



RICK SCOTT

GOVERNOR

March 12, 2015

Dear Shipping Industry Professional:

Florida is on a mission to be the number one destination in the world for jobs. Over the last four years, Florida's private-sector businesses have created over 728,000 jobs, we have cut taxes over forty times, and we've eliminated over 3,200 regulations. In order to continue our incredible growth and move Florida's economy into the future, we have made strategic investments in our seaports and transportation infrastructure. Florida has already provided over \$850 million in state funding directly to seaports over the last four years, and we will keep funding our ports throughout the next four years.

According to media reports, a nine-month long labor dispute that ended in late February involving ports along the west coast of the United States has caused major delays and uncertainties in unloading ships and delivering goods which could affect normal operations for up to six months. These delays have presented challenges to many shippers whose businesses rely on the ability to efficiently move goods across the nation and many have indicated that they plan to divert cargo from the west coast. Florida ports are undoubtedly a solution to this problem.

Our investment in port infrastructure means Florida's ports are ready and have the capacity to immediately handle increased cargo that could come to Florida as a result of port congestion on the other side of the country. Florida's ports handle over 3.1 million 20-foot equivalent units of containerized cargo annually and have existing capacity to handle much more. In addition, numerous projects are underway to significantly increase container handling capabilities at many of our Florida ports. This year, we made record investments in our transportation system and are proposing to invest \$9.9 billion in transportation funding this year. Florida has the infrastructure to move your goods across the nation once they reach our ports.

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Florida's low-tax, business friendly climate and our commitment to investing in our transportation infrastructure are great reasons for you to consider shipping your goods through Florida ports. In comparison, under Governor Jerry Brown's tax and spend administration, California has the nation's highest personal income tax, highest state sales tax, second highest gas tax, and has more than double the state debt per capita than Florida. And for ten straight years, CEOs have ranked California dead last for its business climate. Florida has no personal income tax, we've paid down \$7.5 billion in state debt in the last four years, and we are ranked second in the same index for business climate. Now is a great time to give Florida and our ports an opportunity to improve the efficiency, resiliency and reliability of your supply chain. We've made job creation a priority while Governor Brown idly watches businesses flee California, which has the second highest unemployment rate of any state, only behind Mississippi.

On April 12-13, I will be leading a trade delegation to California to meet with companies to explain how Florida ports and our transportation infrastructure can help their business. I'm inviting you to attend a reception we will hold on Sunday, April 12, in Los Angeles. Please contact Bill Johnson, President and CEO of Enterprise Florida, at (850) 298-6653. Hope to see you soon.

Sincerely,

A handwritten signature in blue ink, appearing to read "Rick Scott", with a large, stylized flourish at the beginning.

Rick Scott
Governor