



2019 Florida Economic Development Conference
Presented by: Enterprise Florida, Inc.
Hammock Beach Resort Palm Coast, FL
May 20 – 22, 2019

*****AGENDA is subject to changes*****

Monday, May 20

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| 2 – 3:30 | Cool & Refreshing Hospitality <i>sponsored by GrowFL and Florida Trend</i> | <i>Hotel Lobby</i> |
| 12 – 4 | Exhibitor, Silent Auction Setup and Registration Opens | <i>Ocean Ballroom Pre-Function</i> |
| 4 – 5:30 | FEDC Annual Meeting <i>sponsored by Graylan Ventures</i> | <i>Flagler/Crescent</i> |
| 6 – 7:30 | Southwest Airlines Welcome Reception and | <i>Grand Event Lawn</i> |

PoweringFlorida Putting Challenge featuring Florida Power & Light and Gulf Power

- Kimberly Merkel, National Account Director, Expansion Solutions
- Dave Doty, Senior Manager, Commercial Planning, Southwest Airlines
- Rick Byars, Gulf Power

**** Dinner on your own - Dine Arouds – See FAQ and App for Recommendations ****

Tuesday, May 21

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| 7:00 | Breakfast with the Exhibitors <i>sponsored by Central FL Development Council and Research on Investment</i> | <i>Ocean Ballroom Pre-Function</i> |
| 7:45 | Welcome | <i>Ocean Ballroom</i> |
| | <ul style="list-style-type: none"> • Jennifer Taylor, 2019 Conference Chair, VP Business Development, Central Florida Development Council • Donald O’Brien, Chair, Flagler County Commission and Flagler Department of Economic Opportunity • Jamal Sowell, CEO, Enterprise Florida | |
| 8:00 | Automation, Big Data, Robots, Artificial Intelligence, Internet, Jobs, & Economic Development | <i>Ocean Ballroom</i> |
| | <ul style="list-style-type: none"> • Anatalio Ubalde, MCP, FM, Managing Director and Co-Founder of GIS Planning • Jon Roberts, Principal, TIP Strategies | |
| 9:00 | Trends in International Business Development | <i>Ocean Ballroom</i> |
| | <ul style="list-style-type: none"> • Gareth Hagan, Executive Director - Commercial, OCO Global | |

- 10:00 Break **sponsored by JAXUSA Partnership and Hamilton County Industrial Development Authority**
Ocean Ballroom Pre-Function
- 10:15 Florida Partners in Prosperity – Crystal Stiles, FPL, FEDC Chair *Ocean Ballroom*
- Mike Myhre, CEO, Florida SBDC Network
 - Tony Carvajal, Executive Director, Florida Chamber Foundation
 - Jamal Sowell, CEO, Enterprise Florida
 - Ken Lawson, Executive Director, Department of Economic Opportunity
 - Michelle Dennard, CEO, CareerSource Florida
- 11:30 Innovation in Marketing Awards Luncheon featuring Deals of the Year and Dan Webster Young
Innovators of the Year *Center Courtyard (Atlantic
Ballroom - weather back-up)* **sponsored by Gulf Power**
Keynote: Craig Richard, CEcD, CEO, Tampa-Hillsborough EDC and Past Chair of IEDC
- 1:15 Break *Ocean Ballroom Pre-Function*
- 1:30 First Round of Breakout Sessions
- Managing EDOs – **sponsored by Coastal Cloud** *Surf*
Leveraging your CRM to Better Serve the Customer and Create ROI – Andra Cornelius, CEcD,
CareerSource Florida
 - Erik Dunnigan, Managing Director, Coastal Cloud Midwest & Economic Development Solutions
 - Melanie Moore, Sr. Director of Business Intelligence, JAXUSA Partnership
 - Nathan Roberts, MIS Director, CareerSource Florida
 - Sherry Ambrose, Economic Development Manager, Florida Power & Light
 - Talent Development – **sponsored by Oco Global** *Harbor*
LinkedIn Learning Insights – Joey Zumaya, Public Sector Leader
 - Jennifer Lee, LinkedIn, State & Local Government
 - Jim McShane, MPA, CEO, CareerSource Capital Region
 - Dan McGrew, General Manger, Dynamic Workforce Solutions
 - Business Retention & Expansion – **sponsored by The Corridor** *Galleon*
Increasing Productivity in Florida’s Manufacturers – Kevin Carr, CEO, FloridaMakes
 - Tina Berger, Florida Makes
 - Matt Chesnut, CEcD, Space Florida
 - Fran Korosec, Bridg
 - Tammie Sweet, Director, GrowFL
 - Infrastructure – **sponsored by Duke Energy** *Matanzas*
A Catalyst for Economic Development - Nick Harwell, ICMA, FDOT Aviation System/Program
Development Manager
 - Economic Impact of Florida Airports – Gene Conrad, Director, Lakeland Linder International
Airport
 - Business Suitability Tool for Airports - Zach DeVeau, Kimley-Horn
 - Zephyrhills Municipal Airport Site Readiness – Danielle Ruiz, Duke Energy
 - Opportunity Zones near Florida’s Airports and Seaports - Erin Gillespie, Madison Street
Strategies

- Marketing – **sponsored by GIS Planning** *Clipper*
Interactive Session to Perfect Your Elevator Pitch - Alissa Sklar, Ph.D., VP of Marketing, GIS Planning | Financial Times
 - Stevie Field-Chavez, VP of Sales, GIS Planning | Financial Times
 - Brian Aiken, Neon Cloud Productions

- Community Development – **Counterpointe Energy Solutions** *St. Augustine*
The Impact of Holistic Economic Development – Brian Rademacher, CECd, Director of Economic Development, City of Ormond Beach
 - Investing in Rural Florida – Edward Dean, City of Greenville in Madison County
 - A Fresh Perspective on the Town Square – Colin Groff, P.E., Asst. City Manager, City of Boynton Beach
 - Engaging and Empowering the A.L.I.C.E population – Mike Finney, President & CEO, Miami-Dade Beacon Council
 - Using Labor Market Intelligence to build your economy – Tim Delcourt, EMSI

- 2:30 Break **sponsored by BDB of Palm Beach County and TECO Energy** *Ocean Ballroom Pre-Function*

- 2:45 Second Round of Breakout Sessions (Repeated)

- 4:00 Afternoon Break On Your Own

- 6:00 Silent Auction Reception **sponsored by CareerSource Florida, Florida Power & Light, The Florida SBDC Network, UCF/GrowFL** *Ocean Ballroom Pre-Function*

- 7:00 Eunice Sullivan and Toni Jennings Awards Dinner *Ocean Ballroom*
presented by Enterprise Florida

Wednesday, May 22

- 7:00 Breakfast with Exhibitors **sponsored by Babcock Ranch and City of Coral Springs** *Ocean Ballroom Pre-Function*

- 8:00 Perspectives on the Global Economy *Ocean Ballroom*
 - John Lonski, Managing Director & Chief Economist, Moody's Analytics

- 8:50 Site Location Consultants Panel – Tim Vanderhoof, SVP, Enterprise Florida
 - Gray Swoope – Vision First Advisors *Ocean Ballroom*
 - Jeff Troan – Ryan
 - Win Williamson - EY

- 9:50 Break **sponsored by Miami-Dade Beacon Council and Charlotte County Economic Development** *Ocean Ballroom Pre-Function*

- 10:00 Research, Innovation and Entrepreneurship through Icorps - Tom O'Neal, Ph.D. AVP, Office of Research, University of Central Florida *Ocean Ballroom*
 - Sudeep Sarkar, Ph. D., Professor and Chair, Computer Science and Engineering, USF Associate Vice-President for Special Programs
 - Regina Gonzalez, Wave Program Coordinator, FAU Office of Research

11:00 Engaging and Impactful Utility Partnerships – Gray Swoope, President & CEO, VisionFirst Advisors
• Marc Hoenstine, CEcD, Duke Energy *Ocean Ballroom*
• Crystal Stiles, Florida Power & Light
• Verdell Hawkins, Gulf Power
• Laura Crouch, TECO Energy

11:55 Final Southwest Airlines Engagement Drawing *Ocean Ballroom*

12:00 Adjourn

12:15 LUNCHEON: FEDC Board of Directors and CareerSource Florida Board of Directors by invitation only
Flagler/Crescent