An aerial night photograph of the state of Florida, showing the coastline and numerous city lights glowing against the dark land and the deep blue of the surrounding ocean.

Why Florida is America's #1 State for Growth

mwilson@flchamber.com

“Florida is changing. Our ECONOMICS, our demographics and our politics are all changing and these changes are both opportunities and challenges.” – Mark Wilson

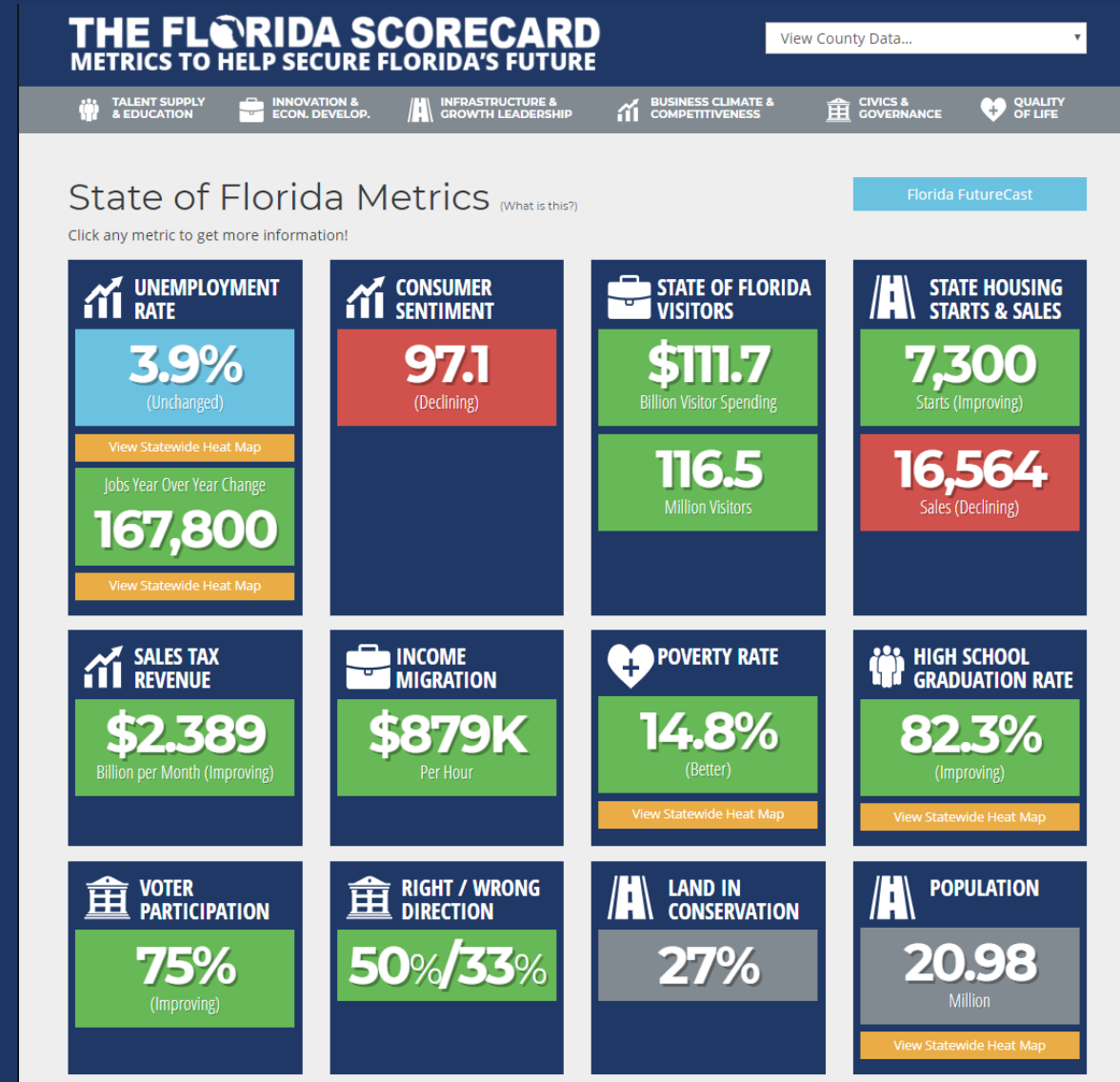
www.FloridaChamber.com/ReedSmith

Is the Florida We've Known Over?



TheFloridaScorecard.org

- Florida's Economy \$976.7 Billion GDP (16th / \$1T in 2018)
- 20.98 Million Residents (3rd /+5M by 2030 /+898/day)
- 167,800 Private-Sector Jobs Created in Florida in the Past Year
- Florida creates more than 1 out of every 14 jobs in the U.S.
- 116.5 Million Visitors in 2017
- 3.9% Unemployment Rate



#1 Growth and Opportunity State



+898 per day



Income Ticker

Income Migration

Total Income Migration from 1992 - 2015

Florida



INCOME
MIGRATION

\$879K

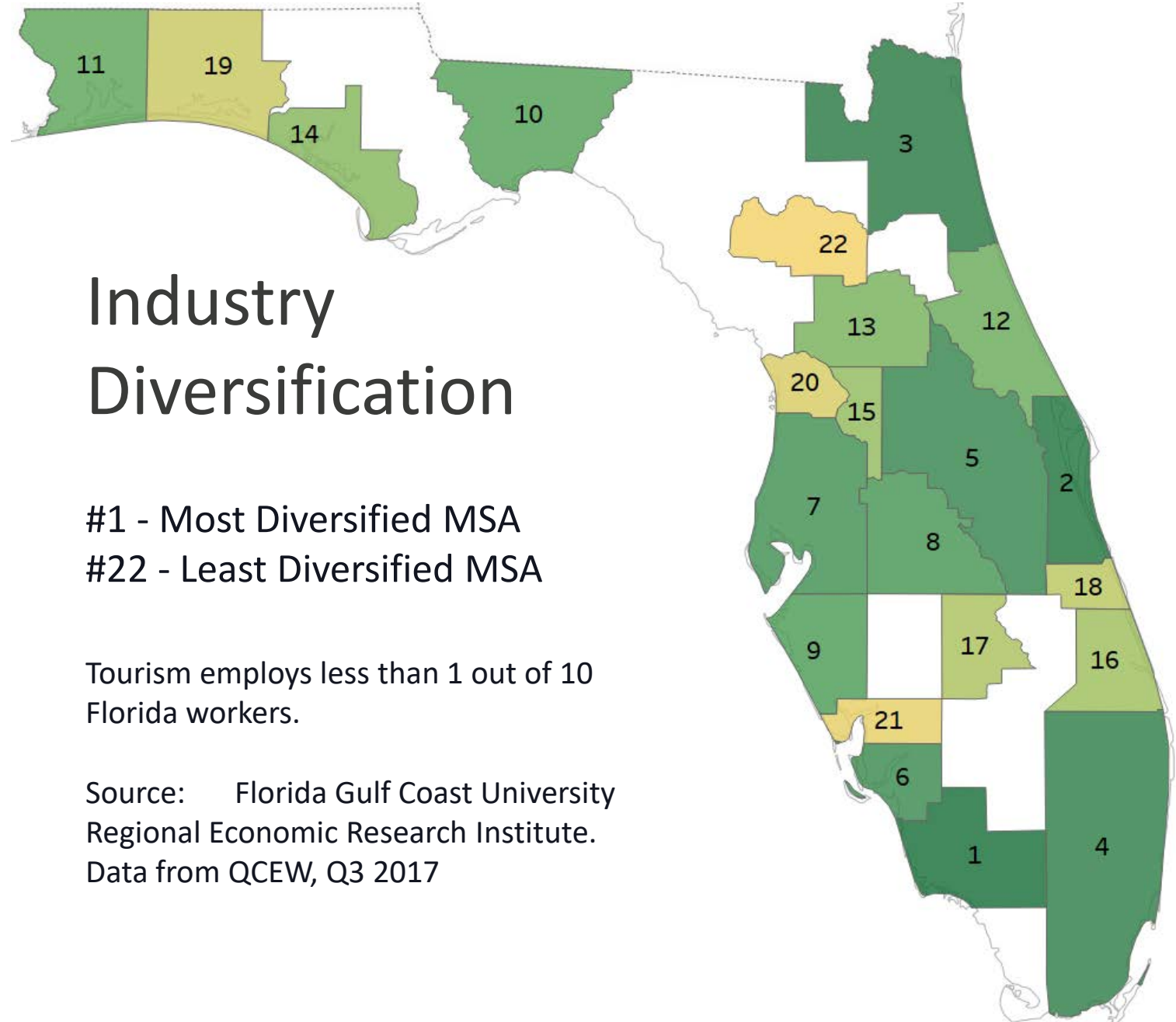
Per Hour

Gained Wealth From:

\$25.12 billion	New York
\$15.90 billion	New Jersey
\$11.55 billion	Illinois
\$9.31 billion	Pennsylvania
\$8.83 billion	Ohio

Lost Wealth To:

\$1.56 billion	Texas
\$1.25 billion	North Carolina
\$802.57 million	Tennessee
\$448.63 million	South Carolina
\$437.33 million	Arizona



Industry Diversification

#1 - Most Diversified MSA
#22 - Least Diversified MSA

Tourism employs less than 1 out of 10 Florida workers.

Source: Florida Gulf Coast University
Regional Economic Research Institute.
Data from QCEW, Q3 2017

February 2018 Year-over-year Jobs

Florida Growth Rate – 2.0%

U.S. Growth Rate – 1.6%

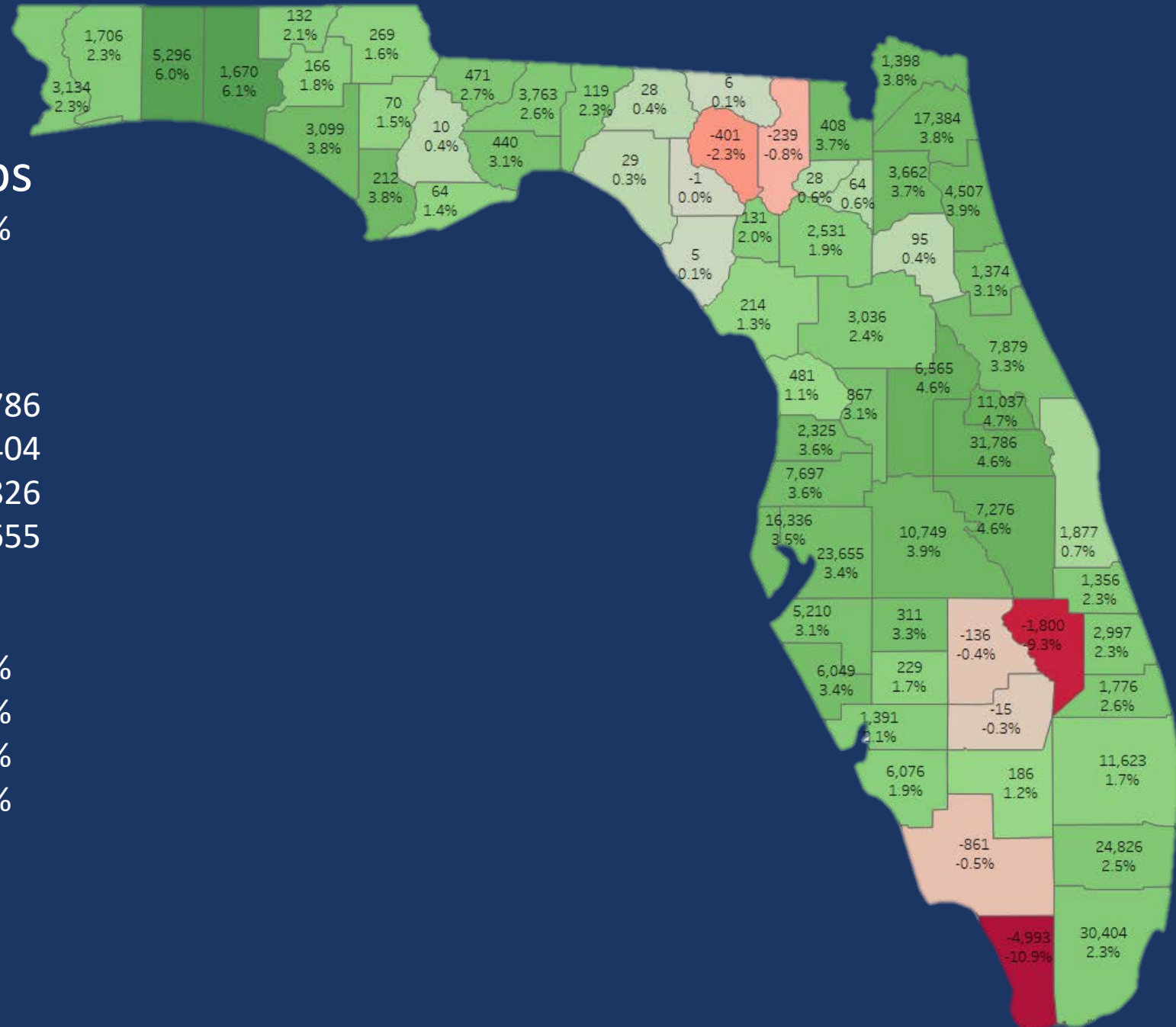
Top Counties:

Orange	31,786
Miami-Dade	30,404
Broward	24,826
Hillsborough	23,655

Top Growth Rate:

Walton	6.1%
Okaloosa	6.0%
Seminole	4.7%
Lake	4.6%

8 Florida Counties Lost jobs



Congressional Action on Taxes and Infrastructure

THE WALL STREET JOURNAL.

Tax Overhaul Just Another Reason to Move to Florida, Chamber Says

December 1, 2017 – Theo Francis

Forget the weather—the Florida Chamber of Commerce is touting the federal tax overhaul as a come-on to businesses that might relocate to the Sunshine State.

In an email blasted out to its chapters "from Pensacola to Key West" this week, the Florida Chamber brags that people moving to Florida from seven states in the Northeast and Midwest brought with them some \$80 billion in income. The states include New York (\$25.1 billion), New Jersey (\$15.9 billion), Illinois (\$11.6 billion) and Ohio (\$8.8 billion).

Or, as the email put it: "\$80 Billion Reasons To Start Dialing Tomorrow."

"As the tax package nears passage, the Florida Chamber encourages you to consider calling companies looking to expand and grow," the email says. "When you call them, please invite them to look at the additional advantages Florida will have after the tax package passes."





“The Florida Chamber is showing up day after day and making sure the right things happen in Florida.” – Governor Rick Scott

Wall Street Journal, New York and Northeast U.S.

NO ONE LIKES HIGH TAXES

Florida is the No. 1 state Americans most want to live in and is home to the best tax climate in the Southeast. And, the new federal tax law has made it even more advantageous to bring your business to Florida. That means more money for your business, your employees and your future.

JOIN US IN FLORIDA

- No state personal income tax.
- No corporate income tax on limited partnerships or S-corps.
- No sales and use tax on export goods manufactured in Florida.
- No sales tax on manufacturing machinery and equipment.
- The best regulatory climate in the country.

To learn more about the benefits of relocating to Florida:
Visit – FloridaTheFutureIsHere.com/taxday

FLORIDA | THE FUTURE IS HERE.

 **ENTERPRISE
FLORIDA**

**FLORIDA
CHAMBER**
of Commerce

What the Tax Plan Means for New Yorkers

Increases the tax disparity between New York and other states

Tax Decrease/Tax Increase In 2018

Income	New York City		New York State <i>excluding New York City</i>		Florida		New Jersey		Connecticut	
	Single	Married	Single	Married	Single	Married	Single	Married	Single	Married
\$50k	-\$1,067	-\$294	-\$1,327	-\$294	-\$1,327	-\$294	-\$1,327	-\$294	-\$1,327	-\$294
\$75k	-\$797	-\$2,244	-\$1,285	-\$2,244	-\$2,217	-\$2,244	-\$1,382	-\$2,244	-\$1,296	-\$2,244
\$100k	+\$226	-\$1,406	-\$689	-\$2,265	-\$1,969	-\$2,654	-\$707	-\$2,350	-\$729	-\$2,408
\$150k	-\$605	-\$2,455	-\$1,153	-\$3,770	-\$2,867	-\$6,154	-\$1,289	-\$3,729	-\$1,684	-\$4,086
\$175k	-\$3,418	-\$3,706	-\$3,418	-\$3,706	-\$3,645	-\$6,671	-\$3,795	-\$3,706	-\$3,573	-\$3,706
\$200k	-\$3,615	-\$5,831	-\$3,615	-\$5,831	-\$4,238	-\$7,778	-\$3,690	-\$5,831	-\$3,491	-\$5,831
\$500k	+\$4,944	-\$19,417	+\$4,944	-\$19,417	+\$97	-\$19,743	+\$7,319	-\$18,295	+\$7,299	-\$18,295
\$750k	+\$25,993	+\$1,288	+\$14,531	-\$1,741	-\$6,229	-\$22,001	+\$15,676	-\$637	+\$12,641	-\$4,389
\$1m	+\$26,444	+\$10,132	+\$11,145	-\$5,128	-\$15,292	-\$31,065	+\$13,976	-\$2,337	+\$10,494	-\$6,624
\$5m	+\$139,642	+\$114,916	+\$62,947	+\$38,260	-\$102,711	-\$118,483	+\$69,726	+\$53,413	+\$32,159	+\$15,040
\$10m	+\$281,903	+\$257,177	+\$128,463	+\$103,777	-\$211,846	-\$227,619	+\$139,414	+\$123,101	+\$59,240	+\$42,121

This reflects the loss of deductibility of state and local income, property and sales taxes over \$10,000.

In New York City:

The average family of four that earns \$175,000 will pay 25% of their income in taxes; in Florida the same family will pay 14%.

The average family of four that earns \$750,000 will pay 40% of their income in taxes; in Florida the same family will pay 30%.

The top 1% of filers, New York City residents earning over \$700,000, account for 49% of all income tax revenues in New York City.

This analysis is based on a single taxpayer with no dependents and a married filing jointly tax filer with two child dependents. It only accounts for the new tax brackets, the allowance for up to \$10,000 in SALT deductions, the increased standard deduction, the increased AMT exemption and higher phase-out level, the repeal of the personal exemption, and the expanded child tax credit where applicable. Deductions for real estate tax, mortgage interest, charitable contributions and sales tax were estimated based on statewide averages at each income level. The tax burden analysis is based on after-tax income including the impact of city, state and federal income taxes and average property taxes in each geography for the corresponding income level.

Single Filers Brackets

2018	Current
10%: Less than \$9,526	10% \$0-\$9,325
12%: \$9,526-\$38,700	15% \$9,326-\$37,950
22%: \$38,701-\$82,500	25% \$37,951-\$91,900
24%: \$82,501-\$157,500	28% \$91,901-\$191,650
32%: \$157,501-\$200,000	33% \$191,651-\$416,700
35%: \$200,001-\$500,000	35% \$416,701-\$418,400
37%: \$500,000+	39.6% \$418,401+

Married, Filing Jointly Brackets

2018	Current
10%: Less than \$19,051	10% \$0-\$18,650
12%: \$19,051-\$77,400	15% \$18,651-\$75,900
22%: \$77,401-\$165,000	25% \$75,901-\$153,100
24%: \$165,001-\$315,000	28% \$153,101-\$233,350
32%: \$315,001-\$400,000	33% \$233,351-\$416,700
35%: \$400,001-\$600,000	35% \$416,701-\$470,700
37%: \$600,000+	39.6% \$470,701+

The Framework For Florida's Future



Florida's Top Global Partners



“Florida is changing. Our economics, our **DEMOGRAPHICS** and our politics are all changing and these changes are both opportunities and challenges.” – Mark Wilson



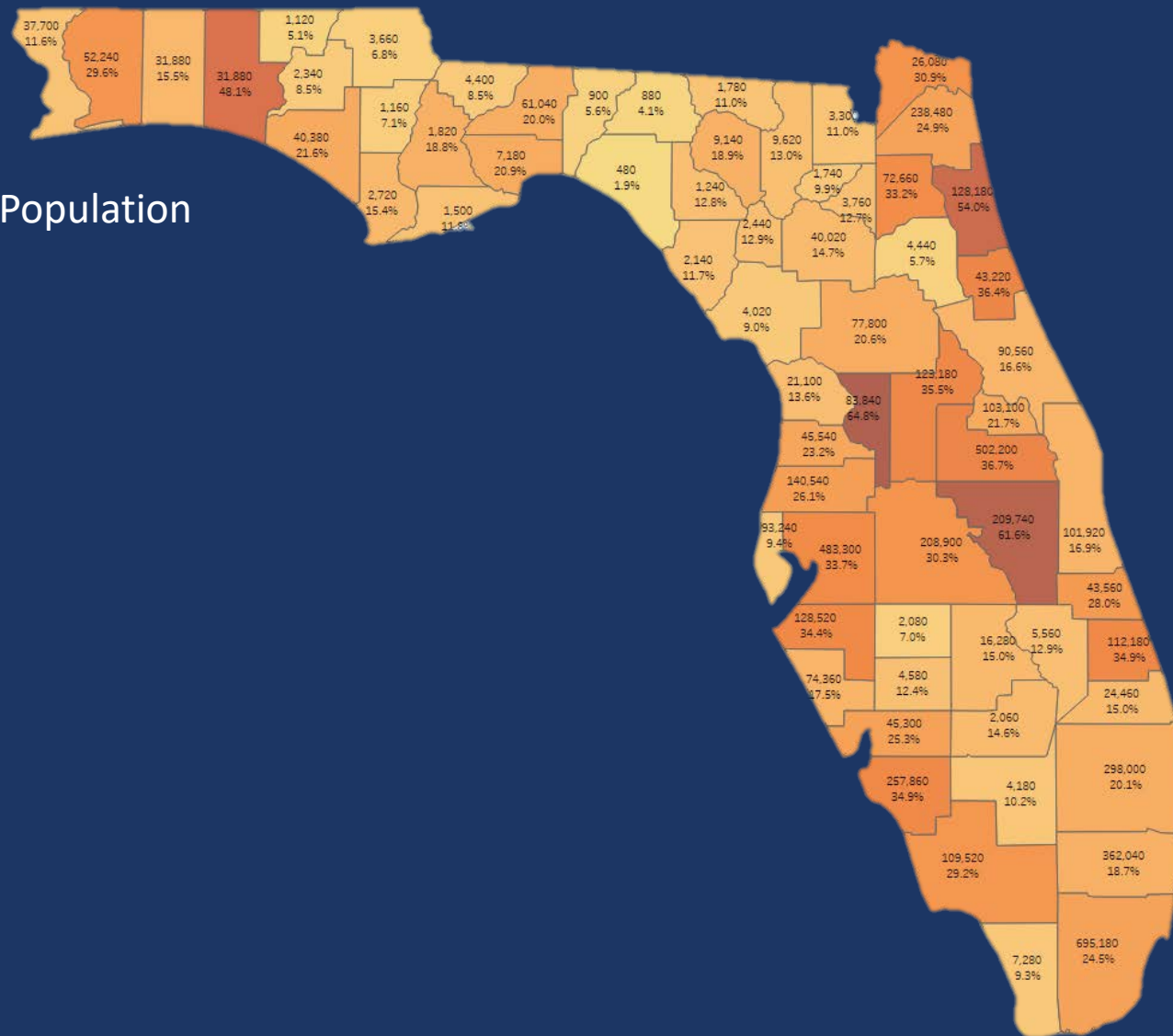
Florida's next 5 million People

Top Number: Population Increase

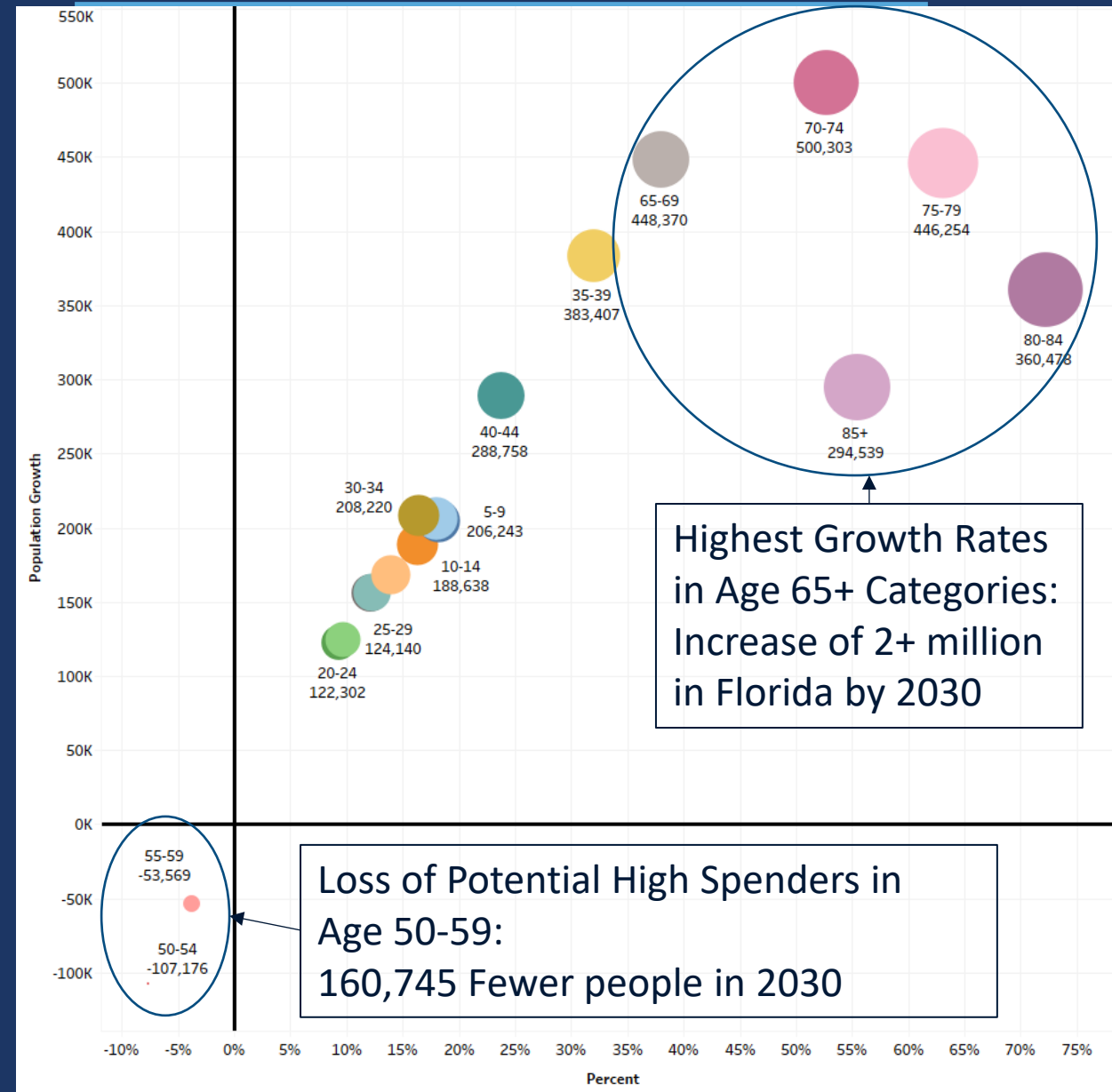
Bottom Number: Percentage Increase

Top 8 Counties Expected to account for 56.9% of Population Increase:

1. Miami-Dade
2. Orange
3. Hillsborough
4. Broward
5. Palm Beach
6. Lee
7. Duval
8. Osceola



Population Changes by Age Group 2016-30

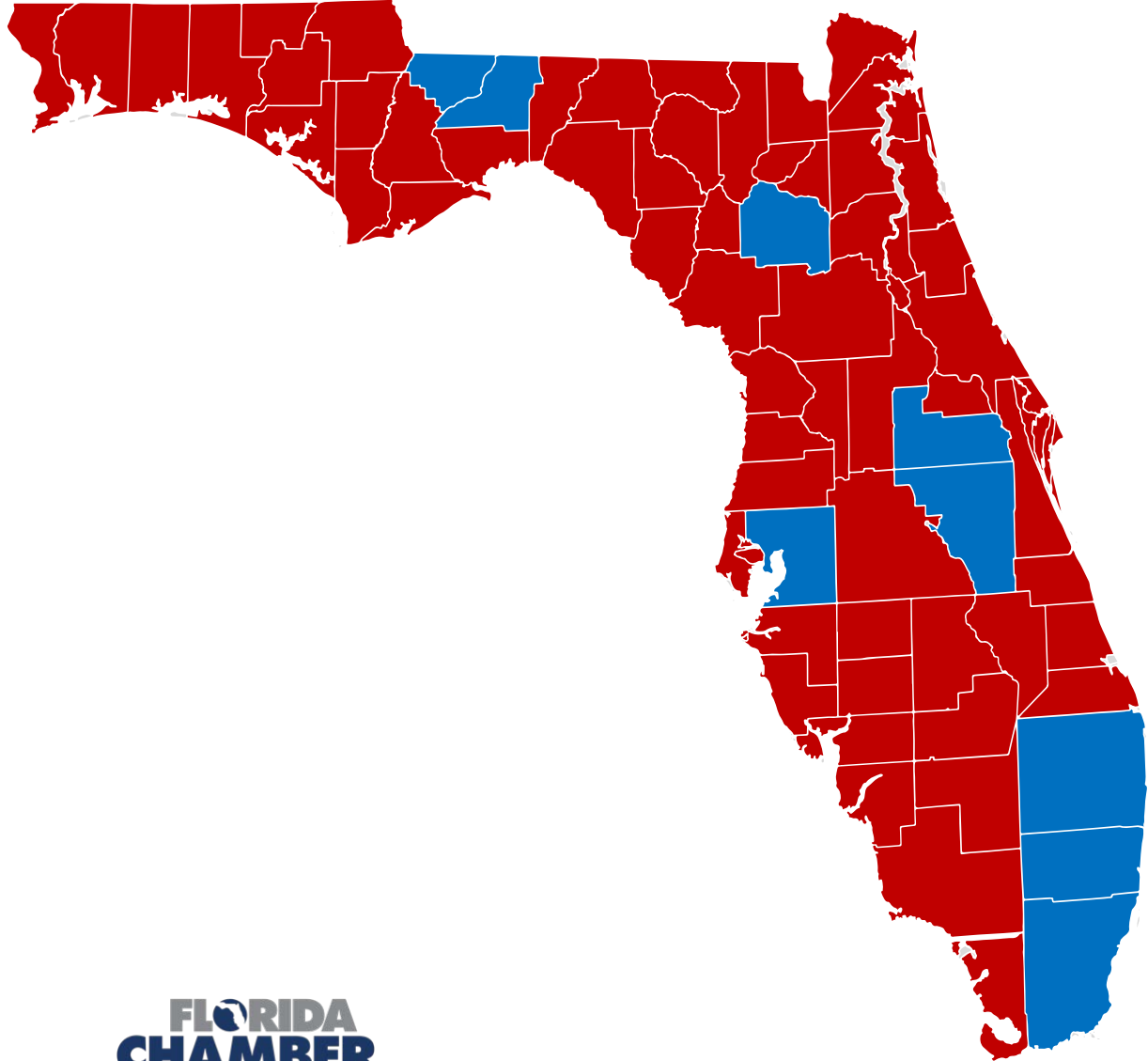


“Florida is changing. Our economics, our demographics and our POLITICS are all changing and these changes are both opportunities and challenges.” – Mark Wilson



The Trump Map

By County (9 Clinton – 58 Trump)

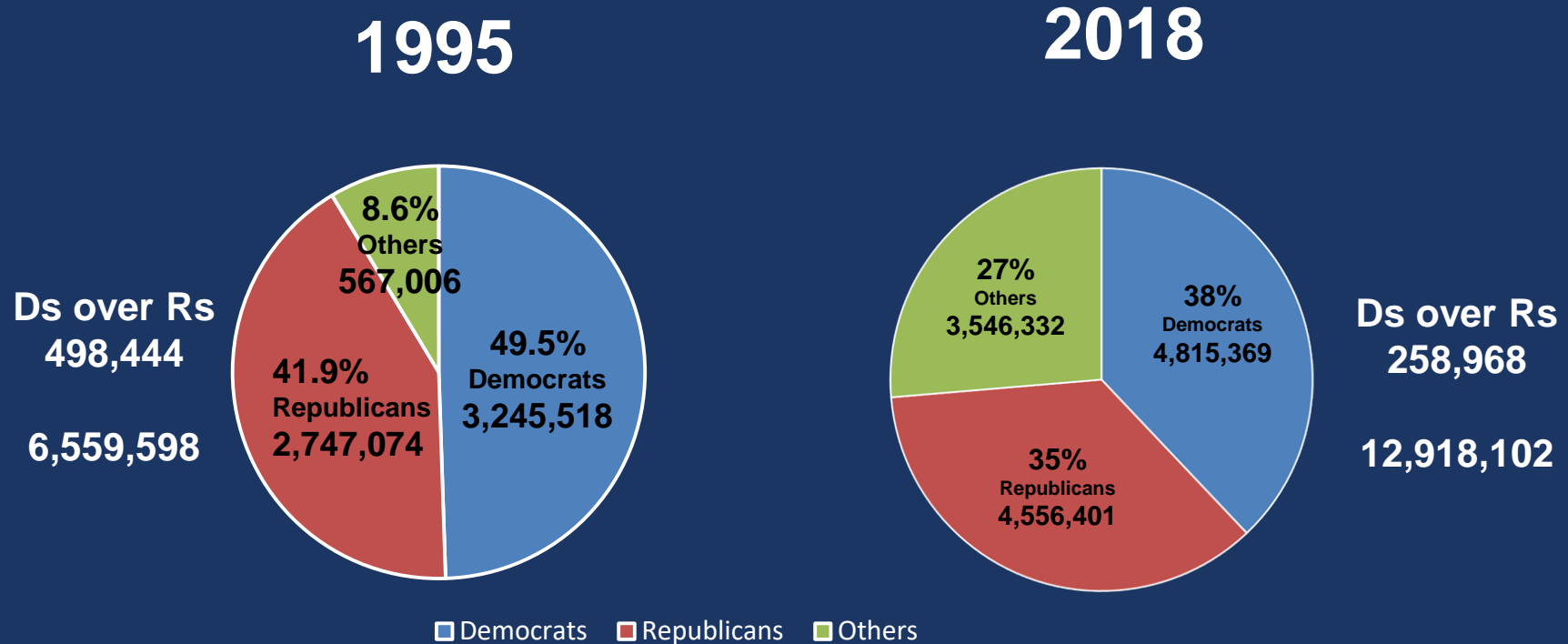


76%



22%

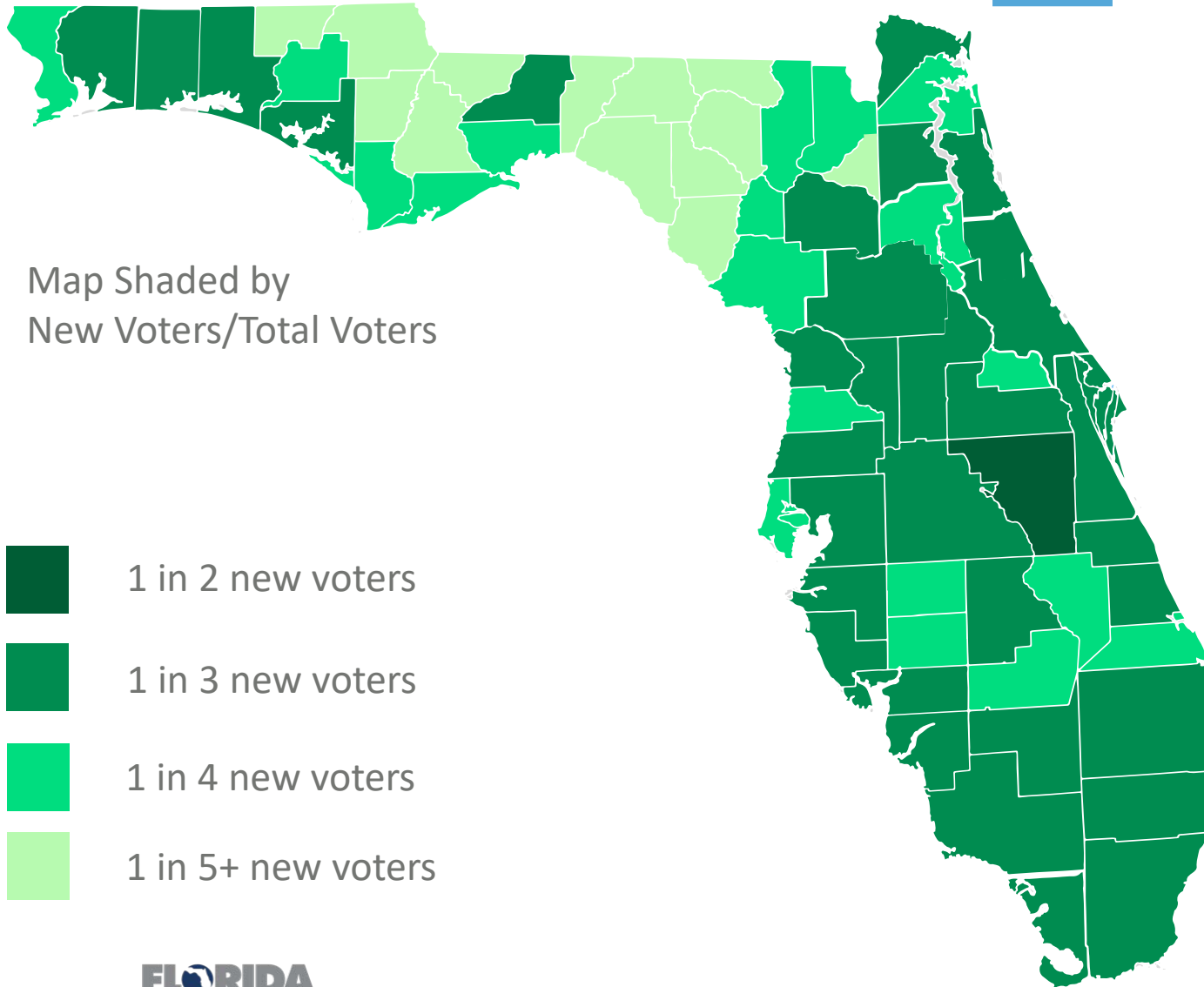
Voter Registration Politics Are Changing



2006	4,196,608 Democrats	3,920,201 Republicans	2,268,797 Others	10,385,606 Total
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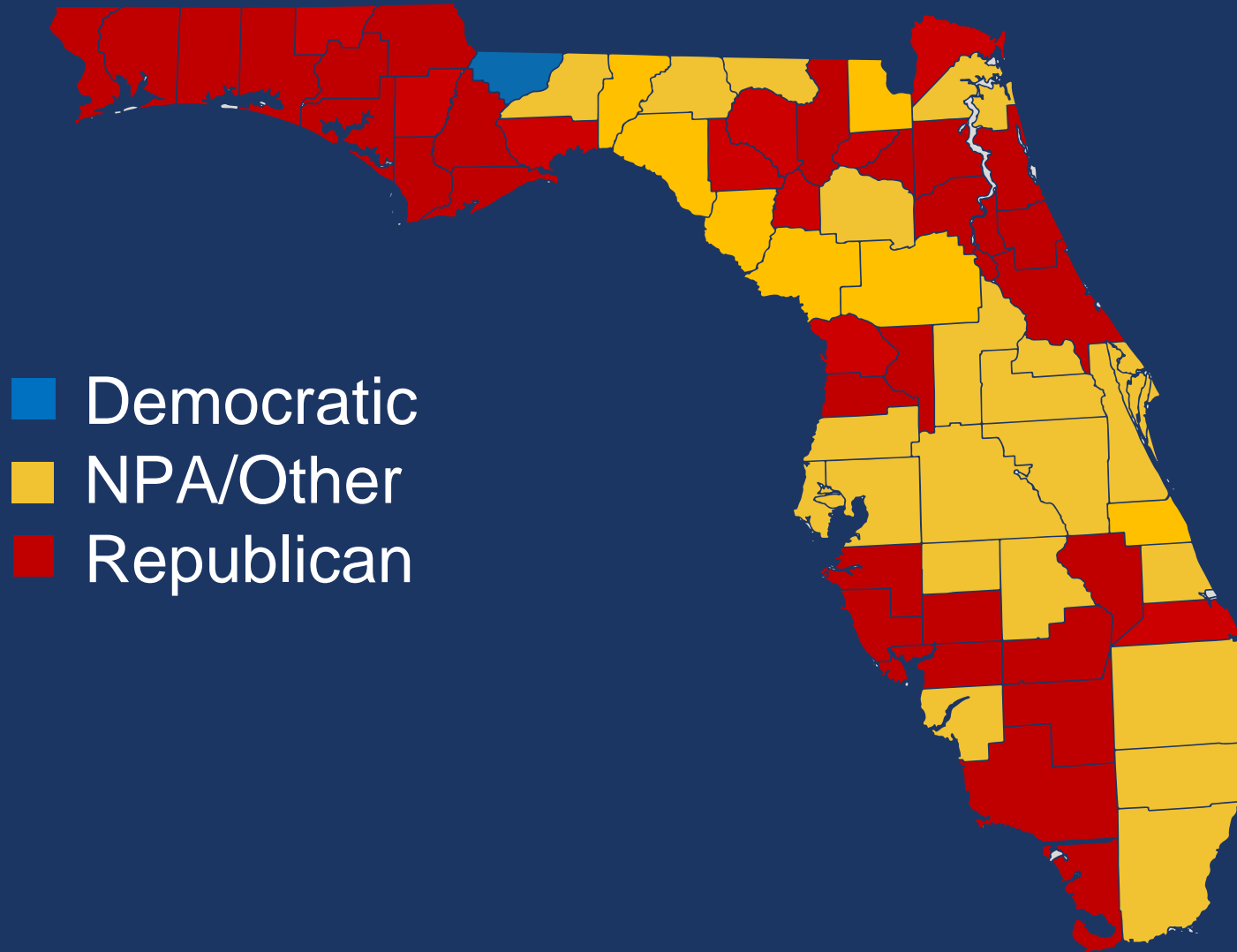
Since 2010

New Voters



Statewide	4,055,643
Men	1,840,493 (45%)
Women	1,987,565 (49%)
Republicans	1,136,191 (28%)
Democrats	1,339,335 (33%)
NPA/Others	1,580,117 (38%)
White	2,301,161 (57%)
Black	512,875 (13%)
Hispanics	844,338 (21%)

New Voters By County



Since Last Election

- NPA 44%
- Republican 29%
- Democrat 27 %

Gubernatorial and Cabinet Candidates

Governor	Chief Financial Officer	Attorney General	Agriculture Commissioner
Ron DeSantis (R)	Jimmy Patronis (R)	Jay Fant (R)	Matt Caldwell (R)
Adam Putnam (R)	Jeremy Ring (D)	Ashley Moody (R)	Denise Grimsley (R)
Andrew Gillum (D)		Ross Spano (R)	Baxter Troutman (R)
Gwen Graham (D)		Frank White (R)	David Walker (D)
Chris King (D)		Sean Shaw (D)	
Philip Levine (D)		Ryan Torrens (D)	
<i>Richard Corcoran (R)</i>	<i>Tom Lee (R)</i>		

Job Approval Ratings

Person	Approve	Disapprove	Unsure	
Rick Scott	57	37	4	+20
Donald Trump	46	51	3	-5
Bill Nelson	52	29	18	+23

Unifying Florida's Business Community

**FLORIDA
CHAMBER**
Foundation

Solutions
(Research)



**FLORIDA
CHAMBER**
of Commerce

Action
(Lobbying and Grassroots)



**FLORIDA
CHAMBER**
Political Action

Leadership
(Elections)

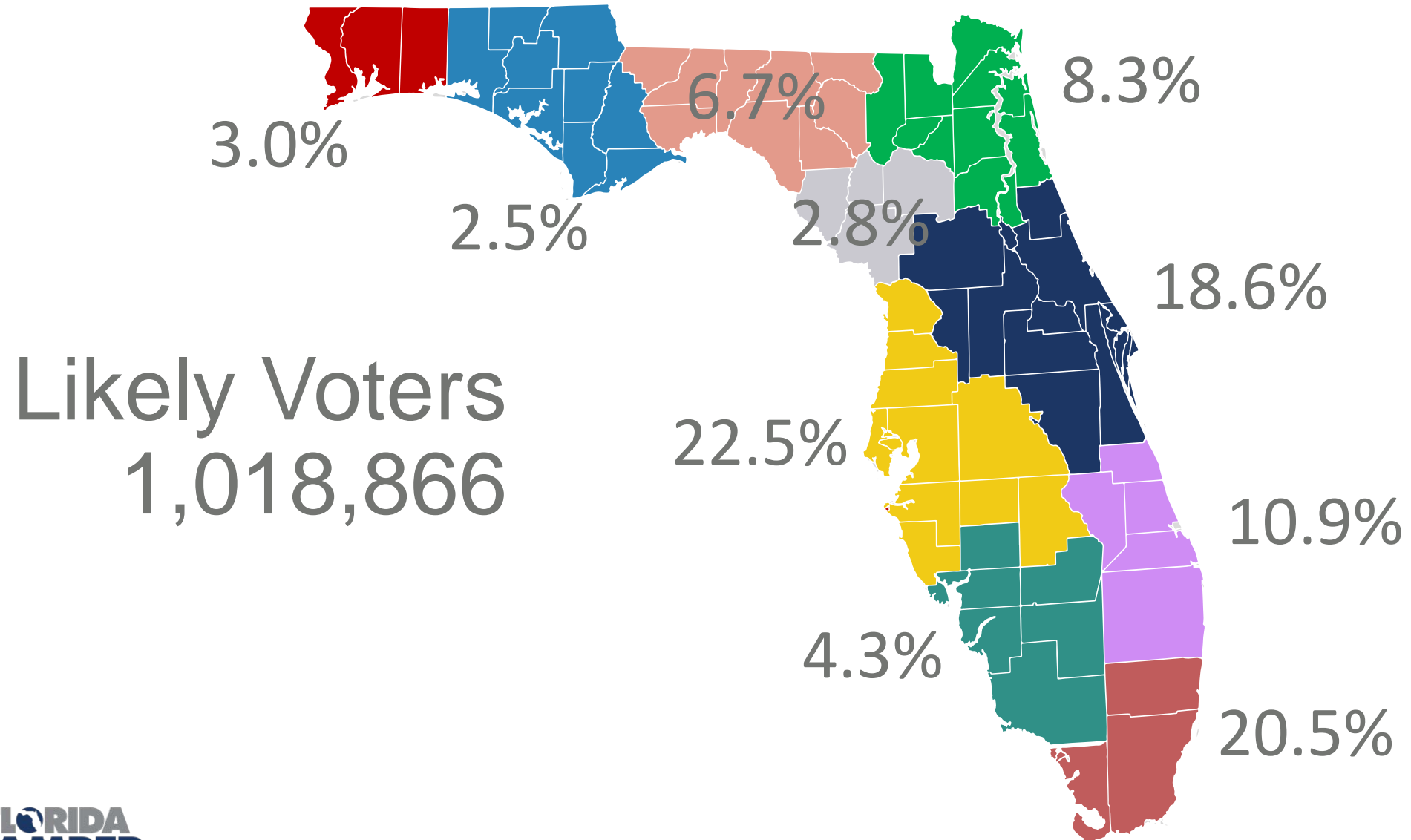


This custom presentation can be downloaded at:

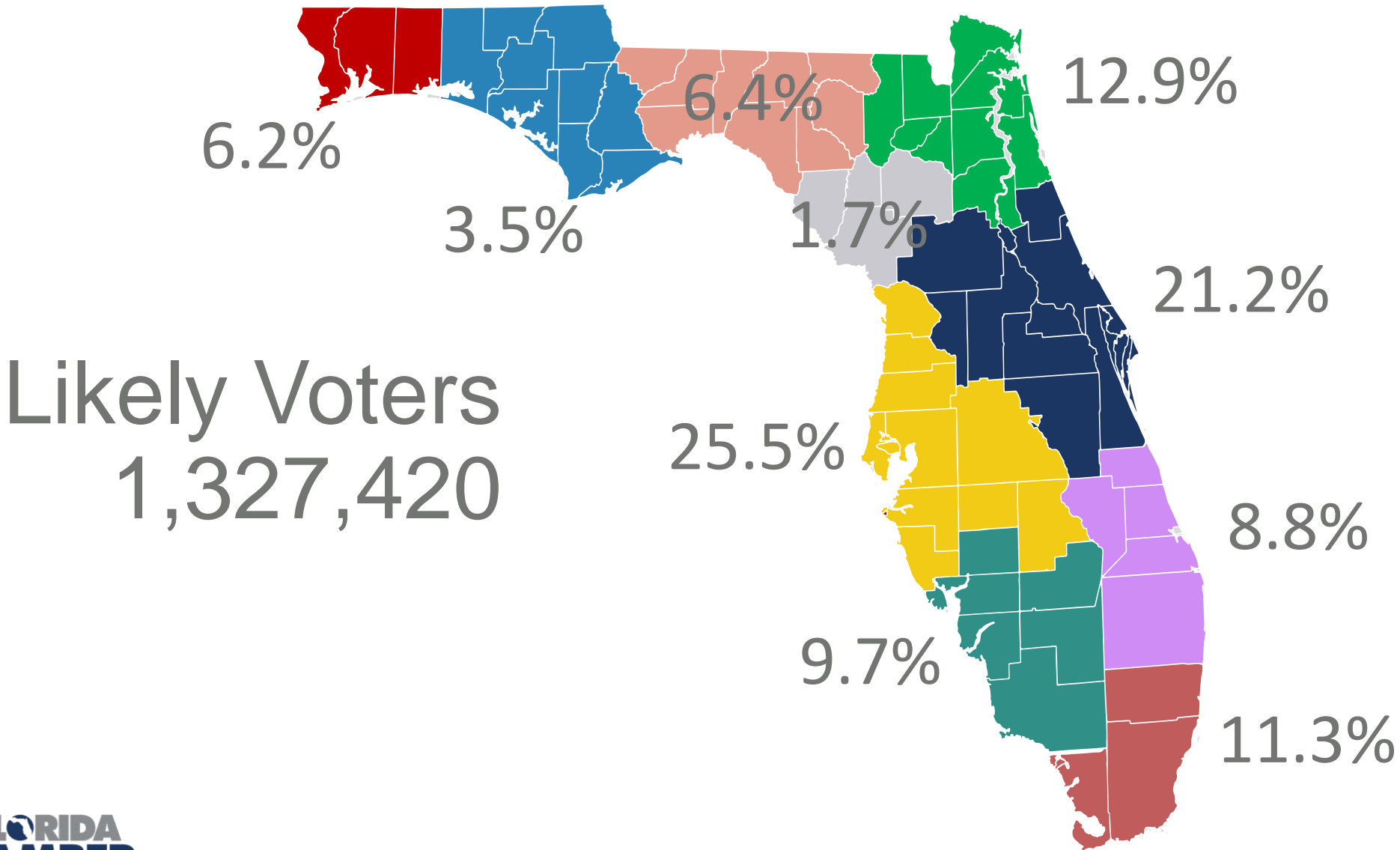
www.FloridaChamber.com/ReedSmith

mwilson@flchamber.com

Democrat Primary Vote Share
By DMA



Republican Primary Vote Share
By DMA



Likely Voters
1,327,420