

JACKSONVILLE BUSINESS JOURNAL QUESTIONNAIRE

AREA'S LARGEST PRIVATE EMPLOYERS*

Name Blue Cross and Blue Shield of Florida
 Address 532 Riverside Ave. 32202
 Telephone 791-5111

Number of full-time equivalent employees: area 5,100
 state 6,300
 national 6,300

Annual payroll: area WND
 national WND

Total company revenue last fiscal year: area \$2.3 Billion
 national \$2.3 Billion

Nature of operations Network-based health care
plans and traditional health insurance plans ©

Current job openings Professional, Managerial,
Service

Number _____

Chief local executive officer William E. Flaherty
 Personnel director Robert Lufrano
 Company headquarters Jacksonville

* PLEASE NOTE THAT AREA REFERS TO THE FIRST COAST COUNTIES OF DUVAL,
 CLAY, ST. JOHNS, NASSAU AND BAKER.

Please return questionnaire by July 25, 1996 to: Constance Dixon
 Research Director
 Jacksonville Business Journal
 1200 Riverplace Blvd., Suite 201
 Jacksonville, FL 32207

Or fax to: (904) 396-5706

Shirley Eglant Ellen
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LARGEST AREA EMPLOYERS—PART 1
(Ranked by number of area employees¹)

Rank	Name/Address/Telephone	Number of full-time or equivalent employees: area/national	Annual payroll: area/national	Total company revenue last fiscal year: area/national	Nature of operations	Current job openings/Number	Chief local executive officer/Personnel director/Company headquarters
1	Naval Station Mayport/Mayport 32228/270-5236	12,156/NA	\$191.5 million/NA	\$457.7 million/NA	U.S. Navy	Hiring freeze in effect/NM	Capt. Scott Carlin/Clark Bloom/Washington D.C.
2	Winn-Dixie Jacksonville/8223 Commonwealth Ave., 32204/895-7800	12,000/112,000	WND/WND	WND/\$11.1 billion	Supermarket chain	WND/WND	W.C. Calkins/Kevin Morbach/Jacksonville
3	Duval County Public Schools/1701 Prudential Drive, 32207/390-2000	11,430/NM	\$326 million/NM	\$841 million/NM	Public education	Speech therapists, special education teachers/NA	Larry Zerke/Alvin White/Jacksonville
4	Naval Air Station Jacksonville/P.O. Box 22, 32212-3253/772-3263	10,680/NA	\$521.2 million/NA	NA/NA	U.S. Navy	Hiring freeze in effect/NM	Capt. Roy Rasmussen/Steve Gregg/Washington D.C.
5	State of Florida/215 Market St., 32202/359-6000	10,400/NM	\$236.1 million/NA	NA/NA	State government	Professional, clerical, service, construction/WND	Gov. Lawton Chiles/Each agency has own/Tallahassee
6	AT&T/800 Baysmeadows Road, 32258 ⁴ /836-1000	9,500/WND	WND/WND	WND/WND	Customer care service provider, account management, lead generation, sales programs, bank credit cards	WND/WND	Monica Mehan, David Hurl/Kathy Schuler, May Gilbert/New York
7	NAS Cecil Field/P.O. Box 111, 32215/778-6164	8,352/NA	\$235.9 million/NA	NA/NA	U.S. Navy	Hiring freeze in effect/NM	Capt. K.T. Lewis/Roy Holmes/Washington D.C.
8	City of Jacksonville/220 E. Bay St., 32202/630-1114	7,325/NM	\$264.2 million/NM	\$862.3 million/NM	Municipal government	Professional services	Mayor Ed Austin/William Marshall/Jacksonville
9	Blue Cross and Blue Shield of Florida/532 Riverside Ave., 32202/791-6111	5,094/5,874 ¹	WND/WND	\$2 billion/\$2 billion	Managed care and traditional health insurance plans	WND/WND	William Fisher/Robert Luffino/Jacksonville
9	Public Super Markets Inc./8786 Beaver St., 32230/781-8800	5,064/87,000	WND/WND	WND/WND	Retail grocer	Posted at individual stores/NM	Jesse Benton/Jim Bohannon/Lakeview
11	CSX Transportation ¹ /500 Water St., 32202/350-3100	5,000/29,000	\$264 million/WND	WND/\$5.2 billion	Rail freight, transportation	None/NM	A.R. "Pete" Carpenter/D.D. "Dori" Davis/Jacksonville
12	Barnett Banks Inc./80 N. Laura St., 32202/791-7720	4,500/20,646	WND/WND	WND/\$4.1 billion	Financial services	Various/WND	Charles Rice/Paul Karins/Jacksonville
13	U.S. Postal Service/1100 Kings Road, 32203/359-2939	4,239/750,000	\$166 million/NA	\$241 million/NA	Processing and delivery of mail	Entry level based on exam/NM	Robert Hodges/Nancy Rohr/Washington D.C.
14	Prudential Insurance Co. of America/841 Prudential Drive, 32207/891-3711	3,800/100,000	\$103 million/\$1.5 billion	NA/\$46 billion	Insurance, financial services	WND/WND	Dave Fastenberg/Jackie Shalay/Hewlett, N.J.
15	Baptist Medical Center-Wolfson Children's Hospital/800 Prudential Drive, 32207/263-2000	3,511/NM	\$74.4 million/NM	\$329.4 million/NM	Health care	RNs, food service, CRTTs, RRTs, pharmacist, social worker, accountant, psychologist, electrician/WND	William Mason/Ron Floyd/Jacksonville
16	First Union National Bank of Florida/228 Water St., 32202/381-2265	3,400/32,000	WND/\$685 million	WND/WND	Financial services	Teller, clerical, secretarial, sales, mortgage underwriting, lending/134	Byron Hodnett/Shannon McFayden/Charlotte
17	St. Vincent's Health System/1800 Barrs St., 32204/387-7300	3,018/NM	\$83 million/NM	\$248.3 million/NM	Health care provider, hospitals, skilled nursing facility	Professional, technical, clerical/184	Everett Devaney/John Barnes/Jacksonville
18	Southern Bell/201 W. Bay St., 32202/250-4841	2,888/73,482 ⁴	NA/NA	NA/\$15.2 million ⁴	Telecommunications	None/NM	Davis Johnson/Dave Mower/Atlanta
19	University Medical Center/855 W. Eighth St., 32209/548-5000	2,731/NM	\$75 million/NM	\$233 million/NM	Health care	RNs, allied health professionals, medical secretaries, other/91	John Gregg/Patricia Deven/Jacksonville
20	Clay County School Board/800 Walnut St., Green Cove Springs, 32043/272-6100	2,500/NM	\$80.2 million/NM	WND/NM	Education	Occupational and physical therapists/WND	Phyllis May/Gail Elers/Green Cove Springs
21	Gate Petroleum Co./6540 San Jose Blvd., 32257/737-7220	2,400-2,500/2,800-2,900	WND/WND	WND/\$280 million	Retail-gasoline, convenience stores, manufacturing, real estate development, marine industrial park, private clubs and resorts	Various/NA	Herbert Peyton/Don Davis/Jacksonville
22	Sears Roebuck and Co./Sears Tower, Chicago, 80884/312-875-2500	1,908 ¹ /363,000	WND/WND	WND/\$50.8 billion	Retailing and insurance	WND/WND	NM/NM/Chicago
23	St. Johns County School District/40 Orange Ave., St. Augustine, 32084/826-2000	More than 1,800/NM	\$56 million/NM	\$71.5 million/NM	Public education	Bus drivers, food service workers/10-15	Gary Matthews/Christine Arab/St. Augustine
23	Vision/4500 Salisbury Road, 32214/443-1230	More than 1,700/81,600	WND/WND	WND/WND	Contact lens manufacture	WND/WND	Gary Kunkle/Stephen Ganster/Jacksonville
24	Memorial Hospital Jacksonville/3625 University Blvd. S., 32216/388-6114	1,582/NM	\$54.7 million/NM	\$265.3 million/NM	Health care	RNs, clerical, technical, professional, certified nursing assistants/50	Charles Evans/Nancy Moredock/Jacksonville
25	Kmart Corp./3100 W. Beaver St., Troy, Mich., 48064/810-643-1000	1,580/300,000	WND/WND	WND/\$34.2 billion	Retail	Each store hires independently/NA	NM/NM/Troy, Mich.

This list was compiled from a questionnaire from a representative of each employer. Continer Corp. did not return a questionnaire. WND - would not disclose. NM - not meaningful. MA - not available.

FOOTNOTES:
1. Full-time equivalent is obtained by adding half of the part-time employees to the number of full-time employees.
2. Combined information for AT&T American Transtech and AT&T Universal Card Services Corp. Mehan and Schuler are with Transtech and Hurl and Gilbert are with Universal Card.
3. SWW statistic.

4. Includes CSX Technology.
5. Regional statistic.
6. Includes Allstate Insurance.

LARGEST AREA EMPLOYERS—PART 2 (Ranked by number of area employees¹)

Rank	Name/Address/Telephone	Number of full-time or equivalent employees: area/national	Annual payroll: area/national	Total company revenue last fiscal year: area/national	Nature of operations	Current job openings/Number	Chief local executive officer/Personnel director/Company headquarters
26	Merrill Lynch-Jacksonville/Deer Lake Drive East, 32246/928-6000	1,502/43,067	WNQ/WND	WNQ/WND	Mutual fund-money market fund operations and transfer agency operations, mortgage banking and loan production, annuity and insurance operations, investments, accounting services	Varies/Varies	Michael Johnston /Janice Gurry/New York
27	Jacksonville Electric Authority/21 W. Church St., 32202/322-6448	1,417/NM	\$81 million/ NM	\$505.4 million/ NM	Electric utility	None/NM	Royce Lyles/Leonard Martin/Jacksonville
28	American Express Certification Service Corp./7777 Certification Parkway, 32256/565-6019	1,403/40,342	WNQ/WND	WNQ/\$10.6 billion	Customer service center	None/NM	William Barton/Michèle Corneil/New York
29	Florida Community College at Jacksonville/901 W. State St., 32202/832-3000	More than 1,200/NM	\$48.2 million/ NM	\$89 million/ NM	Education	Faculty and staff/14	Charles Spencer/Tyrene Turner/Jacksonville
30	Steele Farm Insurance Co./8001 Baymeadows Way, 32226/443-4090	1,250/69,142	WND/WND	WND/WND	Insurance	Varies/NA	James Smith/WND/Bloomington, IL
31	Internal Revenue Service/400 W. Bay St., 32202/254-1790	1,075/121,148	\$33.4 million/ \$3.1 billion	\$24.3 billion/\$1.17 billion	Federal tax administration, including taxpayer service and compliance issues	None/NM	Dale Hart/Gerald DeWitt/Washington D.C.
32	Lif Champ Food Stores Inc./9143 Phillips Highway, 32241/468-7290	1,071/2,583	WND/\$33 million	WND/\$421 million	Convenience foods, gasoline retailing	Sales clerks, store manager trainees/20	Eddie Jackson/John Bray/Jacksonville
33	St. Lutz's Hospital/4301 Belfort Road, 32218/288-3790	1,057/NM	\$32.6 million/ NM	\$146.4 million/ NM	Health care	RNs/Five	Larry Reed/Gloria Young/Jacksonville
34	The Florida Times-Union/1 Riverside Ave., 32202/268-4125	1,012/NM	WND/NM	WND/NM	Publishing, newspaper printing	Sales representatives, distribution copy editors, business reporter, sports writer, deputy features and sports editors, circulation/19	Carl Centon/Dorise Williams/Augusta, Ga.
35	Maryn Clinic Jacksonville/4500 San Pablo Road, 32254/953-3000	1,000/WND	350 million/ WND	WND/WND	Health care	Medical secretary, medical transcriptionist, physical therapist, temporary clerical positions/WND	Dr. Leo Black/Madeline Soaster-Taylor/Peachtree, Minn.
36	Pic 'N' Save/2021 N. Liberty St., 32208/260-6633	989/2,250	\$14.1 million/ \$29 million	\$120.3 million/ \$214.2 million	Retail discount department store	Cashiers, stock clerks, warehouse workers/WND	Al Bentley/Red Chaff/Jacksonville
37	Marriott Business Units/1800 TPC Blvd., Ponte Vedra Beach/255-7777	907/WND	WNQ/WND	WNQ/WND	Hotels, resort, food service	Varies/NM	Mark Vinquerra*/Pat Bonner*/Pittsburgh
38	Amelia Island Plantations/P.O. Box 2000, Amelia Island, 32035/277-6888	900/NM	\$13.5 million/ NM	\$38.3 million/ NM	Resort and real estate development	Housekeepers, restaurant workers, drivers, food clerk, reservations, golf course maintenance, mechanics, security, warehouse worker/25	Jack Hensley/Susan O'Brien/Amelia Island
39	United Parcel Service/4430 Iveswood Road, 32218/288-8272	880/WND	WNQ/\$10.6 billion	WND/\$17.3 billion	Worldwide parcel delivery	Part-time loader-unloader/WND	Jim Cantilo/Mike Matthews/Atlanta
40	Methodist Medical Center/580 W. Eighth St., 32209/798-8280	818/NM	\$21 million/NM	\$121.5 million/NM	Acute general hospital	Licensed health care professionals, clerical and entry level/30	Marcus Orvino/Paula Moore/Jacksonville
41	Alhauer-Busch Inc./111 Busch Drive, 32218/781-0700	775/WND	\$50 million/ WND	\$72.4 million/ WND	Beer brewer	WND/WND	John Whitset/Ronald Gander/St. Louis
42	Independent Life/One Independent Drive, 32278/258-2242	765/3,336	\$33 million/ \$85 million	WND/\$472 million	Insurance sales and service	None/NM	Wilford Lyon/Cynthia Fluntun/Jacksonville
43	Northrop Grumman St. Augustine Corp./8000 U.S. Highway 1 N., St. Augustine, 32085/825-3300	750/WND	WNQ/WND	WNQ/WND	Aircraft overhaul, modification and manufacture	WND/WND	P. Olmarco/WND/California
43	Excel Industries of Florida/8444 Florida Mining Blvd., 32257/288-8800	760/2,900	\$12.5 million/ \$85 million	\$74.9 million/ \$515.7 million	Automotive components manufacture	None/NM	John Berk/Donald Brown/Eicher, Ind.
43	Cresley American Transport Inc./P.O. Box 2110, 32203/727-2200	730/5,000	WND/WND	WND/ \$1.2 billion	Marine transport	WND/WND	James Carey/Susan Rodgers/Oakland, Calif.
46	Orange Park Medical Center/2901 Kingsley Ave., Orange Park, 32073/278-8500	653/WND	\$20.4 million/ WND	\$120.2 million/ WND	Health care	RNs, operating room technicians, environmental services, respiratory therapists/10	Robert Kleges/Helen Holmes/Louisville, Ky.
47	Stain Mart Inc./1200 Riverplace Blvd., 32207/946-1990	650/4,500	WNQ/WND	WND/\$342.7 million	Retail apparel, accessories, home and gift off price	Sales associates, clerical, assistant store managers/WND	Jay Stein/David Kmetz/Jacksonville
48	Rio-Carlton Amelia Island/4790 Amelia Island Parkway, Amelia Island, 32034/277-1188	625/More than 12,000	WND/WND	WND/WND	Hospitality	Housekeeping, laundry, steaming/WND	Michael Caroch/Renee Spedman/Atlanta
49	The Haskell Co./111 Riverside Ave., 32202/791-6800	470/710	\$16.8 million/ \$16.9 million	\$178.4 million/ \$178.4 million	Architects, engineers, contractors	WND/WND	Preston Haskell/Joseph Godwin/Jacksonville
50	ABC Liquors/P.O. Box 88388, Orlando, 32888/407-961-0000	450/2,000	WND/WND	WNQ/WND	Retail beverage	Entry level retail at various locations/WND	Robert McKay/Dave Malcom/Orlando
50	Seminole Kraft Corp./P.O. Box 38888, 32228/791-9499	450/32,000	\$24.7 million/ WND	\$150 million/ \$5.5 billion	Recycled paper, paper, paperboard products	WND/WND	John West/Douglas Dumas/Chicago

This list was compiled from questionnaires from a representative of each employer. Several employers that may have qualified for the list did not return questionnaires and include the Nassau County School Board and W.W. Day Mechanical Contractors. WND - would not disclose. NM - not meaningful. NA - not available.

FOOTNOTES:
 1. Full-time equivalent is obtained by adding half the number of part-time employees to the number of full-time employees.
 2. Information is for Merrill Lynch Credit Corp. with 582 employees, Merrill Lynch Insurance Group with 177 employees, Merrill Lynch Funds Processing Group and Merrill Lynch Financial Data Services Inc. with 442 employees, Merrill Lynch Private Client Group with 135 employees and Merrill Lynch Accounting Services with 100 employees. There are also 72 employees in Merrill Lynch Systems. Johnston is chairman of the credit corporation.

3. Marriott includes information for the Marriott at Sawgrass Hotel with 400 employees, Jacksonville Marriott Hotel with 200 employees, Courtyard by Marriott with 50 employees, Residence Inn by Marriott with 40 employees, Fairfield Inn with 35 employees, Host International with 52 employees, Corporate Services with 35 employees, University of North Florida Food Services with 85 employees, St. Vincent's Medical Center Food Services with five employees, and Baptist Medical Center Food Services with five employees. Vinquerra and Bonner are with the Marriott at Sawgrass.

Researched by
Constance Dixon