

THE PROSPECTOR

A man with short brown hair, wearing a red polo shirt, is smiling and looking through a magnifying glass. He is holding the handle of the magnifying glass with his right hand. His left hand is resting on a miniature architectural model of a modern building complex. The model consists of several white, multi-story buildings with horizontal slats, and a smaller, more detailed model of a building with a grid-like facade in the foreground. The background is a blurred, light-colored wall.

A QUARTERLY PUBLICATION OF THE BUSINESS DEVELOPMENT BOARD OF PALM BEACH COUNTY

FALL 2000

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CENTREPARK

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PLAZA I



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Workflow Management, Inc.

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Champion Solutions Group

The Technology Infrastructure Company

Dale Carnegie Training

Improving Business Performance

Strategic Plan 2000-2001

On the cover: *Craig Melby of ITRA Palm Beach Corporate Real Estate. Photo by Red Morgan.*

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MORGAN STANLEY DEAN WITTER

Asset Management Success

Morgan Stanley Dean Witter has achieved tremendous success as a preeminent financial services firm providing extensive capabilities in asset management, equity and debt underwriting, and trading and consulting services, all delivered through highly-trained personnel. The Phipps Group, of Boca Raton, is among a team of Morgan Stanley Dean Witter financial advisors that assist individuals throughout the country with their investment goals.



The Phipps Group: Back Row (L-R) Suzann Cesaro, Torren Szuluk, Karel Novacek, Valerie Knight. Seated (L-R) Jeffrey Phipps II, Jeffrey Phipps

offer a full range of funds, international expertise and asset allocation skills – the “best of our best” – to both institutional clients and retail clients. The scope of this business now includes more than 400 funds and three well-established distribution channels: relationships with individual clients through financial advisors; relationships with corporations, governments and other institutions through MSDW Investment

The merger of Morgan Stanley Group Inc. and Dean Witter, Discover & Co. in mid-1997 was the first of the blockbuster combinations in financial services. The formation of the company, Morgan Stanley Dean Witter & Co. was driven by customer needs. In today’s complex marketplace, customers seek advice, products and liquidity across all geographic markets, and are turning to the global firms that can meet their needs. Few firms can match Morgan Stanley Dean Witter’s range of products in scale or distribution. By bringing top-ranked research and underwritten products to retail clients, they achieved significant gains in individual client business.

Morgan Stanley Dean Witter has three core businesses – securities, asset management and credit services – each requiring different expertise, each meeting particular customer needs, and each offering significant opportunities for growth. The organization achieved record results and market share gains in 1999 in both the securities and credit services businesses, and in asset

management, they improved results substantially from a year earlier and took steps to capitalize on strategic long-term growth opportunities.

Within each of the core businesses, Morgan Stanley Dean Witter has established strong brands and broad market presence as well as considerable diversity in products and services. Their capabilities for institutional customers include products and services in mergers and acquisitions, equities, fixed income securities, commodities and foreign exchange – in markets throughout the world. In addition, the Private Client Group serves more than 4 million individual investor accounts. The breadth of this business is reflected in 509 branch offices and more than 13,000 financial advisors. The synergy between the origination capabilities of the institutional securities business and distribution capabilities of the Private Client Group is illustrated by the large increases in new equity issue sales to individual investors over the past three years.

In asset management, the strategy is to

Management and Miller Anderson & Sherrerd; and relationships with millions of investors who purchase Van Kampen funds through brokers, banks, financial planners or other financial intermediaries.

There is no substitute for the right combination of insight and experience, whether it is seizing new opportunities created by a unified European market, bringing an unprecedented number of technology IPOs to market, or continuing to create innovative financial products to match the needs of issuers and investors.

The Phipps Group knows that investors have different needs, goals, and preferences in the way they invest. Therefore, their new platform is designed to meet the needs of every investor. They believe that no one in the industry can offer investors the same combination of advice, technology, research, and originated product as Morgan Stanley Dean Witter.

For additional information, call 800-827-7550. ■

NEWSMAKERS

ABACOA DEVELOPMENT

COMPANY'S Abacoa Town Center will host The Lighthouse Center for the Arts' 37th annual Fine Arts Festival & Marketplace November 11-12. The juried show typically draws more than 150 exhibitors from a variety of art disciplines. Plans are to enhance the arts and crafts format with antiques, orchids and a Green Market.

AMERIPATH, INC. announced the grand opening of its new diagnostic facility, The Center For Advanced Diagnostics (CAD), focusing on the detection and diagnosis of cancers. CAD's staff includes multiple doctoral scientists with extensive experience and reputations in molecular genetics, cytogenetics, flow cytometry, and pathology. CAD will be able to perform developmental work for

diagnostic manufacturers, clinical research organizations and pharmaceutical companies using AmeriPath's access to normal, abnormal, and cancerous tissues.

Net revenue for their second quarter increased 33% over the same period last year, to \$73.7 million. Net revenue for the six months ended June 30 was \$141.9 million, an increase of 32%.

AmeriPath also announced the acquisition of MedGenetics Diagnostic Laboratories, a full-service cytogenetic practice devoted exclusively to clinical and laboratory genetic services. The addition of this practice accelerates AmeriPath's ability to accommodate the growing menu of services offered to the medical community by the company's CAD.

BASCOM PALMER EYE INSTITUTE

ranked second in *U.S. News & World Report's* annual nationwide survey on the nation's best hospitals for ophthalmology. Bascom Palmer has been ranked number one or two each year since the initial survey in 1990.

BERKE DURANT & ASSOCIATES, INC.'s Marilyn C. Durant, SPHR, vice president/COO, has been elected to serve as a board member for the Palm Beach County Child Care Resource and Referral Network, Inc. Berke Durant is an HR consulting, executive recruitment and outplacement company.

CAREERS USA announced the completion of the Millennium II LLC office building at 6501 Congress Avenue. The national headquarters office and the Boca Raton branch office both moved into the building in July. The new telephone number is (561) 981-8200.

CAREY O'DONNELL PUBLIC RELATIONS GROUP announced the former BellSouth Building at 326 Fern Street is being converted to The Meridian Building, a telecom "hotel."

The six-story, 68,000 s.f. building, set for completion in late November, will be the first in the county to house telecommunications equipment and fiber networks offering high-speed Internet access and other services vital to the expansion of the city's "connectivity" infrastructure, giving West Palm Beach a competitive edge in the attraction of technology tenants and businesses that require high-tech services.

CENETEC LLC's Scott Adams and wife Shelagh have presented **Florida Atlantic University** with a major gift of \$2 million to launch The Internet Institute and its first component, The Adams Center for Information Technology (IT) Product Management and Entrepreneurship.

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1999-2000 FISCAL YEAR REPORT

Breaking All Records

Message from the Chair:

In the 1999-2000 fiscal year, the Business Development Board celebrated a record-breaking year and did an outstanding job of accomplishing our economic development goals. Our success was made possible through your support – our member companies. The year brought many new challenges for the BDB, and proved to be a pivotal year for developing new initiatives and re-defining the missions of the BDB.

The InternetCoast initiative took center stage. We spent considerable time and effort on partnership building within the industry cluster, growing the group from less than 20 to more than 1,500 participants in the tri-county area. Economic development organizations within the neighboring South Florida counties joined in the efforts to brand South Florida as a key high-tech market. More importantly, the commitment to cooperate was formalized by the creation of the InternetCoast Economic Development Advisory Council. The Council began identifying regional issues the three counties could address to make us a more competitive region in the “new economy.”

Our other cluster leaders and participants continued to work together and organized joint meetings to explore new ways to partner. They focused on retaining and recruiting key human resource talent, and on solidifying working relationships within our industry strongholds. We also supported the Equestrian Commission, and attended the Winter Cosequin Festival, helping introduce BDB firms to this key sector of our county’s economy.

The PACE committee (People Available, Committed and Employed) focused on distribution of the middle and high school videos developed in 1999. These training videos are used by social studies classes around the county to reinforce the core skills needed from the entry-level workforce.

Our milestones and benchmarks for the year included the following:

- 4,442 primary jobs created through 35 BDB relocations and expansions. That number surpasses all records previously set by more than 500 jobs.
- 8,873 primary and secondary jobs were created in total.
- Average salary for the new jobs was \$51,715, well above the county average of \$32,600, and 25% higher than any previous years.
- The new jobs will create a primary and secondary annual payroll of \$373 million and output of \$981 million.
- County taxes and fees will total \$13 million annually.

New jobs are at a record high. Membership and event participation are at record highs, and our staff had a busy year helping it all happen. I’m proud to have chaired this prominent organization in a year of exceptional economic growth during the creation of the region’s InternetCoast.

We can each be proud we had a hand in improving Palm Beach County’s business climate. The years ahead should bring accelerated change as information technology and industry connectivity grow. This new base for future business will help us create the tools we’ll need to compete and thrive. Thanks again for helping make this the most successful year ever! We look forward to your continued support in the new millennium.



Sandie Foland
President, Baron Sign Manufacturing



BDB Mission Statement:
*To build upon the strengths of
Palm Beach County and assure long-
term economic growth, high value-
added employment and a continuously
improving quality of life.*

1999-2000

BOARD OF DIRECTORS

THANK YOU FOR YOUR COMMITMENT!

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Phil Ward, Ward Damon Beverly Tittle & Posner, PA,
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Armando Tabernilla, Florida Crystals Corp.
Larry Brown, Economic Council of Palm Beach
County, Ex-Officio
Frank Compiani, McGladrey & Pullen, Auditor
Dr. Paul Corts, Palm Beach Atlantic College,
Ex-Officio
Dr. Dennis Gallon, Palm Beach Community College,
Ex-Officio

NEWSMAKERS

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Cenetec infuses Internet startups and fast growing technology companies with the strategic guidance, technology "braintrust," facilities, business resources and capital access to rapidly accelerate high-growth-potential products and services to market.

Scott Adams and **Bill Green** were featured speakers at a half-day workshop called "Smart Strategies For Accelerating Your Start-Up" in October.

Cenetec announced an agreement to provide strategic guidance, business resources and capital access to ICS/Tropical. ICS/Tropical has developed the technology for radio frequency (RF) synthesizer modules, which compress information into packets, translate them into radio frequency signals and transmit them between wireless stations at far greater speed and reliability than currently achievable.

COLDWELL BANKER RESIDENTIAL REAL ESTATE, INC. has chosen thirty Palm Beach County sales associates, whose performance and dedication are exceptional, to join the company's International President's Circle.

Coldwell Banker also now offers a complimentary utility connection service, First Connect, as the latest enhancement to its one-stop shopping. First Connect is designed to arrange the connection and disconnection of utility services and can assist with changes of address, newspaper subscriptions, vehicle registration, driver's licenses and voter registration.

THE COLONY HOTEL's \$2.5 million renovation project in Palm Beach is slated for completion in October. This includes room and corridor renovations with all new bathrooms, the Colony's Polo Restaurant & Lounge renovations, and The Presidential Penthouse, which is being offered to groups as a hospitality and VIP suite.

COMEAU & GUARANTY

BUILDING, LP's Comeau Building celebrated its recent renovations at a reception and exhibition of more than 60 pieces of art and sculpture in the renovated lobby. The building was originally designed by architect Henry Stephen Harvey. Harvey served as mayor of West Palm Beach in the 1920s, and designed many of the city's landmark buildings. Using old photographs, **Albert Beriro** meticulously restored and enhanced the building's most historic features.



Comeau Building after restoration.

Michael Forster

COMPREHENSIVE LIFESTYLES COMMUNICATIONS, INC.

announced it has agreed to provide all-encompassing public relations and marketing solutions to the Leukemia & Lymphoma Society, Palm Beach Area Chapter.

DeGUARDIOLA DEVELOPMENT VENTURES, INC.'s **George deGuardiola** received the "Entrepreneur of the Year" award from the **Jupiter Tequesta Juno Beach Chamber of Commerce.** Award



George deGuardiola, President

criteria include outstanding professional

accomplishments as an entrepreneur and a strong commitment to the community.

DeGuardiola conceived the Master Plan for the award-winning **Abacoa** community.

DIVOSTA AND COMPANY, INC.

announced that purchasers have contracted for 839 new homes in the first six months of this year, a 16 percent increase over 1999 and a new record. Total sales volume of \$163 million increased 22 percent over the same period last year. DiVosta reported 700 new homes and townhomes, ranging from the \$180s to \$400s, have been sold at **Abacoa**, contributing to the company's new record sales.

FARM CREDIT OF SOUTH

FLORIDA, ACA announced new business alliances with Money Concepts and Fireman's Fund AgriBusiness Company. Money Concepts, the agricultural financial institution, will now have available both personal and business financial planning and investment services.

Fireman's Fund AgriBusiness Company provides crop insurance and farm and ranch insurance.

FISCHER-GAETA-CROMWELL-

APPLEFIELD announced the following transactions:

Sundeck Concrete purchased lots at Port Commerce Center II for \$280,000.

Action Bolt & Tool purchased a 4.9-acre industrial lot at Congress Park in Riviera Beach for \$850,000. **Robert A. Fisher** effected the sale of an industrial building at 1401 Old Dixie Highway, Lake Park for \$1,150,000.

Louis A Gaeta Jr. and **Neil Gaeta** effected the sale of a 3.5-acre industrial parcel located at Port Commerce Center III, Riviera Beach, for \$460,000, and an industrial/retail building at 1400 Old Dixie Highway, Lake Park, for \$412,000.

Peter J. Applefield effected the sale of an office building at 300 Prosperity Farms Rd., North Palm Beach for

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ITRA PALM BEACH CORPORATE REAL ESTATE:

Finding Tenants Dollars & Deals

South Florida's booming economy has businesses expanding more frequently than in the past. But the very "busy-ness" that creates expansions also prevents companies from devoting time to finding the best facilities or to learning the complex business of commercial real estate leasing and acquisition. Enter ITRA Palm Beach Corporate Real Estate: They work only for expanding companies, guiding them through the lease process and ensuring that clients obtain the most suitable space at the best possible rate and terms.

"This is the best business in the world," ITRA Palm Beach founder Craig Melby says. "I get to be a hero every day, solving my client's problems and saving them time and money. My clients love to deal with me because I'm on their side, and the landlords love to hear from me because it means their building is a bit closer to getting filled." Following are excerpts from an interview with Melby:

Do you handle only office space?

"While most of the demand is for office space, we also handle retail and industrial space. A typical situation is HEARx, Ltd. (AMEX:Ear), a client of ours for several years. We began with their retail locations around the state, then they needed a new corporate HQ, which we handled, then more retail, and now we have just renewed their HQ lease and negotiated expansion space next door."



Craig Melby, founder of ITRA Palm Beach

So, what makes you special?

"Well, our company is the only one in Palm Beach County that works for commercial tenants exclusively. Since we never work for landlords and never take listings, there is never a conflict of interest. For example, other brokers are capable of doing tenant representation, but the question is, are they going to obtain the best terms for the tenant? Are they going to show their own listings? If they don't, you're not seeing the whole market, and if they do, who gets the best deal – the tenant or the landlord? It's an unavoidable conflict of interest, and we see no other way but to represent either landlords or tenants . . . never both."

What does I-T-R-A stand for?

"International Tenant Representative Alliance. This is an international

affiliation of extremely successful, exclusive tenant representation companies, with members in almost all the nation's major markets. We meet together twice a year at national conventions to network and share ideas, and they are some of the sharpest people I've ever met. They send me some of my biggest clients – national companies based elsewhere but with a need to expand in this area. Of course, I refer clients who have needs in other areas to them. And I always look like a hero when I do, since the level of service and expertise is so outstanding. You can imagine, if all you do is tenant representation, all day every day, you get pretty good at it!"

How do you get paid?

"That's the most amazing part of our business. Even though we do an enormous amount of valuable work and save our clients thousands of dollars, they usually don't pay us a thing! My usual compensation is a share of the leasing fee, paid by the landlord."

Any closing comments?

"My clients are too busy running their businesses to search for space, and then negotiate a lease. Not only that, they rely on me to get a better deal than they could get on their own. This has become a complex business, and unless you know better, you risk leaving a lot on the table in terms of money and important lease clauses." ■

NEWSMAKERS

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\$450,000; and with **Fredric R. Clark III** sold an office condominium located at 140 John F. Kennedy Drive, Atlantis for \$650,000.

Armor Screen Corporation leased 21,044 s.f. of industrial space at 2001 N. Congress Ave., Riviera Beach. Sunshine Plumbing leased 27,000 s.f. of industrial space at 2001 Australian Ave. in Riviera Beach. Allied Building Products leased 19,120 s.f. of industrial space at 4900 Dyer Blvd., Riviera Beach. John J. Kirlin leased 20,000 s.f. at 3660 Interstate Parkway, Riviera Beach.

GAETA DEVELOPMENT CO.

announced the groundbreaking of a 50,174 s.f. distribution, showroom and repair facility for Action Bolt & Tool Co., located at the southwest corner of Blue Heron Blvd. and Congress Ave. Completion is set for the first quarter of 2001.



Pictured (L-R): Neil & Lou Gaeta of GAETA Development Co., Gary Muller of Action Bolt & Tool, Robert Hatton of David Brooks Enterprises, Mark Davidson of GAETA, Bob Muller of Action & Dan Getson of Brooks.

Gaeta also announced the construction of a 13,000 s.f. printing production, distribution and sales facility for Top Line Printing & Graphics, Inc. The company is relocating its headquarters from Palm Beach Gardens to Port Commerce Center II, off of Congress Avenue in Riviera Beach. In addition, Gaeta announced the construction of a 9,000 s.f. rental, showroom and repair facility for NEFF Rental Co. at Port Commerce Center III, in Riviera Beach.

GUNSTER, YOAKLEY, & STEWART, P.A. announced that **Raul E. Valdes-Fauli** was honored with the dedication of the "Raul E. Valdes-Fauli Archives Collection Center."

The Archives Collection Center will house decorative art objects belonging to key founders of the City of Coral Gables, antique photographs, letters, architectural drawings, newspapers, scrapbooks and other historical items that are in grave need of conservational measures. Resident in the Miami office, Valdes-Fauli, is Of Counsel and a member of the Firm's real estate department.

HANSON ENGINEERS, INC. has updated its Web site. The homepage is www.hansonengineers.com

HODGSON, RUSS, ANDREWS & GOODYEAR, LLP

partner **Thomas E. Sliney** was recently appointed by Governor Jeb Bush to the Fourth Appellate District Judicial Nominating Commission, for a term beginning June 3, and ending July 1, 2004.



Thomas E. Sliney



Hodgson, Russ Co-Captain Hazel Gianatiempo, American Cancer Society Special Event Manager Christine Hirn, Co-Captain Merle Lambert, and Hodgson Russ Administrative Partner, Larry Corman

Hodgson Russ also raised over \$7,000 in May for the American Cancer Society and is the first team to sign up for its "2001 Relay for Life!"

HOLLAND & KNIGHT LLP's West Palm Beach partner, **Martin J. Alexander** has been elected Treasurer

for the Palm Beach County Chapter of the Federal Bar Association.

ICOASTCAPITAL NETWORK.COM

launched a new meeting place for investors and entrepreneurs, developed specifically for matching high-tech business opportunities along the InternetCoast with investors, strategic partners and service providers globally. Contact: barr@icoastcapitalnetwork.com.

INFORMATION TELEVISION

NETWORK won three prestigious TELLY AWARDS for 2000. The top prize was presented for its television documentary program, "Rediscovering Depression." Two second prizes were awarded for the medical documentaries "Understanding Shingles," and "Cystic Fibrosis: The Race Against Time."

ITV also produces the Gracie-winning "The Art of Women's Health," and another award winning series, "Techno 2100," a science program.

Coverall North America, Inc. retained ITVdigital to produce its first national TV campaign for its cleaning and maintenance division, Coverall Cleaning Concepts. ITVdigital is the multimedia division of iTV.

ITV also announced winning two platinum Best of Shows statuettes from AURORA AWARDS, for programming excellence.

Craig A. Melby, CCIM, SIOR, of **ITRA PALM, CORPORATE REAL ESTATE**, has achieved the SIOR designation awarded by the Society of Industrial and Office Realtors.

Founder of Palm Beach County's only commercial real estate firm specializing exclusively in tenant representation, Melby has over 20 years expertise in the industry. He has held the Certified Commercial Investment Member (CCIM) designation since 1985 and his book, *Leasing Smart*, has been required reading for the University of Florida's Masters in Real

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CHAMPION SOLUTIONS GROUP

The Technology Infrastructure Company

Beginning as a broker of used computer equipment more than 20 years ago, Champion Solutions Group, headquartered in Boca Raton, has emerged as one of the nation's leading technology solution providers. Currently, Champion president, Chris Pyle, oversees a company with \$100+ million in sales, 20 offices nationwide, and 120 employees. Based on its current sales volume, Florida

Trend ranks Champion as one of Florida's "Top 200 Private Companies." In addition, The Business Journal Serving South Florida ranks Champion as one of South Florida's "40 Largest Technology Firms."

In step with its growth, Champion has forged strategic partnerships with many of the technology industry's recognized giants. With IBM, Champion shares an almost exclusive role as one of its largest and most successful Premier Business Partners. This distinction—earned by only three percent of IBM's business partner channels—takes into account a variety of key factors including very high customer satisfaction and continued investments in technical and sales education.

As IBM's number one open systems storage solution provider (IBM storage products connected to non-IBM platforms), Champion has been selected as a site for one of the nation's 20 Storage Area Network (SAN) Solution Centers. The state-of-the-art facility will be housed in Champion's new 18,600



Champion's new headquarters facility at 791 Park of Commerce Blvd. in Boca Raton — the creative hub for their technology solutions.

square foot headquarters building located at 791 Park of Commerce Blvd. in Boca Raton.

"Our SAN Solution Center will provide our customers with the opportunity to see the features and benefits of what a SAN can achieve for their data storage infrastructure and help them make informed storage decisions for their business environment," said Pyle. "With storage estimated to double annually, and up to seven people needed to handle each terabyte of data, it's becoming increasingly critical for businesses to effectively manage their storage growth. Our SAN solutions can help them achieve controlled growth through effectively managing their storage," he states.

Recently, both IBM and Microsoft selected Champion to be part of an international rollout package for a joint product release called Business Champions' Advantage. Designed as a back office solution for branch and central office locations, it combines IBM hardware, Microsoft software and

Champion solutions technology.

In its newest high-tech initiative, Champion is partnering with Storage@ccess, a publicly-traded company, to develop Storage Server Provider (SSP) networks. With Champion's SSP model, companies will be able to purchase disk space on an as-needed basis rather than having to incur the additional expense of purchasing and

maintaining additional equipment needed to handle increased data growth and usage. According to Pyle, "It's a pay-as-you-grow model."

While much of Champion's focus is on growing the business, it is also committed to helping grow the image of South Florida as a high-tech hub. Mark Wyllie, vice president and general manager of Champion's Services Division, serves as chairman of the Marketing Committee for InternetCoast and as a member of the group's Executive Committee and Advisory Board. Through Wyllie's and Champion's efforts, as well as those of other InternetCoast members and supporters, the South Florida area is gaining a national reputation as a hotbed of high-technology enterprises.

The future offers considerable promise for Champion Solutions Group and its ability to tailor technology solutions to meet a broad range of business needs. The goal, according to Pyle, "is to provide our customers with a level of technological problem-solving and service that is second to none." ■

NEWSMAKERS

continued from page 8

Estate program. Melby has also taught several real estate investment and brokerage courses.

JUPITER/TEQUESTA/JUNO BEACH CHAMBER OF COMMERCE - (JTJB) held its annual awards & installation dinner at the Jupiter Beach Resort. Entrepreneur of the Year award was presented to **George deGuardiola**, president of **deGuardiola Development Ventures, Inc.**

JTJB Board members for 2000-2001 included vice-chairman/treasurer, **Christine Hamblin** of **Jupiter Beach Resort**, and vice-chairman, **Sid Poe** of **BellSouth**.

LRP PUBLICATIONS' Human Resource Executive,® has been named one of the 500 most influential magazines in the world for 1999. The leading trade magazine for senior human resources managers provides more than 50,000 decision-makers with news, profiles of HR visionaries and success stories of human resource innovators.

MCCRANEY PROPERTY COMPANY, INC.'s Steven McCraney, president, was awarded his CCIM designation in June.

McCraney Property leased the following commercial space at McCraney Service Center & Storage, 1500 SW 30th Avenue, West Palm Beach: 1,320 s.f. to Micatech, Inc.; 1,320 s.f. to Designs by Christopher, Inc.; 1,320 s.f. to W. D. Landscape, Inc.; 2,034 s.f. to Palm Beach Lincoln Mercury and 1,200 s.f. at Lake Worth Commerce Center, 1100 Barnett Drive, Lake Worth, to Thompson Electric, Inc.

MERIN HUNTER CODMAN, INC. is leasing Fairway Office Center at 7121 Fairway Drive in Palm Beach Gardens, a four-story class-A building with 88,000 s.f., billed as "the smart park at PGA." It was designed to provide high-capacity fiber-optic technology to tenants. The "smart tenant" amenities include satellite



Fairway Office Center, "Smart Park at PGA"

decks and advanced telecom facilities, column-free floor plans and a fiber optic smart ring.

Neil Merin represented **Republic Security Bank** in the \$2,750,000 sale of the former Republic Security Bank headquarters at 4400 Beacon Circle, West Palm Beach to Beacon Office Associates, LLP, and represented Royal Palm Enterprises in the \$6,800,000 sale of 250 Royal Palm Way in Palm Beach.

Jason Sundook leased 3,348 s.f. to Earth Tech-a division of Tyco, at Fairway Professional Center, 7108 Fairway Drive, Palm Beach Gardens.

Bruce Corn represented the seller in the \$450,000 sale at 4475 Northlake Boulevard, North Palm Beach. **Bob Schneiderman** represented Daleen Technologies, Inc., leasing 30,395 s.f. at Congress Corporate Plaza, 902 Clint Moore Road, Boca Raton.

NAI/Merin Hunter Codman, Inc. and NAI/Easton & Associates were selected as the exclusive brokers to dispose of ten former vehicle inspection sites in Palm Beach County by January 1, 2001.



Centrepark

MICRO MOLDING TECHNOLOGIES, INC. recently won the *Business Journal Serving South Florida's* 2nd Annual Manufacturing Awards honor for 25 or fewer employees. Micro Molding is an automated plastic injection molding company.

NAVARRO LOWREY PROPERTIES announced that **Weitz Construction** broke ground on a 103-room Courtyard by Marriott at Centrepark. The four-story hotel will provide business and leisure travelers with an attractive lobby, several conference rooms, a business center, restaurant and lounge, pool, whirlpool and exercise room. Anticipated opening of the hotel is April 2001.



Courtyard by Marriott at Centrepark.

Mark C. "Bo" Paty represented Corporate Center at Centrepark in leasing 3,000 s.f. of the second floor to the Bechtel Corporation, Inc.

NORTHWOOD UNIVERSITY's third annual College Financial Aid Seminar

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DALE CARNEGIE TRAINING

Improving Business Performance

When Larry Garvis, president of Southeast Florida Institute, Inc., took over the Dale Carnegie business in Palm Beach and Broward counties in 1975, only he and one other instructor were training just a few hundred individuals a year. Today, the word about the effectiveness of Dale Carnegie Training® in southeast Florida is out. Last year, just under 900 people enrolled in the training programs. Garvis now has a staff of seven training consultants, fourteen trainers and an administrative staff of three, with training centers in Palm Beach Gardens, Fort Lauderdale, and soon in Miami, which was recently added to the existing territory. With his license to operate in Dade and Monroe Counties, Garvis will oversee training from Sebastian to the Florida Keys and west to the Glades in Hendry and Okeechobee Counties.

Dale Carnegie Training® has over 4.5 million graduates in thousands of companies from every industry and nearly every country. Dedicated to serving the business community worldwide, Dale Carnegie Training® focuses on helping to improve business performance and on strengthening the skills of individuals and teams. Three of the most widely used core programs are the **Leadership Training for Managers**, the **Sales Advantage** and the **Dale Carnegie Course®**, which focuses on interpersonal and communications skills.



Larry Garvis of Dale Carnegie Training®

The programs are offered to the public, as well as customized for individual companies. Also offered is the High Impact Presentations Workshop, which enables participants to be more effective when making critical presentations. These programs bring about measurable changes and skill development because they are “time spaced,” which allows practical, on-the-job application between sessions, and positive coaching and reinforcement.

Some of the major local clients for the Palm Beach County office are Motorola, Publix, the City of West Palm Beach, Charles Schwab, Rybovich Spencer and The Breakers. Approximately 90 percent of all Dale Carnegie enrollments are subsidized by employers who believe that company growth depends on the growth of their team members. Training

is an important retention tool today, as employees want to strengthen their skills. A recent study by the Hay Group revealed that the number one reason employees stay with their companies is because of opportunities for growth and development.

“Dale Carnegie Training® has over 4.5 million graduates in thousands of companies from every industry and nearly every country.”

As a long-time member of the Business Development Board, Larry Garvis has presented several workshops for its staff and members, including one on “How to Increase Profitability by Exceeding Customer Expectations” and “Increasing Sales by Using Breakthrough Selling Skills.” In addition, Garvis is the founder and first president of the Executives’ Association of the Palm Beaches, a business referral group that has grown to over sixty-five members since its inception in 1987.

As Garvis says, “We are enjoying the dynamic growth of Palm Beach County and the influx of many young people to the area who are ambitious and desire to improve their skills so they can advance their position within their companies. They are seeking the kind of training we offer.” ■

NEWSMAKERS

continued from page 10

was held on October 24, featuring speakers from both public and private arenas, with a specialized follow-up seminar in January.

Northwood signed a precedent-setting agreement by which it has become the first university in the world to provide *The Wall Street Journal* for undergraduates on all three of its campuses as a resource included in their tuition.

OLIVER GLIDDEN & PARTNERS, ARCHITECTS & PLANNERS, INC. was selected by **SouthTrust Bank** to complete space planning and construction documents for their three story building in Margate, to include a 5,800 s.f. branch bank on the first floor and 1,700 s.f. regional training facility on the 2nd and 3rd floors. Construction will be completed in the fall.

OG&P was selected by **Florida Crystals Corp.** to provide full service

architectural interiors for their new headquarters facility at One North Clematis. The 25,000 s.f. space on the 2nd floor of this five-story, Class A office building in downtown West Palm Beach will overlook Lake Worth.

PALM BEACH NATIONAL BANK & TRUST COMPANY's president **H. Loy Anderson, Jr.**, announced the grand opening of a full-service banking center in downtown West Palm Beach.

The beautifully-renovated landmark facility boasts one of the only drive-thru ATMs in the downtown area.

THE PC PROFESSOR COMPUTER TRAINING WORKSHOPS' Boca Raton office located on the corner of Powerline and Palmetto Park Blvd. has just been approved to add another 3,000 s.f. The addition will add four new state-of-the-art technical classrooms and lab facilities. This expansion will add 12 new jobs.

QUARLES & BRADY, LLP announced it has agreed to merge

with the Arizona firm of Streich Lang P.A. The merger will add 89 attorneys to Quarles & Brady's current Phoenix office, add a ten-attorney office in Tucson and strengthen Quarles & Brady's presence in the southwest and nationwide.

Quarles & Brady will have more than 450 attorneys and approximately 1,000 total employees, making it the 53rd largest firm in the United States when the merger is completed in October.

Bruce A. Rendina, CEO of **RENDINA COMPANIES**, announced the purchase of the Gardens Corporate Center located at 3801 PGA Blvd. in Palm Beach Gardens, from Meditrust. A separate entity was formed by Rendina to purchase the Building. Rendina partnered with Lehman Brothers, which also provided financing for the acquisition. The building was recently awarded the BOMA Building of the Year Award in the 100,000 to 249,999 s.f. category. ■

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2000-2001 STRATEGIC PLAN

The Upcoming Fiscal Year

The BDB has big plans for the upcoming fiscal year, and we're excited that you'll be joining us as we forge new paths. What exciting changes can you look forward to during the next fiscal year? Here's a sneak preview of what we have planned:

- Our relaunched web tool, bdb.org, will become a busy site for event registrations, RSVPs and more! New information and links will be posted on a continuous basis.
- We're re-designing our image, including corporate colors, a logo update, new letterhead and collaterals! We hope to introduce it to you by the end of the year.
- Prospector Plus has become a monthly e-newsletter, and we'll be creating a brand new e-mail format!

• The Prospector Quarterly newsletter will get a whole new look, plus maybe even a hot new name!

• Want your Profile magazine to be even more valuable? The 2001 edition will include a companion cell phone-sized directory so that members can have each other's numbers handy at all times, even on the road!

• Cluster activities will continue as networking forums and cooperative endeavors to tackle industry challenges. Now is the time to get involved!

• The InternetCoast tri-county initiative will continue to boom. The BDB will maintain its leadership role and will encourage active participation by our members. You'll be seeing InternetCoast messages on billboards and even Tri-Rail train wraps!

continued on page 16

Relaunched
www.bdb.org
better than ever!

Business Development Board of Palm Beach County

PROFILE Directory - The following companies had missing directory listings in *PROFILE Magazine* 2000. We apologize for the omissions:

Video & Film Production
INFORMATION TELEVISION NETWORK
(missing Quick List)

One Park Place, 621 NW 53rd Street,
Boca Raton, 33487
Contact: Matt Herren, email: matth@itvisus.com
(561) 997-5433 ext. 405
FAX (561) 997-5208.

Informative television programming in a dynamic & entertaining format. Project management of interactive DVDs, CD-ROMs, Web casting & commercials.

Fraud Investigations
INTERNAL AUDIT SERVICES, INC. INT'L
(missing Quick List & description)

7100-39 Fairway Drive, Suite 136-B,
Palm Beach Gardens, 33418
Contact: John A. Capizzi, email:
iasjohncap@worldnet.att.net
(561) 626-7746
FAX (561) 626-7746
internalauditservices.com.

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2000-2001

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Executive Committee:

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Tom Lynch, Delray Beach Chamber
Greg Fagan, Schaefer & Fagan Consulting Engineers, Ex-Officio
Janet Craft, BellSouth Business Systems
Larry Pelton, Business Development Board

Board of Directors:

The Executive Committee members, and Hon. Burt Aaronson, Board of County Commissioners
Jeffrey Atwater, Bank of America
Carmen Ayala, Hispanic Chamber of Commerce
Paulette Burdick, Palm Beach County School Board
Roger Campbell, Applied Card Systems
Tony Chambliss, Joseph E. Seagram & Sons, Inc.
Jeanette Corbett, Quantum Foundation
Larry Corman, Hodgson Russ Andrews Woods & Goodyear
Dan Johnson, Florida Power & Light
Paul Krasker, Chamber of Commerce of the Palm Beaches
Robert Lamm, Gunster Yoakley & Stewart P.A.
George Mastics, Port of Palm Beach
Louise Murtaugh, Jupiter-Tequesta-Juno Beach Chamber of Commerce
Jeff Perlman, Boynton Beach Chamber of Commerce
Jeffrey Phipps, Morgan Stanley Dean Witter
Vicki Regan, Northern Palm Beaches Chamber of Commerce
Nat Roberts, Palms West Chamber of Commerce
Young Song, Song + Associates, Inc.
Armando Tabernilla, Florida Crystals Corp.
Frank Compiani, McGladrey & Pullen, Auditor
Dr. Paul Corts, Palm Beach Atlantic College, Ex-Officio
Dr. Dennis Gallon, Palm Beach Community College, Ex-Officio

BDB NEWS

FLORIDA STAGE:

BDB Night at **Florida Stage** went off without a hitch as members gathered in July to enjoy "Fascinatin' Gershwin," a show by Robert Cacioppo. Set in a Manhattan penthouse, the show centered around a group of party guests reminiscing about Gershwin's life and musical legacy.



(L-R) Julie Graves, Rachel Jones and Michelle Dawson in *Fascinatin' Gershwin*

Each year, the BDB hosts its members for a Florida Stage night as a way of saying thanks for your support. It's a great evening of networking and hors d'oeuvres, and is a favorite among long-time members. Catering was provided by **New England Tech/Florida Culinary Institute**.



Hoffman's Chocolate Shoppes enjoys Gershwin

RELAUNCHED BDB.ORG

The newly relaunched web tool, **bdb.org**, was featured at the 4th Quarterly Luncheon held at **The Boca Raton Marriott** on August 17, along with the unveiling of *Profile Magazine 2000-2001*.

The much-anticipated event drew many members anxious to visit the new site and get their copies of the new membership directory.



Cliff Preminger of T-Rex with Sandie Foland, BDB Chair

Cliff Preminger, president of **T-REX Technology Center at Boca**, was the guest speaker. The event was sponsored by **Sun-Sentinel**. Make sure you visit **bdb.org** to check local stock quotes, the weather, our BDB event calendar, register for events, access the new real estate database, communicate with other members and more!



Bob Christie, Director of Operations and the Sun-Sentinel team, sponsors of the 4th Quarterly Luncheon

CLUSTER UPDATES: PACE COMMITTEE

The **PACE Committee**, chaired by **Kathryn Schmidt** of **Oasis Outsourcing**, continued to meet over the summer to plan their strategy for the upcoming year. They are working on tabulating results from employer workforce questionnaires and focusing on workforce training for teachers at the middle and high school levels. Mark your calendars for the December 7 PACE luncheon and pre-lunch press conference with special industry panelists presenting on workforce solutions!

INTERNETCOAST

The InternetCoast held a very well-attended meeting on August 3 at **Florida Atlantic University**. NAP updates were presented, along with special activities by the marketing subcommittee, including limited-edition InternetCoast posters and 4-color feature article reprints for attendees. An InternetCoast media kit was distributed to media guests, but is also available online. To see it, go to businesswire.com/emk/internetcoast.shtml. **Traver Gruen-Kennedy** of **Citrix Systems, Inc.** was the featured speaker.



(L) Steve Forbes with an InternetCoast Breakfast attendee

INTERNETCOAST FORBES BREAKFAST

The InternetCoast hosted a breakfast with Steve Forbes, CEO of Forbes, Inc. in Broward County in August.

The meeting was set as a kick-off event for the special InternetCoast section that will run in *Forbes* Dec. 2000 edition. Make sure to pick up your copy. **Larry Pelton**, BDB president, was joined by Mike Langley of the Broward Alliance and Frank Nero of the Beacon Council in hosting the working breakfast.



(L-R) Mark Wyllie, of Champion Solutions, Mike Langley, of Broward Alliance, Frank Nero of Beacon Council and Jeffrey Kline of Accris Corp. at InternetCoast Breakfast

MEMBERSHIP ORIENTATION

Once again in August the BDB organized a successful membership orientation, hosted by **Palm Beach Interactive** at the **Palm Beach Post**. Members came to learn about BDB programming and benefits, and enjoyed a Post continental breakfast spread. Networking was followed by an informative powerpoint presentation.

If you have not attended a membership orientation, look for upcoming presentations in the fall.

COFFEETALKS

"Coffeetalk With The President" is an informal chance to network with just a few other member companies while discussing issues of interest with BDB president, **Larry Pelton**. Because the format has been so popular, more Coffetalks are planned, so watch your FAX or e-mail for upcoming dates.

REALTORS' ROUND TABLE

The quarterly Realtors' Round Table held in July featured Cinthia Becton, who addressed the group on industrial development and opportunities in the Riviera Beach area and answered questions for attendees. **Gary Hines**, of the BDB, updated everyone on new projects including dot coms, call centers and financial services firms. The meeting was hosted by **Brown Distributing**.

UPPER LEVEL BREAKFAST

The BDB had its 4th Quarter Upper Level Breakfast in August at **The Governor's Club of the Palm Beaches**. Members had the opportunity to relax and get to know one another better. **Larry Pelton**, BDB president, shared the latest updates on membership activities and new business projects.



(L-R) Toby Berger of Berke Durante & Assoc. with Andy Zerbock and Karen Samuels of Summit Global Partners at Upper Level Breakfast

Want to join in the fun? Talk to **Josie Hernandez** or **Doug Taylor**, our new BDB account managers, about upgrading your membership.

STAFF NEWS

Yvonne DeSimone has been promoted to Assistant VP of Membership Events, and will be organizing all member functions from coffeetalks to luncheons and special evenings.

Josie Hernandez and **Doug Taylor** have both joined the BDB as account managers in the Membership Development department. They will be on the road meeting with new companies and helping to expand the ranks of BDB members.


Susan Semon, administrative assistant to the Business Recruitment department, has taken on the additional challenge of supporting **Kelly Smallridge** in her leadership of the InternetCoast initiative. ■

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2000-2001 STRATEGIC PLAN

Department Goals & Strategies:

ADMINISTRATION

Mission of the department is to provide overall support to the Board of Directors, Executive Committee, BDB members, County Commission, cluster councils and to grow consensus between local industry, education and government.

Cluster Councils: The BDB's action plan centers around six export-oriented industry clusters that drive our local economy. The groups of related and complementary businesses share specialized infrastructure and labor markets and face common opportunities and threats. The fiscal year was used to grow the individual clusters and to encourage partnership among the clusters.

Existing Clusters

Aerospace/Engineering, Business/Financial Services, Communications/Information Technology, Agribusiness, Tourism/Recreation/Entertainment, Medical/Pharmaceutical

2000-2001 Cluster Goals

- Expansion of the cluster network
- Continued press and visibility for the clusters
- Partnerships in promoting and growing the clusters on a regional level
- Continued collaboration between education and industry

BUSINESS RECRUITMENT

Mission of the department is to enhance the success of Palm Beach County's economy by attracting new businesses within the identified cluster industries.

1999-2000 Goals

Closed Projects:	20 companies
Jobs Created:	1,500 jobs

Achievements

15 companies
2,667 jobs

2000-2001 Strategic Goals

Closed Projects:	20 companies
Jobs Created:	1,500 jobs

BUSINESS RETENTION AND EXPANSION

Mission of the department is to enhance the success of Palm Beach County's industry by assisting with the retention and expansion of local companies.

1999-2000 Goals

Closed Projects:	20 companies
Jobs Created:	1,500 jobs

Achievements

17 companies
1,715 jobs

2000-2001 Strategic Goals

Closed Projects:	17 companies
Jobs Created:	1,500 jobs

MEMBERSHIP

Mission of the department is to build and sustain funds sufficient to support the BDB's economic development programs.

1999-2000 Achievements

New Members:	117
Renewals:	325
Upgrades:	10
Renewal Rate:	87%

2000-2001 Strategic Goals

New Members:	220
Upgrades:	20
Renewal Rate:	87%

MARKETING:

Mission of the department is to strengthen the image and public awareness of Palm Beach County as a premiere business location and the BDB as the county's premiere economic development resource.

1999-2000 Achievements

- Profile Magazine:
 - Surpassed goal for advertising page count
 - Increased project profits
- InternetCoast:
 - InternetCoast brochure
 - InternetCoast media kits
 - InternetCoast posters
 - Special InternetCoast Profile feature

2000-2001 Strategic Goals

- New BDB Image Campaign
- Profile Companion Directory
- Redesigned Prospector and Prospector Plus

INFORMATION SERVICES

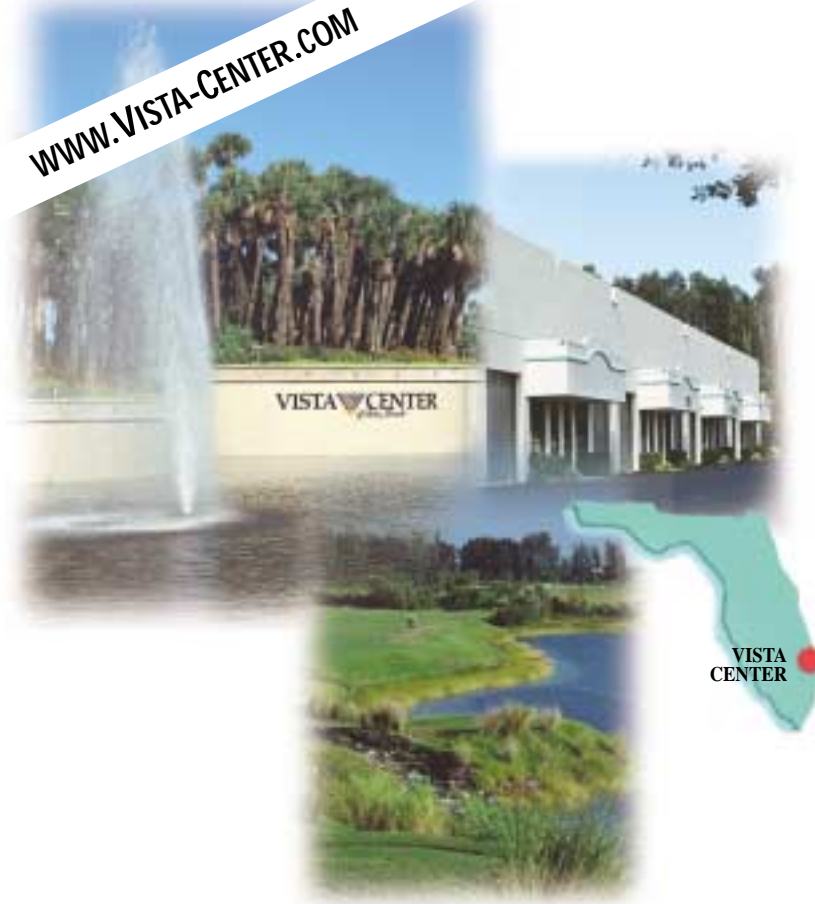
Mission of the department is to provide research and analysis to address economic development issues, and to manage the development of the bdb.org web tool and increase its value as a business research and information venue.



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