

DEFENSE & HOMELAND SECURITY

INDUSTRY SECTOR BRIEF

SELECTFLORIDA



FLORIDA'S STRENGTHS IN **DEFENSE & HOMELAND SECURITY.**

Florida is home to one of the nation's largest defense and homeland security industries, and few states can even come close to matching the scale and scope of its network of major contractors and suppliers. From ammunition to encryption technologies, Florida companies are at the leading edge of all major military and government markets. Florida has the expertise and support your company needs.

TOP FIVE REASONS TO DO BUSINESS IN FLORIDA

VIRTUALLY EVERY MAJOR DEFENSE CONTRACTOR FROM THE U.S. AND ABROAD HAS SIGNIFICANT OPERATIONS IN FLORIDA HERE'S WHY YOUR COMPANY SHOULD BE IN FLORIDA, TOO:

- 1 PICK THE BEST OF THE BEST**
67,000+ active duty military,¹ 32,000 current Department of Defense professionals,¹ and large numbers of former military and NASA personnel comprise our impressive pool of workers with **the skills and security clearances your business needs.**
- 2 COMPETE WITH THE BEST**
Florida consistently ranks among the **top 5 states in the nation for the receipt of DOD contract awards.**² From the missions that drive our impressive network of military installations to the factors that support the growth of our companies of all sizes, **we know defense and homeland security, and can help you remain competitive.**
- 3 BENEFITS FROM OUR MILITARY ASSETS**
Florida is a proud host to **20+ major military installations,**³ **three unified combatant commands**⁴ and **two component commands.** Close proximity to key procurement offices, research operations, testing units, and training commands for all branches of the military is a major benefit for your business.
- 4 IMPROVE YOUR BOTTOM LINE**
A cost-competitive environment, favorable tax structure, no personal income tax, and superior quality of life make it **easy to be in business in Florida.**
- 5 AIRSPACE & INFRASTRUCTURE TO MEET YOUR NEEDS**
Florida offers thousands of square miles of **controlled land and over water air space,** **300+ days of VFR flight conditions** a year, and multiple aerospace and defense parks with **"through the fence" access. Your business can run smoothly and efficiently in Florida.**

FLORIDA FAST FACTS

SIZE: 1,000+ DEFENSE MANUFACTURING ESTABLISHMENTS^{*6} | 30,000+ AIRCRAFT, MISSILES, AND ORDINANCE MANUFACTURING EMPLOYEES^{**6}

DEFENSE

Areas of Excellence:

Missiles & Missile Defense Systems
C4ISR
Electro-optics & Lasers
Simulation & Training
Logistics/Warfighter Support
Defense Electronics
Aircraft & Aircraft Components
Military Flight Training
Weapons RDT&E

Select Companies in Florida:

| | |
|-------------------|-----------------------|
| Boeing | Leonardo DRS |
| BAE Systems | Lockheed Martin |
| Collins Aerospace | Northrop Grumman |
| Exelis | Pratt & Whitney |
| General Dynamics | Raytheon Technologies |
| Honeywell | SAIC |
| L3Harris | Sikorsky |

HOMELAND SECURITY

Areas of Excellence:

Cyber Security & Systems Integration
Disaster Preparedness
Response & Recovery
Airport, Port & Maritime Security
Biometrics
Rugged Communications Equipment

Select Companies in Florida:

General Dynamics
HID Global
L3Harris
Motorola Solutions
Sypris Electronics
Thales
Tyco Integrated Security



#2

AMONG U.S. STATES FOR
SEARCH, DETECTION,
NAVIGATION, AERONAUTICAL,
& NAUTICAL SYSTEM &
INSTRUMENT MANUFACTURING⁵



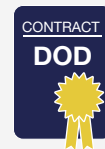
#2

AMONG U.S. STATES
FOR AEROSPACE
PRODUCTS & PARTS
MANUFACTURING⁵



3RD

LARGEST
VETERAN
POPULATION
IN U.S.⁶



5TH

AMONG U.S. STATES
WITH \$21.7 BILLION IN
DOD CONTRACT AWARDS
IN 2021²

COMPARATIVE COSTS FOR DEFENSE AND HOMELAND SECURITY COMPANIES IN FLORIDA VS. OTHER MARKETS

| STATE TAXES | FLORIDA | ALABAMA | ARIZONA | CALIFORNIA | COLORADO | GEORGIA | MASSACHUSETTS | TEXAS | VIRGINIA |
|---|-----------|-----------|-----------|------------|-----------|-----------|---------------|-----------|-----------|
| 2024 BUSINESS TAX CLIMATE RANK ⁷ | 4 | 39 | 19 | 48 | 27 | 32 | 34 | 13 | 26 |
| TOP INDIVIDUAL INCOME TAX RATE ⁷ | 0.00% | 5.00% | 2.50% | 13.30% | 4.40% | 5.75% | 9.00% | 0.00% | 5.75% |
| TOP CORPORATE INCOME TAX RATE ⁷ | 5.50% | 6.50% | 4.90% | 8.84% | 4.40% | 5.75% | 8.00% | GRT*** | 6.00% |
| STATE SALES TAX ⁷ | 6.00% | 4.00% | 5.60% | 7.25% | 2.90% | 4.00% | 6.25% | 6.25% | 5.30% |
| AVERAGE STATE + LOCAL SALES TAX ⁷ | 7.02% | 9.25% | 8.37% | 8.82% | 7.78% | 7.40% | 6.25% | 8.20% | 5.75% |
| PRIVATE SECTOR UNION MEMBERSHIP ⁸ | 2.20% | 4.50% | 3.70% | 9.30% | 4.30% | 2.90% | 6.60% | 2.20% | 2.20% |
| AEROSPACE PRODUCTS AND PARTS MANUFACTURING AVG. ANNUAL WAGE ⁵ | \$110,924 | \$100,873 | \$116,452 | \$124,854 | \$151,615 | \$102,984 | \$138,047 | \$119,734 | \$107,376 |
| SEARCH, DETECTION & NAV. INSTRUMENT MANUFACTURING AVG. ANNUAL WAGE ⁵ | \$109,248 | \$68,294 | \$107,119 | \$144,064 | \$143,186 | \$110,983 | \$130,571 | \$145,454 | \$161,008 |

Source: *Establishments operating in NAICS codes commonly associated with major defense and homeland security segments. **Jobs related to the Aircraft, Missiles, and Ordinance Manufacturing Industry, which includes the following NAICS codes: 332993, 332994, 336411, 336412, 336413, 336414, 336415, 336419, and 336992. ***A gross receipts tax is a tax applied to a company's gross sales, without deductions for a firm's business expenses, like costs of goods sold and compensation. Unlike a sales tax, a gross receipts tax is assessed on businesses and applies to business-to-business transactions in addition to final consumer purchases, leading to tax pyramiding (Tax Foundation). 2 U.S. Department of Defense; 5 U.S. Bureau of Labor Statistics; 6 Lightcast; 7 Tax Foundation; 8 UnionStats.com

FLORIDA'S DEFENSE & HOMELAND SECURITY CLUSTER

640+

Aerospace Establishments
in Florida⁶

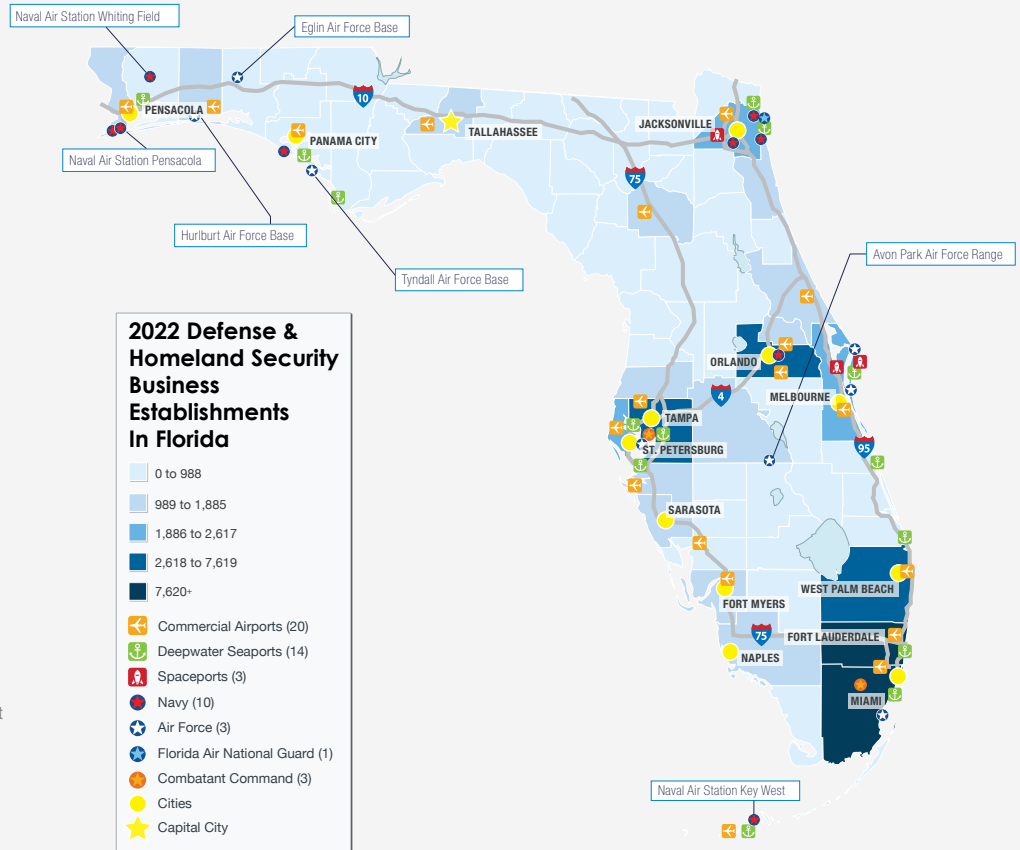
2,000+

Aviation Establishments
in Florida⁶

20+

Major Military Installations³

Source: 3 Florida Department of Transportation; 6 Lightcast
Map Source: Lightcast



SERVICES

- Confidential Site Selection & Property Search Assistance
- Industry Sector Expertise
 - Target Sectors: Manufacturing, Aviation/Aerospace, Defense & Homeland Security, Cleantech, Financial & Professional Services, Headquarters, Information Technology, Life Sciences, Logistics & Distribution
- Demographic & Workforce Information
- State Agency Liaison
- Permitting & Regulatory Assistance
- Incentive Programs
- Export Counseling
- Overseas Trade Shows and Trade Missions
- Certificates of Free Sale

WE ARE READY TO ASSIST YOU

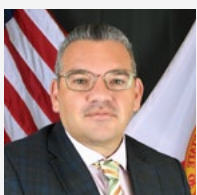
For expansion and location assistance:



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For exporting assistance:



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