

**JAXUSA Partnership
PROSPECT MANAGEMENT ANALYSIS**

10/17/13 9:30 AM

Total active "Qualified" prospects in system as of print date		42
<i>"Qualified" = bonafide location/expansion requirements</i>		
"Qualified" prospects by classification:	Imminent (announcement anticipated)	1 (2%)
	Project (Jacksonville is shortlisted)	21 (50%)
	Prospect (beginning search process)	20 (48%)
"Qualified" prospects by type:	Manufacturing/Processing	18 (43%)
	Office/Commercial	13 (31%)
	Warehousing/Distribution	11 (26%)
	Other	0 (0%)
"Qualified" prospects by source*:	Direct Contact (company, consultant, out-of-state realtor)	21 (50%)
	Enterprise Florida Referrals	7 (17%)
	Local Business Referrals	11 (26%)
	Other	4 (10%)
<i>*Sum may exceed total qualified due to multiple sources for the same prospect</i>		
"Qualified" prospects New, Expansion, Retention:	New (New to Jacksonville Region)	35 (83%)
	Expansion (Existing business expansion)	5 (12%)
	Retention (In jeopardy of leaving Jacksonville Region)	2 (5%)
"Qualified" prospects by geographic origin:	Northeast (CT,DE,MA,MD,ME,NH,NJ,NY,PA,RI,VT)	7 (17%)
	Southeast - except FL (AL,AR,DC,GA,KY,LA,MS,NC,SC,TN,VA,WV)	3 (7%)
	Florida - except Jacksonville Region	3 (7%)
	Jacksonville Region	2 (5%)
	Midwest (IA,IL,IN,NE,KS,MI,MO,MN,ND,OH,SD,WI)	8 (19%)
	West (AK,AZ,CA,CO,HI,ID,MT,NM,NV,OK,OR,TX,UT,WA,WY)	8 (19%)
	International	8 (19%)
	Unknown (location confidential)	3 (7%)

Qualified Prospects Generated During Period: 01/01/13 - 10/17/13

50

Announcement Analysis: 01/01/13 - 10/17/13

Announcements	New / Existing	New Direct Jobs	At Risk Jobs Retained	Co's used Incentives % of Total	Hi-wage Jobs % of Total	Capital Investment % of Total	Co's In Target Clusters	Jobs In Target Clusters
Partner Counties 4	3 1	858	0	3 13.6%	458 11.7%	\$87.1M 18.6%	4 18.2%	858 21.9%
Duval 18	11 7	2,785	280	8 36.4%	1,555 39.6%	\$380.3M 81.4%	18 81.8%	3,065 78.1%
Total 22	14 8	3,643	280	11 50.0%	2,013 51.3%	\$467.4M 100.0%	22 100.0%	3,923 100.0%

**Local Area Unemployment Statistics (LAUS)
Comparison of Florida's Major Metros
August 2013**

		Change (Aug 2012- Aug 2013)
Labor Force		
Jacksonville	707,803	0.6%
Miami-Ft. Lauderdale	2,952,239	-0.2%
Orlando	1,164,582	0.4%
Tampa	1,359,235	1.9%

		Change (Aug 2012- Aug 2013)
Employment		
Jacksonville	660,125	2.7%
Miami-Ft. Lauderdale	2,736,077	1.5%
Orlando	1,087,654	2.6%
Tampa	1,264,573	4.3%

		Change (Aug 2012- Aug 2013)
Unemployment Rate		
Jacksonville	6.7	-1.9
Miami-Ft. Lauderdale	7.3	-1.6
Orlando	6.6	-2.0
Tampa	7.0	-2.1

Source: Florida Department of Economic Opportunity