

In business,
it's easy to meet
people;

[The Challenge]

is meeting the
right people.



Business
Development
Board
PALM BEACH COUNTY'S BUSINESS RESOURCE

The Business Development Board: [Challenge Met]

The challenge of attracting and retaining the right business investments for Palm Beach County through corporate relocations, expansions and international trade; and providing marketing support and business networking services are tasks the Business Development Board performs diligently and with tremendous commitment.

The Business Development Board is a private, not-for-profit corporation founded in 1982 as Palm Beach County's official economic development organization. Since 1993, more than 340 company relocations and expansions, assisted by the Business Development Board, resulted in the creation of over 27,600 jobs and added in excess of \$4 billion to the Palm Beach County economy.

The Business Development Board is designated by the state's Enterprise Florida as Palm Beach County's official economic development organization. An autonomous entity, we are committed to working closely with the Chambers of Commerce, other county organizations and the County Commission to achieve economic development goals in the areas of business recruitment and expansion, job creation, workforce development, infrastructure, and availability of capital.

The BDB's economic development programs and services are partially funded through a contract with the Palm Beach County Board of County Commissioners. Matching funds are raised from private industry through membership dues and revenues from special events and publications. This public/private partnership is continually recognized as one of the most successful in the state.

Challenge Met



BDB.org
The Business Development Board

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The Business Development Board's Mission.

The Business Development Board (BDB) exists to stimulate economic energy, promote business diversity and enrich the vitality of Palm Beach County through the relocation, retention and expansion of companies to our area.

Focus Areas:

Business Recruitment, Retention and Expansion - To create high-quality jobs, diversify the economic base and to generate revenue through the relocation of new companies to Palm Beach County, as well as growth and retention of companies already located here.

These are just a few of the successful corporate relocations and expansions accomplished with the help of the BDB:

Anspach Effort	GE Clinical Services
B/E Aerospace – Headquarters	Lockheed Martin
Belcan Corporation	LRP Publications
Biotest Pharmaceuticals	Max Planck Florida Institute
Campus Management – Headquarters	Office Depot – Headquarters
Florida Public Utilities	Scripps Research Institute
FPL Energy Group	TMS Health – Headquarters
G4S Wackenhut – Headquarters	Walgreens Distribution Center

Marketing - Manage programs that build public awareness of Palm Beach County as a globally competitive business location. Develop national and international media campaigns to promote the county to CEOs looking to relocate or expand their operations.

Membership Development and Events - Engage Palm Beach County business leaders in membership programs and events focused on economic development issues.


PALM BEACH COUNTY'S BUSINESS RESOURCE

Developing
Executive-Level
Relationships

TESTIMONIALS



Lisa Anderson | Developing
Executive-Level
Relationships
Vice President Private Funding
Business Development Board
of Palm Beach County, Inc.

landerson@bdb.org
c. 561.324.0726
d. 561.651.4110

^ Your conduit to the
right people in business

“Being a member of the Business Development Board has given me a great prospectus of Palm Beach County. The mission of the Business Development Board is to show the assets of Palm Beach County to prospective businesses that have expressed an interest in moving, and to answer all their questions to make the move as pleasurable as possible.”



GEORGE ELMORE
PRESIDENT
HARDRIVES, INC.

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310 Evernia Street
West Palm Beach, FL 33401
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Fax: 561.835.1160
www.BDB.org

Our Members: A testament to the BDB's success.

“There's a benefit to membership that can't be quantified . . . the knowledge that your investment in the BDB is a proactive step in growing the economy and creating greater opportunity for business and industry to thrive and succeed in our community.”



DONALD KISELEWSKI
AREA MANAGER
FPL



“I have been very active in the BDB far longer than any other organization—over 25 years—because of the many ways it benefits our community. In addition, I have generated a significant amount of new business for our firm through the contacts I have made through the BDB committees and events.”

MICHAEL V. MITRIONE, ESQ.
SHAREHOLDER/MEMBER OF THE BOARD
GUNSTER, YOAKLEY & STEWART, P.A.

“In the insurance industry, it is critical to my success to network and interact with other area business executives. The Palm Beach County BDB provides access to the most comprehensive business information, as well as the ideal venue to meet the best-of-the-best in both established local businesses, as well as organizations that will be moving to Palm Beach County.”



RICHARD S. BERNSTEIN
CHIEF EXECUTIVE OFFICER
RICHARD S. BERNSTEIN & ASSOCIATES, INC.



“Without question, the BDB has been integral in helping us expand our law firm and raise our visibility in Palm Beach County, as well as internationally. The relationship gives us a direct line to the area's top business leaders and also new business, which is key to a full-service business law firm.”

WILLIAM BERGER
MANAGING PARTNER
PALM BEACH COUNTY
GREENSPOON MARDER, P.A.

“We at Bank of America are so proud to not only continue, but to expand our support of the Business Development Board this year. We share in the commitment to Palm Beach County, and know that this highly effective organization will give us all the best return on our investment.”



FABIOLA BRUMLEY
PRESIDENT | PALM BEACH COUNTY
BUSINESS BANKING MARKET EXECUTIVE
BANK OF AMERICA



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“The BDB has allowed me the opportunity to meet leading business people in our county, and learn about how our company can help improve the county while also expanding our own business.”



JEFFREY A. BOLTON, C.P.A., P.A.
PARTNER
DASZKAL BOLTON



“I have been a member of the Business Development Board for over 10 years. The relationships I have nurtured through the organization have contributed to the growth of Hedrick Brothers Construction.”

DALE R. HEDRICK, LEED AP
PRESIDENT
HEDRICK BROTHERS CONSTRUCTION

“In the current economy, it's even more important to support the BDB in creating jobs that help improve the quality of life in Palm Beach County. I look at my contributions to the BDB as an investment. When you look at what the organization has accomplished in the past five years, it has paid for itself many times over by spurring the creation of new jobs here.”



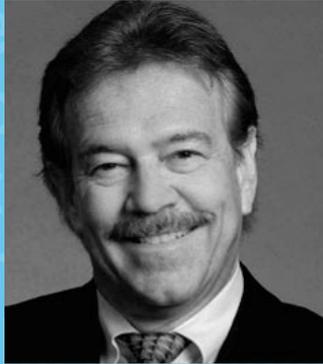
FRANK T. COMPIANI
PARTNER
MCGLADREY & PULLEN, LLP



“The BDB has been an excellent venue for getting involved in, and staying informed about, Palm Beach County's business community. The long-term prosperity of our business is based on achieving sustained economic growth in our community, and the BDB is a powerful force for prosperity.”

CARROLL WARFIELD
MANAGING DIRECTOR
THAYER LODGING GROUP
(DOUBLETREE HOTEL-PALM BEACH GARDENS)

“Flagler companies have a 115-year history in this county as one of its pioneers, and remains committed to its growth and prosperity. When considering joining the BDB at a high level, we evaluated the return on investment considering personal time and capital. The BDB is so professionally run and precise with its mission execution that I consider our decision to be not only wise, but necessary.”



KEITH O'DONNELL
MANAGING DIRECTOR
FLAGLER REAL ESTATE SERVICES

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Our Members: A testament to the BDB's success.

“I'm an active director with the Business Development Board of Palm Beach County. I highly recommend this organization to your firm. The BDB will prove a great help in growing your business. Call me anytime to find why I feel so strongly about the BDB.”



PETER J. APPLEFIELD, CCIM
PRINCIPAL
APPLEFIELD WAXMAN



“With over 30 years in this county, we've seen it grow from a tourist- and agrarian-based economy to one with diversified industries like aerospace, life sciences, technology, and telecom. The BDB's leadership in business recruitment, retention and expansion plays a large part. We take an active role in the BDB, and believe it is essential that every leading business in the county joins and supports the BDB.”

MARTIN CASS
MANAGING PARTNER
ALPERN ROSENTHAL

“The BDB's efforts to develop and promote the economic strength of Palm Beach County are immeasurable. We recently raised our contribution to the Corporate Level of membership to show our support of their great work.”



JUDITH SCHUMACHER
VICE PRESIDENT
ANDERSON-MOORE
CONSTRUCTION CORP.



“BDB is the organization to develop business relationships and be part of Palm Beach County economic development engine. In my 20 years as a member and past chairman, BDB has contributed to my personal and professional growth.”

SANDIE FOLAND
CEO
BARON SIGN MANUFACTURING

Membership Benefits



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BDB Membership Benefits.

Services provided to promote leadership development, professional growth and business networking.

	Board of Advisors \$10,000	Corporate \$5,000	Presidents \$2,500	General \$1,000
Number of individuals per company receive BDB mailings and e-mails	8	6	4	2
Receive <i>The Prospector Plus</i> quarterly membership magazine	●	●	●	●
Receive the <i>Profile</i> Magazine	●	●	●	●
Opportunity to post events/corporate news and access "Requests for Proposals" on www.bdb.org	●	●	●	●
Receive monthly BDB <i>Plus</i> e-Newsletter	●	●	●	●
Invitation to Quarterly Membership Luncheons	●	●	●	●
Advance press release notice of new relocations/expansions	●	●	●	●
Opportunity to advertise in all BDB publications	●	●	●	●
Number of individuals per company attend the Upper Level Breakfasts	6	4	2	
Advertising discounts in BDB publications (BOA-50%, Corp-25%, Pres-10%)	●	●	●	
Feature article in <i>The Prospector Plus</i> quarterly magazine (BOA = Full pg; Upper Level = Half pg)	●	●	●	
Opportunity to organize a seminar series sanctioned by BDB	●	●	●	
Meet & greet sessions with state-wide elected officials	●	●	●	
Invitation to attend Corporate Relocation Welcome Receptions	●	●		
Invitation to attend V.I.P. receptions at Quarterly Membership Luncheons	●	●		
Corporate listing in all event programs	●	●		
Use of BDB boardroom for corporate meetings	●	●		
Opportunity to insert corporate material in <i>The Prospector Plus</i> membership newsletter (rotation basis)	●	●		
Corporate name on BDB letterhead	●	●		
VIP Seating at events	●	●		
CEO Spotlight Sign showcased at events	●			
Corporate logo in Board of Advisors' section of BDB business annual, <i>Profile</i>	●			
Business showcase and speaking opportunity at a Quarterly Upper Level Breakfast	●			
Corporate Logo on www.bdb.org	●			
Full page Corporate Spotlight in the <i>Profile</i> magazine	●			

BDB Investor Membership Registration Form

This application is for an annual membership expiring on the anniversary date of joining.

Company : _____

Primary Contact : _____

Title : _____

Address : _____

City : _____

State : _____

Zip : _____

Telephone : _____

Fax : _____

Email : _____

Web Site : _____

Number of Employees : _____

Please list additional contact(s) to receive communications (name, title, e-mail address)

FOLD HERE ▼

Choose an Industry Category(s) from the list on the back of this form. ►

- BOARD OF ADVISORS \$10,000 (primary contact and 7 additional contacts)
- CORPORATE \$5,000 (primary contact and 5 additional contacts)
- PRESIDENTS \$2,500 (primary contact and 3 additional contacts)
- GENERAL \$1,000 (primary contact and 1 additional contacts)

Enclosed is my membership check in the amount of: \$ _____

VISA M/C DISCOVER AMEX CARD NO: _____

Exp. Date: _____

V-Code (3-digit authorization code on back of card): _____

FOLD HERE ▼

Signature: _____

Please automatically renew my commitment for: 2 YEARS 3 YEARS 4 YEARS 5 YEARS

Registration continued on back ►

Return Payment To:

BUSINESS DEVELOPMENT BOARD

310 Evernia Street, West Palm Beach, FL 33401

Contributions to the Business Development Board are not deductible as charitable donations for tax purposes, but may be deducted as ordinary and necessary business expenses.

For additional information about BDB Membership, please contact the Business Development Board's Membership Department at (561) 835-1008, ext. 4110 or visit www.BDB.org



**Developing
Executive-Level
Relationships**

BDB Investor Membership Registration Form (continued)

The industry category you choose should identify the **primary product or service you sell, the product you manufacture, or the profession you practice.** When we make member referrals, we do so by industry, to ensure that every member in a particular industry category is included. General industry categories (versus very specific categories) help make referrals more inclusive.

1. INDUSTRY CATEGORY: Please select ONE Industry Category from the list below*

2. BUSINESS DESCRIPTION: Please supply one sentence (20 words or less) that best describes your business.

* To be used to list your company in the BDB membership directory and web site. Additional listings may be obtained for \$100 each. List additional categories below.

@ \$100 each = \$_____ (Please add this amount to total remittance)

Membership Business Listing Categories

A

Accountants
Accounting and Finance Professionals
Advertising and Graphic Design
Aerospace and Aviation Manufacturing
Agricultural and Rural Financing
Air Conditioning Contractors
Air Conditioning Manufacturers
Aircraft Interiors
Aircraft Maintenance
Airlines and Aircraft Charters
Architects and Interior Designers
ASPs (Application Service Providers)
Associations and Organizations
Attorneys
Attractions
Automobile Sales and Leasing
Aviation Parts and Repairs

B

Bakeries
Banking
Beverage Wholesalers and Distributors
Bio Medical/Bio Technology
Broadcasting and Video Conferencing
Building Materials
Business Brokerage
Business Consulting and Coaching
Business Start-up Services

C

Cabling and Fiber Optics - Installation
Call Centers
Capital Management (see Financial)
Career Management and Outplacement
Catering
Chambers of Commerce
Clubs, Golf and Social
Computer Hardware Manufacturers
Computer System Integration
Computer Training
Confectioners
Contractors
Copy Center
Cost Segregation Services

Courier and Delivery Services
Court Reporting
Credit Cards and Processing
Culture and Arts

E

E-Commerce Providers
Economic and Business Development
Education
Electrical Contractors
Electronics Manufacturers
Employee Recognition and Incentives
Engineering Consultants
Engineers, Architectural and Structural
Engineers, Civil and Environmental
Entertainment
Equestrian
Equipment Leasing and Financing
Executive Recruitment
Executive Suites
Executive Training

F-G

Financial Advisors and Investment Svcs.
Fitness and Exercise Programs
Flight Training
Florist
Food Distributors
Foundations
Furniture Rental and Sales
Government - Local
Government - State
Grocers
Growers, Citrus and Produce
Growers, Nurseries and Greenery

H-L

Health Care Services (see medical)
Health Plans
Hospitals and Medical Centers
Hotels, Resorts and Meeting Facilities
HR Consulting
HR Services
Industrial and Corporate Parks
Insurance Agencies and Services
Integrated Marketing and Promotions

Investigations
ISPs (see Web Hosting)
IT Consultants and Service Providers
Janitorial Contractors
Jewelers
Laboratories
Land Use and Zoning Consultants
Landscape Architects and Land Planners
Lobbyists

M-N

Manufacturers - Commercial
Manufacturers - Consumer
Marine
Market and Economic Research
Medical and Cosmetic Services
Medical Instrumentation and Devices
Meeting and Event Planning
Mergers and Acquisitions
Military Sales
Modular Structures
Mortgage Lenders
Moving and Storage
Network Services and Consulting

O-R

Office Equipment and Supplies
Office Furnishings and Interiors
Online Directory
Parts and Repairs, Commercial
Parts and Repairs, Consumer
Pest Control
Pharmaceutical Manufacturing
Photography
Plastic Injection and Molding
Printers
Promotional Products
Property Management
Public Relations, Marketing and Writing
Publishing
Real Estate Appraisal
Real Estate Development
Real Estate Development and Construction
Real Estate Sales, Leasing and Brokerage
Real Estate Title and Settlement Services
Recruitment - Accounting and Finance
Professionals

Relocation Services
Research Parks
Restaurants
Retail Stores and Malls

S

Scientific Instrumentation
Security Services and Systems
Signage Design and Manufacturing
Site Development and Paving Contractor
Social Services and Non-Profits
Software Design and Development
Sports - Professional
Staffing and Personnel Services
Sugar Manufacturers and Processors
Suppliers - Commercial
Surveying

T

Telecommunications
Transportation - Goods
Transportation - Passenger
Travel Goods
Travel Management

U-V

Utilities and Gas
Venture Capital
Vertical Parking Systems/Design and Management
Video and Film Production
Video Surveillance Hardware, Systems, Technology and Design
Vision Care Programs and Services
Vitamin and Supplement Manufacturing
Voice Mail and Messaging

W

Web Design and Development
Web Hosting
Wireless Communications

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