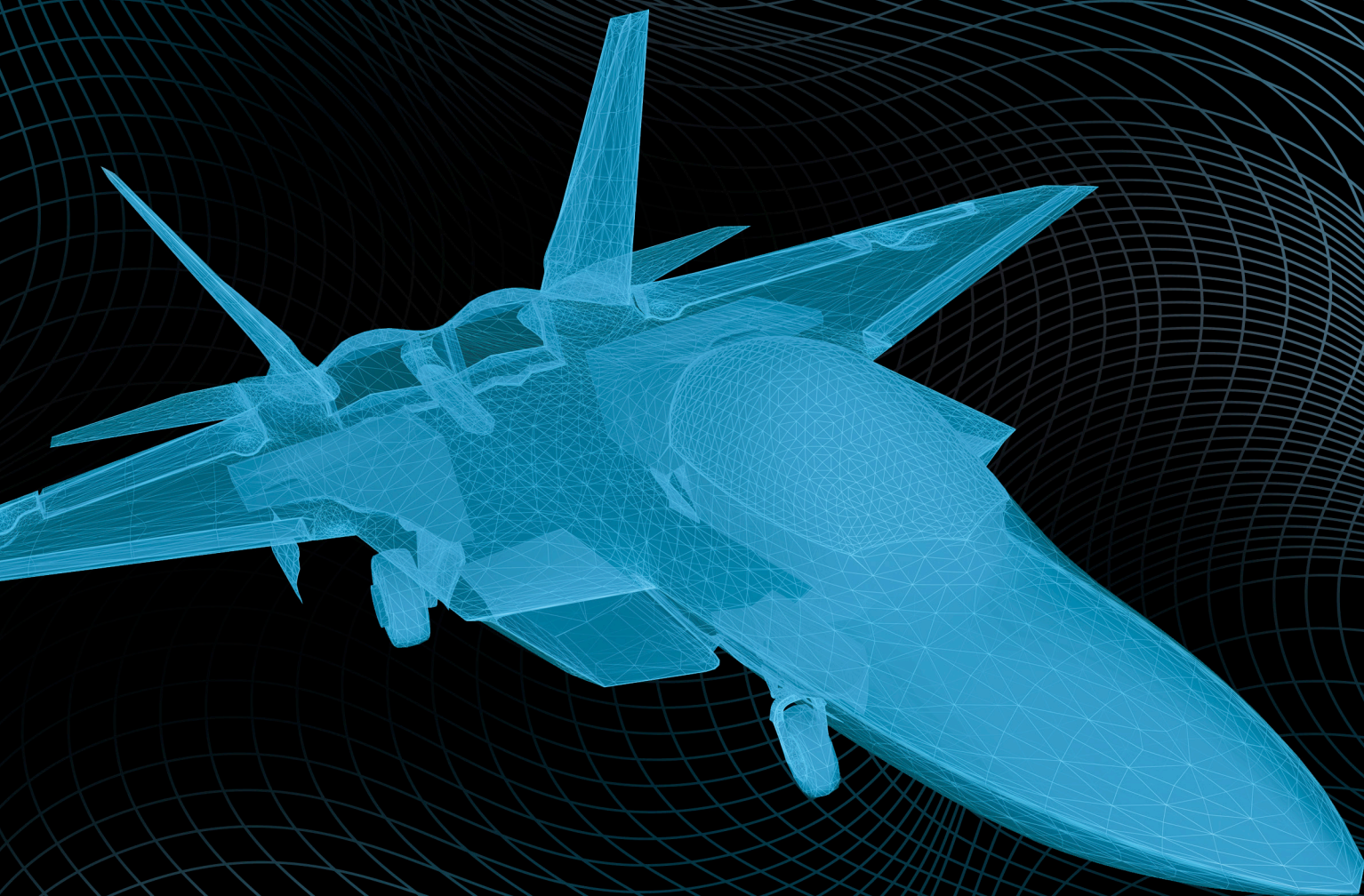




# DEFENSE/HOMELAND SECURITY





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## Top 5 Reasons

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**  
**61,000+** active duty military, **25,000** current defense professionals, and large numbers of former military and NASA personnel comprise our impressive pool of workers with the **skills and security clearances** in demand by industry employers.

**2 Compete with the Best**  
Florida consistently ranks among the **top 5 states in the nation in the receipt of DoD contract awards**. 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**.

**3 Benefit from our Military Assets**  
Florida is a proud host to **20 major military installations** and **3 unified combatant commands** – including key procurement offices, research operations, testing units, and training commands for all branches of service.

**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**.

## 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. **You will find the expertise and support you need in Florida.**

**Defense & Homeland Security**    Size: 17,900 companies\*, 194,000 employees\*



### Defense

**Areas of Excellence:** missiles and missile defense systems, C4ISR, electro-optics and lasers, simulation and training, logistics/warfighter support, defense electronics, aircraft and aircraft components, military flight training, and weapons RDT&E

**Select Companies in Florida:** Boeing, BAE Systems, DRS/Finmeccanica, General Dynamics, Honeywell, ITT, Lockheed Martin, L-3, Northrop Grumman, Pratt & Whitney, Raytheon, Rockwell Collins, SAIC, Sikorsky



### Homeland Security

**Areas of Excellence:** cyber security and systems integration; disaster preparedness, response, and recovery; airport, port, and maritime security; biometrics; and rugged communications equipment

**Select Companies in Florida:** Authentec, Cross Match Technologies, General Dynamics, Itronix, Harris, L-3 Communications, Motorola Solutions, SRI International, Sypris Electronics, Thales eSecurity, Tyco Fire and Security Inc.

\* Companies operating in NAICS codes commonly associated with major defense and homeland security segments.

## Florida Fast Facts

**#1** state for Aviation/Aerospace manufacturing attractiveness<sup>1</sup>

**2<sup>nd</sup>** among U.S. states for space and defense systems manufacturing<sup>2</sup>

**2<sup>nd</sup>** among U.S. states for aerospace and products and parts manufacturing<sup>2</sup>

**5<sup>th</sup>** among U.S. states with \$13.6 billion in Department of Defense Contract awards<sup>3</sup>

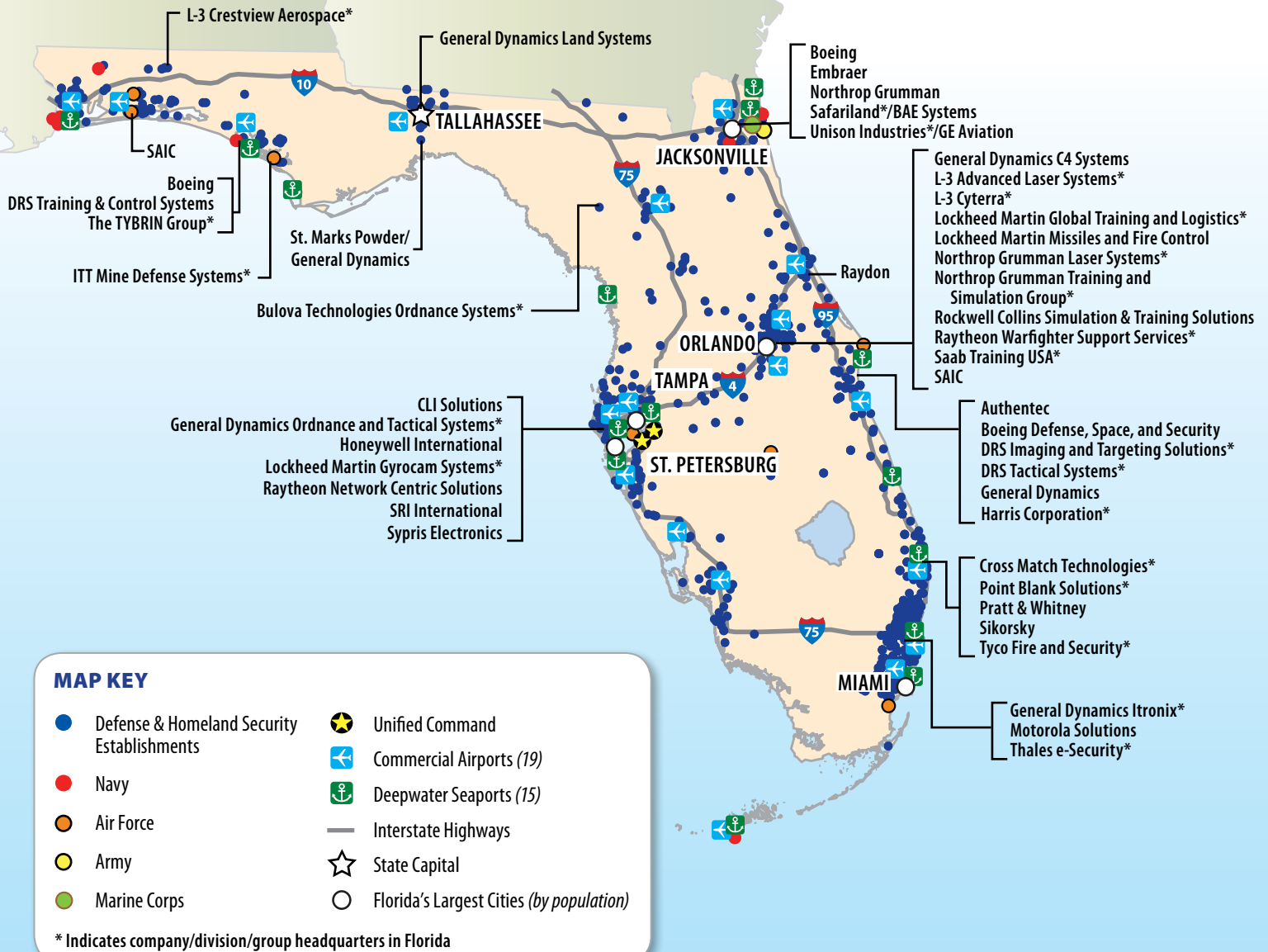
<sup>1</sup> PricewaterhouseCoopers <sup>2</sup> Primary data source: U.S. Dept. of Labor, Bureau of Labor Statistics, QCEW

<sup>3</sup> USAspending.gov



## Florida's Defense & Homeland Security Cluster

(select companies highlighted)



## Comparative Costs for Defense and Homeland Security Companies in Florida vs. Other Markets

	FLORIDA	ALABAMA	ARIZONA	CALIFORNIA	COLORADO	GEORGIA	MASSACHUSETTS	TEXAS	VIRGINIA
Personal Income Tax Rate (Highest Rate)	None	5.00%	4.54%	12.30%	4.63%	6.00%	5.20%	None	6.50%
Corporate Income Tax or Gross Receipts Tax Rate	5.50%	6.50%	6.50%	8.84%	4.63%	6.00%	8.00%	1.00%	6.50%
State Business Tax Climate Ranking	5	21	22	48	19	32	25	11	23
Aerospace Products and Parts Manufacturing Avg Annual Wage	\$77,505	\$77,987	\$94,178	\$97,032	\$104,670	\$78,396	\$107,216	\$89,334	\$75,292
Search, Detection, & Nav. Instrument Manufacturing Avg Annual Wage	\$77,561	\$55,272	\$101,870	\$116,801	\$140,606	\$88,346	\$86,713	\$90,446	\$104,556



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## Why Florida is the perfect climate for business:

"At CLI Solutions, we employ specialists with advanced degrees and experience in the intelligence field. Because we hire locally, it is important for us to be based in a strong, defense-oriented community. We look forward to continuing our growth in Tampa and providing high-paying, stable careers for our retiring service members."

Mike Sarria, President & CEO  
CLI Solutions

"DRS Technologies has been operating in Central Florida on the Space Coast for over 35 years. This area is home to several leading defense and aerospace companies and many outstanding educational institutions providing our business access to a highly qualified diverse pool of technical and professional workforce talent, which has been key to the competitiveness and growth of our company."

Mike Sarria, President  
DRS Network & Imaging Systems Group

"Government and commercial customers trust Harris Corporation's ultra-reliable solutions to solve their toughest communications challenges — on the ground, in the skies, and in space. Creating these solutions requires deep and special technical expertise. For more than 60 years, Florida's Space Coast has provided access to the high-tech, innovative workforce we need enabling us to deliver some of the most advanced communications and information networks, products, and services in the world."

Bill Brown, President and CEO  
Harris Corporation

"Raydon chose to remain in Volusia County, Florida because the location offered access to the skilled labor force necessary for an engineering and research and development operation such as ours. To develop cost-effective virtual training for a soldier *without* compromising training capability requires tremendous talent."

Michael Vollmar, President & CEO  
Raydon Corporation

# Ready?

**Enterprise Florida** stands ready to assist in every aspect of your next location project. Please don't hesitate to contact us:



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Circles represent approximate flight times from Florida in one-hour increments.



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*Enterprise Florida, the lead economic development organization for the state of Florida, assists companies confidentially with their expansion and location plans.*