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# Regional Economic Development in Jacksonville & Northeast Florida



**C O R N E R S T O N E**  
REGIONAL DEVELOPMENT PARTNERSHIP

**Baker**



**St. Johns**



**Putnam**



**Clay**



**Nassau**



**Duval**



**Flagler**



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## About Cornerstone

- ◆ Regional Economic Development Organization
- ◆ 200+ private sector investors
- ◆ Government partners include JAA, JAXPORT, JEA, JTA, WorkSource, seven county partners
- ◆ \$3.1 million annual budget
- ◆ 4<sup>th</sup> year of Cornerstone IV 5-year funding campaign
- ◆ 15 Professional Staff in the areas of Business Development, Business Expansion, Foreign Direct Investment, Workforce Development, Marketing and Government Advocacy



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## Cornerstone History

- **1990:** Jacksonville Chamber launches major funding program and charters Cornerstone I as the Chamber's Economic Development arm
- **1994:** Clay County Committee of 100 petitions to join Cornerstone creating a "Partnership." Initial focus is to establish Jacksonville Metro Area as a brand name market for business location
- **1995:** Jacksonville Chamber charters Cornerstone II-second major 5 year funding program
- **1996-2000:** Other neighboring Northeast Florida counties petition and join Partnership
- **2000:** Cornerstone III-third 5 year funding program put in place. Flagler County petitions to join Partnership
- **2005:** Flagler County admitted to Partnership.
- **2006:** Cornerstone IV funding program launched



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# Why Do Economic Development?

- ◆ Increase Wealth of a Region
- ◆ Grow the Economic “Pie”
- ◆ Ensure Jobs for Our Citizens
- ◆ Expand the Tax Base
- ◆ Improve the Quality of Life
- ◆ Ensure Our Economic Future

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## Why Do ED Regionally?

- ◆ Partners vs. Competitors
- ◆ More Resources
- ◆ Creates Efficiencies
- ◆ Combined Research
- ◆ Prospects Demand It
- ◆ More Opportunity for First Coast Counties

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## How Do We Do It?

1. Develop a Vision and a Plan
2. Target Industries with High Potential
3. Aggressively Market Region
4. Provide Expansion Assistance to Existing Businesses
5. Recruit New Companies/Jobs
6. Use Local and State Resources as Necessary to Achieve Results
7. Expand International Trade

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# Recruitment

## Sources of Leads:

- ◆ Advertising and Promotion
- ◆ Direct Contact (Sales and Marketing Missions)
- ◆ Site Consultants
- ◆ Enterprise Florida
- ◆ Local Business Referrals



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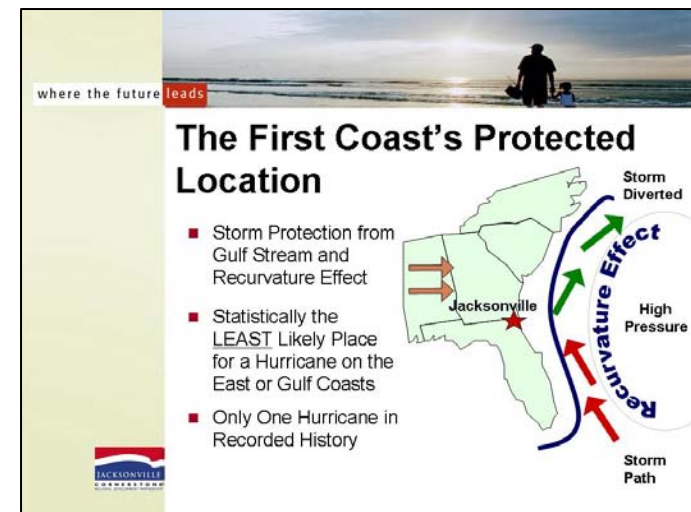
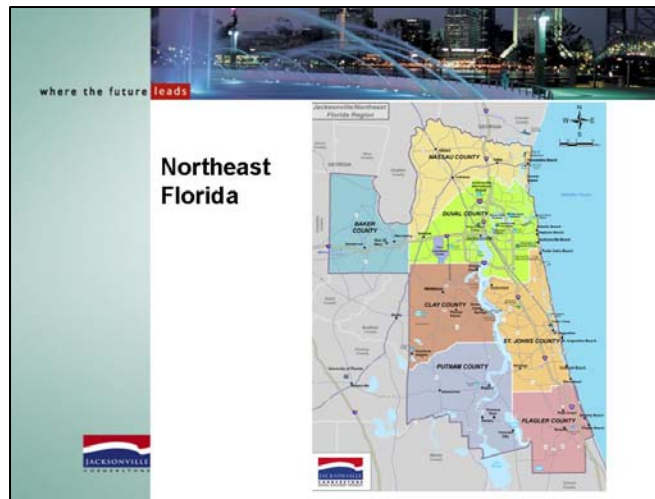
# Business Missions, Conferences & Trade Shows

- CoreNet Global
- Industrial Asset Management Council (IAMC)
- Sales Missions – Domestic and International
- Site Consultant Events
- Targeted Industry Trade Shows
- Familiarization Tours



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# Every Project Starts with Regional Approach



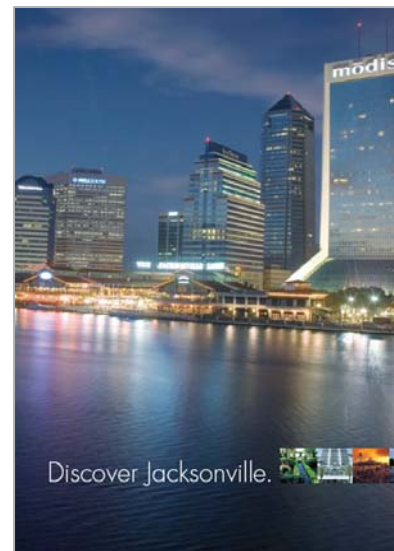




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# Marketing Tactics

- Advertising
- Web/Interactive
- Collateral
- Direct Marketing
- Public Relations



Discover Jacksonville.



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# www.expandinjax.com

**JACKSONVILLE**  
& NORTHEAST FLORIDA

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ABOUT REAL ESTATE BUSINESS ENVIRONMENT WORKFORCE LIVING HERE SITE SELECTOR

**Daybreak on Jacksonville**

**Featured Story**

ENTERING Duval County Jacksonville CITY LIMITS EXIT LEAVING Duval County

**Jacksonville - America's Logistics**

**WELCOME**  
Welcome to Jacksonville and Northeast Florida Our seven-county region

**SITE SELECTOR**

**DATA CENTER**  
Learn more about Jacksonville and Northeast Florida. The Data Center is assembled for site consultants, researchers and others who want information on Florida's First Coast.

**RANKINGS**  
Home to the Southeast's largest modern and contemporary art museum, endless miles of beautiful beaches and sparkling, translucent waters, cultural pursuits from cool jazz to hot clubs, and a remarkable concentration of high-end and ethnically diverse restaurants, Jacksonville and Northeast Florida offer visitors the true spirit of Florida, with marvelous meals, flamboyant exhibits, peaceful landscapes and gorgeous gardens.

- Business Rankings
- Quality of Life Rankings
- College Rankings

**VIRTUAL TOURS**  
Experience Jacksonville from all angles by viewing some of the area's virtual tours. Select a virtual tour and click and drag the cursor to move the image display.

**LINKS**

- Regional Partner Counties
- Public Schools
- Colleges & Universities
- Business Research
- Local Links
- Utilities and Other Local Services

ABOUT REAL ESTATE BUSINESS ENVIRONMENT WORKFORCE LIVING HERE SITE SELECTOR

**BUSINESS ENVIRONMENT** [Download PDF](#)

**JACKSONVILLE OFFERS AN UNBEATABLE BUSINESS CLIMATE**

Do you probably guessed that a Florida location offers a great climate to live and play, but you may not realize that it is also a perfect location for business. In fact, Inc. magazine ranked Jacksonville as the 12th "Best Large City for Business."

**THE COMPANY YOU KEEP**  
Jacksonville has a very established business base, home to three Fortune 500 companies — CSX, Fidelity National Financial and Wm. Dixie — and more than 80 other corporates, regional and divisional headquarters. Northeast Florida boasts an impressive list of existing businesses with a great track record of success in our market.

**INDUSTRY STRENGTHS**  
In 2005, Comerstone, in an effort to expand the region's economic development efforts, identified seven key target industries that have led to a more diversified and larger economic base in Northeast Florida. The target industries are:

- Aviation & Aerospace
- Logistics & Distribution
- Finance & Insurance Services
- Headquarters
- Life Sciences
- Advanced Manufacturing
- Information Technology

These industries were identified based on the core strengths and competitive assets of Jacksonville and Northeast Florida. The core strengths include sites and infrastructure, including the large deep water ports, Cecil Field, intermodal connections and multiple highways, the location and its proximity to large east coast metro areas, and the overall business climate. The competitive assets include an excellent quality of life, average wage rates and the overall tax structure.

ABOUT COMMERCIAL BUSINESS ENVIRONMENT KEY STAT REGIONAL OVERVIEW

**NORTHEAST FLORIDA - DRIVING THE ECONOMY** [Download PDF](#)

Comerstone's regional focus includes seven Northeast Florida counties — Baker, Clay, Duval, Flagler, Nassau, Putnam and St. Johns. With 1.5 million residents, the region offers endless opportunities and a superior quality of life. The Jacksonville area continues to experience positive growth as more people discover its perfect balance between business opportunities and lifestyle.

Welcome to Jacksonville — Driving The Economy

**JACKSONVILLE and NORTHEAST FLORIDA**

Map showing the seven counties: Baker County, Duval County, Flagler County, Nassau County, Putnam County, St. Johns County, and Volusia County.





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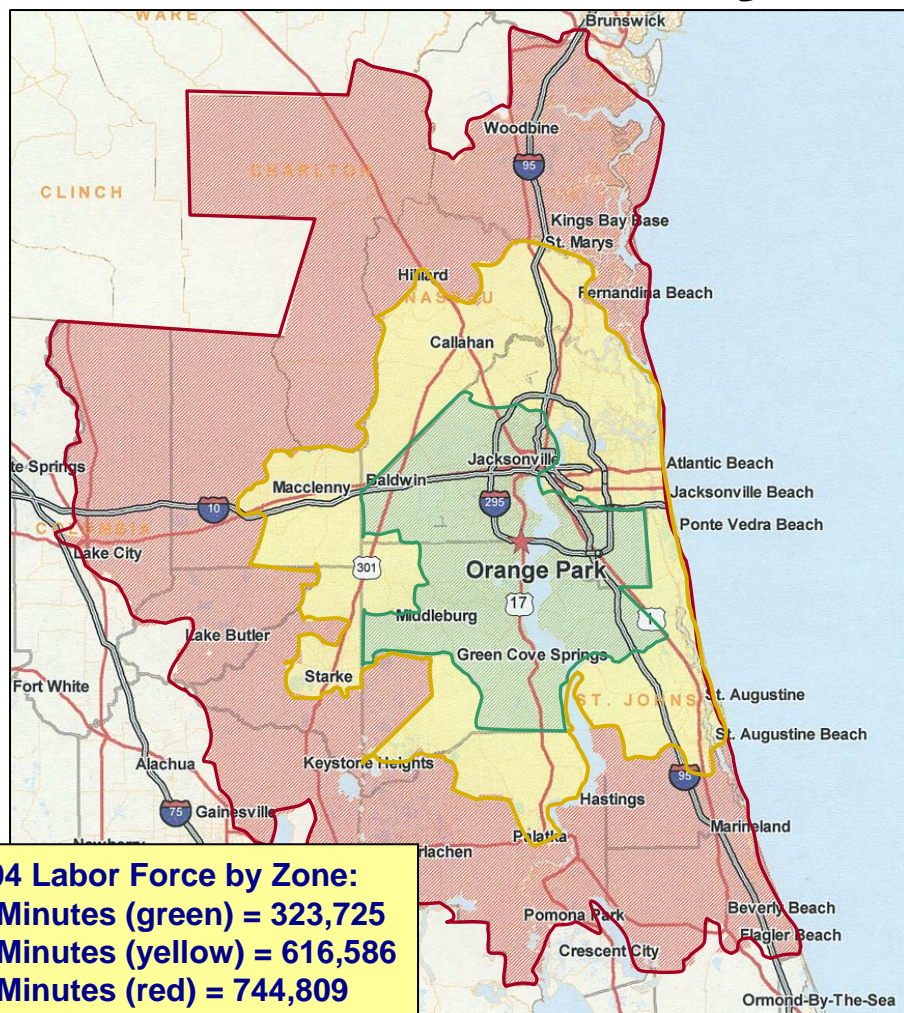
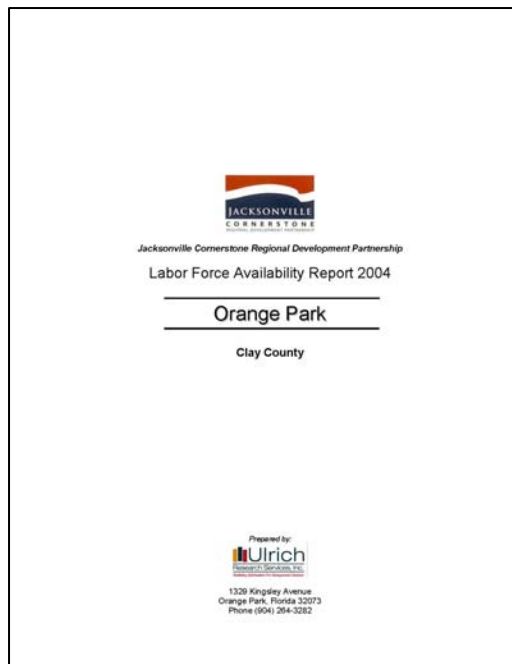
## Research

- ◆ Demographics/Labor
- ◆ Buildings/Real Estate
- ◆ Targeted Industries
- ◆ Specific Prospect Needs
- ◆ Software for Prospect Management Website



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# Commute Zone / Labor Analysis Study



**2004 Labor Force by Zone:**  
 20 Minutes (green) = 323,725  
 40 Minutes (yellow) = 616,586  
 60 Minutes (red) = 744,809







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# Web-Based Sites & Buildings Database

Jacksonville / Northeast Florida Commercial Real Estate - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Back Forward Stop Search Favorites Media

Address http://216.199.61.61/defaultHome.asp

*Welcome to Jacksonville and Northeast Florida's most current and comprehensive list of Commercial Real Estate encompassing Office Space, Industrial Space, and Development Sites. Our database is continuously updated in real time, so visit often as new properties become available on a daily basis.*

- Search for Office Space
- Search for Industrial Space
- Search for Development Sites
- Find Real Estate
- NAIOP Members Area

This property database is a joint effort of the Jacksonville Commerce, the Northeast Florida National Association (NAIOP) and The Jacksonville Regional Development Partnership.

**JACKSONVILLE**  
NASSAU County Industrial Space

Industrial Space search results:

To search for properties throughout the Northeast Florida Region, please click here.

Your search: 'properties in (nassau county)'

Property Matches PRINT THIS LISTING

Select All

Select	Region	Building	Contact/Broker	Sale/Lease	Gross sq. ft.	Avail. sq. ft.	Year built	Last reno.	Clear ht.	Rail	Truck doors	Sprinklers
<input type="checkbox"/>	Nassau County	STORAGE FACILITY (former Nassau 323 US Highway 17)	Economic Development Board Steve Rieck 904-225-8878	Lease Only	300,000	120,000	---	---	35	Rail on site	12	Wet
<input type="checkbox"/>	Nassau County	Old Dixie Highway N. Nassau 527 P.O. Box Highway 17	Colliers Dickinson Ronald McVay (904)358-1206	Sale Only	22,587	22,587	1967	1971	14	No Rail	1	
<input type="checkbox"/>	Nassau County	Banne Impresions Nassau 115.21 St. South	Colliers Dickinson Bob Selton (904)358-1206	Lease/Sale	19,204	19,204	1925	---	---	No Rail	1	
<input type="checkbox"/>	Nassau County	501 Gene Lassere Boulevard Nassau 501 Gene Lassere Blvd.	Colliers Dickinson Bob Selton (904)358-1206	Sale Only	14,005	14,005	2000	---	---	No Rail	1	

Select All

PRINT THIS LISTING

To email property information, check the desired property record(s) and click on "Send Email" option.  
To print property information, check the desired property record(s) and click on "Print" option.

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# Access to Prospect Management Database

Avenue - [Fishman & Tobin, Inc. - Prospect 977 of 2382]

File Edit View Search E-mail Query Tools Run Window Help

Prospect Name: Fishman & Tobin, Inc. Prospect ID Number: 0000000010159

Project Code Name: Fish Managing Partner: JCC Other ID #: 01-00156

Access: ALL Project Manager/Co-Managers: DECLAN\_R

Prospect | Prospect Statistics | Economic Impact | Site/Facility Req'ts | Utility Requirements | Sales Strategy | Current Activity | Alerts | Audit

Prospect Name: Fishman & Tobin, Inc. (prospect security)  Confidentiality Requested by Prospect

Project Code Name: Fish  Request on File

Business Description: Apparel whsg. for boys outer garm

Project Description: Local realtor needs assistance with labor rates and general incentives for a port-related privately held apparel warehouse client. GA and SC also under consideration. Co. is purchasing a company and creating this demand.

Prospect Source 1: Direct Contact Realtor

Prospect Source 2: Direct Contact Company

Prospect Source 3: [Empty] [Empty]

Contact | To-Do | Activity Log | Economic Impact Detail | Site/Facility Detail | Utility Detail | Related Documents

+	-	Contact Type	Pri Contact	Company	First	Last	Phone	Cell	Email
1		Other	<input checked="" type="checkbox"/>	Fishman & Tobin, Inc.	Marvin	Walker	(904)215-6403	904-215-6394	Mwalker@fishmantobin







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# International Trade Development & Foreign Direct Investment



**フロリダ州 ジャクソンビル市**  
コミュニティ概要

**所在地**

ジャクソンビル市は西半球の中央にある都市です。約 4,500 万の人々が町から車で 8 時間以内の距離に住んでいます。

ジャクソンビル市はその広さでは米国最大の都市です。

**ジャクソンビル市からの距離**

	キロメートル/マイル
アトランタ、ジョージア州	557 km/ 346 mi
オーランド、フロリダ州	225 km/ 140 mi
タンパ、フロリダ州	362 km/ 225 mi
マイアミ、フロリダ州	965 km/ 599 mi
チャールストン、サウスカロライナ州	383 km/ 238 mi
サバンナ、ジョージア州	224 km/ 139 mi
シャーロット、ノースカロライナ州	618 km/ 384 mi

**交通手段**

**主要幹線道路**  
I-95、I-75 および I-10

**鉄道**

CSX、Norfolk Southern および Florida East Coast の 3 つの主要鉄道路線があります。

Antrak が旅客列車を米国の各都市へ毎日運行しています。

**主要運送業者**

- ユナイテッド・パーセル・サービス (UPS) の地域配送所があります。
- 100 箇所を超えるトラックターミナルがあります。
- 全米人口の約 90% に、2 日以内でのトラック配達が可能です。

**海港**

ふたつの港、ジャクソンビル港 (JAXPORT) およびフェルナンディア港は、共に水深のある自然港です。

- 米国でも屈指の立地条件の良い港です。
- 米国最大の自動車/車庫取扱港です。
- 米国で 12 番目に取扱量の多い水深の深い港です。

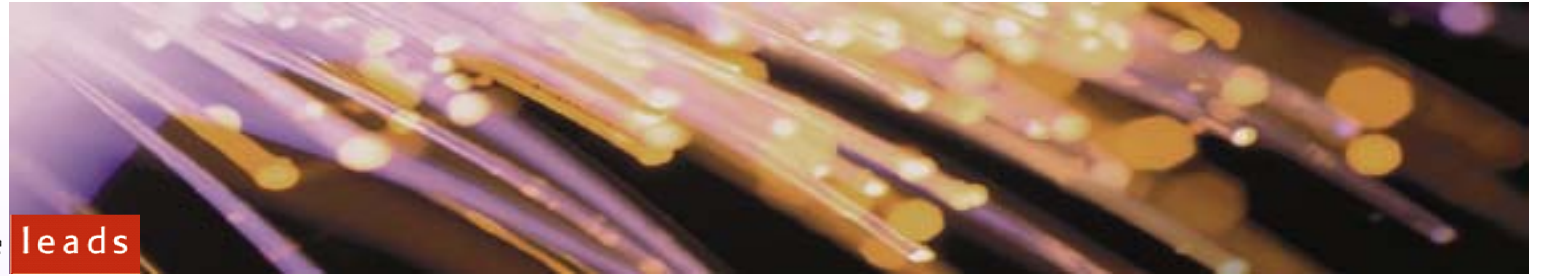
**空港**

ジャクソンビル国際空港 (旅客機線)

- ILS (計器着陸装置) 設備の標高 2 本 (長さ 2438.4 m、3,045 m)。
- 旅客航空会社 17 社、航空貨物会社 6 社。
- 毎日 200 便運行。
- 全米 24 都市への直行便あり。
- 世界の主要都市へのワンストップ航空便あり。

**主要航空会社**: エアトラン、アメリカン、コムエアー、コンチネンタル、コンチネンタルエクスプレス、デルタ、エグゼクティブエアウェイズ、インディペンダンス、ミッドウェー、ノースウエスト、サウスウエ

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## Targeted Industries

- Headquarters
- Information Technology
- Life Sciences
- Finance & Insurance Services
- Distribution & Logistics
- Aviation & Aerospace
- Advanced Manufacturing

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## Cornerstone IV Results (2006–present)

▪ Total new regional direct job creation in high wage/ targeted industry companies	102 projects 11,808 jobs
▪ Total regional capital investment	\$1.1 billion
▪ Announcements and new jobs created in regional partner counties	21 companies 2,375 jobs
▪ Percent new & retained jobs in targeted industry clusters	95%

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## Partner Outreach and Advocacy

- Host several Regional Economic Development Forums during the year to educate and involve regional elected officials and business leaders in economic development issues.
- Hold quarterly investor luncheons on various topics related to economic development.
- Lobby at the local, state and federal level on regional economic development issues.





# JACKSONVILLE



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