RIGHT REASONS

COMPETITIVE, PRO-BUSINESS ENVIRONMENT.

You face it every day: Red tape. Excessive regulation. Limited access to markets. No access to capital. Fees, taxes, and then more fees. Enough already! Business needs to concentrate on business and not be bogged down with slow processes and hits to the bottom line. Businesses that want a pro-business regulatory and legal environment have found that Florida is the place to be.

And the Space Coast is the place to be in Florida.

PRO-BUSINESS REGULATORY ENVIRONMENT
- Ease of building and site permitting through S.N.A.P℠ — Simplified Nimble Accelerated Permitting
- Uncommon access to policymakers, business leaders, and educators
- Stable political environment focused on business

ATTRACTION TAX CODE
- #5 — Best business tax climate, State of Florida, Tax Foundation, 2014
- No business inventory tax
- No corporate income tax on limited partnerships and S-Corps
- No state personal income tax
- No state level property tax

ADVANCED INFRASTRUCTURE AND MARKET ACCESS
- Foreign Trade Zone #136 encompassing all transportation hubs and several industrial areas, more than 4,000 acres in seven locations
COMPETITIVE, MEANINGFUL INCENTIVE PACKAGES:

TARGETED INDUSTRY INCENTIVES:

- Qualified Target Industry Tax Refund Program (QIT) Provides refund on select taxes paid to qualifying companies in targeted industry areas, such as manufacturing, aviation and aerospace, and corporate headquarters; $3,000 per job: $6,000 per job in rural county or Enterprise Zone; increased award possible for extremely high wage jobs.

- North Brevard Economic Development Zone Incentive fund designed to facilitate job growth and economic development in the northern portion of Brevard County.

- Capital Investment Tax Credit (CITC) Offers annual credit for up to 20 years in an amount equal to 5% per year of eligible capital costs of a qualifying project.

- Qualified Defense and Space Contractor Tax Refund (QDC) Offers Florida defense, homeland security, or space business contractors a tax refund for jobs created or retained; $3,000 per net new FTE jobs created or retained; $6,000 per job in rural county or Enterprise Zone; increased award possible for extremely high wage jobs.

- Brevard County Ad Valorem Tax Abatement (AVT) Provides a temporary reduction in certain property taxes on new physical property, building modification, or equipment.

- High-Impact Performance Incentive Grant (HIPPI) Provides grants to pre-approved applicants in high-impact sectors as designated by the State of Florida.

- Sales and Use Tax Exemptions Supports growth and relocation of new and existing Florida businesses and covers a broad base of taxes, such as corporate income and sales and use taxes.

INFRASTRUCTURE DEVELOPMENT AND PERMITTING:

- Economic Development Transportation Fund Provides funds to local communities to address transportation needs for locating or expanding companies, including access roads, signalization and road widening.

- snap! Business Permitting Offers simplified, nimble, accelerated permitting (S.N.A.P.), the Economic Development Commission of Florida’s Space Coast Development Council awards the S.N.A.P. designation to Space Coast municipalities that have adopted best practices in building and site permitting.

WORKFORCE TRAINING:

- Quick-Response Training Program (QRT) Provides customized training assistance to new or expanding Florida businesses that produce exportable goods or services and create new full time jobs.

- Local Job Training Assistance Various local job training programs can provide financial and human resources assistance to companies creating new jobs. Funds may be used for employee training costs and workforce development. Assistance is also available for employee recruitment. These programs are flexible and structured to respond quickly to meet the specific training needs of the employer. The EDC will assist in structuring a workforce training incentive package tailored to the needs of your project.

WORLD’S ONLY QUADRAMODAL TRANSPORTATION HUB — land, air, sea and space

LAND
- I-95 (16 exits), I-4, U.S. Route 1 and Florida Turnpike.
- Class II freight East Coast Railway.

AIR
- Melbourne International Airport — wide array of available parcels with infrastructure in place.
- Space Coast Regional Airport — three aviation facilities offering commercial/corporate charter air travel.
- Orlando International Airport — full service facility only 45 minutes away.

SEA
- Port Canaveral — first-class, full service deep water port with available capacity, easy access to the southeastern United States, Caribbean, Central America, South America, Europe, Canada, Africa and Asia.

SPACE
- Kennedy Space Center/Cape Canaveral Air Force Station – yes, we have access to space. Cargo to celestial destinations can lift off directly from this 21st century launch complex.
When a business chooses a site to locate or expand, it expects to stay for the long haul. The key to ensuring future success in any given location is sustainability. Will this location be able to meet the company’s needs in 5, 20, or 50 years? Will there be a new generation of workers to fill future jobs? Have other industry leaders found success and remain committed to this location?

SPACE COAST EXCELLENCE IN EDUCATION ENSURES NEXT-GENERATION WORKFORCE

With space exploration as its roots, the Space Coast’s high tech and R&D capacity is unparalleled. The Space Coast is home to the renowned Florida Institute of Technology, whose extensive recognition includes being named a Tier 1 Best National University by U.S. News & World Report and one of the nation’s top technological institutions in the Fiske Guide to Colleges.

Satellite campuses of Embry-Riddle Aeronautical University and the University of Central Florida, along with tech-oriented Eastern Florida State College and a wide spectrum of outstanding college, university, and technical training campuses, contribute to an evergreen, dynamic, highly qualified technical workforce.

Brevard Public Schools, the only district placing in State top 5 for graduation rate six consecutive years, provides superior instruction for the Space Coast’s K-12 students. Brevard Public Schools holds a reputation as one of the top districts in the state of Florida and the United States, consistently ranking well above both the national and state of Florida averages when comparing SAT scores.

FUTURE CAPACITY & SUSTAINABILITY

Brevard Public School District, best school quality.
Brookings Institute, 2013

Best high school advanced placement scores.
US Chamber of Commerce, 2014

Brevard high schools ranked in America’s Most Challenging High Schools list.
Washington Post, 2013

#1 Brevard Public School District, best school quality.
Brookings Institute, 2013

#4 Best high school advanced placement scores.
US Chamber of Commerce, 2014

TOP 4 Brevard high schools ranked in America’s Most Challenging High Schools list.
Washington Post, 2013

#1 Florida Institute of Technology houses the Ortega 0.8-m Telescope – the largest research-quality telescope in Florida.

#4 University of Central Florida is the nation’s second largest university with ten campuses in Central Florida.

Brevard Public School District received national recognition for implementation of the advanced placement capstone diploma program.
A key consideration for business location has to be “Will relocating employees be happy here?”

Millions of tourists flock to Florida’s Space Coast every year for a reason. But beyond the 300 days of sunshine, 72 miles of pristine Atlantic Ocean beaches, abundant arts and cultural amenities, historical attractions, year-round outdoor activities, and thriving nightlife, Space Coast residents experience an unparalleled lifestyle, state-of-the-art healthcare, and abundant, affordable housing options — all within a welcoming atmosphere.
PUTTING MORE ON THE TABLE.

The Economic Development Commission of Florida’s Space Coast’s business expansion and relocation team is the one-stop resource for confidential site research, workforce program options, intergovernmental and community relations, cost negotiation, data analysis, and creative incentive packages that meet the needs of business today.

We’re comprehensive. We’re nimble. We’ll get it done.

We invite you to take a closer look and see for yourself why Florida’s Space Coast is America’s High Tech Titan.

FLORIDA’S SPACE COAST: AMERICA’S HIGH TECH TITAN

Gregory J. Weiner, CEcD
Senior Director, Business Development
321.638.2000
800.535.0203
GWeiner@SpaceCoastEDC.org
www.SpaceCoastEDC.org

Economic Development Commission
OF FLORIDA’S SPACE COAST

BREVARD COUNTY