

THE PROSPECTOR

A QUARTERLY PUBLICATION OF THE BUSINESS DEVELOPMENT BOARD

FALL 2003



AKA-USA is Really Cook'n!

A Letter to our Members

*from Larry Pelton
President of the Business Development Board*



The future is formed and visions are realized when ideas are put in motion. At this time last year, the BDB made a commitment

to forge ahead with a positive initiative to attract, retain and enhance business in Palm Beach County. At our annual executive retreat held in August 02, the BDB and its leaders took that initiative, developed a concept and created a new economic vision for the county to become a world class center for research. Its original mission was to create a research institute to compile economic information about land, salary levels, education and to share information with new or expanding businesses. In April 03, the papers were filed to form a nonprofit research institute, an arm of the BDB to evaluate the region's resources. Over the year, the BDB and its leaders all worked on developing concepts, visiting North Carolina's Research Triangle Park for ideas and vision and to further strategize the concept. It became a passion and a work-in-progress. The institute's vision grew and evolved to become an actual research

park, multi acre site where companies could develop a variety of technologies, biotech, information technology and hydrology. We hired a consultant to come up with a plan for the institute. Who knew all this hard work, financial, scientific, land-use and legal expertise compiled would come together and allow us to move quickly when needed most. In September, a call came to the BDB requesting we put a plan together for a possible expansion project considering Palm Beach County for a research center. All we knew was it was big, highly confidential and on a fast-track. We immediately gathered the necessary information, pooled the efforts of our leaders and members and compiled the resources needed by the company to make a location decision. After working through details with the Governor, Enterprise Florida and the Palm Beach County Board of County Commissioners, Palm Beach County was named on October 9, 2003 as the official home to The Scripps Research Insitute...The vision is now and we are looking forward to an exciting year and future ahead.

A handwritten signature in black ink, appearing to read "Larry Pelton". The signature is fluid and cursive, written in a professional style.

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The BDB offers special thanks to the many organizations who have been regular, continuous supporters of our mission through advertising dollars. Without you, we would not be able to produce this top quality *Prospector* newsletter, or the award-winning *Profile* magazine that showcases our county to businesses around the world!

- | | |
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AKA-USA is Really Cook'n!

With a passion for cooking and a love for Scandinavian architecture and design, Nancy Randles began her quest for a better kitchen. She wanted to remodel her run-of-the-mill kitchen with something modern and stylish, yet timeless and classic. Fortunately, she found a small classified ad offering Scandinavian kitchen and bath cabinets. Randles quickly pursued the advertisement.

Although the ad was small and virtually unnoticeable, Randles quickly realized that it was placed by AKA-Kaluste, one of the most identifiable brands in Finland since 1979. Already in Finland, Australia, China, Estonia and Russia, AKA-Kaluste was interested in expanding their business into the United States.

After Randles' dream kitchen was complete, she and Laura Fincannon, president and vice president respectively of The 5060 Group, Inc., a consulting firm located in Lake Worth, were invited to Finland by Ahti Kivimäki, founder of AKA-Kaluste. He wanted to consult with them about bringing the product line to the United States.

Armed with their Berlitz English-to-Finnish dictionary, Randles and Fincannon trudged through knee-deep snow, traveled more than 600 miles in two days, in -30 degree weather to tour AKA's manufacturing facilities, dealerships and suppliers. They were so impressed with the product and AKA -Kaluste that they decided to invest in the new venture. A few months later, Kivimäki, Randles and Fincannon formed a partnership and AKA-USA was born.

A 1,700-square-foot AKA-USA showroom opened in historic downtown Lake Worth in June of 2003. In a few short months, the company has already imported three containers full of kitchens and is keeping their four designers busy with new orders every week. Most recently, AKA-USA landed a prized contract for a 76-unit condominium.

"Our early success has been due largely to the support we received from the Palm Beach County business community, including the Lake Worth Chamber of Commerce, The Pier Group and the Business Development Board of Palm Beach County," said Randles. "They helped with finding space, navigating city hall, and connecting us to the appropriate people."

Fincannon added, "We were equally fortunate to find experienced and talented designers locally who could get us up and going quickly." They hired Kristina Dunkelmann as

the design and sales manager and Pat Denuzzio as their senior designer and trainer who have over 30 years of sales and design experience collectively. Dunkelmann is coincidentally Finnish, which has removed language barriers making communication with suppliers in Finland more efficient.

Dunkelmann explained that the AKA brand in Finland is as well-known as IKEA is in Sweden. "I'm excited to finally have a quality kitchen company in this country," she said.



Dunkelmann also boasts about their product's affordability, "Builders, designers and homeowners are always surprised to discover how competitive we are price-wise," she said. "We are able to offer a higher quality product at affordable prices because of the sophisticated technologies employed in the manufacturing and distribution processes and because much of the wood is sourced in Finland."

Denuzzio takes pride in pointing out the functional extras including the adjustable legs to accommodate older homes with uneven floors, the dish-drying rack concealed within a cabinet, and a large Lazy Susan corner unit that makes use of typically wasted space in most kitchens.

Commenting on her work environment, Denuzzio remarks, "I love being surrounded by such beautiful cabinetry," "I guess a woman's place is in the kitchen."

Successful businesswomen, Randles and Fincannon would normally bristle at that old adage. "These days, however, they embrace the politically-incorrect phrase with this caveat: "A woman's place is in the kitchen...the kitchen business."

For more information, call 561-586-5117 or visit their website at www.aka-usa.com. The showroom is open Monday – Friday from 10:00 a.m. to 5:00 p.m., Saturdays from 10:00 a.m. – 2:00 p.m. and by appointment.

An Expert Ally for You and Your Business **FleetBoston Financial**

Why is Fleet, the leading commercial banking provider in the Northeast, doing business in Palm Beach County? Answer: Fleet's customers are doing business here.

"We have a significant number of clients who are building businesses here or who spend a portion of the year here," said Warren Smith, executive vice president and regional sales manager of Fleet's Business Financial Services team in South Florida. "The region offers terrific growth opportunities, so being here is a natural extension for us."

Fleet's newly expanded Business Financial Services office in Boca Raton offers a unique approach to meeting the financial needs of small and mid-size firms with revenues of \$2 million to \$50 million. The strategy is tailored to meet the individual needs of each customer and is designed around four basic goals: to grow, manage and protect the client's business, and to plan for the client's future:

- **Grow:** Fleet's short and long term credit facilities can provide funds for working capital, acquisitions, capital restructuring, and other events. Fleet also offers asset-based loans; a full range of leasing products for capital assets such as furniture, fixtures, computer systems and specialized equipment; a variety of real estate lending solutions to developers and investors; a full range of investment banking products and services including loan syndications, private placements, and asset securitizations; and customized capital loan programs.

- **Manage:** Fleet provides cash management products to help clients streamline operations; escrow management products for law firms; merchant & payroll services; retirement plans for both large and small businesses; employee benefits plans and benefits administration; and a full workplace banking program.

- **Protect:** Fleet offers a full range of services to help clients manage interest rate risk in US dollars and other currencies; foreign exchange services to minimize currency risk, reduce import costs and increase overseas market share; trade services, as the nation's 4th largest issuer of letters of credit; and insurance products to help mitigate business risk.

- **Plan:** Fleet offers unique, competitively priced investment opportunities for clients who prefer to manage their core cash, including money market securities and fixed income securities; investment services; merger and

acquisition advisory, estate planning, charitable giving and personal wealth management.

"As one of the nation's leading commercial financial services providers, Fleet can provide unique solutions for every stage of a company's growth cycle," said Smith.

Complementing Fleet's commercial operations, Fleet Private Clients Group has provided comprehensive wealth management services to business owners and high net worth individuals in Florida for 18 years, through offices in Palm Beach, Boca Raton, Stuart, Naples and Sarasota. Fleet's national, multi-channel stock brokerage, Quick & Reilly, gives advice and guidance to investors through personal financial consultants in 11 Florida offices, including Palm Beach, Boca Raton, and Delray Beach.



Together, Fleet's operations offer smart financial solutions for both the client and the client's firm.

"Fleet understands what it takes to help you and your businesses succeed, and we are committed to being your expert ally," said Smith.

For more information, contact Warren Smith at (561) 997-0012.

EVENTS CALENDAR



December

Friday, December 19, 2003
 Polo Season at the International
 Polo Club Runs through April 18, 2004
International Polo Club – Palm Beach
 3667 120th Avenue S., Wellington, Florida
 For information and schedules visit
<http://www.internationalpoloclub.com>
 or call 561-204-5687

NEW BDB ADDRESS

Business Development Board of
 Palm Beach County, Inc.
 310 Evernia Street
 West Palm Beach, FL 33401
 Numbers remain the same
 Phone: 561-835-1008
 Fax: 561-835-1160
 Internet: www.bdb.org

January

Wednesday, January 28, 2004
 The 2004 Winter Equestrian Festival
 begins January 28 and runs through
 April 3, 2004
Palm Beach Polo Equestrian Club
 14440 Pierson Road, Wellington, Florida
 For information visit
www.stadiumjumping.com
 or call 561-793-5867

Tuesday, January 27, 2004
**The 2004 BDB Membership Campaign
 Kick-off Reception 5:30 pm**
 At the new BDB offices on
 310 Evernia Street, West Palm Beach
 RSVP Dawn Ghetie at dghettie@bdb.org
 or call 561 835-1008

January

Thursday, January 29, 2004
BDB 2nd Quarterly Upper Level Breakfast
 8:00 am
 At the Governors Club in West Palm Beach
 RSVP Dawn at dghettie@bdb.org

February

Thursday, February 19, 2004
BDB 2nd Quarterly Luncheon
 11:00 am Networking - 12:00 pm Lunch
 Delray Beach Marriott
 RSVP Dawn at dghettie@bdb.org

IF YOU'RE SEARCHING for a way to grow revenue, reduce costs and enhance your communications network, the journey to IP Telephony is one worth taking. In the state of Avaya, you can reach the powerful benefits of convergence as quickly or gradually as you like for about the cost of a standard PBX upgrade. With Avaya, you

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Mr. Fishman sees the Value in a Name



And if this entrepreneur has his way, businesses throughout the tri-county area will be calling on his company, Logo Express to embroider or imprint logos and other corporate messages on a wide range of decorated apparel and promotional products. As president and owner of the Riviera Beach-based company, Mr. Fishman has made significant inroads since purchasing this business eighteen months ago.

The growth and success of Logo Express are reflected in its new 18,000-s.f. facility at 8330 Currency Drive in Riviera Beach, Florida which opened in October.



“Our new office and expanded production facility represents our commitment to Palm Beach County,” said Mr. Fishman, who built the facility. “This area is our base and we look forward to continuing our growth pattern and serving the businesses of the area.”

Logo Express is a full service advertising specialties, embroidery and screen-printing company. A very experienced team of management and production professionals makes working with Logo Express a pleasant experience. Businesses of all sizes regularly call on them to decorate polo shirts, hats, tee shirts, golf balls, coffee mugs, desk accessories, calendars and many other items that help promote their image.

Clients include Rinker Materials, Florida Culinary Institute and New England Tech, Chili’s, Diagnostic Testing Group, Sy’s Supplies, Business Development Board and Bank Atlantic.

“Our goal is to produce useful products that maximize the exposure of the branding of a business,” said Mr. Fishman. “Companies see the value of this marketing strategy and use these promotional products at trade shows, for employee incentive programs, and customer relations. Promotional products are an effective means of both branding and advertising.”

The quality of Logo Express’ work can be seen on shirts, hats, visors and gear in offices, trade shows and at golf tournaments.

Their work may appear on pens, notepads and mouse pads in offices, on the employees shirts, on coffee mugs, on banners and table displays at charitable events, on sun visors and beverage holders at various outdoor events. If an item can display a company logo, Logo Express can provide the product.

“There are countless items that can serve as a company’s billboard – from a T-shirt to a key chain--and we work with area businesses who are always looking for unique and affordable products that can subtly, yet effectively, keep their name and logo before its market,” Fishman explained.

Quick turnaround time and attention to detail has made Logo Express the premier company of its kind in the area. “We have on-site graphic arts, embroidery and screen departments which allow us to produce a high quality product on a timely basis,” he added. “Quality control, deadlines and customer satisfaction are critical in this business. Our clients’ names and logos are constantly being promoted by using our products. We strive to insure that our clients receive quality products, on time, every time.”

Logo Express also provides additional services such as developing and operating online stores for clients such as Rinker Materials and Abbott Laboratories. These virtual stores allow employees to purchase a wide range of products on line. Logo Express manages the sites, in addition to managing the inventory, fulfillment, billing and shipping of the products.

An active member of numerous community organizations, Fishman believes in the importance of giving back to the community.

“The Business Development Board of Palm Beach County has been instrumental in our growth and our decision to relocate our headquarters here. Our location and the board’s support clearly have positioned us for future growth throughout the tri-county area and other parts of the country.”

Building businesses is nothing new for this native of Canada, a graduate of York University in Toronto. As a Chartered Accountant (the equivalent of a Certified Public Accountant), Fishman has experience turning around under-performing businesses. Several years ago, for example, he purchased a local staffing company that had annual revenues of \$500,000. In five years, the firm had \$7.2 million in revenues.

He sees the same potential with Logo Express.

“When I purchased the company, it had a strong client base with unlimited potential,” he said. “We’ve established ourselves as a major force in the promotional products industry in a short period of time, and look forward to continued growth.”

Starting Point Management, Organizational and Quality Systems “You must go slow to go fast”

Bernie Carmell, started Resource Development Group, Inc./Berkshire Management Institute in 1988 providing consulting services to meet the sometimes simple and more often complicated needs of individuals, teams, mid-level and senior management in their journey toward success. He found that once the outcome was determined, the rest required developing a process of facilitation, development, coaching support and goal achievement.



One of the questions senior and mid-level management often asks is: “How do we develop the strategies, systems, people skills and customer satisfaction indicators to meet the challenges of today and the future”? It seems that in our real world the lines are not all straight and connected. It’s messy. There is a lack of establishing a high sense of urgency related to the change/transformation process. Often senior management overestimates how much they can force big change on the organization and underestimates how hard it is to drive people out of their comfort zone. They lack patience, become paralyzed trying to reduce complacency and find their employees becoming defensive. The result is low morale and more resistance to change.

Starting Point Management, Organizational and Quality Systems (SP-MOQS) means just that. Where are you in the change process? Mr. Carmell works with you to identify the actions taken to date versus the results planned. It is a “big

picture” approach, not just looking at the current initiative, but looking back and forward at past and planned activities and practices. A needs assessment is conducted including the answers to questions like: “How do you communicate your vision to inspire everyone to achieve results?” “What is your culture/environment of past learning?” “What is the prevailing attitude about change?”

Organizations are often at different stages in their attempt to reduce costs, improve quality and customer satisfaction, grow and increase productivity, i.e., to implement change. The buzz word applications like self-directed teams, Six Sigma, ISO 9001, lean manufacturing, leadership, development are being presented as “the” answer and deliver some success. However, often the results are disappointing and not the success that was expected or sold. Bernie often sees wasted resources, burned-out, frustrated and scared employees. One reason for this is the selected intervention is a one-time short-term initiative.

“SP-MOQS ” is a long-term process. It is an in depth approach for organizational change and development. This holistic approach helps to optimize people and productivity and is supported under the consulting umbrella by various interventions including: Strategic Planning, Quality Management Systems Development and Organizational Development Programs and delivering a two-three year development plan.

For more information, contact Bernard F. Carmell, Resource Development Group, Inc. 2908 SW Shinnecock Hills Court Palm City, FL 34990 • (772) 219-1114 • www.developyou.org Email: mrebc@aol.com

BDB Highlights

At the Annual BDB Executive Committee Meeting on September 25, the 2003-2004 Executive Committee for the Business Development Board was announced:

Chair – Kevin Audin, Pratt & Whitney
Vice Chair – Thomas Lynch, Plastridge Insurance Agency

Secretary – Harry Weede, Wachovia Bank, N.A.

Treasurer – Edward Sabin, Implant Innovations, Inc.

The **BDB 1st Quarterly Upper Level Breakfast** was held at the Governors Club to a full house on Thursday, October 9th. Our guest speaker David Day, University of Florida's Director of the Office of Technology Licensing, spoke on "Technology Based Economic Development-Focus on Biotechnology."



Dale Hedrick, Hedrick Brothers Construction; David Day, University of Florida; Colin Price, REG Architects

On Friday October 10, the BDB hosted and organized a special press conference on behalf of Governor Jeb Bush and Dr. Richard Lerner announcing the Scripps Research Institute's decision to locate in Palm Beach County.



Larry Pelton, Dr. Richard Lerner, Gov. Jeb Bush

The Business Development Board celebrated its **Annual Dinner Dance** at the Ritz Carlton in Palm Beach on Friday, October 24, 2003. Guests danced the night away to the great music of the "Fabulons". Everyone enjoyed the variety of tasty hors d'oeuvres prior to a full evening of announcements, dining and dancing including the unveiling of the BDB annual 2003-2004 Profile Magazine. Guests enjoyed the special Hoffman's Chocolate "Hats Off to Our Members" favor. Special thanks to our **Grand Sponsors:** Palm Beach Park of Commerce/S&K Worldwide Realty, Inc.



Yulia and Steve Garine of Palm Beach Park of Commerce

and Rockefeller Group Development Company, **Corporate Sponsors:** Bank of America, Merchant Services Network, The Palm Beach Post, SunTrust Bank, Wachovia Bank, N.A. and **Supporting Sponsors:** Ernst & Young LLP, Parthenon Realty, LLC, Palm Beach Community College.



Carol Mastics, Lisa & Sid Poe, George Mastics

The BDB Annul **PACE Luncheon** "Preparing Students for the Workforce" was sponsored by The Workforce



Lake Worth High School Criminal Justice Academy Color Guard and Students

Alliance with Master of Ceremonies, Jim Sackett of WPTV News Channel 5 and featured guest speakers, The Rice Brothers (Greg and John) on Thursday, November 6th at the Crowne Plaza West Palm Beach. Once again the Rice Brothers gave an inspiring presentation



The Rice Brothers interviewed by Palm Beach Gardens High School The Education Network – T.E.N.

on the importance of dreaming big and overcoming the odds. Over 100 Palm Beach County high school students attended this luncheon thanks to the generous sponsorships of our members. Students and sponsors were represented with displays and tables offering information and interactions with their schools and programs.

We wish to thank Workforce Alliance, Inc. for its continued support and sponsorship of this event and for committing to next years event as well.

continued on page 8

BDB NEWS



Ken Montgomery, Ron Kaplan, Kathryn Schmidt, and John Schmiederer

Our special thanks to Office Depot, Inc. for generously sponsoring 10 students for our P.A.C.E. luncheon and for donating the great backpacks filled with supplies. In addition, thanks to Express Personnel Services for water bottles that were given to the students who attended the PACE Luncheon.

We wish to thank the following members for helping the BDB reach 100% sponsorship of students this year. We truly appreciate your support.

- The 5060 Group
- Ackerman, Link & Sartory, P.A.
- AFLAC
- AKA USA, Inc.
- Applefield Waxman, Inc.
- B/E Aerospace
- BellSouth Business Systems, Inc.
- Broad and Cassel
- Coldwell Banker Residential Real Estate, Inc.
- Computer Solutions Unlimited
- Corporate Creations
- EAP of South Florida, Inc.
- Florida Crystals Corporation
- Goldberg Jacobs & Company, LLP
- Gold Coast Builders Association
- Hardrives, Inc.
- Hedrick Brothers Construction Co., Inc.
- Jet Aviation, Ltd.
- Kirk Consulting Group, Inc.
- LBFH, Inc.
- MSI Merchant Services
- Nabi Biopharmaceuticals
- New England Tech and Florida Culinary Institute
- Office Depot, Inc.
- Palm Beach Atlantic University/Rinker Business Institutes
- Palm Beach County Education Commission
- Palm Beach County Film Commission
- Palm Beach Gardens Marriott
- Prudential Florida WCI Realty
- The Palm Beach Post
- The School District of Palm Beach County
- TopLine Printing and Graphics
- Quantachrome Instruments
- RSM McGladrey, Inc.
- Summit Global Partners, Inc./ Century Financial Services
- Wachovia Bank, N. A.
- Wafer World, Inc.
- Workforce Alliance, Inc.

CLUSTER UPDATES

Medical Pharmaceutical Cluster group met on November 5, 2003 at the BDB office. Larry Pelton gave an overview of the Scripps project. Scripps will launch a new generation of research from their Palm Beach County facility. The first phase of their new facility will open in approximately 2 to 2½ years. They will begin operations in a temporary lab/research building sometime next year. The Scripps' campus could include a teaching hospital, satellite facilities of multiple universities including Oxford and perhaps even a science high school. Gaby Kressly, Cluster Co-Chair, gave a presentation on the University of Miami School of Medicine (established in 1952 as Florida's first accredited medical school). Barbara Alexandrow, Lake Worth H.S. Medical Magnet Director, reported a need for 185 textbooks for medical magnet students. Ken Kirby, cluster Chair, asked companies to consider providing assistance to the high school, as well as, the need for medical consumables required by the Palm Beach Gardens High School Medical Magnet Program. He also assigned a subcommittee to work on this project. Trade Show Opportunities – Gary Hines mentioned the South Florida Bioscience Consortium will have a presence at BIO2004 in San Francisco June 6-9, 2004. This is the world's premier Biotech trade show and convention. Bioscience companies are encouraged to contact John Ray at Enterprise Florida

850.922.8784/jray@eflorida.com or Gary Hines 561.835.1008/ghines@bdb.org – regarding partnership opportunities in the Florida Pavilion at BIO2004.

Tourism/Recreation/Entertainment Cluster group met for a continental breakfast meeting at the Waterford Hotel in Palm Beach Gardens on Wednesday, November 16, 2003. ArtiGras committee members Brandy Upright (Event Director), Kelly Fanelli of Pivot Point, Inc. (Steering Committee) and Cindy Martin (Public Relations Consultant) gave a presentation on the upcoming Northern Palm Beach Chamber's ArtiGras event. Information was also presented on their new Circle Membership and its benefits (for more information visit www.npbchamber.com). Continued discussion on the launching of this cluster's dedicated "Tourism is Business – Stay'N Play" web page that will appear on the BDB website and be a "Members Only" content page. Co-Chair of the cluster group, David Collins, and sub committee member and designer of the web site Phyllis Maas of MaasMedia design encouraged all members to submit their material to launch this site by the beginning of the new year.

The Realtor's Round Table was hosted on location by The Palm Beach Park of Commerce on November 12 and was a packed house. Charles Wu, City of Palm Beach Gardens and John Sickler, Town of Jupiter gave presentations on the

building and expansion that is ongoing in both cities. Gary Hines answered questions on the Scripps Research Institute. Tim Dougher, introduced a new BDB realtor brochure that will be published in January 2004 for BDB members.

Aerospace/Engineering Cluster held a very special and exciting meeting on location at Palm Beach Community College. John Schmiederer (PBCC Vice President of Workforce Development) began with a power point presentation on the exciting new buildings and workforce programs available. A tour of the Education Training Machinist Program was given by Michael Calloway with a demonstration of the computer technology linked to the new machinist programs for training and certification at the brand new building. Mr. Calloway has written many of the computer programs for this technology. A presentation on the National Aerospace Technical Education (SpaceTEC) Program that is now at PBCC was given by Dr. Tom Steffen. He brought this program to PBCC and has been working nationally, with NASA and the Government to secure grants to continue this program at PBCC as well as 3 other member colleges. It is in its second year and paves the way for the next steps to develop a national infrastructure and partnerships, develop aerospace technician skills standards and endorses our national certification process. Followed by Michael Lively, Electronics Engineering Department Chair & Tech Professor, who introduced the new "Virtual" degree programs available online through PBCC. Mr. Lively wrote the initial program and is constantly updating it for PBCC and is excited about the opportunities this presents to students to be able to learn and obtain degrees via the internet. A walk to the Professional Pilot Technology Lab followed as Peggy Lang, Department Chair and Pilot Instructor gave an overview of the pilot training at PBCC and a demonstration on one of the many flight simulators.

The Equestrian Activities Department – For the second consecutive year in Wellington, Florida, the 120th National Horse Show was held over Thanksgiving weekend from November 26-30. The event featured top riders in the US qualified to compete and was produced by Stadium Jumping, Inc. for the National Horse Show of America, Ltd., at the Palm Beach Polo Equestrian Club show grounds, home of the Winter Equestrian Festival. "The National has added an elevated dimension and has a major economic impact to Palm Beach County's expanding Equestrian industry" says Linda

Wirtz VP of Equestrian Activities at the BDB. The National hosted 600 horses vying for national championships and more than \$380,000 in prize money. The equestrian disciplines of show jumping, hunters, equitation, and sidesaddle were featured, as well as dressage. Record-setting crowds overflowed the 7500-capacity arena for the Jumping Under The Stars and the AGA Championship Grand Prix. Highlighting Friday's evening classes, held as part of Jumping Under The Stars, was Wellington's own Norman Dello Joio riding Glasgow owned by The Glasgow Group and won the \$100,000 National Horse Show Jumper Championship CSI-W presented by Lexus. A resounding finale to the 120th National Horse Show was a packed house for the \$100,000 Budweiser AGA National Championship presented by Chesapeake Petroleum and Margie Engle of Wellington, riding Hidden Creek's Perin took the win, besting a field of 20. This years event was filled with excitement and was a grand and glorious success. Eugene Mische, president of Stadium Jumping, Inc. and a director of the National Horse Show Association of America, Ltd., said "From the standpoint of the horse show, we couldn't have choreographed two better classes than what came out of the competition here and that's because we did have the top riders in the country participating. We're looking forward to next year." The 121st National Horse Show will be held next year in Wellington, FL, from November 30 through December 5, 2004, at the Palm Beach Polo Equestrian Club. Please visit www.bdb.org/Equestrian or contact Linda Wirtz at 561-835-1008, email lwirtz@bdb.org for information on Equestrian activities in Palm Beach County.

The Space Alliance Technology Outreach Program (SATOP) - The BDB has once again contracted with NASA to market SATOP to local companies. The program offers up to 40 hours of FREE technical assistance from a NASA certified engineer. If your company is in need of technical assistance please contact Tim Dougher at 561.835.1008 or tdougher@bdb.org

Everyone at the BDB would like to extend a special thank-you to Hedrick Brothers Construction Company and REG Architects for all their support, hard work and patience with our new building.

The Business Development Board is a private, not-for-profit corporation founded in 1982 as Palm Beach County's official economic development organization. We work to attract and retain business investment through corporate relocations, expansions and international trade; and provide marketing support and business networking services through a paid membership organization that partially funds our economic development services. Since 1993, more than 225 company relocations and expansions assisted by the Business Development Board resulted in the creation of over 22,000 jobs and added in excess of \$4 billion to the Palm Beach County economy. The BDB is the "Official Economic Development Organization of Palm Beach County" and Enterprise Florida partner.



Palm Beach Park of Commerce

- Located on the Beeline Highway and Pratt-Whitney Road with easy access to I-95, the Florida Turnpike, Port of Palm Beach, Palm Beach International Airport and North County Municipal Airport
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