



The Business Development Board
Prospector

A QUARTERLY PUBLICATION FOR BDB MEMBERS

Calvin, Giordano & Associates

BREAKING NEW GROUND

with cutting-edge technology

THE PORT COMMITS TO PROMOTION OF INTERNATIONAL TRADE

The Port visited the Dominican Republic and several islands in the Commonwealth of the Bahamas.

p.06

SECURING YOUR 401K

Global Fiduciary Advisors, LLC: specializing in providing fiduciary consulting, investment advisory and educational services to small and mid-sized companies.

p.08

LOCAL TEMPORARY HOUSING COMPANY EXPANDS GLOBALLY

Stress Free Corporate Housing is a national provider of short and long term temporary housing

p.10

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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 1994, more than 430 company relocations and expansions assisted by the Business Development Board resulted in the creation of over 35,000 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.



p. 04



p. 06



p. 08



p. 10

Business Development Board

PALM BEACH COUNTY'S BUSINESS RESOURCE

CONTENTS

SUMMER | 2005

FEATURES

PAGE

02 A Letter to our Members
Kelly Smallridge, President

04 Market Flexibility
Calvin, Giordano & Associates

06 The Port Commits to Promotion of International Trade
Port of Palm Beach

08 Securing Your 401K
Global Fiduciary Advisors, LLC

10 Local Temporary Housing Company Expands Globally
Stress Free Corporate Housing

INSIDE NEWS

PAGE

11 BDB Bulletin Board

COVER
 John Downes, CGA Executive Vice President, inspects a job site in Boynton Beach. -WPB, Florida

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A Letter to Our Members

Kelly Smallridge

President of the Business Development Board

Dear BDB Members:

Another year is behind us and although we faced some challenging times, the Business Development Board is very proud of its annual accomplishments. In the 2004-05 fiscal year, the BDB closed 17 projects, creating over 1,800 primary jobs at an average annual salary of \$49,000 and a fiscal impact of \$8 million in taxes paid by the companies we directly facilitated. On October 1, 2005, we launched our new strategic plan which will lead the Business Development Board to higher levels of economic development.

Our primary goals include the following

- Closing 20 project creating 2000 new jobs
- Increasing our membership base to 450 members
- Reaching out to 200 businesses through our existing industry visitation program to facilitate expansion and retention
- Increasing our pipeline of national and international relocation prospects from 100 to 200
- Creating greater awareness of the Business Development Board's programs
- Increasing our regional economic development strategies to include Martin, St. Lucie and Indian River Counties in addition to Broward, Miami-Dade and Monroe
- Strengthening our relationships with municipalities, the Palm Beach County Film Commission, Cultural Council, Convention and Visitors Bureau and World Trade Center
- Continuing coordination of economic development, education and employment programs through the QE 3 Program with Workforce Alliance and the Education Commission as key partners

Central to these goals are the partnerships we facilitate and nurture. Partnerships which encourage the collaboration of business, educators and elected officials to build a common vision of what our county will become in the next decade.

With that said, the BDB served as a major partner in the county's Economic Summit held November 9-10 at the Convention Center and we look forward to presenting the results of this collaborative effort in the very near future.

I also want to recognize the BDB's 2005-06 Board of Directors working under the dynamic leadership of Chairman Charlie Rutherford of Rutherford, Mulhall P.A. Your directors bring great leadership and enthusiasm to the organization and represent many different sectors of our Palm Beach County business community.

Most importantly, I thank you for your continued support of the BDB through membership and by working with us to create programs that add value to our region. I look forward to an incredibly successful year.

Sincerely,

A handwritten signature in black ink that reads "Kelly Smallridge". The signature is written in a cursive, flowing style.

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MARKET

Flexibility

Is Key to

Calvin, Giordano & Associates' Success



When you walk through the doors of the office of Calvin, Giordano & Associates (CGA) in West Palm Beach, you won't see names, titles or closed doors. There are open workspaces and open sharing of ideas. This is how work gets done at CGA, a South Florida-based engineering, planning, landscape architecture, air quality, surveying and data technology firm employing 140 professionals in five offices statewide.

"We believe in hiring smart, motivated people and providing a collaborative environment to work in," said CGA President Dennis Giordano. *"Our team of diverse professionals has the knowledge and experience that span the entire spectrum of the engineering design process. They see a project through from surveying to planning to engineering to construction management."*

The engineers, surveyors, planners and staff members all contribute expertise and innovative ideas, capitalizing on the firm's multidisciplinary strength. CGA's designs and solutions exceed clients' expectations, and continually break new ground with cutting-edge technology. The company provides these new services to its expanding client base.



John Downes
EXECUTIVE VICE PRESIDENT

The success of this focused approach is affirmed by CGA's steady growth. In the last three years, the company has grown over 33 percent per year, according to John Downes, CGA Executive Vice President. *"We've experienced rapid growth, and the West Palm Beach office has been instrumental in that growth. This July, we will double our office space in West Palm Beach and hire six additional employees. We just opened an office in Fort Pierce from which we plan to expand our client base northwards,"* Downes said. *"All of this is in addition to adding 6,000 square feet to our headquarters in Fort Lauderdale."*

Scott Brunner, P.E., is an example of the supportive spirit at CGA. Brunner is responsible for two company divisions - he is in charge of running the busy West Palm Beach office as well as heading up CGA's Traffic Engineering Division.



Scott Brunner, P.E.
ASSOCIATE, TRANSPORTATION,
ENGINEERING & PLANNING

The firm has pioneered privatized services for many South Florida municipalities. This combined public/private sector experience allows CGA to explore avenues for clients that would not be open to firms that only specialize in only one or the other. CGA's municipal client base in Palm Beach County includes the cities and towns of Greenacres, Jupiter, Lake Park, Lantana, Riviera Beach and West Palm Beach.

CGA's private development projects in Palm Beach County include GL Homes, Nationwide Realty, TW Acquisitions and Adar Developer Group. Among the projects are the redevelopment of a three-acre site on the ocean on Singer Island, the development of the Cannonsport Marina site in Palm Beach Shores, and The Imperial, a 20-story high-rise in downtown West Palm Beach.

Downes said his involvement with the Business Development Board (BDB) has been beneficial both personally and for his company. *"The BDB has exposed me to some of the other leading business people in the community. It provides a forum to present CGA's qualities to other business leaders while at the same time to work for the best of Palm Beach County,"* he said.

CGA's West Palm Beach office is located at 560 Village Boulevard, Suite 340. Additional CGA offices are in Fort Lauderdale, Homestead and Orlando. For additional information, call (561) 684-6161. You may also visit CGA's website at www.calvin-giordano.com. ■

PORT COMMITTS TO PROMOTION OF INTERNATIONAL TRADE



Port Commission Chair Blair Ciklin (left) greets Bahamian Minister of Tourism Obadiah Wilcombe at the Port.

THE PORT'S FIRST EVER TRADE MISSION

led by Port of Palm Beach Commissioner Wayne M. Richards, and joined by Port Commissioner Edward R. Oppel, showcased the Port's commitment to its leading trading partner: the Caribbean. On February 27 through March 3, the Port visited the Dominican Republic and several islands in the Commonwealth of the Bahamas. This mission was planned and coordinated with the joint efforts of The World Trade Center Palm Beach.

The 25-member delegation included city officials from Riviera Beach and Belle Glade, plus several major businesses, which are now beginning to see the benefits from their participation with both the Dominican Republic and the Bahamas.

"This mission, and others to come in the future, will set the path for local businesses, cities and Palm Beach County as a whole to embark on new opportunities, reaping remarkable benefits," Port Commissioner Richards said.

In response to an invitation by Commissioner Richards made during the Port's trade mission, the Port welcomed the Honorable Obadiah Wilcombe, Bahamian Minister of Tourism, and his delegation to the Port on July 21. The group met with local area business leaders and participated in roundtable discussions on strengthening the continued mutually beneficial relationships with the Caribbean.

With the resounding success of last year's Caribbean trade mission, the Port is planning its next trade mission to Barbados and Trinidad & Tobago for February 5-9, 2006. The four-day mission will take place again with the World Trade Center Palm Beach, and support from Enterprise Florida and the U.S. Commercial Services.

"Unlike this year's mission, which visited Caribbean nations that already are among the leading trading partners of the Port of Palm Beach," Port Commissioner Richards said, *"the upcoming trip is to a pair of Lower Lesser Antilles nations that, while already served by the Port through Tropical Shipping, have vast untapped potential for future commerce."*

Barbados and Trinidad/Tobago currently acquire only about 30 percent of their imports from the United States. The upcoming mission received unanimous support from the Port of Palm Beach District Commission at their June board meeting. Commissioners cited the importance of the Port's role in fostering enhanced trade relations throughout the Caribbean region and the world.

In addition to one-on-one interactions between business representatives, the mission will include meetings among public officials, with formal 7 trade relationships being forged. ■





February 5-9, 2006

Exploring the Excellent Opportunities in Barbados and Trinidad/Tobago

Organized by The Port of Palm Beach and The World Trade Center Palm Beach,
With assistance by the US Commercial Service and Enterprise Florida



World Trade Center Palm Beach

You are cordially invited to participate in the second joint trade mission of the Port of Palm Beach and World Trade Center Palm Beach. This mission will provide opportunities for businesses large and small that seek to enter, or enhance their position in, the import-export arena.

Trade missions serve to generate new business while solidifying ties across international borders, and we look forward to the results this mission will bring to our community and the island nations we visit.

With full travel and meeting packages starting at \$2,250 and guest packages at \$1,050, there is no better time than now to expand your business.

Early Bird Deadline is October 14 and final deadline is December 14.

Contact Business Development Coordinator Lisa Schillig at 561-383-4127 for more information, or visit our website at www.portofpalmbeach.com.



Securing



Your 401(k)

A Benefit For Your People
And Your Company

GLOBAL FIDUCIARY ADVISORS: Wouldn't it be great to make a move that not only provides a long-term benefit to your employees and also makes long-term financial sense for your corporate bottom line? That's the thrust of the retirement plan services offered by Boca Raton based Global Fiduciary Advisors LLC.

In this day and age helping employees plan for retirement has never been more important and a series of scandals and new government regulations have made securing 401(k) plans more difficult than ever. Yet, many small and mid-sized companies don't have the resources available

Before founding Global Fiduciary Advisors in 2004, Bent spent more than 20 years managing U.S. and international benefit programs for several multinational corporations and governmental organizations, including the United States Federal Reserve System, Viacom/CBS and Tyco International.

The need for oversight is paramount when you consider the ever-changing landscape of business retirement plans.

In the 2002 to 2003 fiscal year alone more than 11,000 civil suits were filed concerning retirement plan benefits. Many of those suits focused on the amount of fees the 401(k) plan providers

Global Fiduciary Services offers a package of solutions to help you protect your employees and your organization.

On an outsourced consulting basis the company will analyze your fund managers, administration providers and external consultants with an eye on saving money while maximizing the return on your employees' investment.

As part of the process the company will review your 401(k) plan regulatory compliance and advise you if any of your providers are under government review, investigation or sanction. If the government has paid attention to any of your



In this day and age helping employees plan for retirement has never been more important and a series of scandals and new government regulations have made securing 401(k) plans more difficult than ever.

to properly monitor their packages to make sure their employees are getting the highest level of benefits possible while also making sure that their organization is in full regulatory compliance.

"In 2005 reviewing and managing retirement plans is no longer an option," said Global Fiduciary President Robert Bent. "It is a mission critical project for any company that wants to limit their exposure to civil litigation and protect the interest of their loyal employees."

Global Fiduciary Advisors is one of only a handful of independent companies that specialize in providing fiduciary consulting, investment advisory and educational services to small and mid-sized companies looking to have the maximum level of oversight possible for their 401(k) plans.

were charging. What makes this worse for companies is that these charges often appear "invisible" because they are simply subtracted from the worker's account balance before they receive a statement.

In response to the litigation and scandals in the retirement plan industry, the government has put in place new regulations for companies to follow in order to protect the retirement benefits of their workers.

"Many companies may not realize that they are not only depriving their employees of benefits they have earned, but they are also putting themselves at risk for corporate litigation," Bent said. "Unfortunately many small and midsize businesses simply don't have the time to review their 401(k) plan status. Instead their time is spent administering the plan and answering employee questions."

providers Global Fiduciary Advisors will find out why.

After reviewing your provider's fee schedules, your plan's investment funds and your compliance position, the company will supply you with a list of recommendations and work with you to implement any fixes that may be necessary.

"Our goals are simply to provide high quality diversified investments with the largest potential returns along with hassle free administrative services" Bent said.

For more information about Global Fiduciary Advisors and their services, call (561) 852-3979 or access www.globalfiduciaryadvisors.com. ■

Local Temporary Housing Company expands Globally

STRESS FREE CORPORATE HOUSING is a national provider of short and long term temporary housing with its executive offices located in Pembroke Pines, Florida. It has recently developed a global network partnership in Europe and Hong Kong to add to its growing list of network partners in the United States and Canada. All network partners have pledged to maintain the highest standards in the industry.

Darin Karp its president started the company as an extension of his real estate business with the idea of supplying fully furnished temporary housing to homeowners who had sold their home and were waiting to move into a new one that was being built. The company has consistently experienced double digit growth and has since evolved into a multi million dollar supplier of temporary housing to major corporations relocating employees, executives and consultants on short term assignment, professional sports teams as well "snow birds" visiting Florida during the winter season. Over the past five years it has become one of the largest independent suppliers of temporary housing where the average stay is 90 days.

"We are focused on insuring our name is synonymous with how we do business". The company philosophy of a "Stress Free Corporate Housing" has grown to include customer service second to none in the industry. Clients regardless of size are assigned a team consisting of a sales representative and account coordinator who together provide an ongoing one point of contact to help make sure their stay is as comfortable as possible. Stress Free Corporate Housing believes in exceeding their client's expectations and places client satisfaction a top priority. *"We offer a 24 hour guarantee".* If the client is not satisfied with their accommodations they have the option of another apartment or can cancel entirely.

Stress Free Corporate Housing is working very hard to develop a brand name that is recognized in the industry as a provider of upscale properties for clients in suburban and urban marketplace. *"Our account coordinators phone clients upon move in, and prior to move out to evaluate their overall experience."*

Unlike other temporary housing suppliers who either own their units or take out long term leases, thus limiting availability of location, Stress Free Corporate Housing takes leases out on upscale apartment complexes on an as needed only basis. Stress Free Corporate Housing is then better able to place its clients in a location that is as close, and most convenient as possible to their temporary work assignment any where throughout the United States as well as international locations. This also insures they keep occupancy rates above industry averages allowing them to be more competitive than most companies.

Corporations are well aware that employees away from home for extended periods of time tend to be less productive if living in an unfamiliar and uncomfortable environment. *"We also provide destination service that includes help with learning about registering for local schools, motor vehicles, setting up banking, local restaurants, and help with initial food shopping".* Clients choose Stress Free Corporate Housing for a variety of reasons such as; the apartments are more comfortable, homier feeling, full size kitchens, spacious bedrooms and are less expensive then hotels. Most complexes are gated; include such amenities as swimming pool, washer and dryers in unit, health club and in some cases tennis and golf. The day after arrival all guests receive a phone call from their account coordinator to make sure everything meets their expectations. A welcome package is also provided that contains some snacks, new address and phone number, emergency contacts, mailbox keys and number and gate codes.



The Executive Team at Stress Free Corporate Housing

Stress Free Corporate Housing makes accounting easy for their clients by supplying one central monthly bill. Project managers especially like the idea of getting one bill that includes rent, electricity, cable, telephone, and DSL as well as maid service for all their employees.

Stress Free Corporate Housing community involvement includes membership in the Broward Alliance, South East Florida Apartment Association, Business Development Board of Palm Beach County and Southeastern Regional Relocation Council, ERC and SHRM. ■

Stress Free Corporate Housing is located at
1851 NW 125th Ave.
Pembroke Pines, FL 33028
(954)436-1050 or 1(877)352-7356
www.stressfreecorporatehousing.com



BDB Bulletin Board



AVIATION / AEROSPACE / ENGINEERING

The Business Development Board will participate at the National Business Aviation Association (NBAA) 58th Annual Meeting & Convention to be held Nov. 9-11 at the Orlando Orange County Convention Center and nearby Orlando Executive Airport in Orlando, FL.

The hall, which houses nearly one million square feet of floor space, will be able to accommodate more than 5,000 booth spaces. Orlando Executive Airport will have a static aircraft display capability in excess of 150 airplanes.

The BDB offers Aviation/Aerospace/Engineering Cluster members the opportunity to partner in the BDB's 10' x 20' booth for a cost of \$1,000 each. To take advantage of this opportunity to showcase your company and meet business aviation decision makers, contact Becky Magaw, Business Development Manager, at (561) 835-1008.

Recently, NBAA selected Orlando, FL as the new venue for the Convention which will take place a week earlier than originally planned. The announcement comes after NBAA was forced to move the event from New Orleans, LA, because of the devastating impact of Hurricane Katrina. For more information, visit <http://web.nbaa.org/public/cs/amc/2005/>. ■

BIO SCIENCE

The Scripps/Oxford International Biotechnology Conference A New Model for Bioscience, Biotechnology and Bio-Medicine

The Scripps/Oxford International Biotechnology Conference will be held Nov. 13-15 at The Breakers Palm Beach, FL. Featuring 300 scientists and business executives, the symposium will thrust Florida's growing Life Sciences industry further into the international spotlight. The two-day Conference is designed to give attendees the

(continued >>)

opportunity to hear scientists from around the world including those from The Scripps Research Institute and Scripps Florida. Attendees will learn about the state-of-the-art advances in the areas of bioscience, biotechnology and biomedicine. An optional one-day pre-Conference opening and closing on Nov. 13 focuses on advances in neurodegenerative diseases of aging and technologies for drug discovery.

Registrations are accepted for either Conference. Attendance at either one includes a Sunday evening reception with scientists, senior managers and trustees from The Scripps Research Institute. Registration information is available at www.bdb.org. ■

BIO 2006 Annual International Convention

The Business Development Board will participate at the BIO 2006 Annual International Convention (Apr. 9-12, 2006, Chicago, IL) and invites all members associated with the Bioscience or a related industry to participate.


BDB will occupy a 10' x 20' booth within the Florida Pavilion. The Biotechnology Industry Organization (BIO) represents more than 1,000 biotechnology companies, academic institutions, state biotechnology centers and related organizations in all 50 U.S. states and 33 other nations. BIO members are involved in the research and development of health-care, agricultural, industrial and environmental biotechnology products. For more information, please contact Elizabeth Rose, BDB, at (561) 835-1008. ■

ECONOMIC SUMMIT 2005

Business Development Board President Kelly Smallridge has been working with the County's Economic Development Department on Economic Summit 2005 to be held Nov. 9-10 at the Palm Beach County Convention Center in West Palm Beach.

The purpose of the Summit is to establish a 21st Century Vision for Palm Beach County. The planning process will draw upon case studies of communities in the U.S. and Europe comparable to Palm Beach County in location, size and demographics which will provide an experiential educational forum. The Summit will visually highlight growth and development strategies of five (5) to ten (10) similarly situated and sized coastal and rural communities. (continued on page 12 >>)


(continued from page 11_ECONOMIC SUMMIT 2005)

To register, please visit <http://www.pbcgov.com/economicsummit2005/>. For additional information, contact the Office of Economic Development at (561) 355-3624. 

TECHNOLOGY

State Universities Complete High Speed Data Network - Whether mapping genes, probing elemental particles or monitoring global warming, more and more scientists rely on massive data vaults located at universities and institutions around the world.

Now, researchers at the University of Miami and nine other Florida universities have a computer network that ensures that capability - one faster than any other education-based network in the Southeast and among the top in the nation in speed and capacity. More than two years in the making, the Florida Lambda Rail Network is expected to be operating among all its member universities by the end of June 2006.

The network, which can move information at speeds of 10 gigabits per second, has space for a total of 32 10-gigabit networks, or channels. The result: The next generation Internet has 100 times more capacity than what was available to the universities previously - capacity that members will be able to purchase at a fraction of its current cost. 

Provided by the Internet Coast.

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Enhance Your Workforce

- Increase productivity
- Improve workplace safety
- Increase customer satisfaction
- Strengthen employee retention

The Palm Beach County Literacy Coalition can provide instruction in English, reading and GED skills for employees at your job site. Class content is customized to meet employer and employee needs.

To find out how your business can participate in workforce education, call the Palm Beach County Literacy Coalition at **800-273-1030** or contact courtney@pbcliteracy.org

Literacy is Good Business!

**PALM BEACH COUNTY
LITERACY COALITION**
www.pbcliteracy.org

EXPANSIONS AND RELOCATIONS

The Business Development Board is pleased to have announced the expansion and relocation of three companies to Palm Beach County, **Osmotica Pharmaceutical Corp.**, **On-Card, Inc.** and **Boca Java Gourmet Coffee & Tea.**

Osmotica Pharmaceuticals Corp.

The Business Development Board announced that Osmotica Pharmaceutical Corp has relocated its corporate headquarters from Wilmington, NC to Boca Raton, FL. The project was referred to the BDB by John Ray, Vice President, Bioscience with Enterprise Florida. Osmotica is a private, global specialty pharmaceutical company which develops manufacturers and commercializes proprietary prescription products. Using its innovative drug delivery platforms, the company has developed eight products in six different therapeutics categories which are currently marketed in 14 countries. Osmotica's primary research and development is conducted in its facilities in Buenos Aires, Argentina where it employs approximately 40 people.

Following a building tour organized by the BDB, Osmotica selected the Sanctuary Centre building at 4800 North Federal Highway where the company will occupy 6,200 square feet. The relocation will bring 25 corporate jobs to Palm Beach County. The real estate transaction was handled by Greg Martin of Cushman and Wakefield. Osmotica CEO Juan Vergez stated that "*South Florida is an ideal location for the company's corporate headquarters because it facilitates access to our research facilities and business partners in South America, Europe, and the U.S. Also, the support of Palm Beach County and the State of Florida for biotechnology and pharmaceutical companies, including the growing infrastructure in this region, was an important factor in our relocation decision.*"

BDB President Kelly Smallridge said, "*We are delighted to have Osmotica Pharmaceutical as a new corporate citizen of Palm Beach County. The timing of their relocation decision is especially gratifying as the BDB, in partnership with the Board of County Commissioners and Enterprise Florida, launches a major marketing initiative to attract and grow the bio-science industry in Palm Beach County.*"

For information please contact Richard E. Martin, CPA, Chief Financial Officer, Osmotica Pharmaceutical Corp. at (561)362-8112 ext. 1009
Fax: (561)362-8167. ■

On-Card, Inc.

The Business Development Board assisted On-Card, Inc., a company that recently moved their headquarters to Delray Beach, FL, expand their facility and position them for additional growth. Their new 7,200 sq. ft. facility and equipment can accommodate high volume and quick delivery of their product.

On-Card, Inc. is the designer and manufacturer of a unique direct-marketing tool. Their product, a self-mailer card with an instant gift card attached, allows companies to increase positive communication between marketers and consumers.

The BDB assisted this young company with a property search, and facilitated in the process of securing \$34,291 via a training grant from Workforce Florida, Inc. On-Card expects to grow to approximately 40 employees in the next few years.

For information, contact Pablo del Real, Chief Marketing Officer, On-Card, Inc. at (800)243-8440 or visit www.on-card.com. ■

Boca Java Gourmet Coffee & Tea

The Business Development Board is proud to have assisted Boca Java Gourmet Coffee & Tea in relocating their headquarters from Jacksonville to a 30,000 sq. ft. facility in Boca Raton, FL. This was made possible with assistance from Workforce Alliance, Inc. and BDB member Andrew Barbar, Barbar Real Estate Company.

Boca Java is a direct-to-consumer specialty retailer of gourmet coffees, teas, cocoa and gift baskets with primary distribution to date

through the Internet. Boca Java was recognized on *The Today Show* as a top pick for gourmet coffee and tea. They expect to hire 140 employees in Palm Beach County within the year.

For more information, please contact Boca Java President Bruce Frcek at (904)367-1776 ext. 2221. ■

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