



# Clewiston Chamber of Commerce

## 70<sup>th</sup> Annual Chamber Dinner

December 4, 2018



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

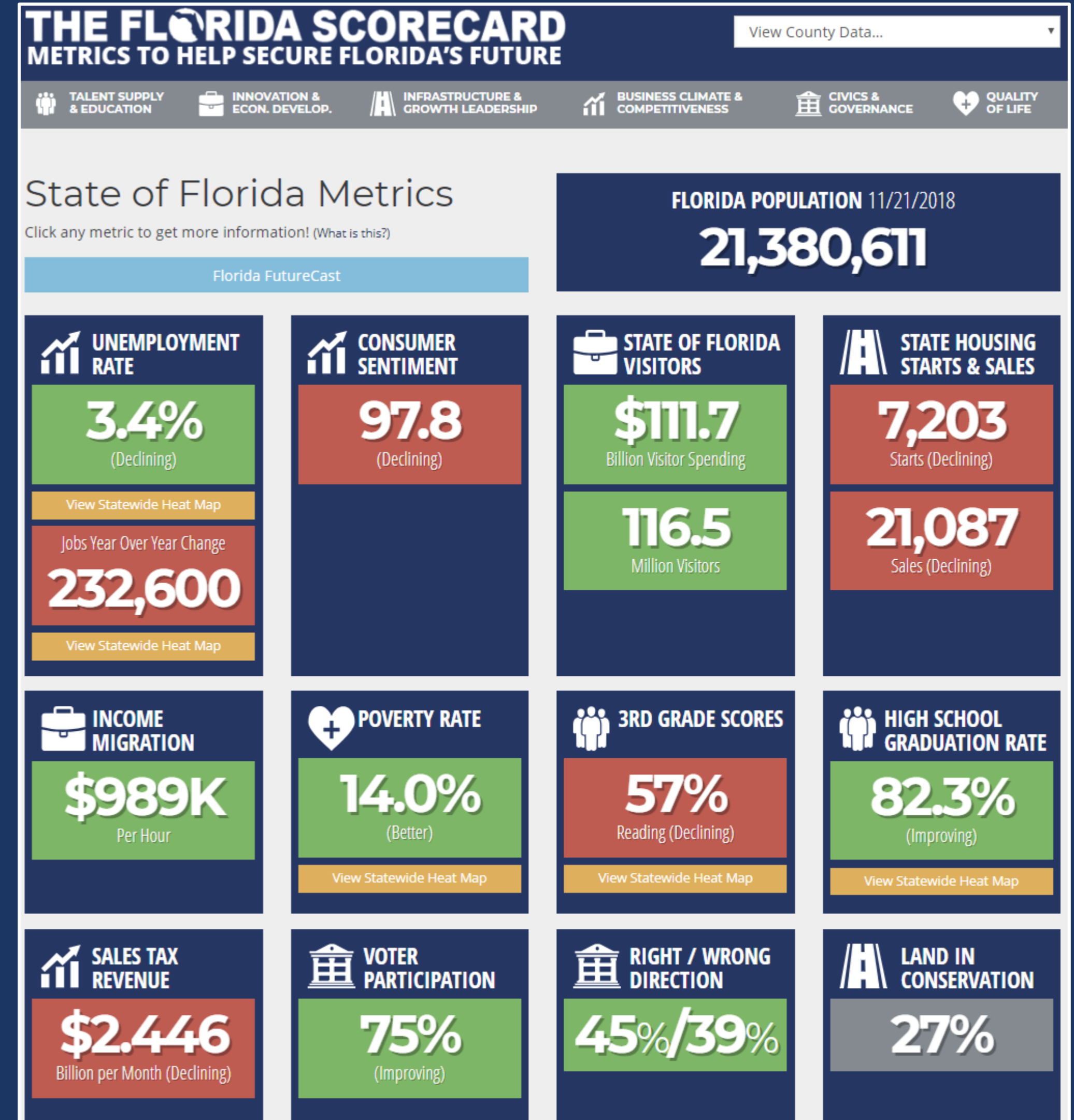
“Florida is changing. Our ECONOMICS, our demographics and our politics are all changing and these changes are both opportunities and challenges.” – Mark Wilson

*To download a copy of this presentation, visit*

*[www.FloridaChamber.com/Clewiston](http://www.FloridaChamber.com/Clewiston)*

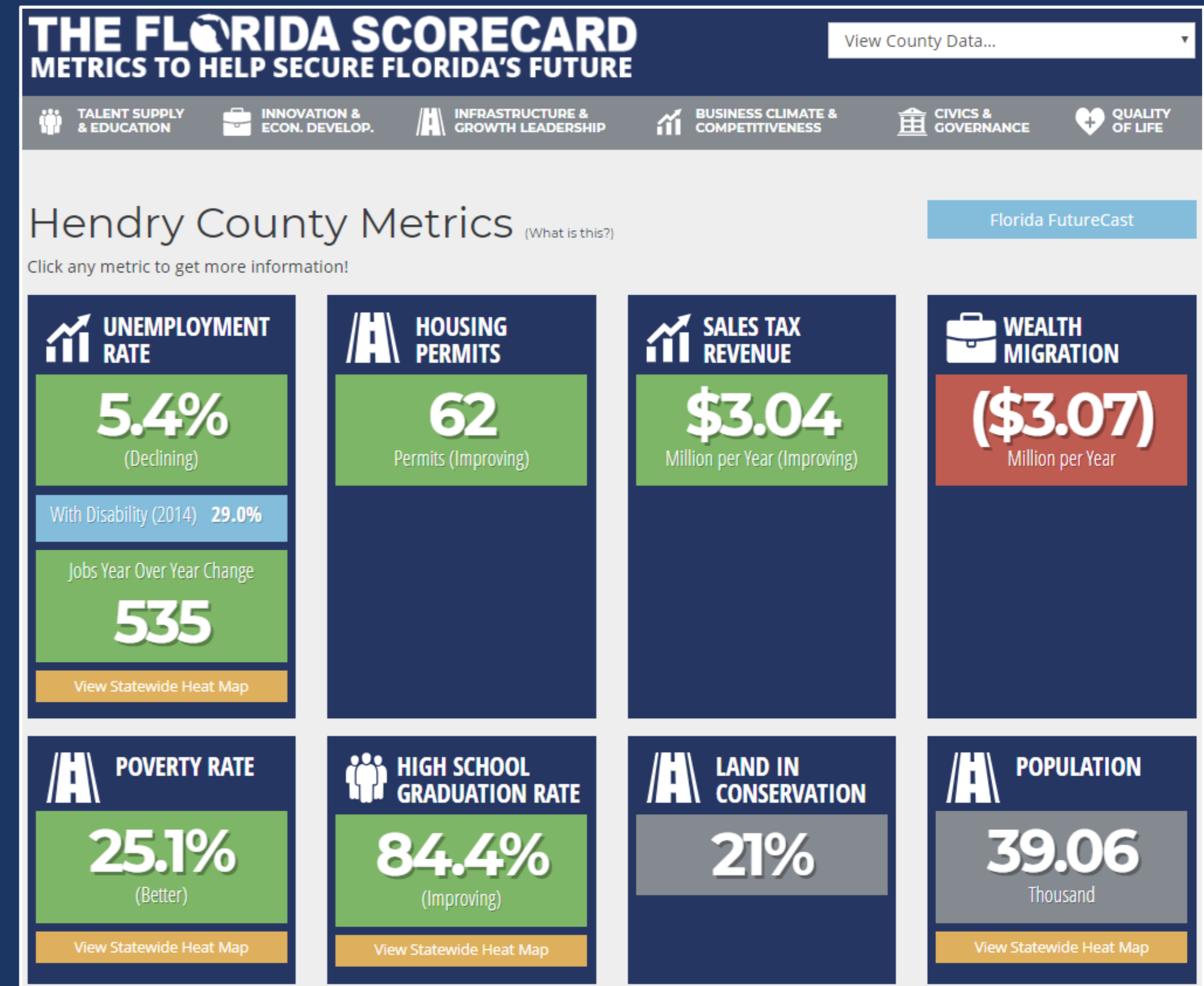
# Florida At A Glance

- Florida's Economy \$1 Trillion GDP (17<sup>th</sup> largest in the world)
- 21.4 Million Residents (3<sup>rd</sup> / +5M by 2030 / more than 1,000/day)
  - 1.7 million jobs needed
- 116.5 Million Visitors last year
- 3.4% Unemployment Rate
  - 226,300 jobs looking for people
  - 345,000 people looking for jobs



# Hendry County At A Glance

- **5.4% Unemployment Rate**
  - 2 points higher than state rate
- **39,057 Residents**
  - 1,415 jobs needed by 2030
  - 40,600 – 45,000 new residents in 2030
- **25.1 % Poverty Rate**
  - 11.1 points higher than state rate
- **84.4 % High School Graduation Rate**
  - 2.1 points higher than state rate
  - 44 % of 3<sup>rd</sup> graders reading at grade level (13 points lower than state rate)



“Taxpayers in New York have about twice the tax burden as the average person in Florida. The tax advantages in Florida are even greater than they were.”

– Mark Wilson, 850 Business Magazine



### Florida ready to take in New Yorkers seeking tax shelter

By Carl Campanile February 4, 2018

Florida is ready to take a deeper bite out of the Big Apple.

The new federal tax structures signed into law by President Trump hurts New York by limiting state and local tax deductions for its high income earners and widens the cost disparity with Florida — which has no state income tax.

Florida, already a magnet for New York retirees, is aggressively wooing businesses and wealthy residents here to relocate to the Sunshine State and benefit rather than get punished by the new law.

The fear of a stampede of well-to-do New York taxpayers to Florida and other lower tax states is real, said a rep from the city's top business advocacy group.

“Yes they are actively poaching and yes change of residence is easy,” Kathryn Wyde, president of the New York City Partnership, said of her Florida counterparts.



## THE WALL STREET JOURNAL.

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

December 1, 2017

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.”

In the Florida Chamber’s eyes, those advantages include no personal income tax and good showings in various rankings of state business-friendliness.

Of course, the \$80 billion in the headline was racked up over nearly a quarter-century, from 1992 to 2015.

WE DON'T LIKE COLD WEATHER  
OR HIGH TAXES. THAT'S WHY  
WE LIVE IN FLORIDA.

FIND OUT JUST HOW MUCH MONEY YOU  
AND YOUR BUSINESS CAN SAVE IN FLORIDA.



Dear Business Leader,

If you've been thinking about moving your business and your family to Florida, the new federal tax law and our work to make Florida business-friendly has made relocating to Florida a better deal than ever before.

The new tax law caps federal tax deductions for state property and income taxes at \$10,000 annually. You and your executive team likely deducted far in excess of that last tax year. Not surprisingly, the treatment of your state and local tax payments make it more costly for you to remain where you are today.

But, what if you moved to Florida, where we have no income tax?

You will save thousands — even tens of thousands — of dollars on your annual federal income tax.

In Florida, taxes have been cut more than 80 times, saving taxpayers over \$7.5 billion. Thousands of burdensome regulations have been eliminated. This means you can do business in a regulatory environment that welcomes business, encourages job creation and you will not be penalized by the new tax law.

But Florida is not just a great place to live and do business because of our reasonable tax policies and business-friendly environment. We also have spectacular recreational opportunities, an excellent public and private school system with world-class universities, diverse cultural opportunities, and the lowest crime rate in 46 years.

Making the choice to cut taxes and grow your business by moving to Florida, that's up to you. IT'S YOUR BUSINESS.

Helping you find the right place for you and your business in Florida after that? THAT'S OUR BUSINESS.

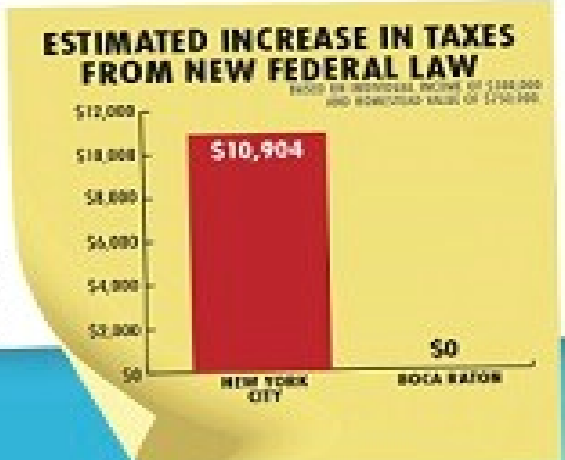
Join the Florida success story. Contact Enterprise Florida at (407) 956-5544 or at [ItsYourBusiness@EnterpriseFlorida.com](mailto:ItsYourBusiness@EnterpriseFlorida.com) to learn about the benefits of relocating to Florida.

Sincerely,

Peter Antonacci  
CEO, Enterprise Florida

Mark Wilson  
CEO, Florida Chamber of Commerce

Contributed by  
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# Job Creation

October 2017 to October 2018

Florida Job Creation Rate: 2.7%

U.S. Job Creation Rate: 1.7%

Top Counties for Jobs:

Orange 29,826

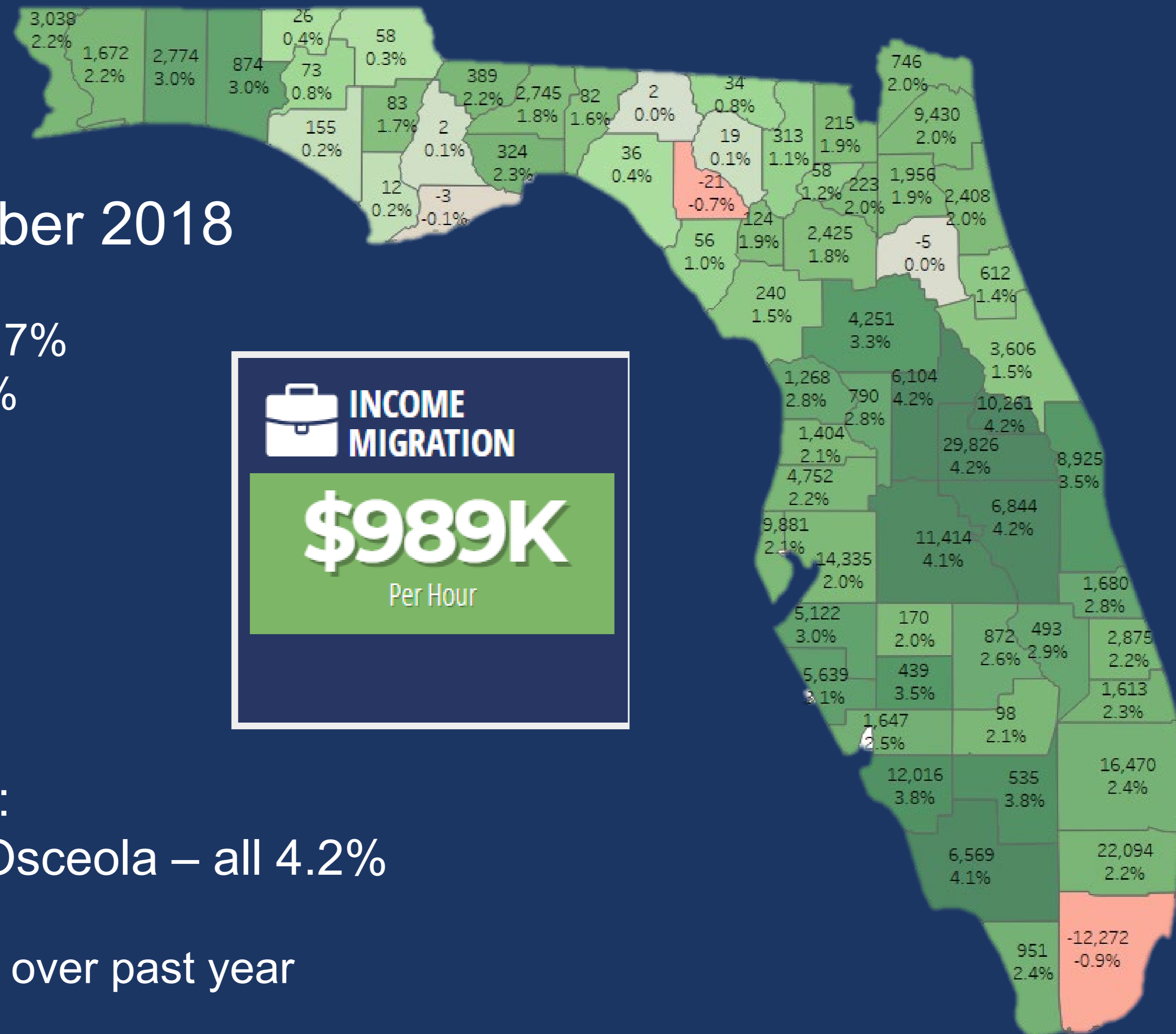
Broward 22,094

Palm Beach 16,470

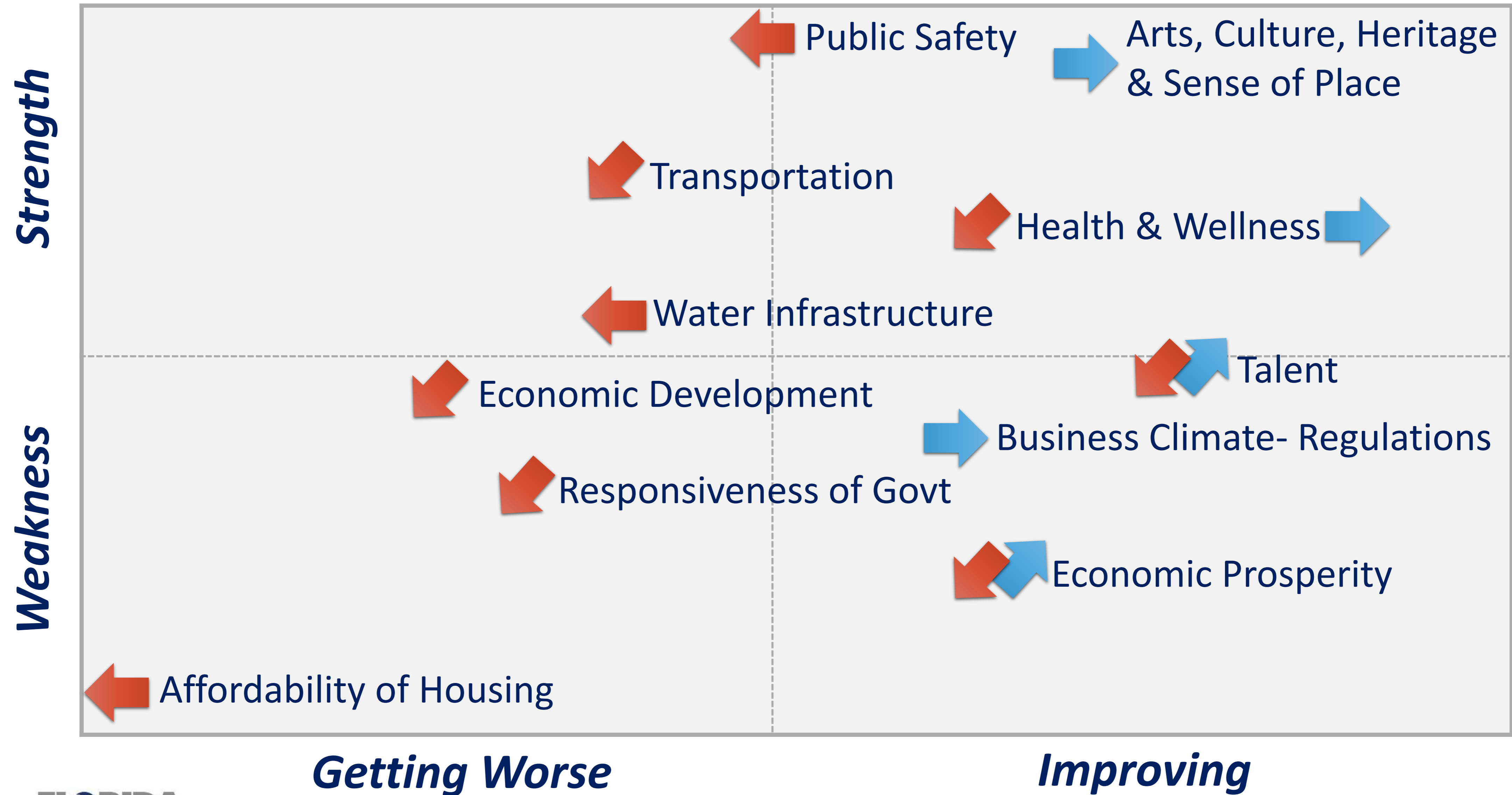
Top Growth Rate Counties:

Seminole, Orange, Lake, Osceola – all 4.2%

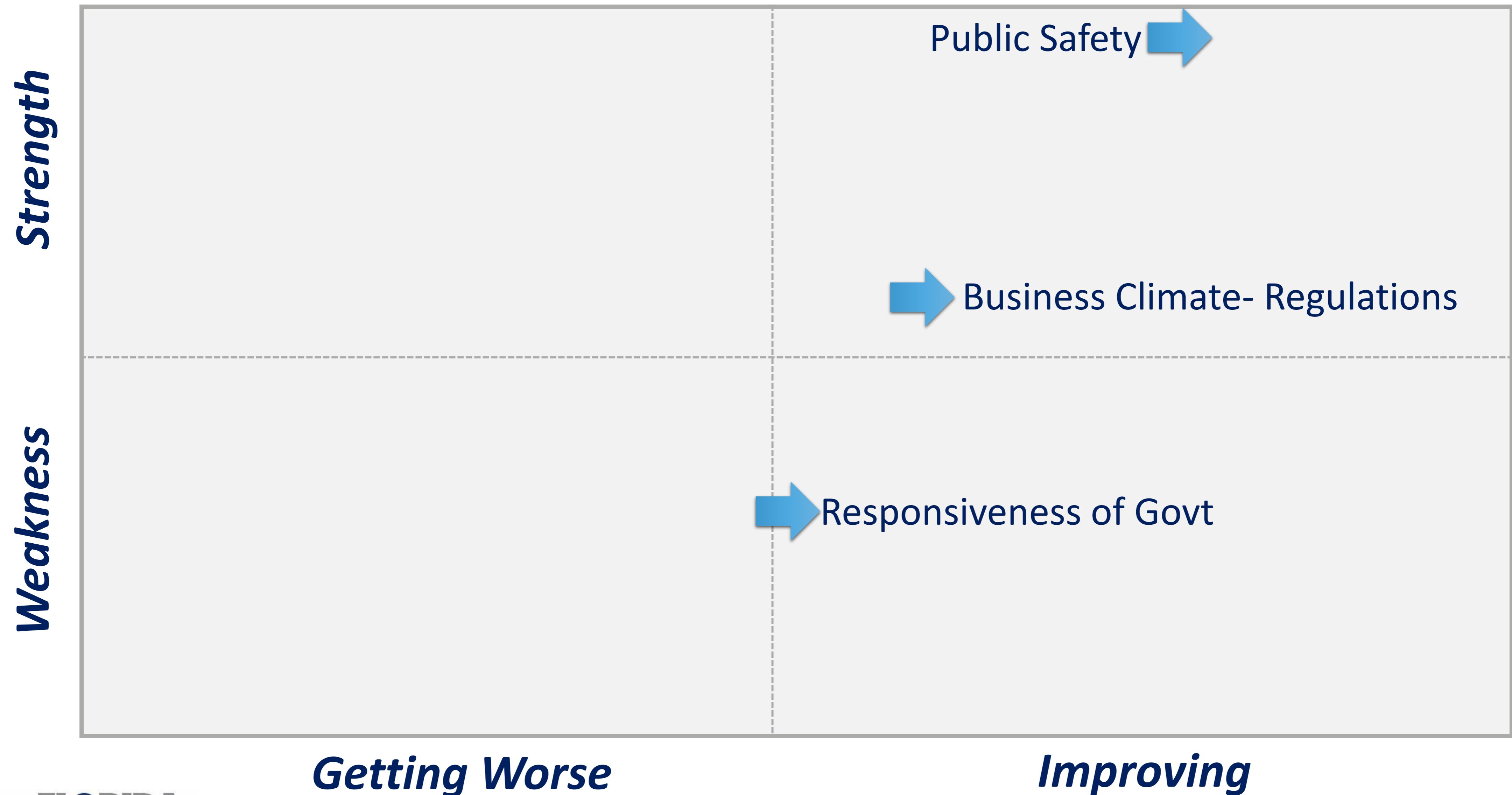
4 Florida Counties Lost Jobs over past year



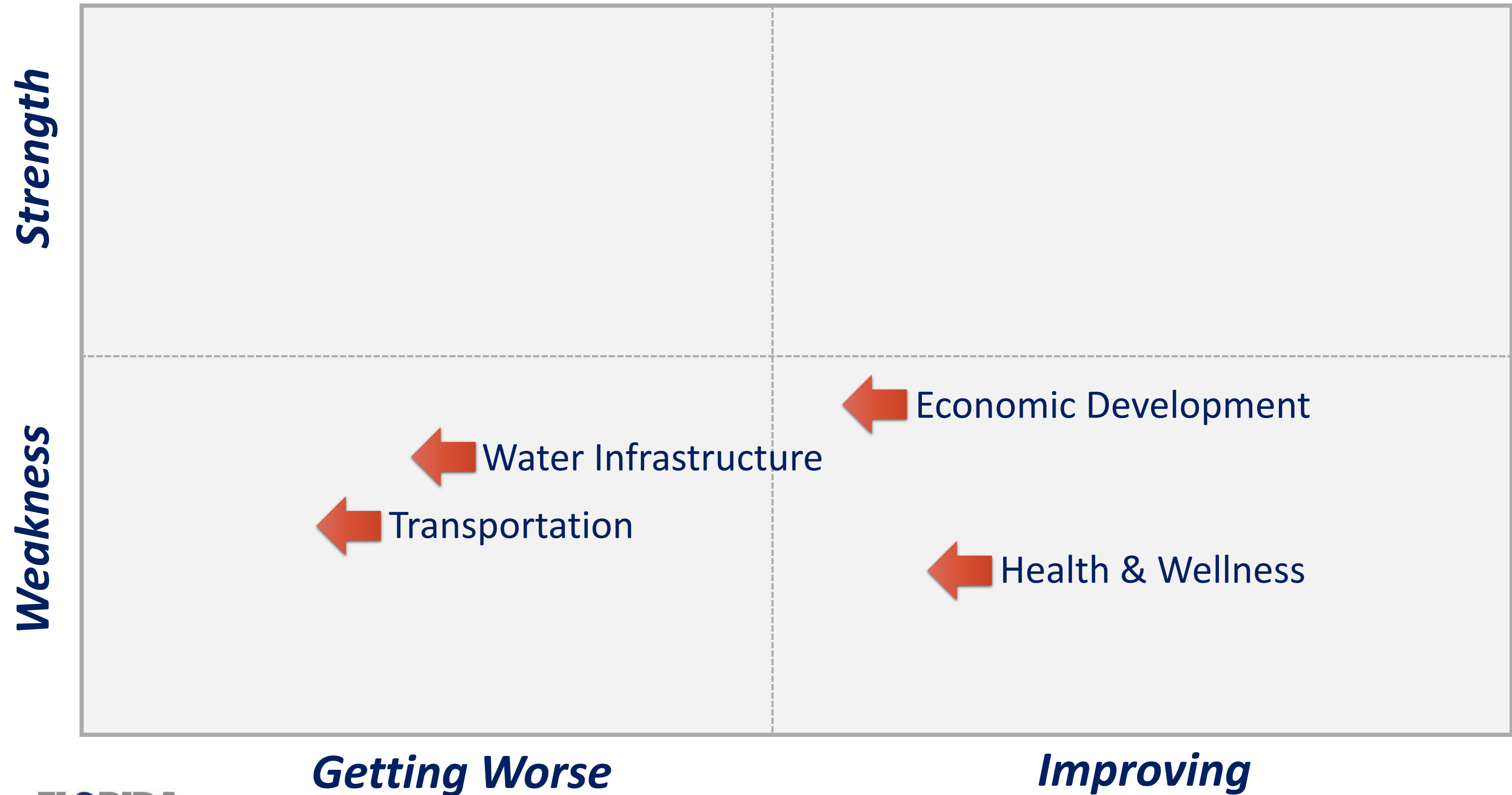
# Summary of Town Hall Findings, Statewide Analysis, 2016-17



# Hendry County DIFFERENCES – BETTER than State Average



# Hendry County DIFFERENCES – WORSE than State Average



THE WALL STREET JOURNAL.

Hurricane Irma's Lawsuit Chasers

October 4, 2017 – Wall Street Journal Editorial Board

Insurance lawyers never let a disaster go to waste. Behold the storm-chasing attorneys in Florida trying to exploit a power outage caused by Hurricane Irma.

THE WALL STREET JOURNAL.

How Florida Saved Taxpayers

September 12, 2017 – Wall Street Journal Editorial Board

These columns are often critical of government, especially when public officials put taxpayers on the hook for future risks. Think Fannie Mae, Federal flood insurance. So it's worth pointing out when a government

THE WALL STREET JOURNAL.

Florida's Insurance Test

Will Republicans block an attempt to limit a legal scam?

May 2, 2017 – Wall Street Journal Editorial Board

plaintiffs attorneys or to serve the Sunshine State's interests, courtesy of a renewed political effort to stop the trial-bar paydays at the expense of Sunshine State residents.

benefits" (AOB) abuse, in which contractors assign their property insurance rights to a third party. In the case of pipe bursts and the kitchen floods, the attorney's fee to avoid protracted and expensive litigation is often the only benefit.

Under the 1970s-era Florida statute, the insurer is liable for the cost of the lawsuit, even \$1 more than the original damage. The "assignment of benefit" loophole has attracted plaintiffs attorneys. Florida's Chief Financial Officer Jeff Atwater called it "a disaster" a decade ago.

The problem, led by Commissioner David Altmaier, is that AOB abuse has raised homeowner insurance rates into their rate filings. Buyers of a new \$150,000 home can expect to cough up \$2,732.95 in annual premiums

average this year and \$3,011.71 next year. The regulator calls these projections "sobering," though homeowners may have a more colorful description.

Protecting Legal Fraud in Florida

January 21, 2018 – The Editorial Board

Florida's Legislature is in session, and for the sixth straight year reform-minded Republicans are trying to shut down a trial-bar scheme that's bleeding property insurers and sending Sunshine State premiums skyrocketing. This fight will speak volumes about the character of Florida's GOP.

At issue is assignment of benefit (AOB) abuse, whereby an insured person signs away insurance benefits to a third party, who then sues the insurer. More than 28,000 AOB lawsuits were filed in Florida in 2017, up from 405 a decade earlier, raising costs for insurers and the insured. State regulators estimate that Miami-Dade residents insuring a \$150,000 home could see premiums rise more than 40% by 2022, thanks to this man-made litigation flood.

Panama City Republican Jay Trumbull, a leader in the reform effort, filed a bill last year that would change how court damages are calculated and reduce the incentive to file frivolous AOB lawsuits. Florida's House of Representatives passed the measure this month, 82-20, which shows that at least some Republicans will fight the jackpot-justice lobby.

Not so in the Senate, where Republican Anitere Flores chairs the Banking and Insurance Committee. She has blocked by Senate President Joe Negron, let an AOB reform bill move forward.

Making Florida More Competitive

Florida now has the 2<sup>nd</sup> Worst Legal Climate in America (12/4/18)

Florida's Legal Climate Costs the Average Household \$4,442 Annually

THE WALL STREET JOURNAL.

Category

A Florida Republican keeps a trial-bar scheme

April 1, 2017 - Wall Street Journal Editorial Board

Florida homeowners might want to remember the trial-bar scheme next time they vote on the next insurance bill. The South Florida Republican House member's attorney scheme that's endangering the state's economy by sending premiums skyrocketing.

Citizens Property Insurance Corp., the state's largest insurer, reported a surplus after the active 2004-05 hurricane season. On Wednesday the insurer announced a loss of \$27.1 million. Citizens expects to lose money in 2018.

Citizens attributes the red ink to "assignment of benefit" (AOB) abuse, as it's known. In the wake of last month ("Florida's Trial Bar Hurricane," March 15), AOB, as it's known, has become a major source of home damage. Insurers typically settle these claims to avoid court battles, and thanks to Florida law they're on the hook for attorney fees.

Local plaintiffs firms like Cohen Grossman and the politically connected Gonzalez & Hevia have latched onto this money train, particularly in the high risk of hurricanes. Citizens estimates that 96% of its total claims are in Miami-Dade, Broward and Palm Beach counties, where the trial-bar policies are most common.

Republican state Senators Dorothy Hukill and Kathleen Passidomo would stop AOB abuse by ending attorney fee paydays. Sen. Flores, the Republican chair of the Senate Banking and Insurance Committee, refused to allow the Hukill-Passidomo reform onto the agenda for this legislative session.

That's a remarkable political choice given that Sen. Flores is paying increasingly high premiums thanks to AOB abuse. She stopped writing new policies in the tri-county area, a move that's a business on Citizens, the insurer of last resort. Citizens is struggling to keep up with the growing risk, which means more potential for lawsuits.

Sen. Flores declined comment to us, and no wonder. She placed two bills on the agenda sponsored by Democrat Gary Farmer, who used to run Florida's trial-bar. Farmer's bills would keep the attorney fee game going, among other bad ideas. Florida's trial-bar has become a Category 5 hurricane, devastating the state's economy.

STREET JOURNAL.

Litigation Fiesta for Florida Plaintiffs Bar

January 21, 2017 – Matt Fullenbaum, Director of Legislation, American Tort Reform Association

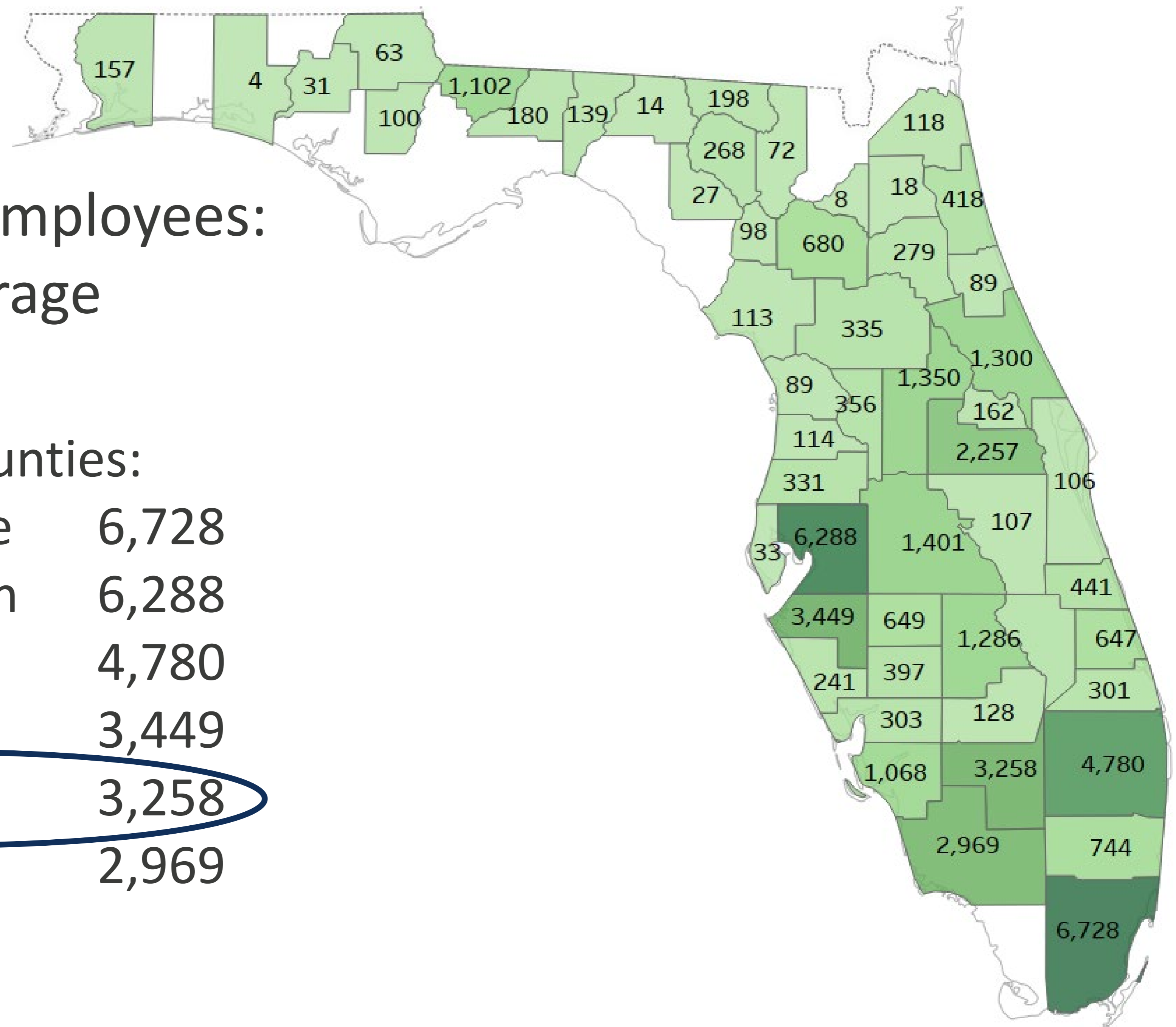
You sound an appropriate warning about the storm of meritless litigation now being rained down on Florida taxpayers and insurance-policy holders by personal-injury lawyers and shady contractors with whom they've concocted the latest scheme to get rich quick at everyone else's expense ("Florida's Trial Bar Hurricane," Review & Outlook, March 15).

Though pending legislation could constructively address the so-called "assignment of benefit" scam and other lawsuit rackets, Sunshine State voters should know that two key state Republicans, Speaker of the House Richard H. Corbett and President Joe Negron, are currently running obedient in the plaintiffs bar. Unless and until their constituents demand reform, Florida's trial-bar sense civil justice reforms, Florida's trial-bar will continue to earn the state its well-deserved reputation as the most litigious state in the nation.

# Crop Production Employees: Annual Average 2017

## Top Florida Counties:

1. Miami-Dade	6,728
2. Hillsborough	6,288
3. Palm Beach	4,780
4. Manatee	3,449
5. Hendry	3,258
6. Collier	2,969

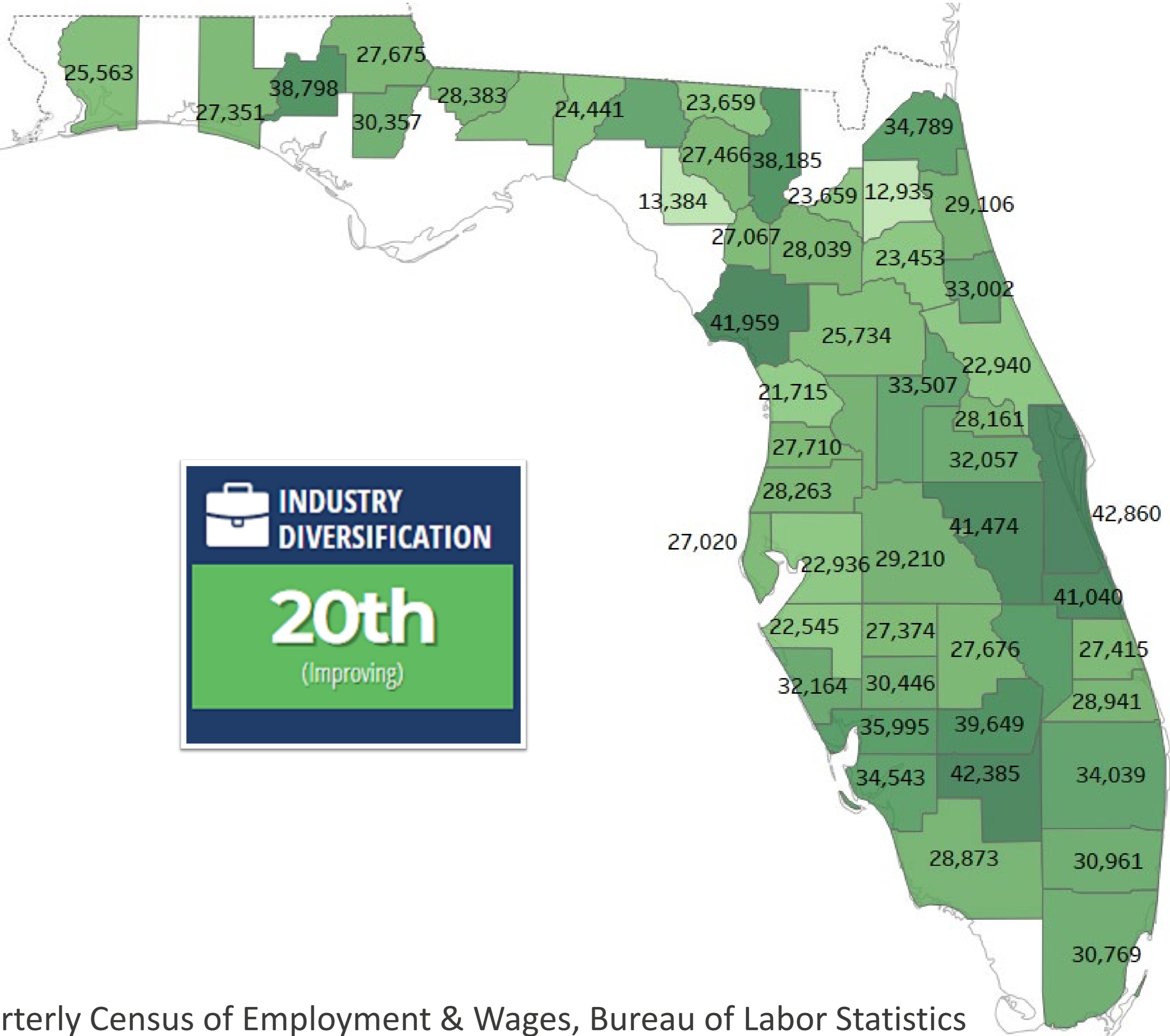


# Annual Wages per Employee: Crop Production 2017 Annual Average

U.S. Average      \$32,794  
Florida Average   \$29,827

## Top Florida Counties:

- 1. Brevard      \$42,860
- 2. Hendry      \$42,385
- 3. Levy      \$41,959
- 4. Osceola      \$41,474
- 5. Indian River   \$41,040
- 6. Glades      \$39,649



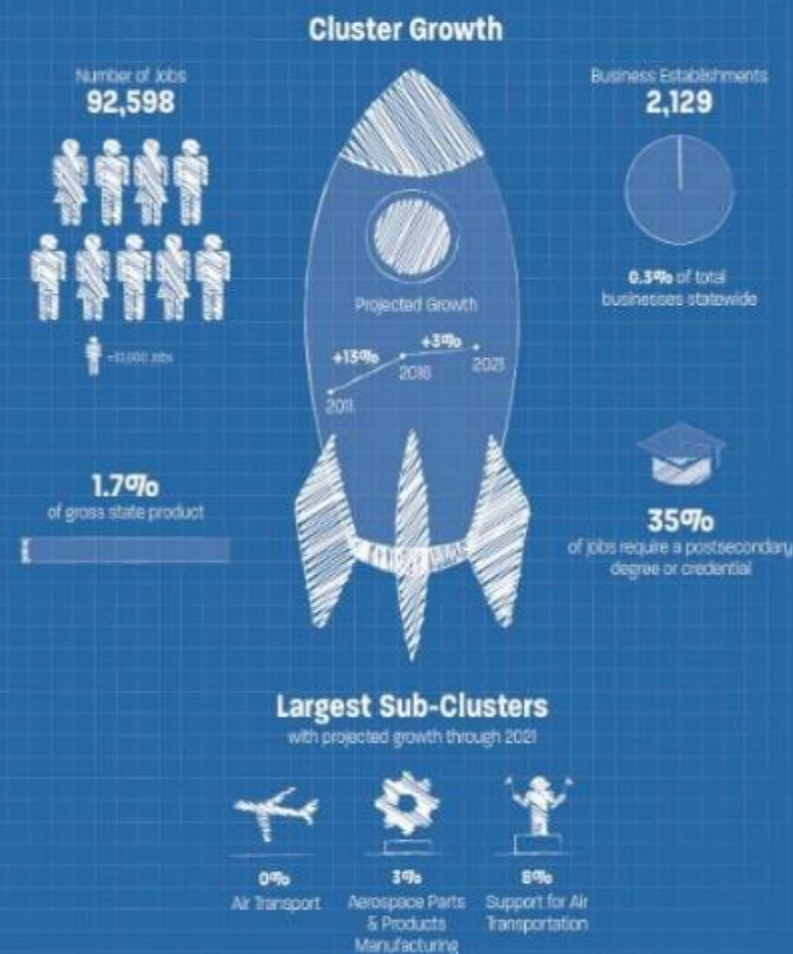
# FLORIDA JOBS 2030

A Cornerstone  
Series Report For  
the Florida 2030  
Initiative

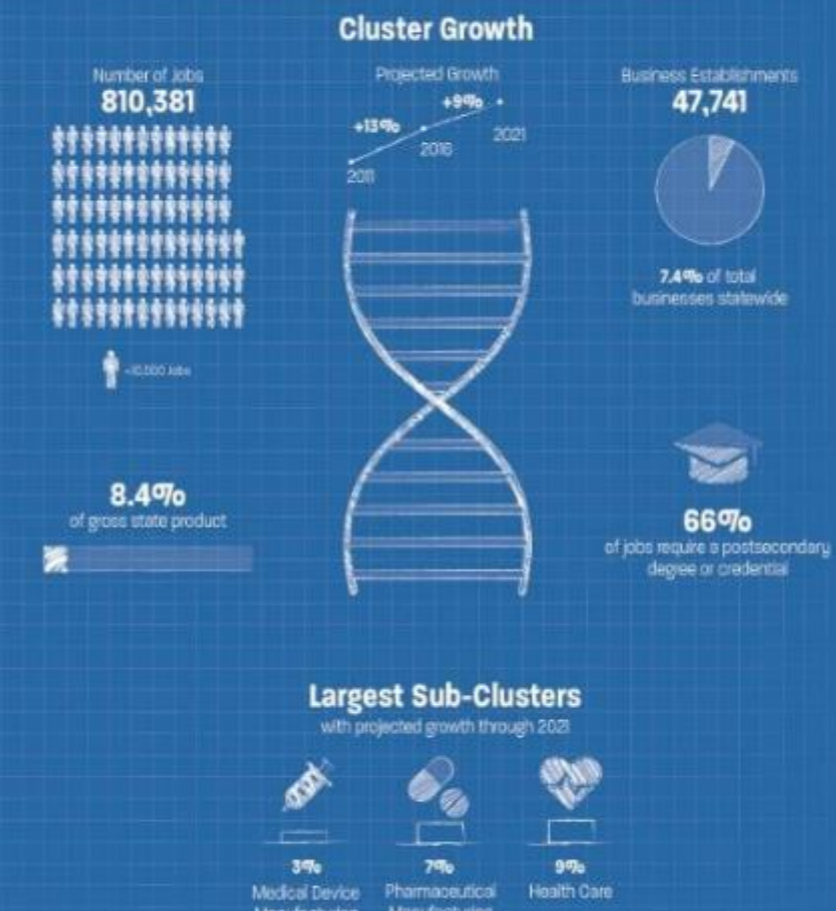


**FLORIDA  
CHAMBER**  
Foundation  
SECURING FLORIDA'S FUTURE  
flfoundation.org

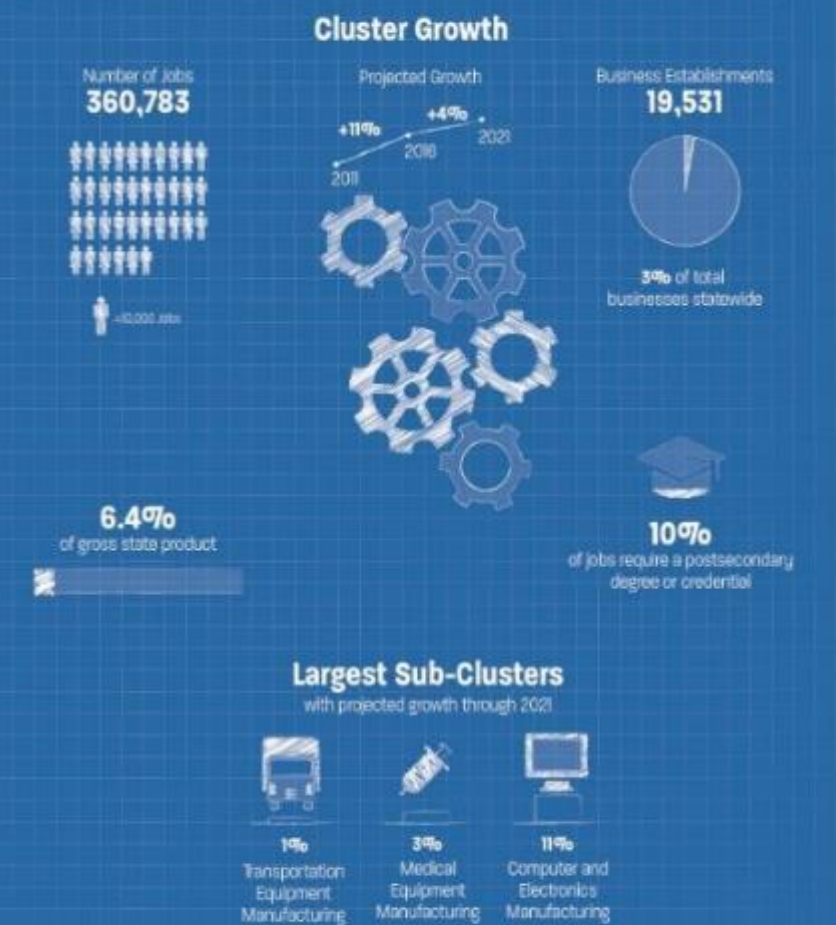
## Aerospace & Aviation



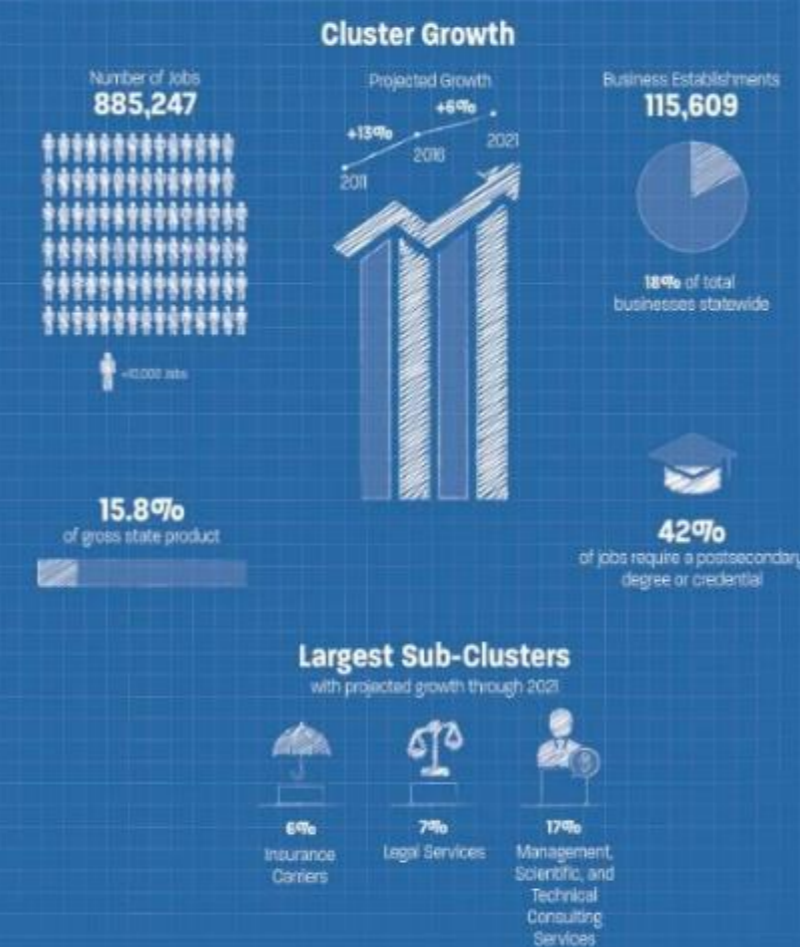
## Health Care and Life Sciences



## Manufacturing



## Finance and Professional Services



## Logistics and Distribution



# Infrastructure Improvements - Airglades International Airport

Airglades International Airport, LLC and Hendry County have come together to revitalize the existing Airglades Airport.

Goal is to decrease the bottleneck of perishable goods at Miami International by building a perishable air cargo complex.

Could result in increased efficiency and lower operating costs for transporting perishable goods, while increasing job opportunity and economic growth for Hendry County.

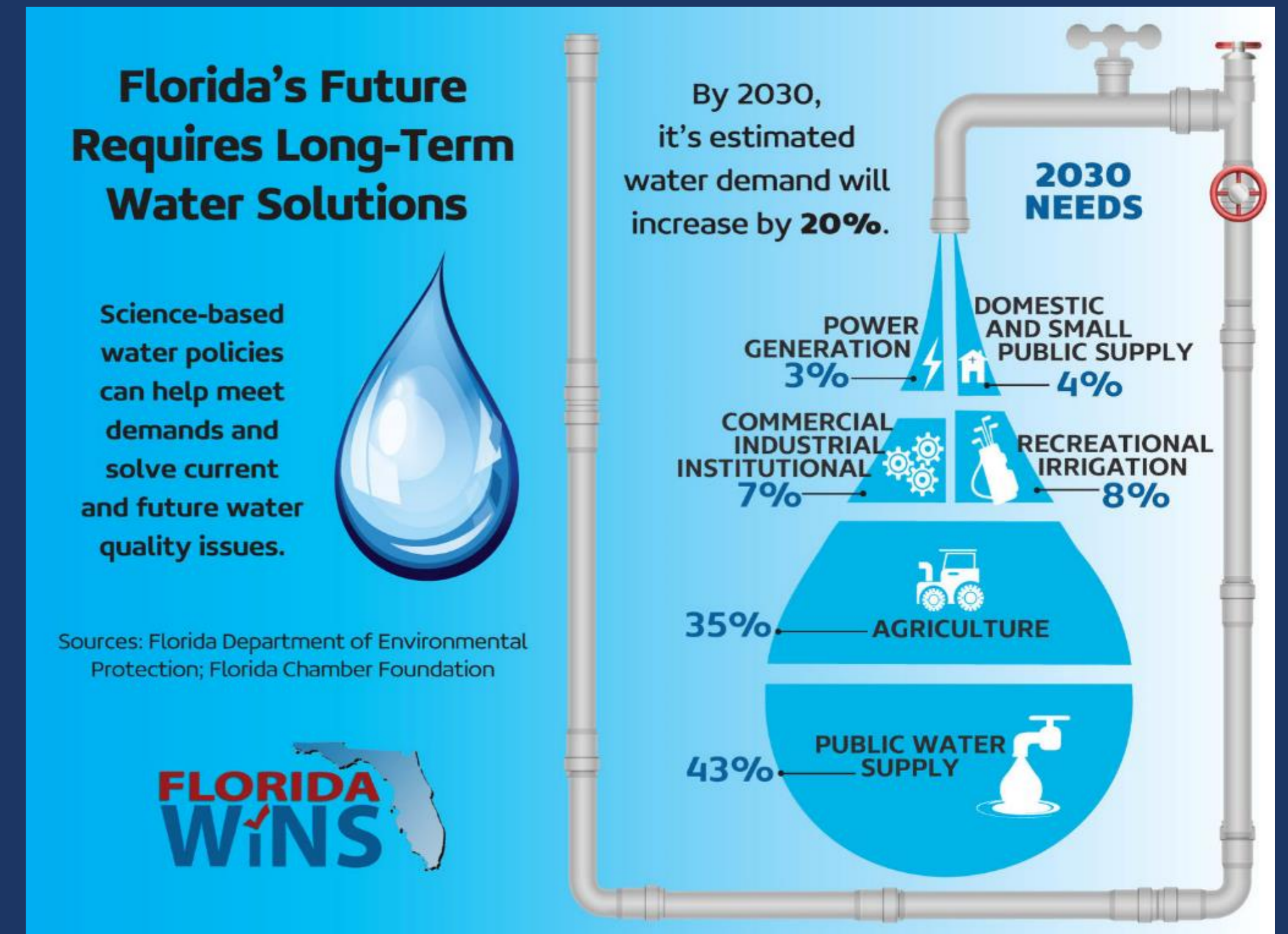


# Florida's Future Water Needs



[www.FloridaChamber.com/WaterVideos](http://www.FloridaChamber.com/WaterVideos)

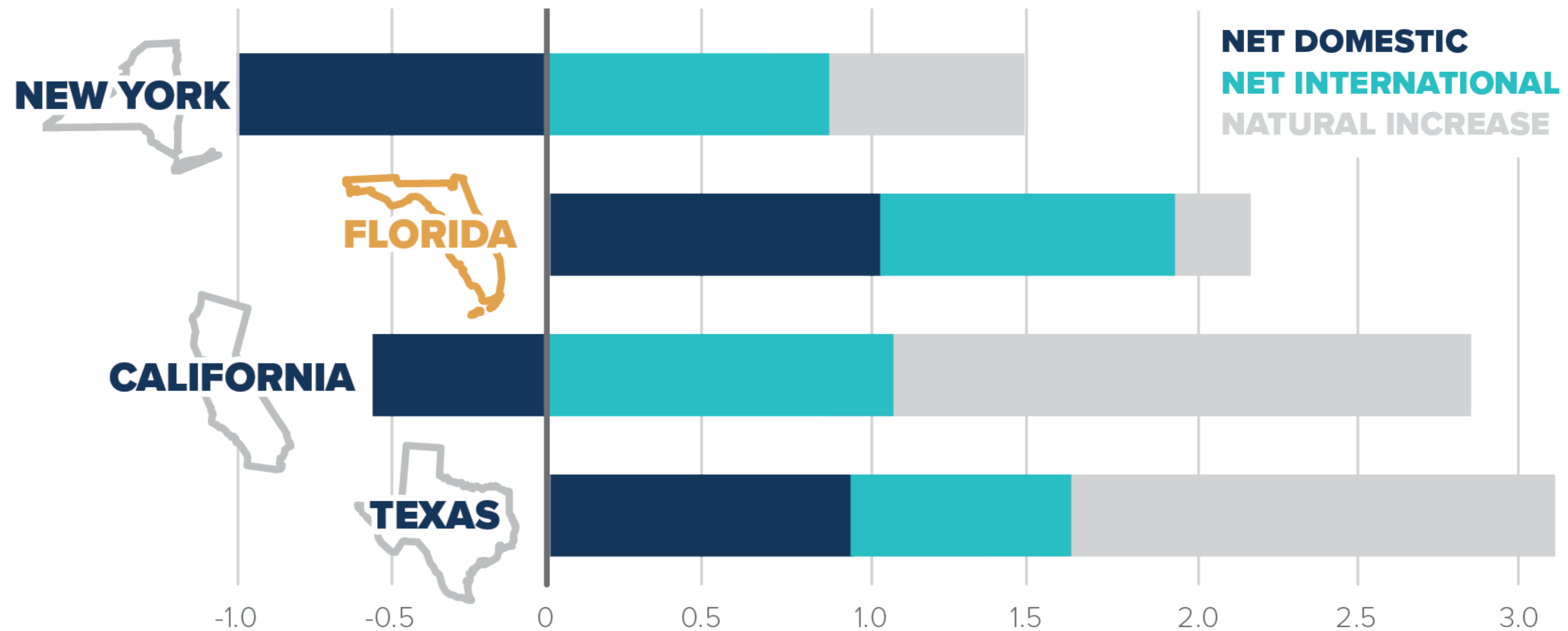
By 2030, demand for water will be 20 percent higher than it is today.

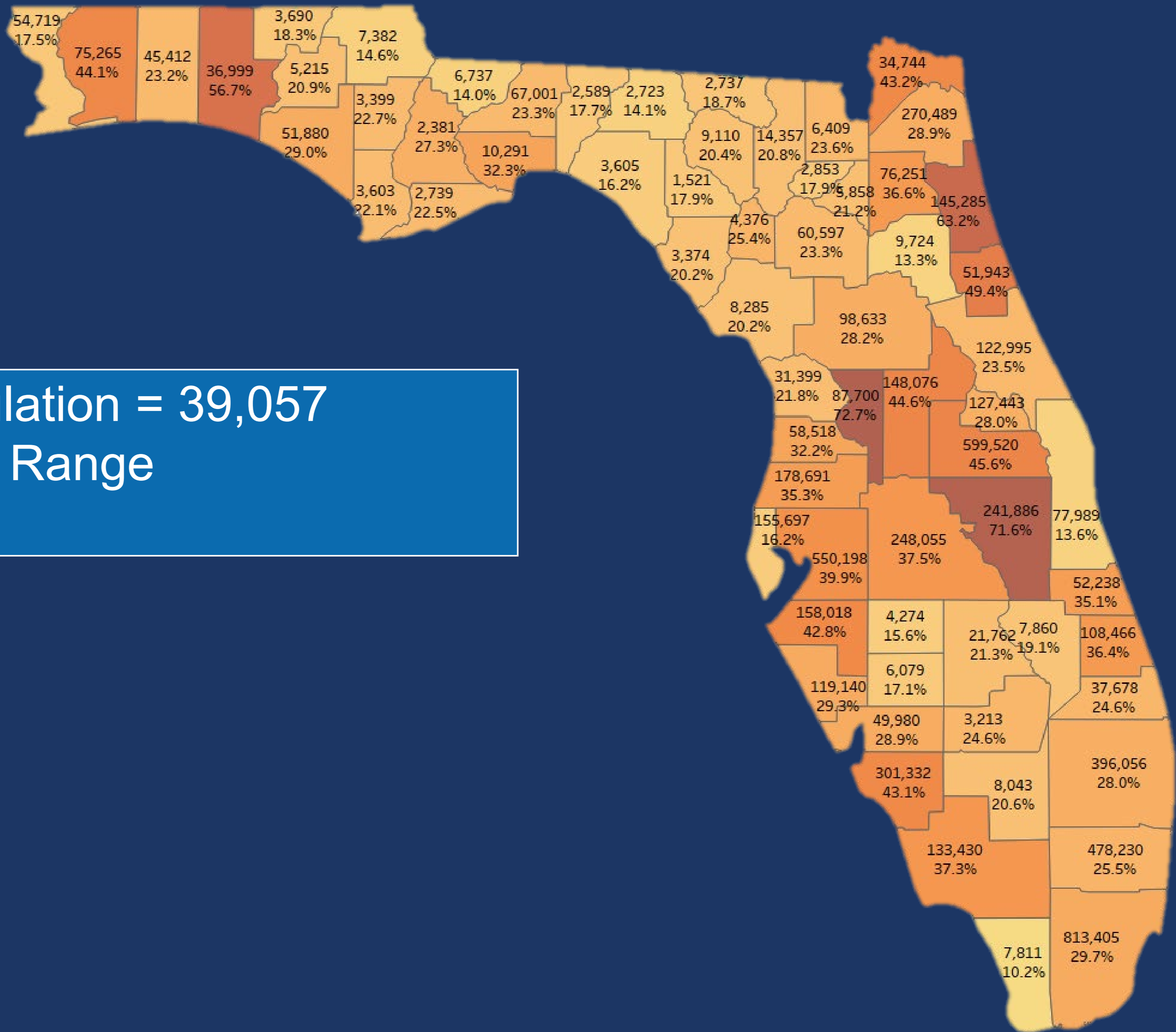


“Florida is changing. Our economics, our **DEMOGRAPHICS** and our politics are all changing and these changes are both opportunities and challenges.” – Mark Wilson



# Where Does Our Growth Come From?





# Hendry County Current Population = 39,057

- 2030 Population Estimate Range
  - 40,600 - 45,000

# Florida



## 3RD GRADE SCORES

# 57%

### Reading (Declining)

# Hendry County



### 3RD GRADE SCORES

44%

### Reading (Declining)

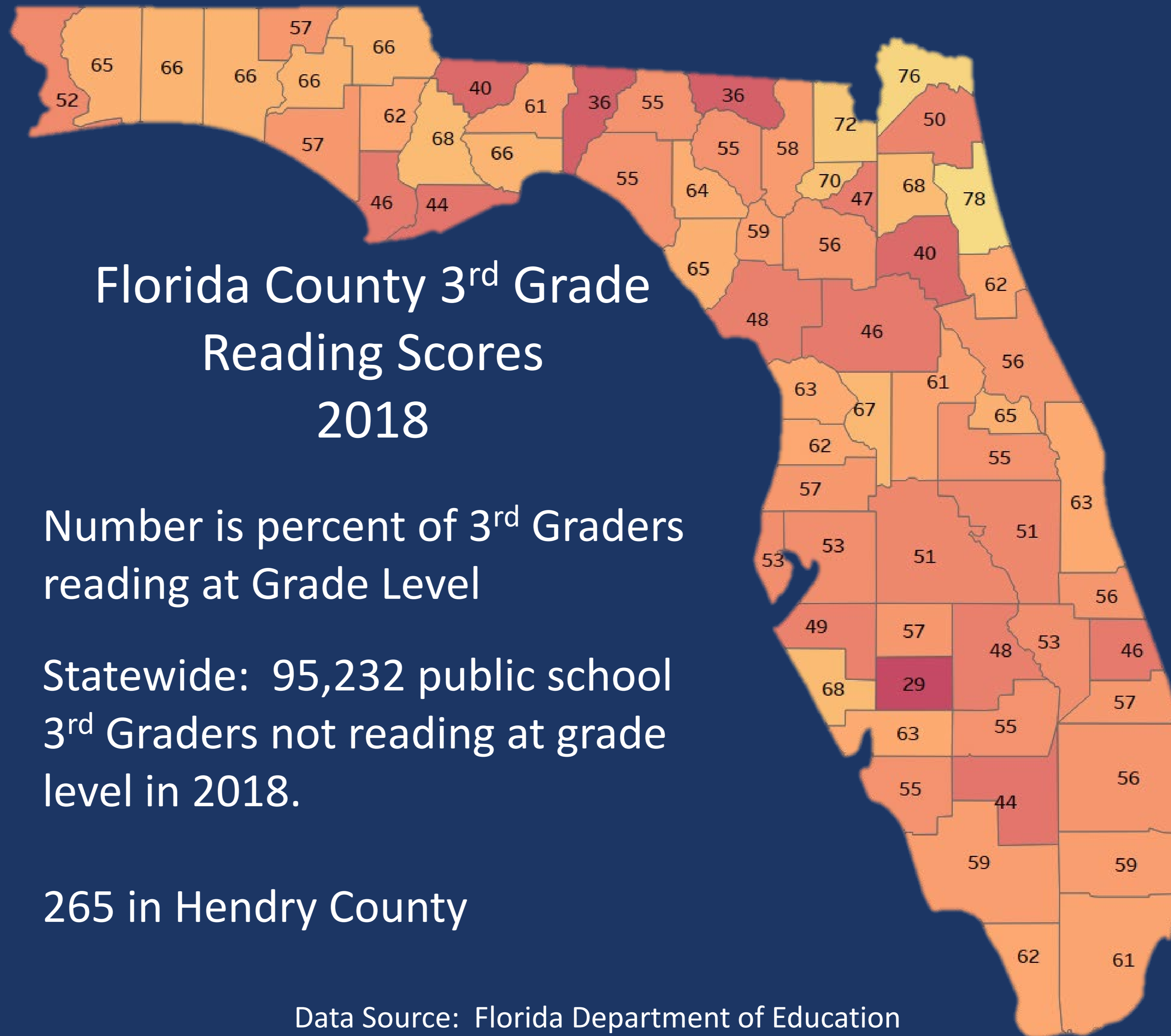
# Florida County 3<sup>rd</sup> Grade Reading Scores 2018

Number is percent of 3<sup>rd</sup> Graders  
reading at Grade Level

Statewide: 95,232 public school  
3<sup>rd</sup> Graders not reading at grade  
level in 2018.

# 265 in Hendry County

Data Source: Florida Department of Education



# 3<sup>rd</sup> Grade Reading Scores by School

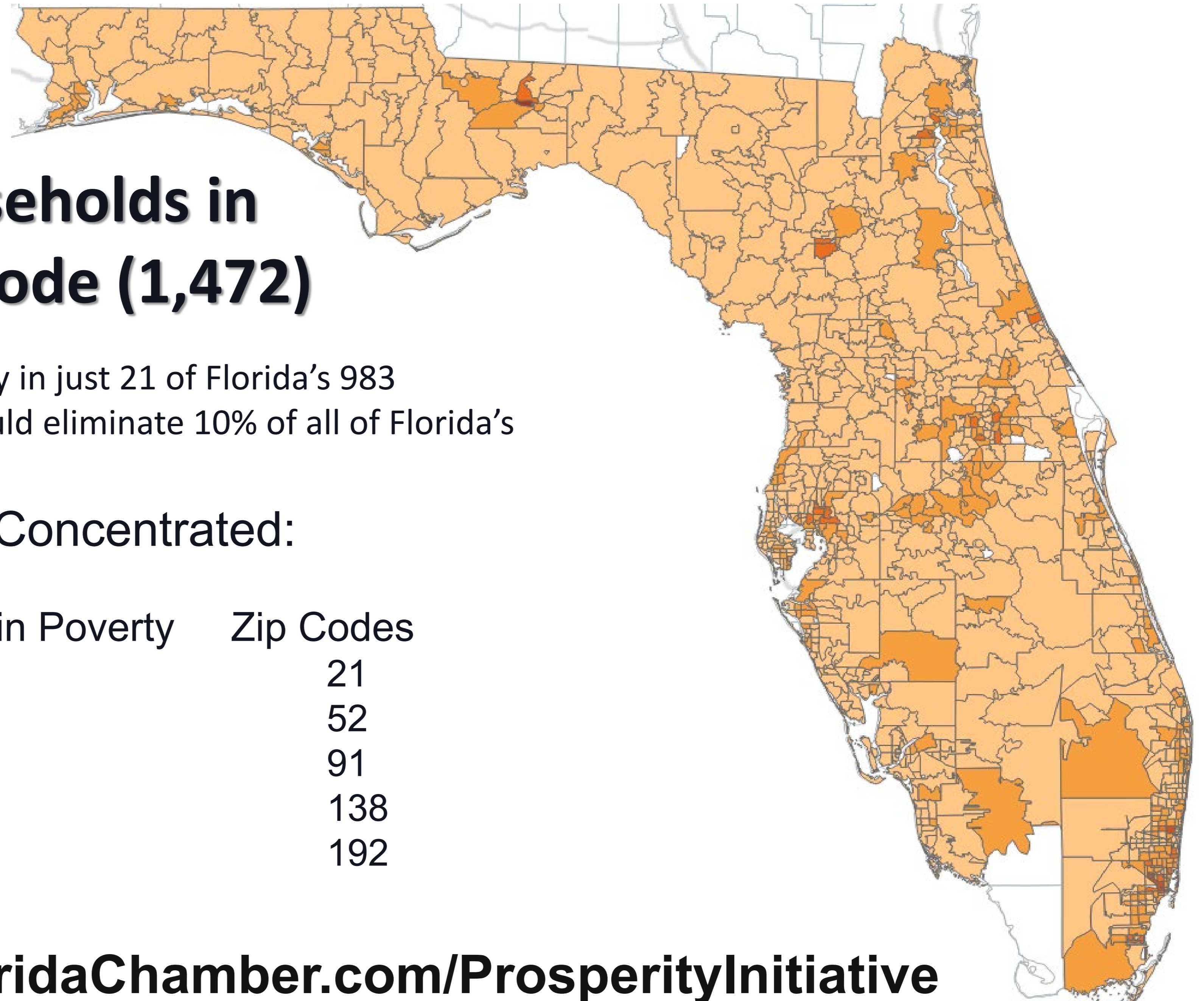
School	3 <sup>rd</sup> Grade Reading Score	Number of Kids not reading at 3 <sup>rd</sup> Grade Level
Labelle Elementary	43	53
Westside Elementary	44	49
Eastside Elementary	53	46
Central Elementary	41	63
Country Oaks	41	68
Edward Upthegrove	43	49

# Number of Households in Poverty by Zip Code (1,472)

“If you eliminated the poverty in just 21 of Florida’s 983 populated zip codes, you would eliminate 10% of all of Florida’s poverty”

## Poverty is Concentrated:

Households in Poverty	Zip Codes
10%	21
20%	52
30%	91
40%	138
50%	192



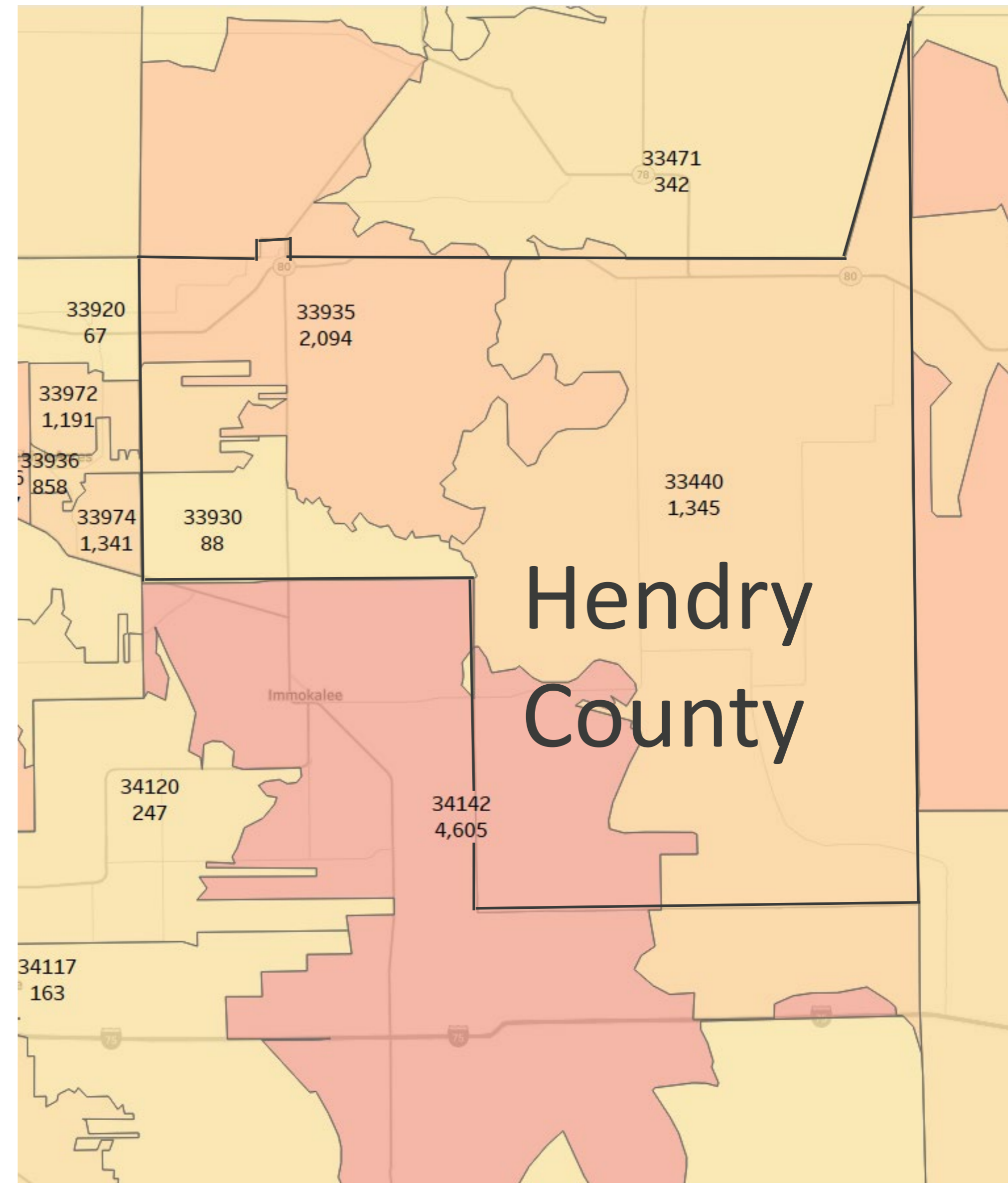
# Under-18 Poverty by Zip Code Hendry County

Total Numbers: 3,681 kids in Poverty  
Under-18 Poverty Rate: 35.2%

Top = Zip Code

Bottom = Number of kids in poverty

Data Source: U.S. Census Bureau



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





“We won’t get the policies right until we get the politics right.” – Former Speaker of the Florida House and Florida Chamber Board Member, Will Weatherford

# Voter Registration Comparison Statewide vs. Hendry County

## Registration Comparisons Over Time Statewide

Total State



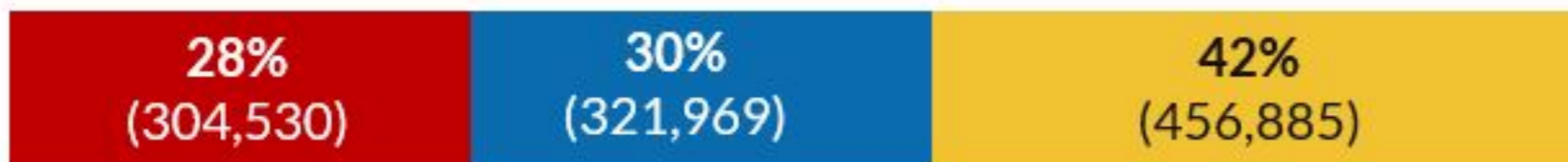
This Month



Year to Date

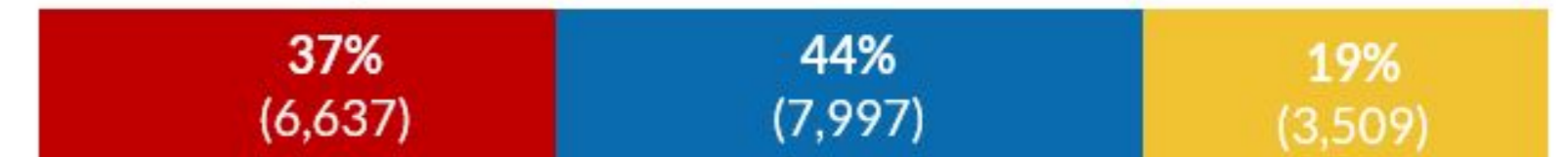


Since 2016 Election



## Registration Comparisons Over Time Hendry County

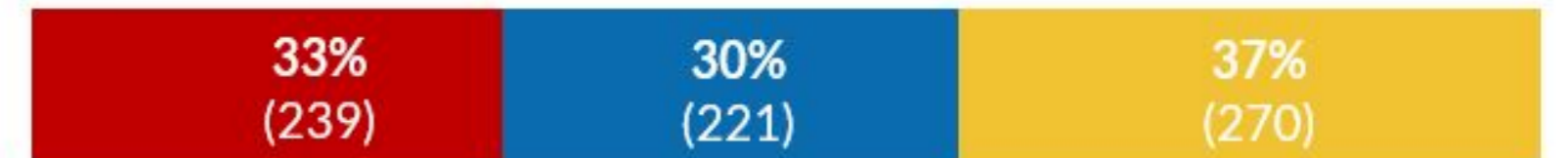
Total County



This Month



Year to Date



Since 2016 Election

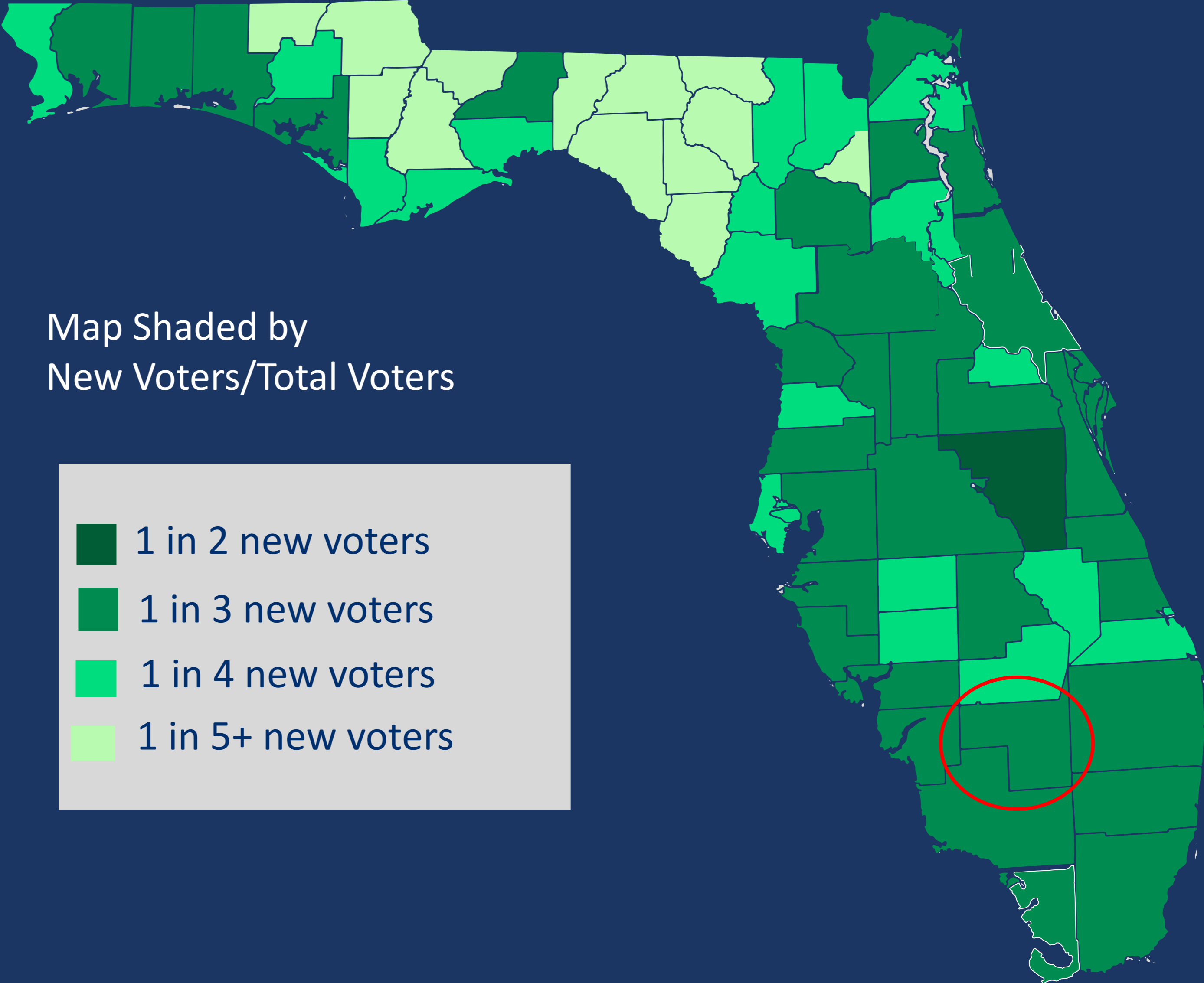


■ Republican  
■ Democratic  
■ NPA/Other

■ Republican  
■ Democratic  
■ NPA/Other

# Scott Era: New Voters

Statewide	4,574,839
Men	2,084,543 (46%)
Women	2,244,901 (49%)
Republicans	1,297,712 (28%)
Democrats	1,508,126 (33%)
NPA/Others	1,769,001 (38%)
White	2,601,405 (57%)
Black	567,957 (12%)
Hispanics	956,304 (21%)



# Florida Legislature



***Senate President-Designate Bill Galvano***

## Balance of Power

Senate – 23 R, 17 D

House – 73 R, 47 D



***House Speaker-Designate José Oliva***

# Securing Florida's Future, Together



*To download a copy of this presentation, visit*

*[www.FloridaChamber.com/Clewiston](http://www.FloridaChamber.com/Clewiston)*