

*Cornerstone IV:
Realizing potential.*

CORNERSTONE REGIONAL DEVELOPMENT PARTNERSHIP

3 Independent Drive Jacksonville, FL 32202 904.366.6680 bizrelo@jacksonvillechamber.org www.expandinjax.com

BAKER CLAY DUVAL FLAGLER NASSAU PUTNAM ST. JOHNS



Cornerstone IV goals

- 23,000 High-Wage and Targeted Jobs.
- \$2.5 Billion in Capital Investment.
- 30 Corporate Headquarters for Regional and National Operations.
- 15% Increase in Per Capita Income in the Jacksonville MSA.
- 200 Start-Up Businesses.

Cornerstone: building business.

In 1991 the Jacksonville Regional Chamber of Commerce created the highly regarded Cornerstone initiative. Dedicated to growing Jacksonville's business base, Cornerstone (in Cornerstone I, II and III) has attracted an impressive group of investors and advisors who have led the area's economic development. Realizing the importance of regionalism, Cornerstone became a six-county partnership in 1995, and this partnership has facilitated large-scale multi-county growth in Northeast Florida, even in the wake of a national business slowdown.



Invitation to investment.



In 1995 the NFL expanded its business to Jacksonville with the introduction of Jacksonville's NFL expansion team, the Jacksonville Jaguars. This, along with other major events, including the Tournament Players Championship and the Toyota Gator Bowl, dramatically enhanced our region's national recognition, creating additional opportunities for success. Just 10 years later, in 2005, Jacksonville gained international recognition as host of Super Bowl XXXIX. Using opportunities like these to make our community highly visible to a worldwide audience will continue to create untold opportunities for international business development throughout our region.

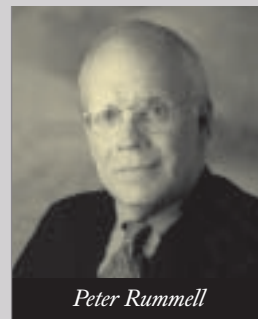
Much of this past success and future potential is due to your five-year investment in Cornerstone. For example, we expect to meet Cornerstone III's goals of 20,000 targeted and high-wage jobs and 25 corporate headquarters, including two Fortune 500 companies. Through the focused efforts of the Cornerstone public-private partnership, we have found balance in our efforts to diversify the economy by (1) recruiting strong new domestic and international companies in the areas of aviation, distribution, insurance, financial services, information technology and manufacturing; (2) helping existing local companies to expand; and (3) facilitating the creation and expansion of small and minority business enterprises. The addition of companies like BMW, BellSouth, Embraer, Fidelity National Financial, Kemper IFG, PHH Mortgage and The Main

Street America Group are examples of strong, effective regional efforts to expand our economic base and ensure our economic future.

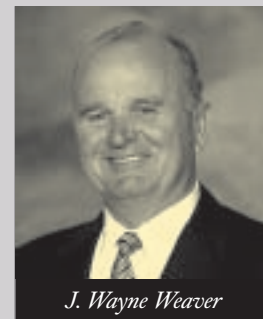
Other positive results include national recognition for our community. Twice during Cornerstone III (2001 through 2005), Jacksonville received the distinction of being named the "hottest market" in the United States for the expansion and location of business. Our community has also received numerous accolades identifying it in various "Top 10" lists for business issues, including recognition as the best place for people and businesses to locate.

The Cornerstone initiative has played a critical role in our regional economic successes and will continue to be a catalyst for quality growth in the years to come.

Cornerstone IV campaign co-chairs



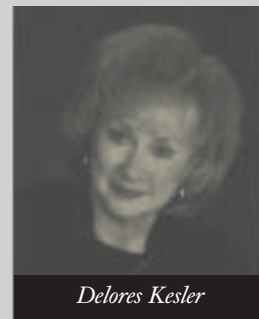
Peter Rummell



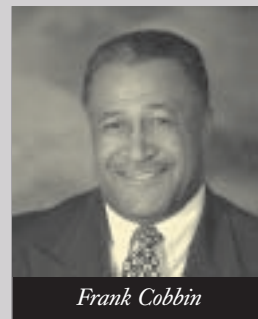
J. Wayne Weaver



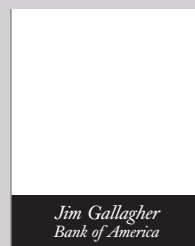
Tom Petway



Delores Kesler



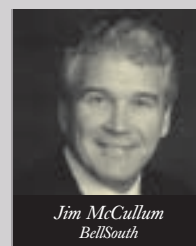
Frank Cobbin



Jim Gallagher
Bank of America



Hugh Greene
Baptist Health



Jim McCullum
BellSouth



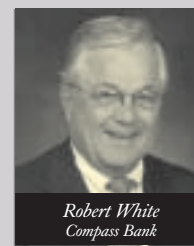
Robert Lufrano
Blue Cross



Doug Baer
Brooks Health



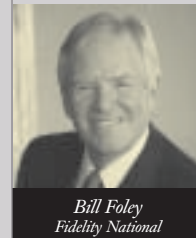
Kristi Bageant-Epperson
CitiBank



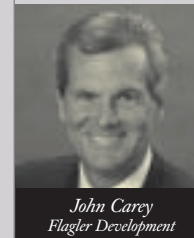
Robert White
Compass Bank



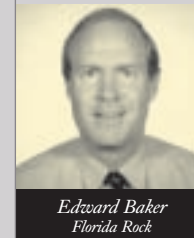
Michael Ward
CSX



Bill Foley
Fidelity National



John Carey
Flagler Development



Edward Baker
Florida Rock



Carl Cannon
The Florida Times-Union



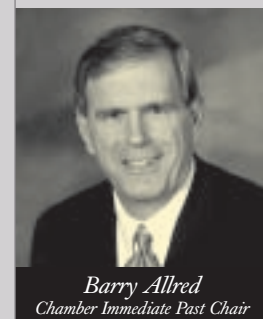
Herb Peyton
Gate Petroleum



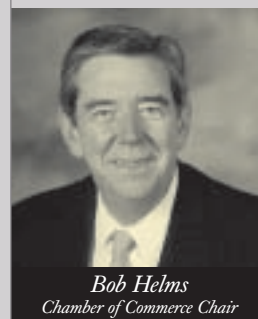
Steve Halverson
Haskell Company

Campaign chairs and officers.

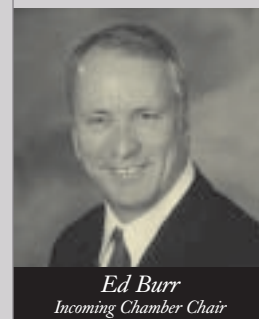
Cornerstone campaign chairs (pictured above) and officers (pictured to the right) have made the commitment to champion Cornerstone involvement to local business.



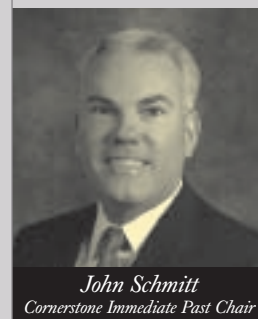
Barry Allred
Chamber Immediate Past Chair



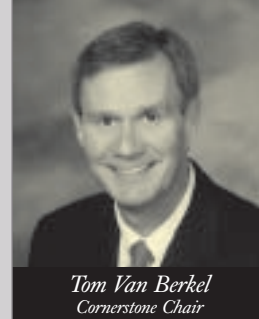
Bob Helms
Chamber of Commerce Chair



Ed Burr
Incoming Chamber Chair

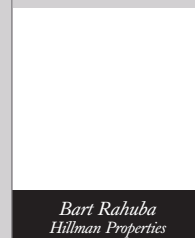


John Schmitt
Cornerstone Immediate Past Chair

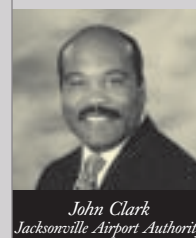


Tom Van Berkel
Cornerstone Chair

Officers



Mark LaBorde
Aetna



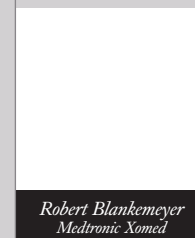
Bart Rahuba
Hillman Properties



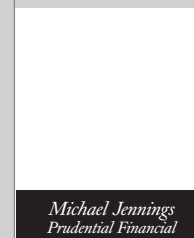
John Clark
Jacksonville Airport Authority



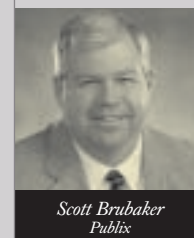
Delores Weaver
Jacksonville Jaguars



Michael Blaylock
Jacksonville Transportation Authority



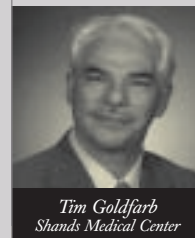
Robert Blankemeyer
Medtronic Xomed



Michael Jennings
Prudential Financial



Scott Brubaker
Publix



Lee Nutter
Rayonier



Tim Goldfarb
Shands Medical Center



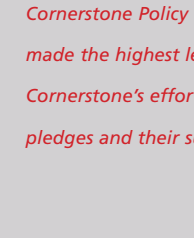
John Schmitt
SunTrust



Randy Hutton
Winn-Dixie



Bruce Ferguson
Worksource



Kelly Madden
Wachovia

Policy council.

Cornerstone Policy Council members have made the highest level of commitment to Cornerstone's efforts, both through their pledges and their support as partners.

Marketing/business attraction.

Provide the basis for a robust economy for the balance of this decade.

- Accelerate high-quality job creation using a targeted business focus.
- Bring major projects to Cecil Commerce Center.
- Expand on headquarters successes.
- Enhance relationships with existing businesses through visits, recognition, involvement and assistance.
- Grow capital investment to expand the tax base.

Cornerstone III: key successes.

- 150 corporate expansions and relocations
- \$1 billion in capital investment
- 20,000 new jobs
- 25 new regional or national headquarters
- 2 new Fortune 500 headquarters



International trade and investment.

Enhance the Jacksonville area's international profile as a region for trade, investment and services. Grow our port and airport by attracting new carriers and businesses.

- Attract new international companies.
- Expand trade by more than \$100 million.
- Attract two new air carriers, one international.
- Initiate a major international reverse investment marketing program with emphasis on European companies.
- Recruit four large distribution centers to the region.



Key strategies.

- Enhance marketing to leverage Super Bowl exposure.
- Create a special site consultant program.
- Conduct research to remain on the forefront of economic development, including targeting businesses and analyzing workforce and growth patterns.

- 80 Existing Business Expansions
- 250 Small Business Startups
- \$75 Million in International Trade



As part of International business recruitment efforts, Cornerstone has amassed a one-stop shop consisting of city, state and national representatives with offices at the Chamber. These professionals are on hand to provide comprehensive support for trade development efforts in Northeast Florida.

- Expand international financial and logistics services from existing and new sources.
- Place international visitor signage at JIA and other appropriate locations throughout the community.
- Enhance our Web site with expanded international translations and information.



Your investment helps to support Cornerstone's marketing efforts, which include advertising, direct mail, Internet, trade show attendance, showcase events and more. The highly successful program has helped to raise awareness of Jacksonville across the country, and has such received top honors by state, regional and national economic development associations.

Existing business workforce development.

Enhance workforce development/education capacity and quality, preparing the region for more and better jobs.

- Expand career academies to better prepare students for college and employment.
- Produce an annual report of workforce needs from local employers and present to colleges and universities.
- Form a task force of major employers to regularly analyze trends in the regional workforce and the impact of the trends on targeted industries. In response to

What others are saying.

One of the "Hottest Cities in America" for business expansion and relocation.

"Best Cities for Entrepreneurs."

"Top 25 Cities for Doing Business in America."

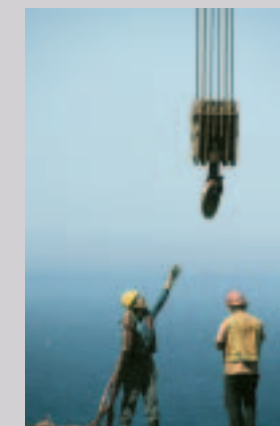
Hottest Real Estate Markets for Business.

"Best Places for Business."

Small business entrepreneurial development.

Grow small businesses by aggressively extending services, expertise, mentoring and contract procurement options.

- Expand collaboration with the SBA, SBDC, WorkSource and others to maximize results and minimize duplication.
- Emphasize and grow minority- and women-owned businesses by providing relevant educational and experiential programs, as well as focusing on financing opportunities and access to capital.



Key strategies.

the trends, develop strategies to ensure that sufficient numbers of job candidates exist in the population for use by the targeted industries.

- Expand relationships with WorkSource and FCCJ, continuing to integrate labor and business training.
- Form partnerships with regional universities to help identify and recruit high-wage and high-tech jobs to the Jacksonville region.
- Market Jacksonville to college graduates to attract qualified candidates to (and back to) Jacksonville for area employers.



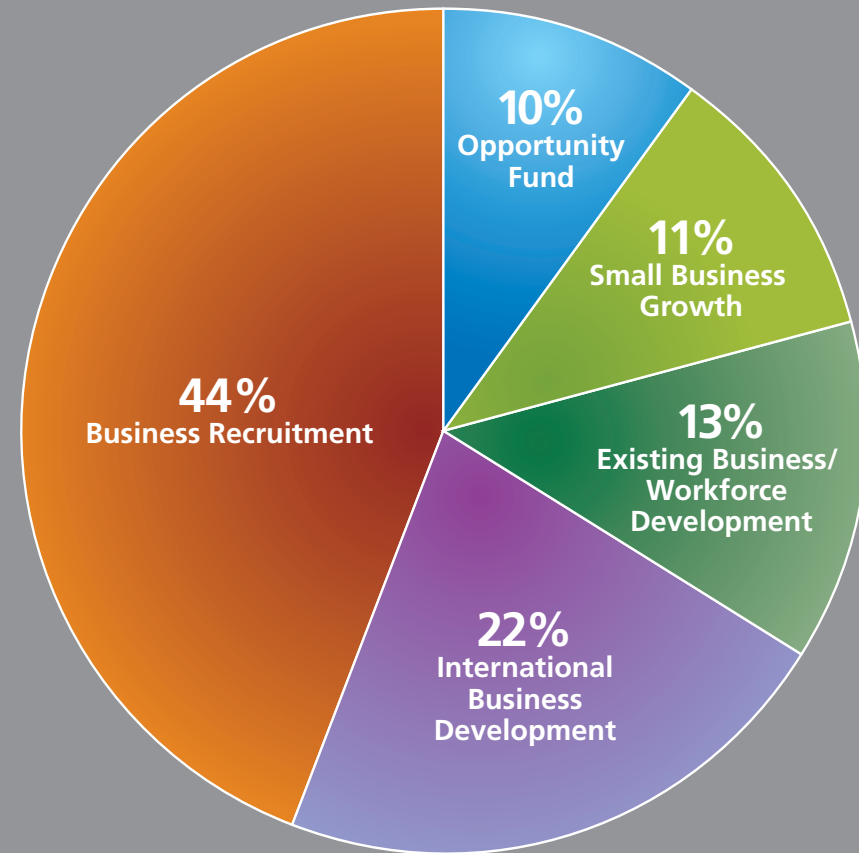
Additional priorities.

Take advantage of special opportunities to grow the economy in targeted ways and ensure that all people have an opportunity to take advantage of the benefits of our regional prosperity.

- Create an "opportunity fund" to compete for mega projects.
- Enhance the business climate of Florida and the First Coast region by (1) reforming the constitutional amendment process; (2) protecting business against threatening legislation; and (3) informing and mobilizing public officials and Chamber members for action on significant business-related public policy issues.

- Develop and implement a strategy to ensure greater ethnic diversification in business. Such a strategy will lead to broad-based success throughout the region.
- Partner with City of Jacksonville on visioning program aimed at increasing per capita income.
- Emphasize regional infrastructure development, including highways, telecommunications, utility capacity and business park development to ensure regional success.

Use of Cornerstone Investor Funds - \$12 Million



Funds allocation.

Cornerstone III investors.

Policy division.
Bank of America
Baptist Health
BellSouth
Blue Cross & Blue Shield
Brooks Health Foundation
Brooks Health System
Citibank
City of Jacksonville
Compass Bank
CSX Corporation
Fidelity National Financial, Inc.
Flagler Development Company
Florida Rock Industries, Inc.
The Florida Times-Union
Gate Petroleum Company
The Haskell Company
Hillman Properties, Inc.
Jacksonville Airport Authority
Jacksonville Jaguars, Ltd.
Jacksonville Port Authority
Jacksonville Transportation Authority
JEA
The Main Street America Group
Medtronic Xomed
Prudential Financial, Inc.
Publix Supermarkets Charities, Inc.
Rayonier
Shands Jacksonville Medical Center
St. Joe Company
SunTrust Bank North Florida
United Way of Northeast Florida
Wachovia Bank

The Clarkson Company
Coach, Inc.
Convergys Corporation
Educational Community Credit Union
England-Thims & Miller, Inc.
Enkei Florida, Inc.
Foley & Lardner, LLP
Holland & Knight, LLP
Interline Brands
International Management Company, LLC
JM Family — Deerfield Beach
KB Home Jacksonville, LLC
MACTEC Engineering & Consulting, Inc.
The Meek Companies
Mercantile Bank
Merrill Lynch
Miller Electric Company
Northrop Grumman Field Support Services, Inc.
Office Environments and Services, Inc.
Pattillo Companies, Ltd.
PBS&J
Pepsi Bottling Group of North Florida
Perdue Office Interiors, Inc.
PGA TOUR
PRI Productions
PricewaterhouseCoopers, LLP
Prudential Financial, Inc.
Putnam County Chamber of Commerce
Regency Centers Corporation
Reynolds, Smith & Hills, Inc.
Rink Reynolds Diamond Fisher Architects, P.A.
Rogers Towers, P.A.
Skanska USA Building, Inc.

Atlantic Marine/Atlantic Dry Dock
ATS Financial Services
Auld & White Contractors, Inc.
Access Sports & Entertainment
Balankey-Devlin Properties
Batson-Cook Company, Inc.
BB&T/Branch Banking & Trust Company
Becker & Poliakoff, P.A.
Best Western Hotel, JTB/Southpoint
Boeing Aerospace Support Center
Brassfield & Gorrie, LLC
The Bolles School
Carey Transportation
CB Richard Ellis, Inc.
Cedar Bay Generating Plant
Cendant Mortgage
Champion Brands, Inc.
Chase Home Finance
Citadel Life & Health Insurance Company
CitiStreet
CNB National Bank
Coffman, Coleman, Andrews & Grogan, P.A.
Coggin Automotive Group
Coldwell Banker/Walter Williams Realty, Inc.
Colliers Dickinson
Commercial Florida Realty, Inc.
CRT Properties
Cypix, Inc. Proximal Aerial Imaging
Dana B. Kenyon Company
DataRoad
Davidson Development, Inc.
Deloitte & Touche
Duval County School System

McGuireWoods, LLP
McVeigh & Mangum Engineering, Inc.
Mercedes Homes, Inc.
Miller Sellen Connor & Walsh, Inc. (MSCW)
Navigator International — NE Florida
New Horizons Computer Learning Center
Nexttran Truck Center, Jacksonville
Northwestern Mutual Financial Network
Oasis Staffing
Norwalk — The Furniture idea/Custom Furniture
Omni Jacksonville Hotel
Palmer & Cay of Florida, Inc.
Pappas Metcalf Jenks & Miller, P.A.
Patriot Transportation Holding, Inc.
Pezuzzi Associates, LTD
Peek, Cobb, Edwards & Ashton
Peterbrooke Chocolatier
Phillips & Company
Pilot Pen Corporation of America
Presser, Lahnen & Edelman, P.A.
Providence Homes
Prudential Atlantic Commercial Real Estate Services
Queen's Harbour — Bartram Park
R-A-M Professional Group, Inc.
Randstad North America
Reada Moving Systems of Florida, Inc.
Renaissance Design Build Group
Right Management Consultants
Robert Champion
Sea Star Line, LLC
Sealy & Company
Serenata Beach Club
Sight & Sound, Inc.

Baker Distributing Co.
Bayview Financial Trading Group, LLC
Beacon Realty Services, Inc.
Belet's Millwork, Inc.
Bonnie's Floral Designs
Cannon Design
Capital Environmental Waste Services, Inc.
Carlson Wagonlit Travel
CMTS FL, LLC
Colomer USA
Comfort Keepers, Duval, St. Johns, Clay
& Nassau Counties
Connelly & Wicker, Inc.
CornerStone Homes
Crown Products Co., Inc.
Dale Carnegie Training offered by Folkner
Training Assoc., Inc.
Danis Construction
Ellis & Associates, Inc.
ENTEGEE — a member of the MPS Group
Ethan Allen Home Interiors
Firehouse Subs
Florida Office Interiors
Ginny Myrick Consulting, Inc.
H&R Sunbelt Coffee & Water
H&T Consultants, Inc./H&T Investments, LLC
Hakiman Holdings, Inc.
Haynes, Peter & Bond Co, Inc.
Improv Jacksonville
The Intrepid Corporation
Jacksonville Economic Development Co. (JEDCO)
Jacksonville University
JC Lowery Trusts



Winn-Dixie Stores, Inc.
WorkSource
Zurich Insurance Services, Inc.

Advance division.
Aetna, Inc.
Clay County Chamber of Commerce
Humana, Inc.
Mayo Clinic
Memorial Hospital Jacksonville
MPS Group
Nassau County Economic Development Board
Prudential Network Realty — Corporate Office
Scout-McCrae Group
St. Augustine & St. Johns County Chamber of Commerce
St. Vincent's Health System
Stein Mart, Inc.
Toyota Gator Bowl
VISTAKON, Johnson & Johnson Vision Care

Advisory division.
Adam's Mark Jacksonville
Agency Approval & Development, Inc.
Akerman Senterfitt
ALLTEL Communications
America Online, Inc.
AmSouth Bank
The Aucther Company
Baker County Chamber of Commerce
Belk — Southern Division
Bessent, Hammack & Ruckman, Inc.

SouthTrust Bank, N.A.
Suddath Relocation Systems
TECO Peoples Gas
TriLegacy Group, LLC
University of North Florida
Visitors TV
VyStar Credit Union
W.W. Gay Mechanical Contractor, Inc.
WJXT/TV 4
World Commerce Center
WTLV-NBC12/WJXX-ABC25

Leadership division.
ABN AMRO Mortgage Group
ATP Tour, Inc.
Bailey Publishing & Communications, Inc.
Eagle Harbor at Fleming Island
Harden & Associates, Inc.
Landstar System, Inc.
Lihn's Golf Guide
Mac Papers, Inc.
Naval Air Depot
Skinner Nurseries, Inc.
Webb International, Inc.
WJWB-TV

Pacesetter division.
A.J. Johns, Inc.
Advanced Handling Systems, Inc.
Amelia Island Plantation
Armor Holdings, Inc.
Ash Properties

Elkins Constructors, Inc.
Environmental Services, Inc.
ERA Davis & Linn
Ernst & Young, LLP
Everbank Financial Group
Exum Communications/Electric, Inc.
First Guaranty Bank & Trust
Flagship Communities, LLC
Florida Bank, N.A.
Foram Management & Leasing, Inc.
Genesis Group
Graebel Van Lines
Greene-Hazel & Associates, Inc.
Gresham, Smith & Partners
Grubb & Ellis/Phoenix Realty Group, Inc.
Hallmark Partners, Inc.
Heritage Propane Partners, L.P.
HNTB Corporation
Holiday Inn Airport
Household Retail Services
Insight Realty Group, Inc.
J.R. Giese Operations, LLC
KBJ Architects, Inc.
Kimmik Corp.
KPMG, LLP
LandMar Group, LLC
Liberty Property Trust
Life of the South
Marks Gray, P.A.
Maronda Homes
Marsh Landing Country Club
Masters, Smith & Wisby, P.A.

Smith, Helsey & Busey
Southern Industrial Corporation
Specialties USA, Inc.
St. John & Partners
State Farm Insurance
The Stellar Group
Stockton Real Estate, Inc.
Stone Joca & Mahoney, Inc.
Stop At Nothing, Inc.
Summit Contractors, Inc.
Systems Logics Company, LLC
Ulrich Research Services, Inc.
University Club of Jacksonville, Inc.
University of Florida — Office of Executive Education
Vanguard GMAC Real Estate
Vanguard Plastics, Inc.
The Vestcor Companies
VRL Architects, Inc.
W.G. Mills, Inc.
Watson Relocation Services, a division of Watson
Realty Corp.
World Golf Hall of Fame

Trendsetter division.
Accounting Principals — a member of the
MPS Group
Acosta, Inc.
Addison Commercial Real Estate, Inc.
ADEVCO Corporation
Anita's Garden Shop & Design
Applied Technology & Management, Inc.
Avenues Mall

Jerry Hamm Chevrolet, Inc.
J.L. Hood, LLC
Lee & Cates Glass, Inc.
Ludeking & Associates, P.A.
McGinnis & Associates
Modis — a member of the MPS Group
New York Life Insurance Company
North Florida Lincoln-Mercury
The PARC Group, Inc.
Pearce & Associates Professional Recruiters
Pertree Constructors, Inc.
POH Architects, Inc.
Premiere Conferencing
Property Services, Inc.
Roadway Express
Rose of Sharon European Florist
Schultz/Angelo Group
Shorstein & Shorstein, P.A.
Southwest Airplanes
Spherion Office Professionals
Sunbelt Systems, Inc.
Swisher International Group, Inc.
Trammell Crow Company
TRC Staffing Services
Velocity Sports Performance
Verizon Wireless
WJCT
Workplace Resource