

## Who We Are

The Business Development Board of Palm Beach County is the official public/private economic development organization for Palm Beach County and Enterprise Florida. Founded in 1982 as a not-for-profit corporation, our primary purpose is to attract and retain new industry, business investment, high-quality jobs, and workforce development through corporate relocations, expansions, and international trade, stimulating economic energy, promoting business diversity, and enriching the County's vitality. The Business Development Board is essentially your one-stop resource for information on relocating your business to or expanding in Palm Beach County.

The BDB offers free and confidential services, including:

- Site inventory on available industrial buildings, land, and office space.
- Site tours conducted by our relocation and expansion staff.
- Information on grants, financial assistance, and incentives available through the State of Florida, Palm Beach County, and local municipalities.
- Government zoning and permitting information.
- Introductions to elected officials and local business leaders.
- Local buyer and supplier information and resources.
- Available services and rates for utilities, communications, and transportation.
- Introductions to the Workforce Alliance employee-training programs.
- Review of available housing and cost-of-living data.
- Demographics and labor market information.
- Introductions to public and private educational institutions.
- Overview of Palm Beach County's lifestyle, including recreational and cultural amenities.

During the past five years, the BDB has assisted companies that have created more than 7,700 direct jobs with average salaries greater than \$55,400, resulting in more than \$355 million in capital investment to Palm Beach County and an economic impact that exceeds \$1.8 billion. Our economic development work in the county is enhanced through our partnerships with the County Commissioners, Palm Beach County's Department of Economic Sustainability, Workforce Alliance, Chambers of Commerce, educational institutions, and our 38 municipalities. The BDB's ongoing commitment to the pursuit of economic prosperity is one reason why Palm Beach County is THE place to live, work, learn, and play.

## The Numbers

Palm Beach County is home to major U.S. A/A/E and support businesses, backed by strong academic and workforce partners in a climate of synergy and innovation. These impressive numbers reflect the significant impact that this mature industry cluster has on the diverse economy of Palm Beach County, and it's why we continue to receive national accolades for our pro-A/A/E business environment.

### \$4.5 Billion

The total estimated impact of the A/A/E industry cluster in Palm Beach County.

### 629

The number of A/A/E and support industries companies in Palm Beach County.

### 20,199

The number of people employed by those companies in Palm Beach County. The largest employers are Sikorsky, Pratt & Whitney Rocketdyne, Lockheed Martin, Belcan Corporation, and Power Systems Mfg., LLC (PSM)

### \$60,853

The average wage of an A/A/E industry worker in Palm Beach County.

## Select Companies Include:

Aerospace Technologies Group  
Agilis  
B/E Aerospace, Inc.  
Belcan Corporation  
BRPH Architects - Engineers, Inc.  
Chromalloy  
CLI  
Cross Match Technologies, Inc.  
Element  
Flight Safety  
Florida Turbine Technologies

Gulfstream Aerospace Corporation  
Jenoptik Optical Systems  
Lockheed Martin Corporation  
Logus  
Parametric Solutions, Inc.  
Pratt & Whitney Rocketdyne  
PSM  
Sikorsky Aircraft Corporation  
SV Microwave  
Wafer World, Inc.

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# Aviation. Aerospace. Engineering.

Engineering innovation, and manufacturing solutions in the perfect business climate.

# aerospace

## In Palm Beach County, TECHNOLOGY IS IN RESIDENCE

From aircraft parts to maintenance, training, and a host of commercial air services, Palm Beach County is a recognized national leader in Aviation / Aerospace / Engineering (A/A/E). Major U.S. government suppliers and A/A/E companies seek to have a significant presence here because of the technology leadership and growth potential. Florida boasts the second-largest Aerospace industry in the U.S. and the titans of the Aviation industry call Palm Beach County home. The future of A/A/E rests with the agile minds of our workforce and their unique capacity to look to the future and initiate ideas, engineer innovative solutions, and manufacture products. Always adapting and improving, generating knowledge and new ideas, better...faster...this is the industry cluster that best exemplifies one of our sayings about the business climate in Palm Beach County: Innovation. Works. Here.

## Research & Development | Engineering & Technical Design

Palm Beach County's Research & Development / Engineering & Technical Design industry represents hundreds of companies and thousands of engineers, draftsman, technical designers, developers, and architects. Our top companies include several focused on propulsion systems, their advanced engineering design, and applied research. In fact, major engineering projects around the globe in virtually every industry – including Electronics, Aviation, Chemical, Biotech, Energy, Infrastructure, and Aerospace – can be traced back to Palm Beach County's engineers.

## Manufacturing, Assembly, & Testing

The scope of the A/A/E industry includes a broad range of comprehensive products, services, and support networks. Palm Beach County manufacturing includes a wide array of large and small businesses building success through a combination of skill and high technology, complex parts, and innovation.

## Support Services, Maintenance, Training, & Staffing

Because Palm Beach County has a mature A/A/E community, a dynamic synergy exists between technology, training centers, and the workforce needed to create a sustainable industry. Our A/A/E cluster includes world-class flight training schools, parts suppliers, maintenance and repair facilities, sales and staffing specialists, and fixed-base operators (FBOs).

## Infrastructure

**Palm Beach International Airport** serves commercial and private aircraft and provides cargo services. Approximately 6 million passengers pass through PBIA each year. There are 16 commercial and community airlines operating out of the airport.

In addition to Palm Beach International Airport, there are several regional airports. Backing all these facilities are aviation services companies providing vital operational support. Palm Beach County is also receiving international

attention and acclaim for its wide-ranging, high-tech focus and knowledge-based economic development efforts.

### Commercial and Industrial Real Estate.

Palm Beach County has an ample supply of commercial and industrial real estate that will accommodate corporate headquarters or a manufacturing facility. There are over 500 acres of identified “Shovel-Ready” land for commercial and industrial projects, and several buildings with 30,000 square feet or more of contiguous Class-A office space suitable for a corporate headquarters available within Palm Beach County. If turnkey space is not required, there are several hundreds of acres of land and numerous buildings that offer sizes, zoning, and usage for most any commercial or industrial need. Additionally, Palm Beach County has the Research Park at Florida Atlantic University, which has attractive space and options for A/A/E companies. For more information on the available real estate in Palm Beach County, please visit the “Available Properties & Land” section of our website, [www.bdb.org](http://www.bdb.org).

## Business Advantages

**The Space Alliance Technology Outreach Program (SATOP)** – is a free resource offered through the U.S. Space program for small business.

### In addition, Florida offers:

- Sales and Use Tax Exemptions:
  - Defense and space technology-based transactions involving machinery and equipment used in production.
  - Commercial space activity — launch vehicles, payloads and fuel, machinery, and equipment for production of items used exclusively at Spaceport Florida.
  - Aircraft parts, modification, maintenance and repair, sale or lease of qualified aircraft.
- Tax refunds for qualified defense and space contractors.
- Tax refunds for qualified job creation.
- Tax credits for qualified R&D expansion.
- Customized workforce training grants.
- Capital investment tax credits.
- Grants for investment in high-impact, high-tech facilities.

**Space Florida** – was created as a special district that uniquely serves as the single point of contact for all space-related functions of the State of Florida, and serves the civil, military, and commercial sectors. Space Florida provides a number of assistance programs, incentives, and financing options to eligible space-related business. [www.spaceflorida.gov](http://www.spaceflorida.gov)

### Qualified Defense and Space Contractor (QDSC)

Tax refund-incentive tool designed to preserve and grow Florida's high-technology employment base by giving Florida defense, homeland security, and space business contractors a competitive edge in consolidating contracts or subcontracts, acquiring new contracts, or converting contracts to commercial production. Applicants creating or retaining jobs in Florida may receive tax refunds of:

- \$3,000 per net new Florida full-time equivalent job created or retained.
- \$6,000 for same in an Enterprise Zone.

- Additional \$1,000 per job for businesses paying 150% of the average annual wage.
- Additional \$2,000 per job for businesses paying 200% of the average annual wage.

The tax refunds may be used against various tax obligations including corporate income, sales, ad valorem, intangible personal property, insurance premium, and certain other taxes.

Eligible companies must meet the following criteria, among others:

- Derive at least 60% of its Florida gross receipts from the United States Department of Defense, United States Department of Homeland Security, or space flight business contracts or subcontracts in the previous fiscal year and have averaged the same for the previous five years.
- For contract or subcontract consolidation projects, an increase in employment of at least 25% or create at least 80 new Florida jobs; for defense production conversion projects a net increase in nondefense production jobs; for reuse projects a creation of at least 100 jobs.

## Education, Training & Workforce | Secondary & Post-Secondary Academic Institutions

Aviation / Aerospace / Engineering companies in Palm Beach County enjoy strong support from public and private organizations and access to a highly skilled, diverse workforce. Additionally, well-respected educational institutions attract research dollars and consistently produce an impressive number of graduates who continually add to that quality and even increase the overall skill level as they enter the workforce, as do collaborations between private industry and educational partners.

### Florida Atlantic University

FAU's College of Engineering and Computer Science offers 21 degree programs in a broad variety of engineering and computer science fields and produces more than 300 graduates annually. Within the College, the Department of Ocean and Mechanical Engineering offers courses that are directly related to the aeronautics discipline while the College's other two academic departments offer supporting courses to the field. The College has extensive research programs funded by business, industry, and government and works to arrange internships, cooperative education, and permanent placement opportunities for undergraduate and graduate students.

The University offers Bachelor's, Master's and Doctorate degrees in Computer Engineering, Computer Science, Electrical Engineering, Mechanical Engineering, and Physics. [www.eng.fau.edu](http://www.eng.fau.edu)

### The Burton D. Morgan School of Aeronautics at Lynn University

Lynn University offers a world-class aviation education and training facility designed to help fulfill the educational needs of the vast dynamic global Air Transportation industry. The school continues to develop a variety of programs designed to provide students with the education and training background needed to obtain a position within the Aviation industry. Lynn University's B.S. in Business Administration and M.B.A. degree programs offer a specialization in aviation management.

### Palm Beach State College

*Aeronautical Science Programs:*

- A.S. or A.A.S. in Professional Pilot with either Airplane or Helicopter Options.
- College Credit Certificate in Commercial Pilot with either Airplane or Helicopter Options.
- A.S. or A.A.S. in Operations with either Flight Operations or Maintenance Operations Options.
- Corporate and Continuing Education Programs for current pilots.

*Electrical Power Technology Program:*

- A.S. in Electrical Power Technology with a specialization in Instrumentation and Control.

*Trade & Industry Programs – PSAV Certificates from state-of-the-art facilities for:*

- Machining Technology.
- Welding Technology (nationally recognized).
- Industrial Management Technology.

[www.palmbeachstate.edu](http://www.palmbeachstate.edu)

### Boynton Beach Community High School

The Palm Beach County School District and Embry-Riddle Aeronautical University (ERAU) partnered to create a unique curriculum option for district public school students. The Boynton Aerospace Science Academy (BASA) at Boynton Beach Community High School offers a rigorous academic program in the fields of aviation, aeronautical science, and aviation maintenance. Each student has the opportunity to earn dual credit, both for college and high school at the same time, when participating in the BASA courses. This exciting and innovative academy provides our students with the latest in educational advancements, current technologies, and crucial job skills from ERAU professors at no cost to the student. [www.basaprogram.com](http://www.basaprogram.com)

In Palm Beach County, our knowledge-based economy includes more than the standard economic development categories; it stands to reason then that our Aviation / Aerospace / Engineering industry cluster includes more than pilots and astronauts. A/A/E businesses – more than 629 strong employing over 20,000 – embrace a growing list of companies that are part of a uniquely diverse economic resource. This multi-faceted sector is comprised of advanced high-tech manufacturing, flight training schools, universities, support system firms, and supply chain companies of all types. In addition, advanced manufacturing companies in the region are involved in the design and prototyping of complex products in the air and on the ground. Now you know why we say: Innovation. Works. Here.