ORLANDO
ECONOMIC
PARTNERSHIP

Fueling Orlando's Economy by *conquering shared challenges*.

Orlando.org

ORLANDO
ECONOMIC
PARTNERSHIP

UNIFYING OUR COMMUNITY THROUGH

Broad-based Prosperity™

"The Partnership is positioned to lead our region through economic opportunity and community development with a focus on impacting businesses, leading recovery efforts, and deploying a new diversity, equity and inclusion initiative that will permeate everything we do."

Sandy Hostetter

Orlando Economic Partnership Board Chair

Central Florida Regional President, Truist Financial Corporation

A message from the President and CEO

I want to personally thank you for your interest in the Orlando Economic Partnership. The Partnership is altering the perceptions of a region best known for tourism by reconceptualizing its economic future. We are leading the creation of a new model for economic and community development that challenges the status-quo and establishes a new path toward Broad-based Prosperity™. The Orlando Economic Partnership is a public-private, not-for-profit economic and community development organization that works to advance Broad-based Prosperity™ by strengthening Orlando's economy, amplifying Orlando's story, championing regional priorities, empowering community leaders and building a brilliant region. These five foundational objectives serve to improve the region's competitiveness while responding to the needs of communities, residents and businesses. The Partnership represents seven counties in Central Florida, including the City of Orlando, and hundreds of the region's top private businesses. It's more important than ever that we plan for our region's future. By investing in the Orlando Economic Partnership's bold new vision, you are helping the region advance toward its collective goals, gaining access to exclusive regional data and forging relationships with other leaders committed to our community.

Tim Guiliani
President and CEO
Orlando Economic Partnership

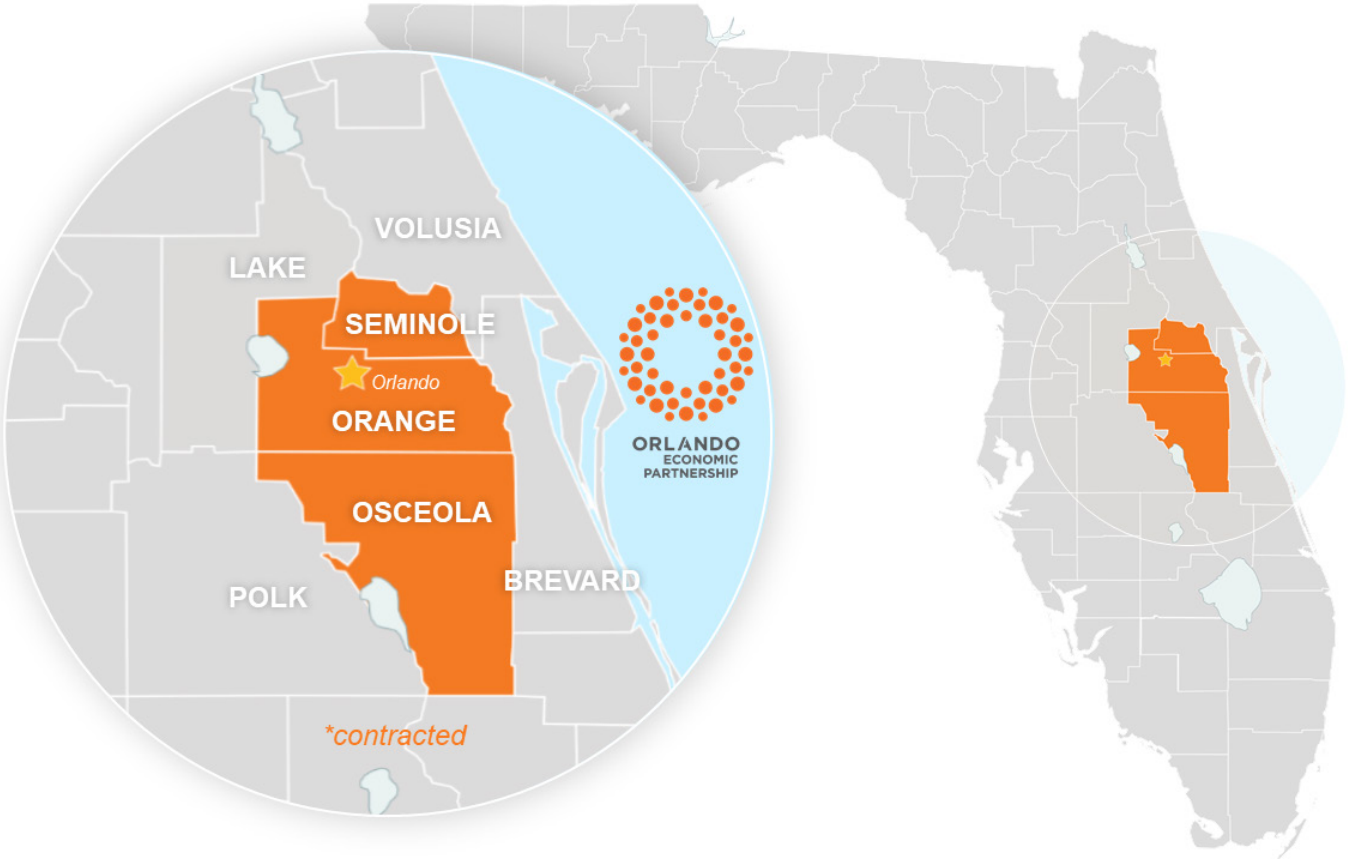
Why *Invest?*

Opportunities represent the vibrancy of the economy leading to expanded options for Central Floridians to participate in the region's growth. Economic growth alone is not sufficient. Instead, growth and increasing regional opportunities should be diverse, provide sustaining incomes, and reverse the erosion of the middle class.

Capabilities reflect the ability and capacity of the region's talent supply to meet the demands of employers competing in a rapidly evolving economy. A healthy workforce equipped with in-demand skills creates a vibrant talent ecosystem.

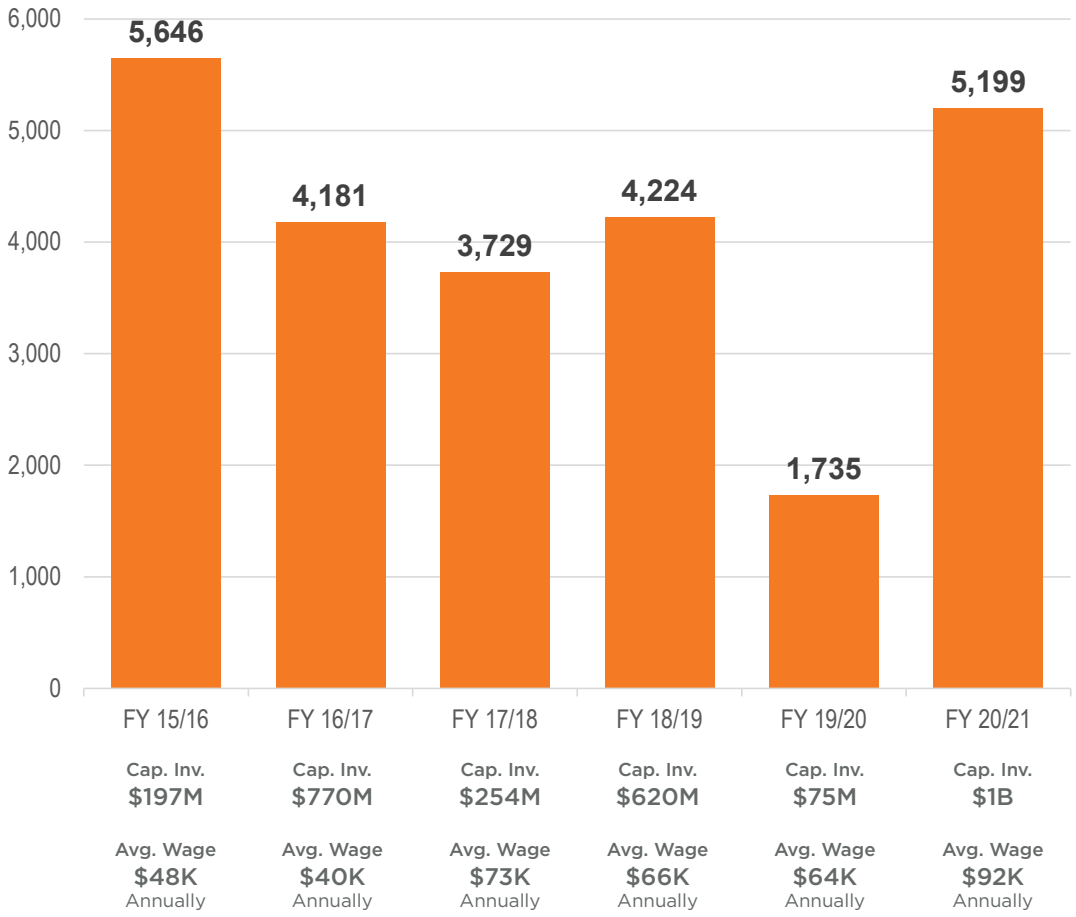
An emphasis on ***access*** reveals the presence or absence of barriers hindering full participation in the economy. This includes material needs, such as food, broadband connectivity, affordable housing, and transportation. It also calls for addressing the systemic hurdles associated with racism and bias that hinder equity and inclusion.

Three overarching lenses comprise the Orlando Economic Partnership's (the Partnership's) framework for broad-based prosperity as one that reconnects economic development with community development. Each lens focuses attention on the requisite features of an economy built for social mobility: Opportunities, Capabilities and Access.



Total Jobs Created

Fiscal Year 2015-2021



Luminar Offices, Orlando

Strenghtening Orlando's economy.

Orlando welcomes new and expanding companies the region.

LILIUM

LUMINAR

TRAVEL+ LEISURE

skywater TECHNOLOGY FOUNDRY

Disney Parks, Experiences and Products

Conti Federal

Ocean Insight

SONESTA

Checkr

SurePods

3DMEDIA

AssuredPartners

KPMG

TogetherHealth

Top 5 Best Market in U.S. for Development Opportunities
CBRE, 2021

No. 2 Most Startup Activity
U.S. Census Bureau's Business Dynamics Statistics, 2021

Top 20 U.S. Surge City
Inc. Magazine, 2020

No. 2 Best State for Business
Chief Executive Magazine, 2021

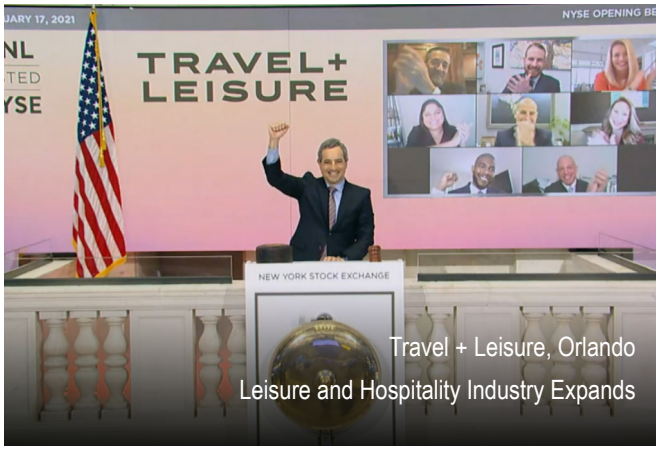
No. 3 Best City to Find a New Job
WalletHub, 2019

Skywater Technology, Osceola County
Semiconductor Foundry to Operate Center of NeoVation

"There is no doubt the Naval Air Warfare Center Training Systems Division and all the military members of 'Team Orlando' benefit from the unique blend of modeling and simulation industry, academia and government entities that could only exist right here in Central Florida."

Capt. Dan Covelli
Commanding Officer
Naval Air Warfare Center Training Systems Division

Sonesta International Hotels Corporation, Orlando
Shared Services Center Moves to Orlando



Travel + Leisure, Orlando
Leisure and Hospitality Industry Expands

The Partnership
Board of Directors

EXECUTIVE COMMITTEE

CHAIR
Sandy Hostetter
Truist***

CHAIR-ELECT
Tony Jenkins
Florida Blue***

VICE CHAIR OF FINANCE
Michael Duncan
Travel + Leisure***

PAST CHAIR
William Dymond, Jr.
Lowndes***

PRESIDENT & CEO
Tim Giuliani

Steve Alch
Bank of America/ Merrill Lynch**

Wendy Brandon
HCA Healthcare**

Carlos Carbonell
Echo Interaction Group*

Orlando Evora
Greenberg Traurig, LLP***

Linda Ferrone
OUC - The Reliable One***

Jim Fritz
Orlando Magic***

Andy Gardiner
Orlando Health***

Shannon Gravitte
AdventHealth***

Daryl Holt
Electronic Arts**

Derek Jones
Wells Fargo**

Wendy Kurtz
Elizabeth Charles & Associates, LLC*

Rena Langley
Walt Disney Parks & Resorts***

Cliff Long
Orlando Regional REALTOR® Assoc.***

Kim Marshall
Travel + Leisure***

Tony Massey
Massey Services, Inc.***

Stephen Mauldin
CNL Financial Group***

Janet Owen
University of Central Florida***

Geoff Rogers
Full Sail University***

Zach Sherman
Lockheed Martin***

Tracey Stockwell
Universal Orlando Resort***

Rasesh Thakkar
Tavistock Group***

BOARD MEMBERS

Glenn Adams
Holland & Knight LLP***

Brandon Arrington
Commissioner, Osceola County*

Tim Baker
Baker Barrios Architects, Inc.**

Mark Brewer
Central Florida Foundation**

Paul Briggs
Cox Media Group**

Phil Brown
Orlando International Airport**

Leslie Campione
Commissioner, Lake County**

Dean Cannon
GrayRobinson, P.A.**

Michelle Chandler
SchenkelShultz Architecture, Inc.*

Kelly Cohen
The Southern Group**

Steve Conner
Siemens Energy, Inc.**

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Dan Covelli
Naval Air Warfare Center*

Brian Curtin
BRPH*

Linh Dang
Addition Financial**

Jerry Demings
Mayor, Orange County*

Paul Drayton
JPMorgan Chase & Co.*

Greg Dryden
Fifth Third Bank**

Buddy Dyer
Mayor, City of Orlando*

James Etscorn
BakerHostetler**

Scott Faris
Luminar*

Jim Forrester
SeaWorld Orlando**

Steve Garrity
Highwoods Properties**

Tanisha Gary
Africa American Chamber of Commerce of Central Florida**

Glen Gilzean
Central Florida Urban League**

Elizabeth Godwin
Duke Energy***

Jim Gray
CBRE*

Jim Harrison
LYNX**

Jeff Hayward
Heart of Florida United Way*

Steve Hogan
Florida Citrus Sports*

Jacob Horner
Nemours Children's Health System**

Brian Horton
Kissimmee Utility Authority **

Barbara Jenkins
Orange County Public Schools*

Dave Karabag
Orlando Sentinel Media Group***

Laura Kelley
Central Florida Expressway Authority**

Georgia Lorenz
Seminole State College of Florida***

Suneera Madhani
Stax by Fattmerchant*

Casandra Matej
Visit Orlando*

Harold Mills
VMD Ventures**

Sonya Montgomery
The Desoto Group***

Eddy Moratin
LIFT Orlando**

Pamela Nabors
CareerSource Central Florida*

JoAnn Newman
Orlando Science Center*

Gaby Ortigoni
Hispanic Chamber of Commerce of Metro Orlando*

Carlos Osorio
Orlando City Soccer Club*

Rob Panepinto
Florentine Strategies*

Kathleen Plinske
Valencia College***

Kathy Ramsberger
Dr. Phillips Center for the Performing Arts***

Ken Robinson
Dr. Phillips Charities**

Christopher Roellke
Stetson University***

Paul Roldán
AllGen Financial Advisors, Inc.*

Marty Rubin
Smart City***

Karen Sheehan
Tupperware Brands Corporation***

Rear Admiral Paul Sohl (Retired)
The Florida High Tech Corridor**

Wendy Terry
Withum**

Phil Tisher
Fairwinds Credit Union**

Helen Wesley
TECO Peoples Gas Company****

Charter Communications***

*Term Ends 2022 // **Term Ends 2023 // ***Term Ends 2024

CHAMPIONS FOR BROAD-BASED PROSPERITY™

$200,000+ SIGN UP

AdventHealth | Orlando Magic | Disney

GOVERNORS COUNCIL | $125,000+ SIGN UP

Sponsor Recognition: Leadership Mission, Annual Awards Dinner (includes table), Political Leadership Institute Program, Annual Legislative trips

- Governors Council: seat (subject to approval)
- Partnership Board of Directors and Executive Committee: seat (subject to approval)
- Branding Steward
- Invitation to Board Receptions and Private Events
- Exclusive Invitation to Chair's Holiday Reception
- Leadership Mission Invitation
- Complimentary Access to Innovative Marketing Center
- CEO Luncheon Invitation (limited seats available)
- Invitation to Board Receptions and Private Events
- Annual Company Spotlight
- New Investor Profile
- Company Online Directory
- Invitation to Beyond the Boardroom
- Invitation to Economic Breakfast Updates
- Invitation to Annual State of the Region
- Invitation to Orlando Tech Council
- Invitations to Partnership events, webinars and task forces
- Leadership Orlando 2.0 at Investor Rate
- Leadership Orlando at Investor Rate
- Access to customized Live, Work, Play talent access
- Access to Economic Updates
- Access to Orlando Film Commission
- Technical Assistance from professional staff
- Relevant regional News Amplified
- Community Calendar Promotions

Charter Communications | CNL | Duke Energy | Florida Blue | Full Sail University | Lockheed Martin | Massey | Orlando Health | Orlando Regional REALTOR Association | OUC The Reliable One | Tavistock Group | Travel + Leisure | Truist | Universal Orlando Resort | University of Central Florida

DIRECTOR | $50,000 SIGN UP

Sponsor Recognition: Annual BBQ (includes 10 tickets)

- Partnership Board of Directors: seat (subject to approval)
- Branding Steward
- Invitation to Board Receptions and Private Events
- Exclusive Invitation to Chair's Holiday Reception
- Leadership Mission Invitation
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BakerHostetler | Central Florida Expressway Authority | Cox Media Group Orlando | The Desoto Group | Fairwinds Credit Union | Gray Robinson Attorneys at Law | HCA Healthcare | Highwoods Properties | Elevate Lake Economic Development | Lowndes | LYNX | Orlando Sentinel Media Group | SeaWorld Orlando | TECO Peoples Gas An Emera Company | Wells Fargo

AMBASSADOR | $25,000 SIGN UP

- Sponsorship for New Community Executive Reception
- Complimentary Access to Innovative Marketing Center
- Exclusive Invitation to Chair's Holiday Reception
- Leadership Mission Invitation
- CEO Luncheon Invitation (limited seats available)
- Invitation to Board Receptions and Private Events
- Annual Company Spotlight
- New Investor Profile
- Company Online Directory
- Invitation to Beyond the Boardroom
- Invitation to Economic Breakfast Updates
- Invitation to Annual State of the Region
- Invitations to Partnership events, webinars and task forces
- Leadership Orlando 2.0 at Investor Rate
- Leadership Orlando at Investor Rate
- Access to customized Live, Work, Play talent access
- Access to Economic Updates
- Access to Orlando Film Commission
- Technical Assistance from professional staff
- Relevant regional News Amplified
- Community Calendar Promotions

CORPORATE | $15,000 SIGN UP

- Exclusive Invitation to Chair's Holiday Reception
- Leadership Mission Invitation
- CEO Luncheon Invitation (limited seats available)
- Invitation to Board Receptions and Private Events
- Annual Company Spotlight
- New Investor Profile
- Company Online Directory
- Invitation to Beyond the Boardroom
- Invitation to Economic Breakfast Updates
- Invitation to Annual State of the Region
- Invitations to Partnership events, webinars and task forces
- Leadership Orlando 2.0 at Investor Rate
- Leadership Orlando at Investor Rate
- Access to customized Live, Work, Play talent
- Access to Economic Updates
- Access to Orlando Film Commission
- Technical Assistance from professional staff
- Relevant regional News Amplified
- Community Calendar Promotions

PARTNER | $7,500 SIGN UP

- CEO Luncheon Invitation (limited seats available)
- Invitation to Board Receptions and Private Events
- Annual Company Spotlight
- New Investor Profile
- Company Online Directory
- Invitation to Beyond the Boardroom
- Invitation to Economic Breakfast Updates
- Invitation to Annual State of the Region
- Invitations to Partnership events, webinars and task forces
- All Women Empowered Working Group
- Leadership Orlando 2.0 at Investor Rate
- Leadership Orlando at Investor Rate
- Access to customized Live, Work, Play talent
- Access to economic updates
- Access to Orlando Film Commission
- Technical Assistance from professional staff
- Relevant regional news amplified
- Community Calendar Promotions

SMALL BUSINESS | $5,000 SIGN UP

Businesses under 50 employees, non-profits or cities under 400 employees

- Annual Company Spotlight
- New Investor Profile
- Company Online Directory
- Invitation to Beyond the Boardroom
- Invitation to Economic Breakfast Updates
- Invitation to Annual State of the Region
- Invitations to Partnership events, webinars and task forces
- All Women Empowered Working Group
- Leadership Orlando 2.0 at Investor Rate
- Leadership Orlando at Investor Rate
- Access to customized Live, Work, Play talent access
- Access to economic updates
- Access to Orlando Film Commission
- Technical Assistance from professional staff
- Relevant regional news amplified
- Community Calendar Promotions

Programs and *Councils*

- Leadership Orlando: $3,500 investor rate (non-investors $4,500)
  Central Florida's only community leadership program that covers the entire seven-county region and is the largest leadership program in America with over 5,000 graduates.
- Leadership Orlando 2.0: $4,000
  Designed for Leadership Orlando Alumni's this program focuses on the Impact Project exploring the root causes underlying barriers to socio-economic mobility.
- Talent Ecosystem: (invitation only)
  Comprised of Orlando's leading employers charged with leading the region's strategy to align workforce policy and research-backed industry collaboratives.
- Diversity, Equity and Inclusion Pledge:
  Efforts are focused on CEO's signing this pledge and to establish metrics to track investment, legislative priorities and other issues affecting diversity, equity and inclusion within organizations and vulnerable communities in our region.
- All Women Empowered (AWE):
  Goal is to create a collaborative ecosystem for women in business, while supporting and empowering women's programs and organizations in the region.
- COVID-19 Regional Business Resources Center: (open to any business)
  The Partnership provides resources, research and legislative policy updates to all businesses in the seven-county region to support economic recovery.

ANNUAL DUES REGIONAL PROGRAMS

Orlando Tech Council: $2,500
(CIO, CTO or equivalent technology role)
Consists of members in executive technology or innovation roles within their companies or organizations focused on supporting programs that will strengthen the region's innovation resources and create new opportunities for companies to scale.

YP:NEXT - Elevating Regional Talent:
$250 (non-investors $350)
Serves as the voice of the region's leading young professionals and creates opportunities for them to create lasting connections in the community.

Contact Greg.Mason@orlando.org for

Strategic Sponsorship Opportunities

Building a *brilliant* region.

"One of the many great things about Orlando is that our public, private and nonprofit leaders work so well together to help lift our entire community. The Orlando Economic Partnership is the embodiment of that community collaboration, and our firm is proud to be a long-term investor."

– Glenn Adams, Executive Partner - Orlando, Holland & Knight LLP

"The Orlando Economic Partnership is an important convener of public, private and non-profit leaders in our region, ensuring we work holistically to make Central Florida an innovative, world-class community that enhances the quality of life for our many, diverse residents and visitors."

– Michelle M. Chandler, Partner, SchenkelShultz

"The Orlando Economic Partnership fosters collaboration and the development of regional industry clusters, furthering Orlando's completeness on the global stage."

– Carlos Osorio, Chief Financial Officer, Orlando City Soccer Club

"The All Women Empowered initiative has, in a short time, laid the groundwork necessary to advance businesswomen in the Orlando through the amplification of stories and the bringing together of our region's resources."

– Olive Gaye, President and CEO, GenCare Resources