



Tim Vanderhoof
Senior Vice President, Business Development
Enterprise Florida, Inc.

Tim works for Enterprise Florida, Inc. (EFI) and is a Senior Vice President of Business Development, responsible for directing and managing staff, policy and programs to retain and expand existing, targeted industries in Florida and to attract new business investment to the state. Tim's other duties include promoting Florida, managing competitive economic development projects, negotiating incentives, developing lead generation strategy, managing international recruitment and addressing business climate issues. Additionally, his portfolio includes: Fortune 500 companies comprised of commercial banks, private equity, hedge funds, investment banks, insurance, ecommerce and logistics/distribution firms. Tim has established 107 economic development projects creating and retaining over 24,142 jobs and investing over \$2 billion in new capital throughout Florida. Tim has been featured in Bloomberg, Inbound Logistics, Corporate Expansion and Global Trade Magazines and has presented on Foreign Direct Investment for the International Economic Development Council (IEDC).

Tim knows what it takes to service high-stakes clients, handle complex negotiations, and maximize outcomes for his clients and communities. Leveraging his background in banking and sales, he brings meticulous attention to detail to each project, delivering results across a broad spectrum of industries. Known for his objective, problem-solving approach, Tim excels in identifying issues, understanding the key site selection criteria and incentives opportunities, preparing the most relevant business case perspective businesses, and minimizing the financial burden that can accompany change.

Tim is a board member for Florida Makes and BioFlorida; he is a member of CoreNet Global and the CoreNet NYC Chapter as well as a member of the IEDC International Advisory Committee and Vice-Chairman of the IEDC Excellence in Economic Development Awards Advisory Committee.

Prior to joining EFI, Tim spent nearly a decade in Retail and Commercial Banking managing client relationships and new business acquisition for some of the nation's largest banks.

Tim earned his bachelor's degree in History from Florida Southern College in Lakeland, Florida and resides in Orlando with his wife and two children.

