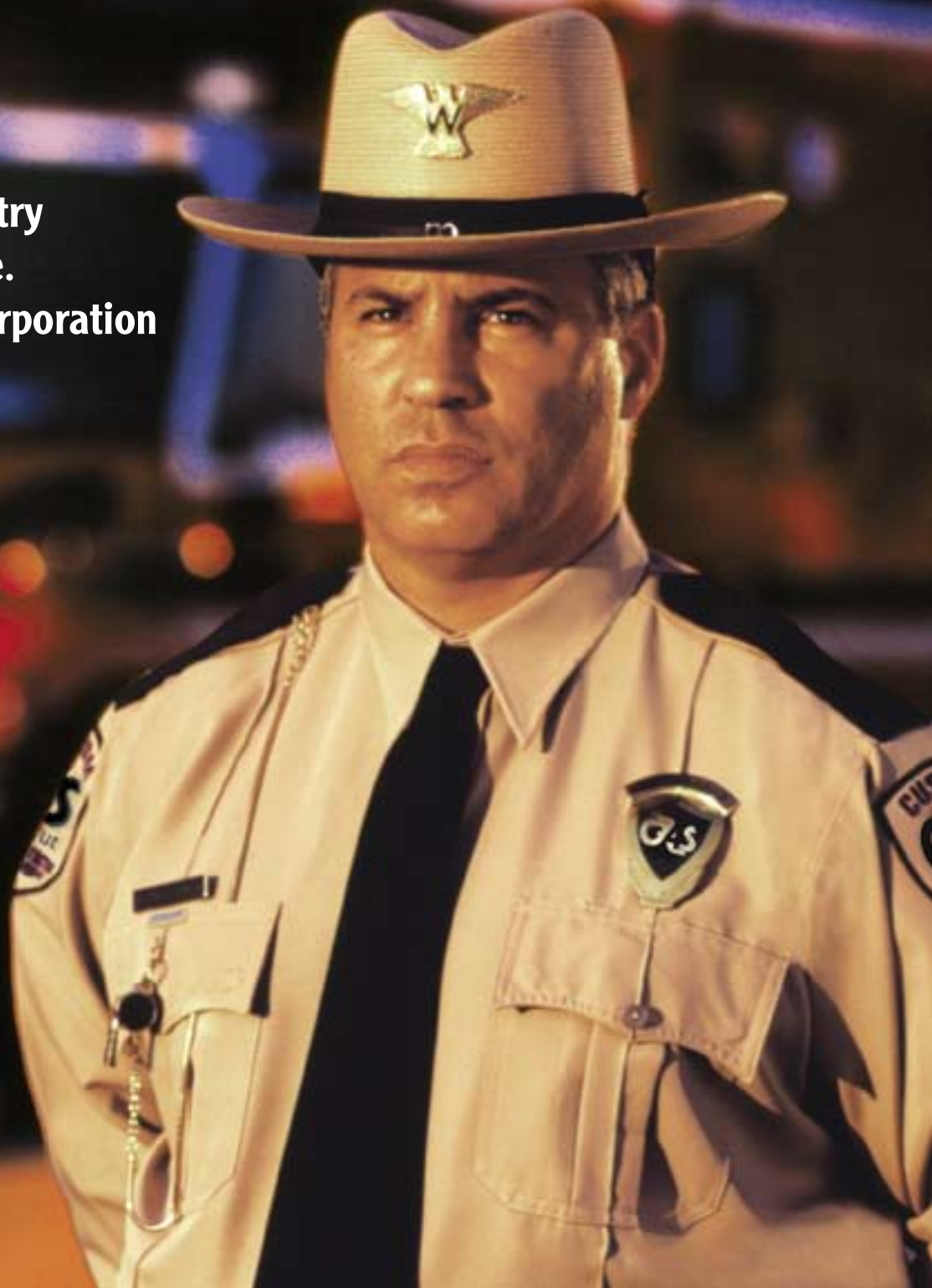


THE PROSPECTOR

A Quarterly Publication of the Business Development Board of Palm Beach County, Summer 2007

**The security industry
continues to thrive.
The Wackenhut corporation
leads the way.**



the cynfyn solutions saga



When one ponders how to express the true virtues of a company, many a thought comes to mind. There's always the old faithful extolling of corporate virtues and best business practices...*but where is the fun in that?* Instead, brace yourselves for a fun read and what should end up being a truly insightful view of one of the up and coming **new media** companies in our area.

Cynfyn's tagline **"you have the vision, we have the solution"** is actually a relatively recent addition to this seven year old firm's branding. It's been the better part of a couple years now that Chief Operating Officer/ Principal, **Paul Ramkissoon**, joined the Cynfyn team. That move along with a merger and a marketing effort here and there, have altered the Cynfyn saga and the landscape of custom website and database design in our area.

But before we get into that...lets travel back in time some 18 years or so to Lake Worth Middle School and Paul had just emigrated from the small country of Guyana, South America to our neck of the woods. As fate would have it, attending the same school, was a somewhat shy and quieter young man, himself the son of Colombian immigrants, by the name of **Alexander Aguilar**.

Paul would go on to lead, own and operate several successful ventures, while Alex would put his NASA & Siemens background to good use in 2000 by starting a little known company at the time, **Cynfyn Solutions, Inc.** No one could predict that their kindled friendship would eventually result in a prosperous and well respected business almost two decades later.

A PORTFOLIO PEEK

PlastridgeInsurance.com



"The team at Cynfyn were very professional and creative in redesigning our site. I could not be happier with the end results!"
- Mr. Brendan Lynch
Youngest Director in BDB History

MyBeeswax.com



"Cynfyn Solutions and their staff of highly talented individuals have done a tremendous job taking our vision and creating a modern version of a business directory. They have over delivered our expectations and will be our only choice for future endeavors."
- Scott Leonaggeo
Managing Director

Nowadays, in the Cynfyn corporate culture it's more **scary** tale than fairy tale, but all kidding aside, it's business stories like these that lend well to childish imagination and the inevitable "what if" scenarios. However, speculation doesn't hold a candle to Cynfyn's deep roots, a foundation that has allowed the company to forge ahead and establish its leadership as a unique entity in our area.

On a more corporate note, Cynfyn was recently named one of four finalists for **IT Florida's Small Business of the Year**. In fact, they were the only website and database design firm to make the cut. That recognition was thanks in no small part to Cynfyn's newest and most creative principal, **Mark Rossmore**. Thanks to the successful negotiation and subsequent merger in 2005 of Cynfyn and Mark's powerhouse creative company, Wicked Penguin (based in Miami), the quality and level of expertise jumped up to "boutique standard" and suddenly Cynfyn was all the talk in the industry. The successful retention of Wicked Penguin talent and strides made over the past two years has the company positioned for explosive growth in its primary markets of North America and Latin America over the next few years...although if you talk to the COO he'll probably use the term "scalable growth".

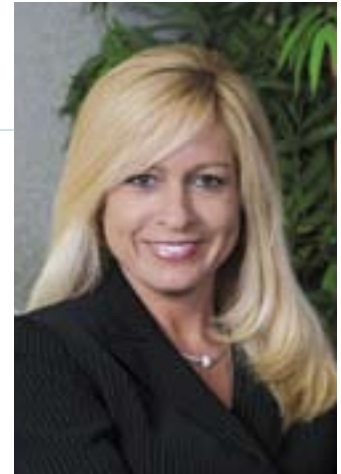
An emphasis on community involvement and charitable support is inherent in the Cynfyn culture. Cynfyn is a proud member of the Business Development Board of Palm Beach County. If you're interested in a **FREE E-business consultation** and/ or related BDB member discounts, please contact Cynfyn's Director of Business Development, **Mr. Brian Butler** (as his name suggests...he's at your service) at bbutler@cynfyn.com or via telephone at 561.396.8400.

For more information, please visit Cynfyn's website at **www.Cynfyn.com**.

CYNFYN SERVICES

- Website design
- Animation
- Database
- E-Commerce
- Online Marketing
- Brand Strategy
- Print Media
- Networking
- Web Hosting
- CD/DVD Media

A LETTER TO OUR MEMBERS



Kelly Smallridge
President & CEO of the
Business Development Board

Dear Members:

The first three-quarters of the Business Development Board's 2006-2007 fiscal year were a successful time for the organization, and I am delighted to report that all budgetary goals thus far have been either met or Surpassed. The BDB also is pleased to report that the results of the 2005-2006 year-end financial audit are in order.

There are many exciting events and happenings taking place at the BDB, including:

- The BDB has applied for Accredited Economic Development Organization (AEDO) certification from the International Economic Development Council. This certification is the highest recognition for economic development organizations (EDO's) nationally. There are just 26 accredited EDO's in the United States and only 2 in Florida. The final site evaluation for the BDB will be September 4 & 5.
- To date the BDB has assisted 18 relocation and expansion projects that combined are creating 3,598 new jobs, occupying 1,025,300 square feet of office and industrial space and with a combined capital investment of \$269,326,000.
- In May, the BDB partnered with Enterprise Florida and exhibited in the Florida Pavilion at BIO 2007, leading a delegation of Palm Beach County ambassadors to Boston for the world's largest biotechnology gathering. Representatives included individuals from BioTools, TransDermal Technologies, The Greater Boca Raton Chamber of Commerce, Florida Atlantic University, Workforce Alliance, Ruden McCloskey, Palm Beach Community College, STH Architects and the Rendina Companies, who were on hand with BDB staff to promote Palm Beach County and the state's unique, cutting-edge biotechnology climate. The BDB was the only Florida economic development organization to advertise in BioHub, a special section in the Sunday, May 6 edition of The Boston Globe, which reached more than 1 million people.
- The upcoming annual dinner, which will commemorate the BDB's 25th anniversary, will take place Saturday, September 15, 2007 at the Kravis Center. (Please contact Angela Gomez, or consult the Web site, for further details.)
- The BDB will, along with its state partner-Enterprise Florida and its two counterparts to the south Broward Alliance and Miami-Dade Beacon Council, participate on a Canadian mission September 23-28.
- Also in September, the BDB will have a Palm Beach County booth at the National Business Aviation Association (NBAA) annual meeting and convention in Atlanta. The three-day convention (Sept. 25-27) is the world's largest gathering of general aviation companies and executives. BRPH, Crowne Plaza, Express Personnel (Boca office), and Palm Beach County Workforce Alliance will join BDB staff in promoting Palm Beach County to targeted prospect companies in the aerospace/aviation/engineering industry.

The above is just a sampling of the recent accomplishments and events undertaken by the BDB. For detailed information about the BDB and upcoming events, visit our Web site www.bdb.org - and watch for e-mails about opportunities that are available only to our members. It is due to your support that we are able to bring solid economic projects to fruition that contribute to the sustainability of Palm Beach County's economy.

Sincerely,

A handwritten signature in brown ink, appearing to read 'Kelly Smallridge', written over a light blue horizontal line.

Kelly Smallridge
President & CEO

BOARD OF ADVISORS

Aflac
Akerman Senterfitt
Alexandria Real Estate
Anspach Effort, Inc.
Bank of America
BIOMET 3i, Inc.
Edwards Angell Palmer & Dodge LLP
Florida Crystals Corporation
Florida Power & Light
Florida Trend Magazine
Gunster, Yoakley & Stewart, P.A.
Hedrick Brothers Construction Co., Inc.
McGladrey Pullen
Nova Southeastern University
Palm Beach Aggregates, Inc.
Palm Beach County Board of County Commissioners
Plastridge Insurance Agency
Pratt & Whitney Rocketdyne
Regions Bank
SunTrust Bank
Wachovia Bank, N.A.
Workforce Alliance, Inc.

CORPORATE

1st United Bank
All-Ways Advertising Company
Applefield Waxman, Inc.
Aquila Property Company, Inc.
Baron Sign Manufacturing
BNY Mellon
Broad and Cassel
CB Richard Ellis, Inc.
Coldwell Banker Residential of Florida
Commerce Bank
DoubleTree Hotel in the Gardens
Florida Public Utilities Company
Greenberg Traurig, P.A.
Greenspoon Marder
Hardrives, Inc.
Hodgson Russ LLP
JFK Medical Center
Kailan International Consultants, Inc.
Lockheed Martin Corporation
LRP Publications
Office Depot, Inc.
Palm Beach Gardens Marriott
ProActive Training & Consulting
RML Video Production Services
Rutherford Mulhall, P.A.
South Florida Business Journal
Sun-Sentinel
Ward, Damon & Posner, P.A.
West Palm Beach Marriott



The Business Development Board is a private, not-for-profit corporation founded in 1982 as Palm Beach County's public/private 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 Public/Private Economic Development Organization of Palm Beach County" and an Enterprise Florida partner.

PRESIDENT'S

Advantage Advertising Agency, Inc.
Ameribank
Anixter
Ballet Florida
BankAtlantic
BankUnited
Barclay's International Realty, Inc.
BFW Advertising
BNY Mellon Bank
Boca Raton Resort & Club
City of Boca Raton,
City of Boynton Beach
Calvin, Giordano & Assoc., Inc.
Canon Business Solutions
CareersUSA
Carey O'Donnell Public Relations Group
Carlton Fields, P.A.
Catalfumo Construction and Development
CBIZ, Boca Raton Office
Coastal Limousine
Collins Development Company
Comcast Cable
ComDesign
Comerica Bank
Copylab, Inc.
Costco
Cynfyn Solutions, Inc.
Dale Carnegie Training
Express Personnel Services
First Industrial Realty, Inc.
Flagler Bank

Florida Atlantic University
Florida Research Park
The Gardens of the Palm Beaches
Governors Club of the Palm Beaches
Grand Bank & Trust of Florida
Hoffman's Chocolate Shoppes
Holland & Knight LLP
HSBC Mortgage Corporation
Image Skin Care International
Inter-Tel, Inc.
Investments Limited
Joseph White Marketing Associates
Junior Achievement of the Palm Beaches
Jupiter Medical Center
The Keyes Company/Realtors
Lehman Brothers Inc.
Lots of Yachts/Lots of Spots
MaasMedia, Inc.
McCraney Property Company, Inc.
Money Concepts
Morgan Stanley
Moss & Associates
MSI Consulting
National City
Navarro Lowery, Inc.
Network Solutions
Oasis Outsourcing
Ocean Properties, Ltd. Hotels & Resorts
Page Group Commercial Real Estate
Palm Beach Community College
ParCost Reduction, LLC

PGA Credit Union a division of IBM Southeast EFCU
PGA of America
Port of Palm Beach
PricewaterhouseCoopers, LLP
Procacci Development Corporation
Rachlin Cohen & Holtz LLP
REG Architects
Regent Bank
Reichel Realty & Investments, Inc.
The Resort at Singer Island
Ruden McClosky
Shutts & Bowen LLP
Sir Speedy
Slaton Insurance
Sperry Van Ness
Squire, Sanders & Dempsey L.L.P.
STH Architectural Group
Suffolk Construction Company, Florida Division
Templeton & Company
Tequesta Agency
Ultimate Specialty Foods, Inc.
The Wackenhut Corporation
Walgreens Distribution
Webmaster For Hire, LLC
The Weitz Company, LLC.
Wells Fargo Insurance Services
West Palm Beach/CRA WPB City Center/
Downtown District
West Palm Beach/N.W. Pleasant City District

THE PROSPECTOR

A Quarterly Publication of the Business Development Board of Palm Beach County, Summer 2007

A LETTER TO OUR MEMBERS ————— 2

FEATURES

BARON SIGN MANUFACTURING ————— 5

THE WACKENHUT CORPORATION ————— 7

MSI CONSULTING ————— 9

PROACTIVE TRAINING ————— 10

ECONOMIC TRENDS ————— 11

CANON BUSINESS SOLUTIONS ————— 13

COMDESIGN INFRASTRUCTURE SOLUTIONS ————— 15

THE KEYES COMPANY ————— 16

COLLINS DEVELOPMENT ————— 17

ENCOMPASS ————— 19

BDB EVENTS & CALENDAR ————— 21



Baron Sign Manufacturing And Collins Development Company Elevate Riviera Beach's Business Community

Committed to the model of the Business Development Board in their dedication to the economic development and betterment of the business districts of South Florida, Baron Sign Manufacturing CEO Sandie Foland selected the site at 900 13th Street in Riviera Beach for a new 42,000-square-foot headquarters and manufacturing facility. As the company's first choice on the list of viable areas for the placement of its new facility, the selection of the Riviera Beach site puts Baron Sign Manufacturing on the forefront of redevelopment in this area. The decision to build on that particular site was based on the company's desire to support the city's economy, create job opportunities, and be on the forefront of efforts to redevelop the communities of Riviera Beach.

Since 1983, Baron Sign Manufacturing has created architectural custom commercial signage and interior and exterior systems from concept to completion. Baron specializes in the design, manufacturing, permitting, and installation of commercial and residential development signage.

The company holds the distinction of being the first company in Palm Beach County to receive a Section 108 loan from the U.S. Department of Housing and Urban Development (HUD) for commercial development. HUD seeks to strengthen communities by fostering development, and in turn, creating and retaining jobs. Based on the location Baron Sign Manufacturing chose for development, the company qualified for and received financing under the Community Development Block Grant (CDBG). Baron Sign Manufacturing received additional loan financing from Fidelity Federal Bank, which recently merged with National City.

By combining forces with Jeffrey Collins, president of Collins Development Company, and his project management team, Baron Sign Manufacturing utilized one source to cover all areas of the development process. This process began with the site selection, feasibility studies, attainment of necessary development rights, and the selection of design professionals, permitting, and construction. Because Baron Sign Manufacturing utilized Collins Development's talents to spearhead the new headquarters, the project was developed within the established budget and schedule. According to Baron's CEO Sandie Foland, "We are very thankful for our relationship with Jeff Collins. I'm thrilled that we worked with a professional project management

team that fully understood the scope and vision of this undertaking. With Collins Development at the helm, we were able to build the manufacturing and office space that met our exact specifications and needs."

As a comprehensive real estate development company, Collins Development provides single-source responsibility from initiation through completion for commercial and residential projects.

Working in conjunction with then-mayor Michael Brown and Mary McKinney, Director of Community Development for the City of Riviera Beach, the contributions of Baron Sign Manufacturing follow the city's vision of reshaping the area into a desirable urban community. The City of Riviera Beach Community Redevelopment Agency (CRA) seeks to create a community that residents and businesses are proud to call home. Moreover, the CRA has set forth rigorous plans that envision complete redevelopment of a downtown area – one that offers numerous opportunities to "work, live, shop and relax for its residents, businesses, and visitors."

Setting a precedent for future development in the area, both Baron Sign Manufacturing and Collins Development Company continue to recommend the area to clients seeking industrial and manufacturing facilities and office space. By offering, and even demanding, a higher level of service, whether it is development management or sign manufacturing, the team of Baron Sign Manufacturing and Collins Development Company serve as a profound example of how to successfully promote and bring future businesses to the City of Riviera Beach and Palm Beach County.

Through her experience as a Business Development Board member, Sandie Foland maintains a thorough awareness of the organization's philosophy and mission. "My belief and support for the Business Development Board was what led to the decision to locate Baron Sign Manufacturing's headquarters in Riviera Beach," said Foland. "The goal was to parallel the BDB's mission of creating jobs, along with attracting and retaining businesses in Palm Beach County."

For more information about Baron Sign Manufacturing, contact Sandie Foland at (561) 863-7446, or visit www.baronsign.com ■



The Wackenhut Corporation Provides Complete Security Protection

In the years following September 11, 2001, the private security industry has seen huge increases in requests for its services. Unfortunately, much speculation also has arisen regarding an apparent lack of screening measures and training of personnel. The Wackenhut Corporation, a subsidiary of Group 4 Securicor based in the United Kingdom – and locally based in Palm Beach Gardens – was not surprised by some of the resulting news stories that surrounded the private security sector, and was pleased to see the demand for enhanced measures.

The Wackenhut Corporation, since its founding in 1954, has made every attempt to differentiate itself from the dubious reputation that existed within the private security sector. The company's attempts were very successful as it broke into various arenas including the protection of some of the nation's greatest landmarks (the Statue of Liberty, Liberty Bell, Hoover Dam, Cape Canaveral), many of the country's nuclear facilities, and most recently, the protection of our nation's borders through the Department of Homeland Security. Achieving this was not easy, but done in small increments over time by simply proving to clients that the protection of their facilities was of the utmost importance, and simultaneously recognizing that its reputation and image would dictate its success. Being first to receive ISO certification and Safety ACT certification and designation also assisted with this endeavor.

When the company was founded in 1954 by George R. Wackenhut, the primary focus was security services. Although security remains central to Wackenhut's operations, it has dabbled in temporary staffing and correctional services with successful results. Although the other service offerings were prosperous, Wackenhut recognized that this success was taking away from the primary focus. As a result, in 2001 The Wackenhut Corporation went full swing into security services, spinning off the correctional side of the business as well as temporary staffing.



Locally and within the state of Florida, Wackenhut provides services to over 150 prestigious residential communities, making it the dominant player in the residential security arena. It also works with several local city and county municipalities to include the Village of Wellington, the St. Lucie Sheriff's Office Juvenile Assessment, and the West Palm Beach Juvenile Assessment Center. Wackenhut also serves many clients on a state-wide level, including Florida's Department of Administrative Hearings, where worker's compensation judges are housed; Florida's Department of Transportation rest areas; and Florida's State Term Agreement, which encompasses divisions such as the Department of Military Affairs.

Through many enhanced and value-added offerings, The Wackenhut Corporation has proven to be the security company of choice for organizations seeking an enhanced program with quality, professional security personnel that exceed expectations. In recent years, The Wackenhut Corporation has invested tremendous resources into technology to ensure that it remains ahead of the curve with innovative ideas that enhance the day-to-day duties of personnel. Technology advancements such as access control systems for residential community applications to PDAs, which expedite traffic flow and also afford roving perimeter patrols an opportunity for instant notification of incidents.

"We recognize that many times, security is not a profit center," said Robert Burns, senior vice president of field sales and operations. "However, when a proactive approach is considered, the results of vigilant and professional personnel deterring from any potential activity are priceless."

For more information about The Wackenhut Corporation, visit www.wackenhut.com, or call (561) 622-5656. ■

MSi Consulting: Recruiting Excellence

When 80 percent of past candidates become future clients, the importance of establishing a relationship of professional excellence from the get-go becomes crystal clear. Jody Moore and Peer Snoep knew they would make this statistic the reality that it is today when they drafted MSi Consulting's mission statement almost nine years ago: "We strive to ensure that the interests of both the client and candidates are met with a high level of professional excellence throughout the entire recruitment and assignment process." This standard is the reason why so many of MSi Consulting's placed candidates count on the organization as their first point of reference when they become hiring managers.

In 1998 Jody Moore and Peer Snoep founded MSi Consulting. After nine years of serving South Florida, the company is one of the largest regional placement firms in this area. MSi Consulting specializes in the recruitment and placement of accounting, finance, IT and senior management professionals. Clients look to MSi Consulting for solutions to their staffing needs on both permanent and project bases. The placement services and manner in which those services are provided mirror the unquestioned professionalism of their clients.

As specialists in the temporary and direct-hire placement of accounting, finance, IT and senior management professionals, MSi Consulting is uniquely qualified to meet each client's flexible staffing needs. The MSi team uses its extensive experience and resources to help clients maintain a cost-effective, productive and dynamic specialized workforce.

Founding partner Peer Snoep says, "Success as a recruiter hinges on building solid relationships with clients and candidates. Plus, you need to surround yourself with a quality team like the one we have here at MSi Consulting." Each member of MSi's team is not only a recruiter, but also a business developer. When clients call the firm's offices they can be assured to be greeted by familiar, friendly staff with an average of five or more years of experience in the field.

MSi Consulting understands the first step is to get to know the client's business. Recruiters gain a clear understanding of each organization's culture and specific hiring needs by visiting the company. This practice enables them to better match the client with the candidate's skill set. They manage and streamline hiring needs by screening candidates based on each client's criteria, checking references, and managing clients' and candidates' expectations throughout the hiring process.



L-R: Peer Snoep; Sherry Hall; and Jody Moore.

The real MSi Consulting difference is the quality and depth of its experience, knowledge of the South Florida Market, solid and established client relationships, and the professionalism the team brings to every step of the recruitment and placement process.

The company also is committed to the community. It is proud to host an Annual Client Appreciation Golf Tournament in which 100 percent of the proceeds benefit Kids in Distress; thus making MSi Consulting the second largest corporate contributor to the Kids in Distress Taking Steps 5K run/walk. Kids in Distress is a community-supported agency dedicated to the care and treatment of abused children, the prevention of child abuse, and the preservation of the family.

In 2005, MSi Consulting discovered that more and more clients from Palm Beach County were reaching out for their professional hiring services. The company's response to this trend was to open an additional office in Boca Raton that would enable it to continue to develop the long-term relationships to which its Palm Beach County clients are accustomed.

Soon after opening the Palm Beach County office, MSi Consulting was proud to join the ranks of membership of the Business Development Board. The Business Development Board continues to expand and change the face of business in Palm Beach County, and MSi Consulting understands the needs and challenges these companies face. "We look forward to providing exceptional service and highly qualified personnel on which businesses in Palm Beach County can depend," said Snoep.

For more information about MSi Consulting please call Sherry Hall at (561) 948-6533 or visit www.msiconsulting.net. ■



L-R: Jenny Pagan; Nicole Governile; Greta Schulz; and Michelle Rawdon.

Proactive Training Provides Better Tools for Better Results

Think about what you see in your mind when you hear someone say the word “salesperson.” Not a pretty picture, is it? The philosophy at Proactive Training is to change the way salespeople act so they truly are perceived as consultants to a business. The Proactive system is really a better, more up-front and honest communication process. There are 5 specific steps, and the steps are merely guidelines for a salesperson to inject their own personality and style.

Proactive Training coaches individuals and firms on how to take their business to the next level. The philosophy is three-fold: Set goals for the business; provide the necessary tools for success; and support the effort. Most important, coaches work to instill confidence in their clients that their role is truly consultative.

“We train our clients to understand and use a process when marketing their business,” said Greta Schulz, the founder and president of Proactive Training. “A process will not only help to close more business, but better, more appropriate business. Having a process for marketing is taking control of your business, not the prospect dictating how the relationship will work. Being in control is important if you are to be successful. The sales and marketing piece works exactly the same way. For some reason our belief is that sales is to be done to someone as opposed to with someone. That’s wrong. Selling properly allows others to respect you and you to respect yourself.”

Referrals are the best way to get business, but most people approach referrals as a reactive condition. In other words, if they happen to get a referral, they follow up on it. Proactive Training establishes a process for its clients to obtain more referrals proactively. “Palm Beach County is a big, small town,” said Schulz. “There is someone that you know who knows the person you would like to be

introduced to. You just need to ask. We specifically teach how to do it since most people are uncomfortable with that process.”

Schulz adds that during the last several years, a change has occurred in the types of clients who seek Proactive’s services. “Initially, our typical client was an organization with a true sales force. Recently, the growth of business in the professional services industry took off. We see more attorneys, CPAs and engineers than ever before. I believe this is because there was no course in law school to teach attorneys how to take their service to market. They join a firm and the partner says, ‘Ok now you need to build your book of business, your billable hours.’ No one ever taught them that.”

Along with training, Proactive believes in the givers-gain philosophy. Every quarter, Proactive gives three scholarships to non-profit organizations. Their development directors have a big heart and want to give. The idea is to give them the skills to ask for donations and sponsorships more effectively. “The employees of a non-profit are in it for the heart of the job. They want to help. Typically, they are uncomfortable with the “business” end of the non-profit job. We can help them with that,” said Schulz.

The consultants of Proactive Training and Consulting are hired and trained not only to find business, but to help others get business themselves. “If our people aren’t helping others in the business community find potential business by introducing them to potential prospects, they aren’t doing their job,” said Schulz. “The theme of ‘givers gain’ is throughout the organization.”

For more information, visit www.ProactiveTraining.biz, or contact Greta Schulz at 561.683.8145. ■

Palm Beach County Economic Trends

Real Estate—Commercial

Palm Beach County Office Property Trends 2nd Quarter 2007

Office All Submarkets

Total SF	25,654,583.0
Vacant SF	3,165,779.0
Vacancy Rate	12.4%
Under Construction	1,693,065.0
Lease Rate A \$SF/Yr	\$33.90
Lease Rate B \$SF/Yr	\$25.58

According to Grubb & Ellis, Palm Beach County's office market posted a vacancy rate of 12.4 percent, up a full percentage point of recorded figures for the first quarter. The increased vacancy is attributed to the completion of newly constructed and renovated office buildings in the West Palm Beach CBD and Boca Raton submarkets.

Source:

Grubb & Ellis Office Market Research, Second Quarter 2007

Palm Beach County Industrial Property Trends 2nd Quarter 2007

All Property/Submarkets

Total SF	44,651,389.0
Vacant SF	2,358,488.0
Vacancy Rate	5.3%
Under Construction	648,763
Asking Rent \$SF/Yr Gen Indust.	\$9.34
Asking Rent \$SF/Yr R&D/Flex	\$12.35
Asking Rent \$SF/Yr Wh/Dist	\$8.65

Grubb & Ellis reports show completion of approximately 207,000 square feet of newly constructed industrial space resulting in a vacancy increase in the industrial market for Palm Beach County. The vacancy increase was 5.3 percent for the 2nd quarter of 2007.

Source:

Grubb & Ellis Industrial Market Research, Second Quarter 2007

Cluster Industry Highlight—Aerospace/Aviation/Engineering

Occupational Employment Projections in Palm Beach County for a base year of 2006 and a projected year of 2014

Aerospace/Aviation/Engineering Industry

Occupational Title	2006 Estimated Employment	2014 Projected Employment	Total 2006-2014 Employment Change	Annual Avg. Percent Change	Total Percent Change
Aerospace Engineering and Operations Technicians	92	102	10	1.4	10.9
Aerospace Engineers	297	311	14	0.6	4.7
Computer Software Engineers, Systems Software	1,291	1,827	536	5.2	41.5
Electronics Engineers, Except Computer	188	232	44	2.9	23.4
Air Traffic Controllers	64	84	20	3.9	31.3
Air Transportation Workers	213	229	16	0.9	7.5
Aircraft Cargo Handling Supervisors	1	0	-1	-12.5	-100
Airfield Operations Specialists	5	7	2	5	40
Airline Pilots, Copilots, and Flight Engineers	16	18	2	1.6	12.5
Commercial Pilots	127	120	-7	-0.7	-5.5

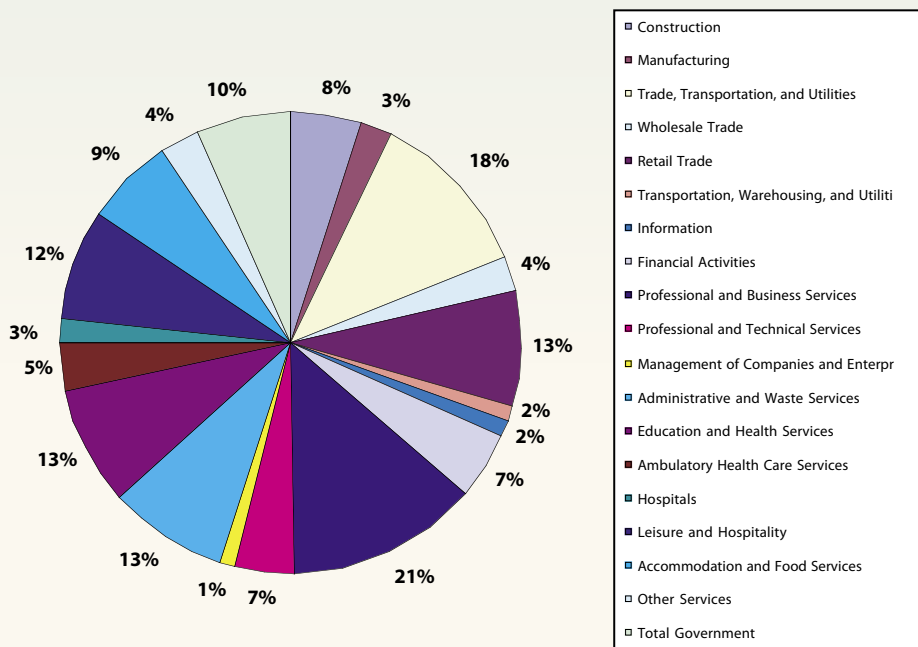
Detail Data: Employment Figures

Source: Labor Market Statistics, Occupational Employment Projections Unit

Labor and Wage

Total Nonagricultural Employment by Industry

Percent of Total Employment Industry

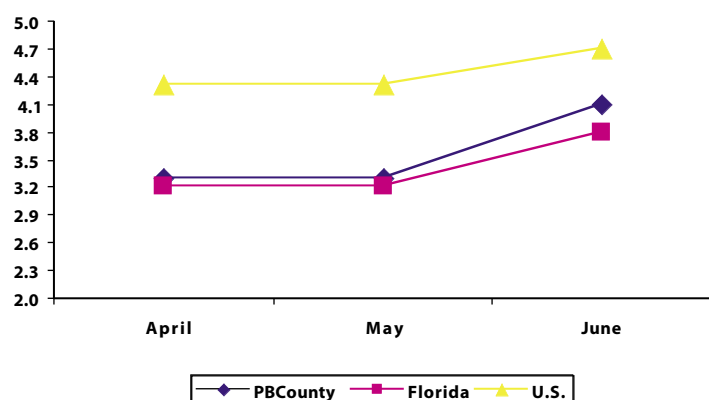


The largest industry sector was Professional & Business Services, with 21 percent of the employment, followed by Trade, transportation and utilities with over 18 percent and Education & Health Services at 13 percent of employment.

Palm Beach County, State and National

Unemployment Rate Comparison

3rd Qtr. BDB FY 2006-2007



The total civilian labor force in Palm Beach County for June 2007 was 650,595 of which 624,137 were employed and 26,458 were unemployed. The unemployment rate was 4.1 percent.

Source: Florida Agency for Workforce Innovation

Wages in Palm Beach County

Per the Florida Agency for Workforce Innovation, the average weekly wage for Palm Beach County in 2006 was \$807 compared to \$778 the year before. This showed an increase in the weekly wage of 1 percent over the year. This wage would be the equivalent to \$20.18 (\$19.46 in 2005) or \$41,972 (\$40,470 in 2005), assuming a 40-hour week, worked year round.



L-R: Scott Stowell; Julia Diaz; Tomy Anagostu; Bill Mandia; John Tardino; Ken Foresta; Derek Hurwitch; Rebecca Tippy; and Andrea Katz.

Canon Business Solutions Expanding in Palm Beach

Canon Business Solutions-East, Inc. is a wholly owned subsidiary of Canon U.S.A., Inc. and part of a global corporation that has built a reputation on innovative technology. The company is known for providing one of the strongest solutions portfolios in the document management industry. The Canon Business Solutions family of companies (comprising East, Central, and West) serves the entire spectrum of business environments, from desktop to central production departments. Their successful heritage is built upon an ability to offer award-winning products combined with unprecedented levels of service and support.

In 2001, Canon U.S.A. expanded the Canon Business Solutions operations to include a new regional office in southeast Florida. This coincided with a nationwide expansion of the sales subsidiary divisions to 26 markets throughout the United States. During the past six years, the southeast Florida region has become a major market for the Canon Business Solutions companies.

"There have been a number of factors contributing to our success," said Robert Foti, general manager for the Southeast Florida Region. "Our singular dedication to the Canon product line, the market leader in the office equipment industry, is one reason. Another is the continual investment we make in our service and support infrastructure on behalf of our customers. The most important factor, however, is our dedicated sales and service professionals. They thoroughly understand the business, and take genuine care of our customers."

Foti's claim regarding Canon's market leadership cannot be disputed. Canon was the number-one brand leader in the overall copier market, and in every speed segment of the black-and-white copier market evaluated in the U.S. in 2006, according to Gartner Dataquest.* This makes the fifth consecutive year that Canon has captured this position, and the 24th time in the last 25 years that Canon has been the number-one overall brand leader in the black-and-white copier market.

In addition to market share, Canon's monochrome multifunction printers received the Line of the Year award for "Most Outstanding Monochrome MFP Product Line of 2006," which recognizes the strength of Canon's remarkably consistent monochrome imageRUNNER product line. Canon also was named BLI's "Line of the Year" recipient five out of the last six years. BLI (Buyers Laboratory Inc.) is the leading independent office-equipment testing lab and business consumer advocate. "Canon was the clear choice for us this year because not only does it have BLI 'Pick of the Year' award winners in every segment, but it also has more 'Highly Recommended' models than any other qualifying vendor," said Peter Emory, BLI Lab Manager.

Technology is only part of the equation. In order for a customer to be truly satisfied, the service and support components of a business-vendor relationship must be first-class. With Canon Business Solutions, customers have peace of mind knowing they are backed by a Canon U.S.A. Company, while still enjoying flexible solutions and expert support at local and national levels. And, since they are singularly focused on Canon imaging technologies, they are experts at supporting the number-one brand.

Given the success of the Canon Business Solutions companies and specifically the southeast Florida region, additional offices are in the process of opening to support their growth. A new regional headquarters in Sunrise, Florida will soon open, and to complement Canon Business Solutions' already successful and growing customer base in Palm Beach County, an additional facility is opening there this summer.

"We're excited for the opportunities that await us," Foti said. "When you consider our product line and the people we have on staff to serve our customers, we're poised for even greater growth than we've realized thus far."

For more information about Canon Business Solutions, contact Rebecca Tippy at (561) 568-8381, or rtippy@solutions.canon.com. ■

*Source – Gartner Dataquest, February 2007





REICHEL

Realty & Investments, Inc.

Commercial Properties for Sale/Lease		
 <p>Jupiter Admiral's Office Military Trail Frederick Small Abacoa Class "A" 30,000sf Professional/Medical with covered parking space, from 975sf to 24,000sf. Delivery Now— from \$22psf NNN.</p>	 <p>Haverhill Business Park North Palm Beach Class "A" Brand New Industrial 20ft Clear. Grade Loading. Up to 25% office - from 1,900sf to 45,000sf from \$8.95psf. Delivery Now-Also build to suit land!</p>	
 <p>Lake Worth 12,000sf freestanding Industrial/ Commercial building with large fenced yard. Dock Loading—8 overhead doors, 22 ft. clear. Congress & 2nd Ave. \$2.4 million or \$12psf NNN for lease.</p>	 <p>Palm Beach County 2 Waterfront Intracoastal Development Opportunities! 1 located in south Palm Beach County & 1 in north. Pre-approved for 10 & 17 units respectively. Dockage & Seawall. Ready to Build. Call for details.</p>	
 <p>West Palm Beach Vista Commerce Center Okeechobee Blvd. Office/Warehouse Condos with Dock & Grade Loading. 2,350sf to 34,000sf also 11,750sf Freestanding Building from \$160psf.</p>	 <p>West Palm Beach 5,200sf plus 1,600sf Loft Freestanding Industrial Building; corner property WPB. 3 units w/Apt., 20 ft. clear ceiling, electric doors, secure lot! Absolutely Perfect. Motivated to sell; Price \$875,000.</p>	

Since 1987—Real Estate Expertise for Today's Market
REICHEL REALTY & INVESTMENTS, INC.
8845 N. Military Trail, Suite 100
Palm Beach Gardens, FL 33410
(561) 478-4440 Phone (561) 478-4442 Fax
www.reichelrealty.com



ComDesign Infrastructure Solutions, Inc. is a rapidly growing communications cabling firm specializing in premise design, installation and cable plant documentation for the rapidly expanding local area network environment.

Formed in February 1984, the company has more than 600 employees spread throughout Florida at offices in St. Petersburg, Ft. Lauderdale, Orlando, Ft. Myers, in addition to an office in Charlotte, North Carolina. The principals who founded the corporation were Stephen Shevlin, president, and Robert Wilkin, vice president. Both officers maintain the same positions to this day.

A high level of customer service combined with technical expertise in the field of data communications has allowed ComDesign to demonstrate an impressive growth curve that is far from slowing down. In its first 10 months of operations, ComDesign showed a net profit and expanded its start-up facilities. In 1989, ComDesign was ranked #105 on "INC." magazine's list of America's Fastest Growing Private Companies. In 1990 ComDesign made the list again, and was ranked #445. Currently, ComDesign is on track to earn in excess of \$60 million during the coming year.

The company is active in premise wiring installations, including local area networks and fiber optic terminations for the voice and data communications environment. ComDesign maintains a technical staff to aid the customer in premise wiring design, and excels in cable plant documentation, including the capability to produce

CAD (computer aided design) as-built drawings for completed cable plants.

"ComDesign continually seeks ways to expand its capabilities to the customer with the introduction of Converged Voice and Data Solutions," said Stephen Shevlin, ComDesign's president. "Our team can provide solutions based on the new VoIP telephony, computer telephony integration and multi-site networked telephony."

In the competitive global markets of today, communication networks such as computer and telephone networks are critical to the success of every organization. ComDesign's technical services division is dedicated to designing, installing and maintaining today's complicated network infrastructure systems, and helping customers create a communications network for their business.

"Our network infrastructure installations ensure the systems last for years and run smoothly day in and out, designed to accommodate your growth," added Shevlin.

Cabling solutions can vary substantially, depending on the size and type of building, the number of ports as well as the type of cabling required. ComDesign has a proven track record in the design and specification of a range of cabling solutions. The company's approach is to undertake all aspects of a structured cabling implementation – from initial design, through project managed installation, testing and validation. All implementations are managed by ComDesign's accredited engineers.

Structured cabling is a strategic element in the assets of any enterprise: 100 percent of company data travels across cables at some stage. Approximately 75 percent of network faults are cable-related, mostly due to incorrect installation procedures.

Cabling may be perceived as a small percentage of the overall IT budget, but it plays a critical part in the performance of the system. Under-investment can lead to poor IT performance (e.g. slow data transfer and other network failures). A standardized structured cabling system can reduce the overall cost of the network infrastructure.

"With more companies utilizing multi-media applications and transmitting large amounts of data, it's imperative to have a healthy system," notes Shevlin. "ComDesign has the experience and tools to make sure every bit of data is safe."

For more information about ComDesign, contact Lindsey Irvin at (954) 938-9977 or lirvin@compulink-usa.com. ■

The Keyes Company has an enviable track record that few firms can equal. It sells a property every 11 minutes, and its volume has increased an average of 15 percent per year since the early 1980's. It consistently ranks among the top 100 real estate companies as measured by both sales and transaction volume. In addition, The South Florida Business Journal has positioned Keyes as the largest independently-owned, non-franchise real estate firm in Florida.



L-R: Timothy Pappas, CFO; Theodore Pappas, Chairman; Marie Pappas, VP Capital Improvements and Logistics and Michael Pappas, President.

Keyes maintains a strong commitment to South Florida, in particular growing its presence in Palm Beach County. The recent opening of Keyes' Palm Beach Gardens Branch, conveniently located in the Legacy Place shopping center, showcases this commitment.

To maintain its leadership in the industry, Keyes' goal is to offer more to its associates than any other real estate organization. In addition to having a competitive compensation plan, The Keyes Company provides a comprehensive support system to enable its realtors to achieve both personal and financial success.

The Keyes Company's continuing education and training, seminars, awards and recognition programs support associates' growth and success. Associates learn the fundamentals and are able to quickly build on a strong foundation to reach an aggressive set of personal goals. In fact, all training is a combination of classroom instruction, hands-on experiences, and personal attention by the district sales manager.

Because commercial property sales constitute a large portion of "The Keyes Opportunity for Success," seminars are conducted regularly by an accredited commercial expert (CCIM) for both beginners and advanced professionals, focusing on all aspects of buying and selling commercial real estate. In both residential and commercial, Keyes experts, nationally-renowned speakers, and state-of-the-art technology combine to insure Keyes associates stay at the top of their profession.

Recognizing the challenges of the current real estate market – with increased inventories and longer days on the market - The Keyes Company launched the Keyes 30K Program. This creative program helps sellers extensively promote their properties through a variety of extra venues, while offering a unique incentive structure for real estate professionals. Each time 40 Keyes 30K properties are sold, the selling realtors are invited to participate in a game of skill where \$30,000 in prize money is awarded to the top three winners.

As a founding member of the Leading Real Estate Companies (LeadingRE) of the World, Keyes is an integral part of a network of nearly 700 companies with 5,000 offices and 145,000 associates in the U.S. and over 35 countries around the globe. Members of LeadingRE sell more homes annually than the closest national brand competitors.

The Keyes Company Relocation Services team knows that exceptional service makes a world of difference when planning a corporate move. Whether it's new hires or relocation of an entire department, more companies are making Keyes Relocation Services part of their human resources team. Its staff of full-time professionals provides a wide range of services, including customized programs to meet the particular needs of the company. Keyes is a member of the Employee Relocation Council (ERC) and has two CRP's members on staff.

"In this busy world, most consumers prefer one-stop shopping," said Denise Khouri-Talboy, director of corporate business development. "The Keyes Company's "Family of Services" — including real estate, relocation, mortgage and title services — enables realtors to provide customers with outstanding services all under one roof. Keyes customers can count on a superior real estate experience through this unique blend of quality and personalized service."

Real estate is a local business, and unlike other industries, local and regional brand names still dominate many markets across the country including South Florida. For 81 years, Keyes has honed its knowledge of Florida real estate, combining a family-owned approachability with leading edge marketing programs and technology.

"By offering our associates the tools to achieve both personal and financial success, Keyes has created a winning formula not only for the company and realtors, but most importantly, for our customers," said Mike Pappas, president and CEO of The Keyes Company.

For more information, please contact Denise Khouri-Talboy, CRP at 561.282.5276 or denisetalboy@keyes.com. ■



Collins Development, 'Leeding' The Green Curve

"The first LEED Major Renovation ever to be attempted in the State of Florida is quite a "green milestone" and adds yet another dimension to the comprehensive services Collins Development already provides," said Rob Hink, incoming president of the Florida chapter of the U.S. Green Building Council. "While many organizations are looking into 'going green', Collins Development is doing it."

"What started out as a relatively standard interior renovation, blossomed into an extraordinarily satisfying 'first' for my team," states Jeff Collins, president of Collins Development Company. "With the forward-thinking commitment of the Palm Healthcare Foundation, we will deliver a unique state-of-the-art, environmentally responsible, healthy facility for children with special healthcare needs: The Palm Healthcare Pavilion – Mollie Wilmot Children's Center."

The project began like most, with Collins Development applying its systematic approach to project management. Thereafter, the site/building selection and procurement process ensued, including comparative feasibility studies of several sites, analysis of each and, ultimately,

the negotiation and purchase of the 5205 Greenwood Avenue building in West Palm Beach.

At the request of Palm Healthcare, the project expanded exponentially into a major interior and exterior renovation. Additionally, Collins Development began the evaluation to secure a prestigious Silver Level LEED building certification. The LEED (Leadership in Energy and Environmental Design) rating system is the nationally accepted benchmark for the design, construction and operation of high-performance "green" buildings.

"From the day we started working with Collins Development it was clear this team possessed the depth and level of development standards necessary for the success of the project," said Bruce Parsons of Palm Healthcare, "The adaptability of Collins' team to the green building goal only further solidified our confidence in them."

The "greening" is well underway, all under the watchful eyes of the Collins Development team. The entire interior of the existing building was gutted, and the disassembly

process resulted in 92 percent of the interior materials being recycled or salvaged by donation to other nonprofit organizations. The exterior has been skinned, leaving only the concrete and original steel structure of the building. Concurrently, Collins processed the other aspects of the development – the various entitlements; the design of the “new” structure and tenant spaces, (including the incorporation of the LEED goal); and competitive negotiation with several contractors. All of this was accomplished with a steady eye on the original and agreed upon project goals, schedules and budget.

“Our organization could never have achieved our objectives with this exciting project without the leadership and commitment of the Collins Development team,” said Suzette Wexner, president of the Palm Healthcare Foundation. “Jeff and his talented crew are one of the most ‘can do’ groups with which I’ve ever worked.”

Collins Development’s repertoire is expansive. Project types include medical offices, biotech research campuses, private aircraft facilities, corporate headquarters, light industrial manufacturing, and private land development initiatives. Local clients include The Anspach Companies, 3i Biomet, Money Concepts International, Alloy Cladding, and the Florida Research Park (where several projects are underway).

“Even as developers ourselves, including the largest industrial park in Northern Palm Beach County, we recognize the immense value in hiring Jeff Collins and his staff,” said Dirk Kuczurba, manager of S&K Realty.

“Our philosophy is consistent – we represent every client as if we are the owner,” said Collins, “The success – value creation as well as savings – is in the details, and we press hard to maximize every advantage for our clients.”

Collins Development Company and sister company Zenith Project Management, provide comprehensive commercial and residential real estate development and owners’ representation services. As the single source of responsibility and an ethical, third-party representative, the companies offer comprehensive, turn-key project management. The firm’s expertise is exemplified through their steadfast involvement in every aspect of a project – and its sterling reputation in the development community. With more than 40 years combined development experience and an impressive list of references, Jeff Collins and Kimberly Rodale lead a committed development team in the oversight of local and national commercial/residential projects.

The longevity of Collins Development is well stated by Lee Cooke, former executive director of the American Orchid Society, “In 1994, we witnessed Collins Development’s flawless project management and elevated level of professionalism. What I said to Jeff at the successful opening of our campus remains true today: Hiring him and his team is the best decision I made for the project.”

For additional information, call (561) 627-5444, or contact Jeff Collins at jjc@collinsdev.com. The company’s Web site is www.collinsdev.com. ■



Kimberly Rodale and Jeff Collins at the Palm Healthcare Pavilion - Mollie Wilmot Children’s Center project.

The Encompass Business Solutions Tradeshow Was A Great Success.

Many thanks to all of our sponsors and participants





Encompass

A BUSINESS-SOLUTIONS TRADESHOW



BDBbulletin board

2007 EVENTS AT A GLANCE

To RSVP Please Visit www.bdb.org

SEPTEMBER 2007

September 15	Annual Gala - 25th Anniversary Celebration Kravis Center – Cohen Pavilion
--------------	--

OCTOBER 2007

October 4	Red Envelope Partnership Breakfast – The Breakers
October 11	Stakeholders Meeting – Life Science – West Palm Beach Marriott
October 31	Quarterly Upper Level Breakfast – Benvenuto Restaurant

NOVEMBER 2007

November 8	Quarterly Luncheon & Meeting – Boca Raton Marriott
November 14	“Management Skills For New Leaders And Supervisors” Presented by Dale Carnegie Training (TBA)

DECEMBER 2007

December 5	Stakeholders Meeting – Aviation/Aerospace – Palm Beach Gardens Marriott
------------	---

BDB HIGHLIGHTS THIS QUARTER



L to R: Sue Euseppi, AFLAC; Don Kiselewski, FPL; and Mitch Barron, ParCost Reduction, LLC enjoy the guest speaker at July's Upper Level Breakfast.



L to R: Sheila Swartz, Lots of Yachts, Lots of Spots; Kelly Smallridge, President & CEO of the BDB; John Tolomer, Commerce Bank



L to R: Glenn Jergensen, The Greater Boynton Beach Chamber of Commerce; Ron Mathis, The Mathis Group; Dale Hedrick, Hedrick Brothers Construction; and Kerry Perl, Mellon Private Wealth.



L to R: Ed Sabin, 3i; Sandie Foland, Baron Sign Manufacturing; and Glenn Jergensen, The Greater Boynton Beach Chamber of Commerce.



L to R, seated: Kathryn Schmidt, Workforce Alliance; Laura South, Velocita; Val Larcombe, Akerman Senterfit.
L to R, standing: Sandie Foland, Baron Sign Manufacturing; Kelly Smallridge, President & CEO of the BDB



Staff from the Business Development Board, Enterprise Florida and the Morikami Museum with a group of Japanese trade mission delegates at the Morikami Museum's garden.

INNOVATION OFFICE CENTER

15430 Endeavor Drive
Jupiter, Florida



Innovation Office Center is situated on 17 acres of lakefront property and sits adjacent to preserves. The office campus has an on-site cafe, multi-media auditorium and a state-of-the-art daycare facility. **It also costs 25-50% less than nearby business corridors in northern Palm Beach County.**



Easily accessible from the surrounding communities and great amenities on-site, you don't need mainstream when you can have **Innovation.**

SALE OR LEASE
+3,000 - 75,000 contiguous
square feet available
(561) 471-8000



NAI Merin Hunter
Codman, Inc.

Commercial Real Estate Services, Worldwide.


Aquila
Property Company