

PALM BEACH COUNTY

# PROFILE

2012 BUSINESS ANNUAL



BUSINESS DEVELOPMENT BOARD OF PALM BEACH COUNTY



“ Sometimes you need a  
*savvy*  
businessman  
disguised as an attorney. ”

William Berger, Esq.  
Shareholder  
Litigation

At the law offices of Greenspoon Marder, relationships are valued, causes are championed, experience is revered, and respect is earned.

*You can quote us on that.*

REAL ESTATE  
CONDOMINIUM, RESORT & TIMESHARE DEVELOPMENT  
BUSINESS & CIVIL LITIGATION  
BANKING & FINANCE  
TAX, TRUSTS & ESTATES

**GreenspoonMarder**  
ATTORNEYS AT LAW

888-491-1120 [www.gmlaw.com](http://www.gmlaw.com)

Fort Lauderdale | Orlando | Aventura | Boca Raton | Stuart | West Palm Beach | Tallahassee



# vision

Over 100 years ago, Henry Morrison Flagler made an indelible mark on Florida. His unmatched vision and trailblazing railroad opened Florida up to the world. His vast land purchases laid the groundwork for our company. His innovative standards became the cornerstone from which we built our company into one of Florida's leading integrated commercial real estate companies. ***We are Flagler. We are Florida's history.***

To learn how we can help with all of your Florida commercial real estate needs, contact us or visit our Web site.

561.443.5550 • [www.flaglerdev.com](http://www.flaglerdev.com)

*Proven for more than a century.*



# EXPECT MORE AT ESPERANTÉ

Esperanté Corporate Center 222 Lakeview Avenue West Palm Beach, FL 33401



First in West Palm to  
achieve LEED® Gold

Winner 2010-2011 BOMA TOBY U.S.  
Southern Region Renovated Building  
of the Year

Signature 5-Star Worldwide Tenant Services:  
fitness center, cafe, on-site conference  
facilities, valet parking and auto detail,  
on-site concierge

Beautiful views of the Atlantic Ocean,  
Intracoastal and Downtown

## Call today for a private tour.

Esperanté  
CORPORATE CENTER

Anthony Librizzi  
561.227.1808  
anthony.librizzi@cbre.com

Jeffrey Kelly  
561.393.1621  
jeffrey.kelly@cbre.com

[www.esperantemgt.com](http://www.esperantemgt.com)

5-Star Service  
WORLDWIDE **CBRE**

CB Richard Ellis, Inc. | Licensed Real Estate Broker

The 'LEED Certification Mark' is a registered trademark owned by the U.S. Green Building Council and is used by permission.

# [Contents]



**Welcome Letter** **6**  
A Message From Our Leadership of  
the Business Development Board of Palm Beach County

**About The BDB** **11**  
Services Offered by the BDB  
Palm Beach County's Business Resource

**Leadership** **12**  
The Businesses and People that Guide  
and Shape the Direction of our Organization

**Palm Beach County** **15**  
Palm Beach County Commission Chair  
Shelley Vana Welcomes you to Palm Beach County

**Accolades** **16**  
Why Palm Beach County Shines

**Facts & Figures** **18**  
Palm Beach County Demographics

**Quick Facts** **20**  
An Inside Look at Palm Beach County

**Corporate Headquarters** **23**  
Industry Leaders Choose Palm Beach County

**On the Horizon** **34**  
A Glimpse of Coming attractions

**Industry Clusters** **36**  
A Robust and Diverse Economy

**Entrepreneurs** **54**  
A Paradise for Business Owners

**Profiles** **57**  
Meet the BDB's Board of Advisors

**Membership Directory** **73**  
An Industry Specific Directory of BDB Members

**Membership Quick List** **111**  
An Alphabetical Directory of BDB Members



## It's **Never Too Late** To Learn.

Higher education is closer than you think. Lynn University presents a world of opportunities, conveniently located right around the corner. To advance your career or reach personal goals, the time is always right to get your college degree.

**Day, evening, online and graduate degrees available**

For more information, contact the Office of Admission at **561-237-7552**, via e-mail at **admission@lynn.edu** or visit **www.lynn.edu**

### COLLEGES

- AERONAUTICS
- BUSINESS & MANAGEMENT
- CONSERVATORY OF MUSIC
- EDUCATION
- HOSPITALITY MANAGEMENT
- INTERNATIONAL COMMUNICATION
- LIBERAL EDUCATION



**LYNN**  
UNIVERSITY

3601 N. Military Trail, Boca Raton  
www.lynn.edu  
561-237-7552

Lynn University does not discriminate on the basis of race, color, gender, religion, nationality, ethnic origin, disability and/or age in administration of its educational and admission policies, scholarship and loan programs, athletic and /or other school-administered programs.

---

# 2010 BANK OF THE YEAR IN THE U.S.

---

—The Banker *magazine*, London

## AN HONOR LIKE THIS IS ABOUT OUR COMMITMENT TO YOU.

It's about lending responsibly, supporting small businesses and committing to green building practices. It's about innovations like PNC Virtual Wallet<sup>®</sup> that help you make better decisions to make the most of your money. And it's looking after our next generation with initiatives like PNC Grow Up Great<sup>®</sup>, which supports early childhood education. To find out more about PNC, visit [pnc.com/aboutpnc](http://pnc.com/aboutpnc)





**Fab Brumley**  
*Bank of America*  
Chairman,  
BDB Board of Directors

**Kelly Smallridge**  
President and CEO

# [Welcome] <

The Business Development Board of Palm Beach County, in partnership with the Board of County Commissioners and the Palm Beach County Office of Economic Sustainability, is pleased to present *Profile*. This magazine is an annual publication that provides an overview of our diverse and robust business community.

This issue of *Profile* Magazine highlights several of our leading corporate citizens – companies that have chosen Palm Beach County for their home – as well as a look at why our region is so attractive to entrepreneurs from throughout the U.S. and around the world. Our publication also features a comprehensive view of our county's diversified industry clusters. We recognize that nurturing key industries improves the competitiveness of businesses within these industries, in turn boosting the overall economy.

With their synergistic impact on other businesses, Palm Beach County's industry clusters bring diversity and financial stability to the region. The proximity of similar companies creates business efficiencies, and encourages neighboring enterprises to advance innovation, spur investment, launch fresh initiatives, and create jobs. Therefore, the BDB proactively markets the county as a competitive place to do business in the following knowledge-based clusters:

- Agribusiness
- Aviation, Aerospace & Engineering
- Business & Financial Services
- Corporate Headquarters
- Creative Industries
- Equestrian
- Green Energy
- Healthcare
- International Commerce
- IT & Telecommunications
- Life Sciences
- Marine Industries

*Profile* Magazine also showcases the framework for economic development and how Palm Beach County benefits from a collaborative approach involving leadership in the private business sector, education, and government entities. We know that maintaining a healthy and resilient economic climate requires the focused efforts of our entire community. Partnering with county government, Workforce Alliance, chambers of commerce, and public and private educational institutions, along with business organizations is absolutely critical to showcasing Palm Beach County to a new business.

Although the past few years have been challenging for businesses and families, Palm Beach County has a well-developed regional strategy that leverages our core strengths. In 2011, the BDB experienced a notable increase in company expansions and relocations that resulted in the creation of many new jobs. Some of those announcements included: ALDI, Inc., America's Natural Caffeine from Brazil, Convergent, Image SkinCare, and Mobile Help. Today, the county's unemployment rate continues to decline, and our region has regained its forward momentum for building a bright and prosperous future.

Throughout 2012, creating jobs and growing our economy will continue to be the driving force of our marketing and economic development initiatives. We hope you enjoy reading about Palm Beach County's competitive business environment and the assets that make this area so unique and desirable. We invite you to contact our professional staff and 350 business members to learn why Palm Beach County is the best place to live, work, learn and play.





Business  
Development  
Board



Palm Beach County's Business Resource

**Business Development Board of Palm Beach County, Inc.**  
310 Evernia Street  
West Palm Beach, FL 33401  
(561) 835-1008 • [www.bdb.org](http://www.bdb.org)

### MANAGEMENT TEAM

- Kelly Smallridge**      President & CEO  
Phone: (561) 835-1008 Ext. 4121, [ksmallridge@bdb.org](mailto:ksmallridge@bdb.org)
- Gary Hines**            Senior Vice President - Administration  
Phone: (561) 835-1008 Ext. 4111, [ghines@bdb.org](mailto:ghines@bdb.org)
- Lisa Anderson**        Vice President - Private Funding  
Phone: (561) 835-1008 Ext. 4110, [landerson@bdb.org](mailto:landerson@bdb.org)
- Elizabeth Arevalo**    Vice President – Marketing & Media Relations  
Phone: (561) 835-1008 Ext. 4121, [earevalo@bdb.org](mailto:earevalo@bdb.org)
- Brian Cartland**        Vice President - Business Recruitment  
Phone: (561) 835-1008 Ext. 4131, [bcartland@bdb.org](mailto:bcartland@bdb.org)
- Shawn Rowan**         Vice President - Business Retention & Expansion  
Phone: (561) 835-1008 Ext. 4108, [srowan@bdb.org](mailto:srowan@bdb.org)
- Tim Tracy**              Vice President - Member Events  
Phone: (561) 835-1008 Ext. 4117, [ttracy@bdb.org](mailto:ttracy@bdb.org)



**Passport Publications & Media Corporation**  
1555 Palm Beach Lakes Blvd, Suite 1550  
West Palm Beach, FL 33401  
(561) 472-8769 • [www.PassportPublications.com](http://www.PassportPublications.com)

### EDITORIAL

- Richard Westlund**      Business Editor
- Jeffery Archer**         Editorial/Content Research

### ART & DESIGN

- Angelo LoPresti**        Art/Production Director
- Nicole Smith**            Assistant Production Manager

### ADVERTISING

- Janice Waterman**      Senior Advertising Manager
- Richard Wolff**         Director of Advertising
- Lew Blatte**              Director of Signature Publications
- Donna Mercenit**        Contract Administrator

### PUBLISHER

- Robert S.C. Kirschner**   Publisher & President  
Passport Publications & Media Corporation

### PORTRAIT FEATURE PHOTOGRAPHY

- Michael Price**            Michael I. Price Photography  
(561) 351-3292, [www.michaelpricephotography.com](http://www.michaelpricephotography.com)

Cover Image Photo: Robert Stevens

*Profile* is published by Passport Publications & Media Corporation, on the behalf of the Business Development Board of Palm Beach County, Inc. All rights reserved. No part of this publication may be reproduced without the expressed written consent of the Business Development Board of Palm Beach County and the publisher.

© 2012 Passport Publications & Media Corporation



Executive Talent Solutions

**UNITING TALENT & INNOVATION for GROWTH...RESPONSIBLY!**



## Diversity

Creating a culture both in our internal organization and by building diverse leadership teams for our clients where excellence comes from all perspectives.



## Sustainability

Our team has gone to great lengths to reduce our environmental impact through responsible resource management and sustainable development to help build a better global business landscape.



## Community

We believe that giving back to the community both financially and through volunteerism is essential to creating a strong society and satisfying work environment.

An award-winning talent management firm that specializes in identifying and securing your best talent options by fully understanding the intricacies of your environment with individuals who will help your company soar to new heights.

•Executive Search •Organizational Development •Talent Management

JBK Associates, Inc.  
[www.jbkassociates.net](http://www.jbkassociates.net)

One Engle Street  
Suite 201, Englewood  
NJ 07631  
201 567 9070 tel  
201 567 9078 fax



# One Clearlake Centre

Join these business leaders with offices at One Clearlake Centre:

- Atterbury, Goldberger & Weiss, P.A.
- Caldwell Pacetti Edwards Schoech & Viator
- Cemex USA
- Eisenberg & Fouts, P.A.
- Greenspoon Marder, P.A.
- Kapner & Kapner, P.A.
- Metropolitan Life Insurance Company
- Northwestern Mutual Life Insurance Company
- Prose Court Reporting Agency, LLC
- Richman Greer, P.A.
- Rogers, Dempsey & Paladino, P.A.
- Rosenbaum Mollengarden PLLC
- Salnick, Fuchs & Bertisch, P.A.
- Shoes For Crews
- WGCompass Realty Companies

New, modernized energy control systems and common area finishes.

On-site café serving breakfast and lunch.

Firms or companies accustomed to superb quality professional offices, considering a West Palm Beach location easily accessible to I-95, with water views from all floors, should consider One Clearlake Centre.

Floor sizes of approximately 13,000 sf. Suites from as small as 1,200 sf.

Leased & Managed by

**WGCompass**

REALTY COMPANIES

250 South Australian Avenue, Suite 1100, West Palm Beach, FL 33401

Phone: (561) 721-7000 • Fax: (561) 721-7001

[mwalters@wgcompass.com](mailto:mwalters@wgcompass.com)



# About the Business Development Board

Palm Beach County's Business Resource

## Our Services:

The Business Development Board provides confidential, individualized services free of charge to companies considering Palm Beach County as the place to do business and to companies already located here that want to expand their operations.



## Our Services Include:

- ▶ Real estate availability
- ▶ Demographics and labor market information
- ▶ Site tours conducted by our relocation and expansion staff
- ▶ Introductions to business networks
- ▶ Site selection assistance
- ▶ Introductions to labor training programs
- ▶ Information regarding financial and incentive programs
- ▶ Expedited permitting assistance

## Our Mission:

The mission of the Business Development Board (BDB) is 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.

As a private, not-for-profit company, the BDB works closely with the county commission and county staff, Enterprise Florida, chambers of commerce, business organizations, community redevelopment agencies, downtown development authorities and municipalities to achieve economic development goals in the areas of business recruitment, retention, expansion, job creation, workforce development, infrastructure and availability of capital.

The BDB is an Accredited Economic Development Organization (AEDO), serving as the primary partner to Enterprise Florida for Palm Beach County. The BDB of Palm Beach County provides individualized services free of charge to companies considering Palm Beach County for a business relocation or expansion. The BDB staff remains personally involved with each project from inception to completion. We adhere to the highest professional standards when researching and managing your site selection needs and will maintain strict confidentiality with all project information.

# [Board of Directors]

2012 Business Development Board of Palm Beach County

## Executive Committee - Officers

**Ms. Fab Brumley, Chair**  
Bank of America

**Mr. George Elmore**  
Hardrives, Inc.

**Mr. Val Perez, Past Chair**  
CitiBank, N.A.

**Mr. Rex Kirby, Vice Chair**  
Suffolk Construction Company

**Mr. Pepe Fanjul, Jr.**  
Florida Crystals

**Commissioner Shelly Vana**  
Chair, PBC Board of County Commissioners

**Mr. Frank Compiani, Treasurer**  
McGladrey

**Mr. Ken Kahn**  
LRP Publications

**Ms. Kelly Smallridge, President and CEO**  
Business Development Board

**Ms. Gina Melby, Secretary**  
JFK Medical Center

**Mr. Don Kiselewski**  
NextEra Energy, Inc.

## Board of Directors

**Mr. David Bates**  
Gunster

**Mr. John Flanigan**  
Haile Shaw & Pfaffenberger

**Mr. Paul Nunnally**  
Black Chamber of Commerce

**Mr. Mark Bellissimo**  
Equestrian Sport Productions

**Ms. Patti Hamilton**  
Southern Waste Systems/Sun Recycling

**Ms. Carey O'Donnell**  
O'Donnell Agency

**Mr. Bill Berger**  
Greenspoon Marder, P.A.

**Ms. Patricia Lebow**  
Broad & Cassel

**Mr. Keith O'Donnell**  
Flagler Real Estate Services

**Mr. Richard Bernstein**  
Bernstein & Associates

**Mr. David Lumbert**  
Iberia Bank

**Mr. Jeff Perlman**  
Delray Brand Group, LLC

**Mr. Martin Cass**  
Alpern Rosenthal

**Mr. Brendan Lynch**  
Plastridge Insurance

**Mr. Charlie Rutherford**  
Rutherford Mulhall, P.A.

**Mr. Ray Celedinas**  
Celedinas Insurance Group

**Mr. James Maus**  
Pratt Whitney Rocketdyne

**Mr. Geoff Sluggett**  
Geoffrey B. Sluggett & Associates, Inc.

**Mr. Bobby D'Angelo**  
Compson Associates, Inc.

**Mr. Art Menor, Esq.**  
Shutts & Bowen

**Mr. Keith Spina**  
Glidden-Spina & Partners

**Mr. Ron Davis**  
Hardie Industries, Inc.

**Mr. Frank Newman**  
Wells Fargo

**Mr. Jim Williams**  
AW Architects

**Dr. Jean Enright**  
Port of Palm Beach Commission

**Mr. Floyd Nichols**  
Insurance of America

## Ex-Officios

**Mr. Frank Barbieri, Esq.**  
PBC School District,  
Chairman

**Mr. Steve Craig**  
Workforce Alliance

**Dennis Gallon, Ph.D.**  
Palm Beach State College

**Ms. Laurie Silvers**  
Hollywood Media Group



**FIRMLY ROOTED IN FLORIDA BUSINESS.**  
**STATE WIDE AND STATE WISE.**

Strong leadership, statewide coverage and over 85 years of experience distinguish Gunster as Florida's law firm for business. Connected as a singular network with over 170 attorneys and 18 practices linked across eight offices from Tallahassee to Miami, we handle a full spectrum of work, including construction, environmental and land use, labor and employment, banking and international affairs. For solid legal strategies with a firm focus on Florida, Gunster means business.



**GUNSTER**

FLORIDA'S LAW FIRM FOR BUSINESS

**Gunster.com | (800) 330-1980**



# THE BRAZILIAN COURT

HOTEL & BEACH CLUB | PALM BEACH



WHEN CASUAL ELEGANCE IS IMPERATIVE... MAKE THE DISCERNING CHOICE



## CREATING UNIQUE AND MEMORABLE MEETINGS

Discreet service & exceptional comfort in a landmark hotel • Café Boulud's award winning cuisine  
Steps from Worth Avenue shopping & art • Accommodations with beach club access & irresistible charm

**TRAVEL + LEISURE** *World's Best Award 2010 — Ranked #1 Hotel in South Florida*





# Palm Beach County Commission Chair, **Shelley Vana**

**Palm Beach County is known world-wide as a desirable location for new and expanding business opportunities. With an ideal climate, vast amenities, and a pro-business environment, it is easy to understand why companies seek to make this county their home. We remain competitive in the marketplace by staying ahead of the curve, being receptive to new trends and implementing policy that will lead to the creation of new jobs and facilitate economic prosperity.**



Major industry clusters throughout the county continue to experience steady growth. In the field of Life Science/Biotech/High Tech we have seen a 38 percent increase over the past four years, with current salaries averaging \$77,640 per year in businesses including Scripps Research Institute, Max Planck Florida Institute, and CHS Pharma. The Aerospace/Aviation Technology industry which includes companies such as Sikorsky, Florida Turbine Technologies, and Chromalloy has grown 26 percent over the past five years with current salaries averaging \$88,304 per year. Manufacturing businesses are also on the rise, and efforts are underway to expand our free trade zone to include the entire county.

Concurrent with the growth of these industries are the efforts underway to train skilled workers. As a former science instructor, it is gratifying to see our educational institutions

keep in step with technology by developing new curricula to meet the needs of industry.

Florida Atlantic University's Center for Molecular Biology and Biotechnology, Palm Beach State College's Math & Science Institute and Biotechnology Programs, and the Secondary Science Programs in our School District, provide opportunities for students to learn and receive hands-on training and internships for high tech jobs. This is the kind of synergy that is building a new local workforce.

To be sure, much of our success in drawing business to the county and diversifying our industries depends on the successful collaborations of government entities, private industry partners, business development organizations and educational institutions. On behalf of the County Commission, I welcome you to Palm Beach County and look forward to working with you.





# [Accolades]



## Why Palm Beach County Shines

Palm Beach County's strengths include a growing and diverse population, favorable corporate tax rates, easy access to international transportation from our airports and port, an emerging technology and bioscience sector, an education system dedicated to excellence and a skilled and educated workforce. Oh yes, we also enjoy an executive lifestyle that is the envy of the world.

**Palm Beach County ranks as one of the best places to open a corporate headquarters. In a 2011 comparative cost analysis by The Boyd Company, Inc., Palm Beach County ranks 16 among 55 top US locations.**

Twelve Palm Beach County High Schools are Among America's Best — Palm Beach County public high schools have made the *Washington Post* Company's 2011 list of America's top high schools (formerly published in *Newsweek* magazine) based on a "measure of how effectively a school prepares its students for college," according to the new report.

**HealthGrades, the nation's leading independent healthcare ratings organization, has named Boca Raton Hospital a Distinguished Hospital for Clinical Excellence™ for the eighth year in a row. This prestigious distinction places Boca Raton Regional Hospital among the top 5% of hospitals nationwide for clinical performance. (HealthGrades Hospital Ratings, February 2012)**

The 2011 Digital Counties Survey, in partnership with the National Association of Counties (NACo), awarded Palm Beach County top ranking among all counties with populations of 500,000 and more. The annual survey focuses on the results achieved through the use of technology, both in terms of operating efficiencies and realizing strategic objectives.

**Palm Beach County ranks among the best places to operate a bioscience research and development facility. According to a 2010 study by The Boyd Company, Inc., Palm Beach County ranks favorably with its low total annual operating costs when compared to 35 cities in the US and Canada.**

Palm Beach County is one of only 36 counties nationwide and one of three in Florida to earn the AAA rating from all three of the major rating agencies. The County's AAA bond rating, the highest possible, means lower interest rates and costs when the County borrows money.



## NEAR PERFECT WEATHER YEAR-ROUND? WHAT'S NOT TO LIKE.

Actually, nothing — pristine beaches just two miles away, over 18,000 square feet of meeting and function space, and close proximity to the Palm Beach International Airport and Palm Beach County Convention Center. Let the only full-service upscale hotel in the area provide everything you need. Start your day at our Starbucks® before enjoying our luxurious pool, 'Fit for You' dining at our restaurant or our high-speed Internet access. That is, if you're not out golfing, shopping or relaxing on the nearby beaches.

To make reservations, call 800.376.2292 or visit [WestPalmBeachMarriott.com](http://WestPalmBeachMarriott.com).

**WEST PALM BEACH MARRIOTT®**  
1001 Okeechobee Boulevard  
West Palm Beach, Florida 33401  
Phone 561.833.1234  
[WestPalmBeachMarriott.com](http://WestPalmBeachMarriott.com)

**Marriott**  
WEST PALM BEACH



# Top Employers

Palm Beach County boasts some of the finest manufacturers in the world. Their presence is a strong indication of the county's ability to support industry. Although the county has a variety of producers, there are distinct industry clusters. The most prevalent are: communications & information technology; aerospace & engineering; agriculture & food processing; business & financial services and life sciences, including medical & pharmaceutical products. Many of the county's industrial employers are competing on a worldwide basis with products sold in the international market. Below is a list of some of the largest quality companies that have chosen Palm Beach County as a business location.

## Goods Producing

Company	Approx Employees	Product	Location
Florida Crystals (Hdqtrs)	2,000	Agriculture	West Palm Beach
U.S. Sugar Corp.	1,700*	Agriculture	Belle Glade
Tyco International / ADT / SimplexGrinnell (Hdqtrs)	1,500	Security System Manufacturing	Boca Raton/ West Palm Beach/Jupiter
Sikorsky Aircraft	1,105	Helicopters	West Palm Beach
A. Duda & Sons Growers	1,100*	Agriculture	Belle Glade
Pratt & Whitney Rocketdyne	1,000	Aerospace Engineering	West Palm Beach
Thomas Produce Co. (Hdqtrs)	1,000*	Agriculture	Belle Glade
TKM-Bengard Farms	800	Agriculture	Belle Glade
Walgreens Distribution	720	Pharmaceutical Distribution	Jupiter
IBM Corp.	600	Electronics R&D	Boca Raton
TBC Corporation (Hdqtrs)	600	Tire Distribution	Palm Beach Gardens
Thermo Electron North America LLC	600	Environmental Equipment	West Palm Beach
Cheney Brothers	590	Food Distribution	Riviera Beach
BIOMET 3i, Inc.	476	Dental Implants	Palm Beach Gardens
Palm Beach Newspapers	467	Newspaper Publishing	West Palm Beach

Sources: Updates provided by the employers and Hoover's D&B data from Enterprise Florida-updated 12/2011 \*Updated figures unavailable at date of publication

## Service Producing

Service companies, both public and private, large and small, support the area's residents and businesses. There are roughly 48,924 companies in Palm Beach County that supply products and services. In the services producing sector of the economy, a strong cluster of companies is found in business and financial services. This cluster represents more than 14,304 companies. Below is a list of just a few of the major service oriented employers in Palm Beach County.

Company	Approx Employees	Product	Location
Palm Beach County School District	21,495	Education	County Wide
Palm Beach County	11,381	County Government	West Palm Beach
Tenet Healthcare Corp.	6,100	Healthcare	County Wide
NextEra Energy, Inc. (Hdqtrs)	3,635	Utilities	Juno Beach
G4S (Hdqtrs)	3,000	Security Services	Palm Beach Gardens
Hospital Corporation of America-HCA	2,714	Healthcare	County Wide
Florida Atlantic University	2,706	Higher Education	Boca Raton
Bethesda Memorial Hospital	2,391	Health Care	Boynton Beach
Office Depot (Hdqtrs)	2,250	Office Supplies	Boca Raton
Boca Raton Regional Hospital	2,250	Health Care	Boca Raton
Veterans Health Administration	2,207	Health Care	West Palm Beach
Boca Raton Resort & Club	1,800	Hotel	Boca Raton
The Breakers	1,800	Hotel	Palm Beach
City of West Palm Beach	1,600	City Government	West Palm Beach
City of Boca Raton	1,600	City Government	Boca Raton

Sources: Updates provided by the employers and Hoover's D&B data from Enterprise Florida-updated 12/2011



Photo: WPB Downtown Development Authority

# Facts and Figures

## POPULATION

April 1, 2011 (Estimate)	1,325,758
April 1, 2010 (Census)	1,320,134

## POPULATION PROJECTIONS

2015	1,343,297
2020	1,415,721
2030	1,549,365

## MEDICAL

Hospital	32
Physicians' Offices	1,914
Dentists' Offices	757

## HOUSING

Total housing units	664,594
Occupied housing units	544,227
Vacant housing units	120,367
Homeowner vacancy rate	4.1
Rental vacancy rate	11.0
Average household size	2.46

## LABOR FORCE (2010 AVG.)

Labor Force	618,694
Employment	546,255
Unemployment	72,439
Rate	11.7%

## MEETING FACILITIES

Resorts/Hotels/Lodging Facilities	200
Resorts/Hotels with Meeting Space	50
Total Rooms	16,000
Convention Center	
Total Meeting Space (s.f.)	148,000
Total Space (s.f.)	350,000

## FINANCIAL

Banks	55
Branch Banking Offices	481
Deposits (millions)	\$37,909

## ECONOMIC

County Average Wage	\$45,833
Median Family Income	\$60,816
Per Capita Income	\$30,735

# Palm Beach County Quick Facts

▶ Palm Beach County's strategic location is ideal for trade, as it is centrally located between Miami and Orlando, and within easy reach of all of the major air and sea ports in the state of Florida. Palm Beach County is part of the Miami Customs District, utilized by much of Latin America and the Caribbean as the first destination for goods to be distributed to the rest of the United States and Europe, and vice versa.

▶ The Port of Palm Beach is the fourth-busiest container port of Florida's 14 deepwater ports, and is the 18th-busiest container port in the United States. In fiscal year 2010, the port moved over 213,000 20-foot container units.

▶ Palm Beach County has a state-of-the-art transportation and logistics system that is comprised of an international airport (Palm Beach International) with an integral Federal Inspection Facility, and a seaport with a Foreign Trade Zone (FTZ #135). These ports have easy access to the Florida Turnpike and Interstate 95, along with two major railways (FEC and CSX).

▶ Palm Beach International Airport (PBI), centrally located in West Palm Beach and easily accessible from I-95, is one of the largest medium-hub airports in the United States. On average, about 6 million people a year pass through PBI.

▶ At 2,578 square miles in total area, Palm Beach County is one of the largest counties in the eastern United States and the largest among Florida's 67 counties. The population is estimated at nearly 1.3 million. Population increased approximately 3.1% annually from 1990 through 2000, compared to double and triple that rate in the 1980s. The area's projected population for the year 2014 is over 1.33 million.

▶ Palm Beach County is the national leader in the production of sugar and fresh sweet corn, and is also Florida's leading producer of rice, bell peppers, lettuce, radishes, Chinese vegetables, specialty leaf and celery.

▶ Palm Beach County is one of the only counties in Florida awarded "AAA" bond ratings by Fitch, Moody's and Standard & Poor's.

▶ Palm Beach County's Parks and Recreation Department operates 79 parks, including two water parks. County parks include more than 8,000 acres of land for residents and guests to explore.

▶ The Palm Beach County Department of Environmental Resources Management manages 35 natural areas encompassing more than 30,000 acres of environmentally sensitive lands.

▶ Palm Beach County is often referred to as "The Golf Capital of the World™" with more than 150 public and private golf courses.

▶ It is the Spring Training home of the Florida Marlins and St. Louis Cardinals, who train at Roger Dean Stadium in Jupiter.



Photo: Robert Stevens

LEGAL COUNSEL.

FROM A FRESH ANGLE.

*From the merger of Edwards Angell Palmer & Dodge and Wildman, Harrold, Allen & Dixon comes Edwards Wildman Palmer LLP—an international law firm dedicated to bringing a new way of thinking about your business into practice.*

Edwards Wildman attorneys are known for their strength in private equity, venture capital, corporate and finance transactions, complex litigation, insurance and reinsurance, and intellectual property. We work with enterprises of all sizes, from nearly every industry, across three continents—helping clients see their legal challenges differently, and turning obstacles into opportunities for powerful business growth.

Let us be a forceful advocate for your business.  
Learn more at [edwardswildman.com](http://edwardswildman.com).

**EDWARDS**  
WILDMAN

Gregory E. Young, Partner-in-Charge, Edwards Wildman Palmer LLP +1 561 833 7700 [gyoung@edwardswildman.com](mailto:gyoung@edwardswildman.com)

BOSTON • CHICAGO • FT LAUDERDALE • HARTFORD • LONDON • LOS ANGELES • MADISON NJ • NEW YORK • NEWPORT BEACH  
PROVIDENCE • STAMFORD • TOKYO • WASHINGTON DC • WEST PALM BEACH • HONG KONG (associated office)

©2011 Edwards Wildman Palmer LLP and Edwards Wildman Palmer UK LLP ATTORNEY ADVERTISING: Prior results do not guarantee a similar outcome.



Securing Your World



manpower. technology. innovation.



G4S is proud to have its Americas Regional operations located here in the Palm Beaches. We are committed to working with the Palm Beach County Business Development Board and its members to provide strong community leadership, corporate social responsibility and the most knowledgeable and experienced security professionals in the world.

We understand the commitment made by Palm Beach County Business Development Board to strengthen our business community and that's why we are dedicated to providing the finest safety and security to those companies and communities we proudly serve.

At G4S, we are transforming the future of security by assessing risk, managing costs and designing safety and security solutions for a multitude of businesses.

Call us today to see why our people, our services, our products and our programs are best prepared to secure your world.

G4S

1395 University Boulevard, Jupiter FL 33458

561-622-5656 • 800-275-8305 • [www.g4s.com/us](http://www.g4s.com/us) • [info@usa.g4s.com](mailto:info@usa.g4s.com)

*Security Personnel • Consulting and Design • Background Screening • Visitor Control Systems • Security Communications  
Access Control and Digital Video Management • Remote Video Monitoring Center • Government Services*

# An Ideal Corporate Headquarters Location

Industry Leaders Choose  
Palm Beach County

Business  
Development  
Board



Palm Beach County's Business Resource



**“As one of the largest power companies in the nation, with operations in 28 states and Canada, NextEra Energy, Inc. is proud to call Palm Beach County home to our corporate headquarters.”**



# Lewis Hay, III

*NextEra Energy, Inc.*



 For decades, Palm Beach County has provided an ideal location for corporate and regional headquarters. “As one of the largest power companies in the nation, with operations in 28 states and Canada, NextEra Energy, Inc. is proud to call Palm Beach County home to our corporate headquarters” said Lewis Hay, III, chairman and chief executive officer, NextEra Energy, Inc. (NYSE: NEE), a leading clean energy company with 2010 revenues of more than \$15 billion.

Headquartered in Juno Beach, NextEra Energy’s principal subsidiaries are Florida Power & Light Company (FPL), which serves 4.5 million Florida customers, and NextEra Energy Resources, LLC, which together with its affiliated entities is the largest generator of renewable energy from the wind and sun in North America.

“This vibrant community offers a favorable business environment and its highly desirable quality of life enriches the lives of our employees and their families,” said Hay, who is among the many CEOs who praise the county’s year-round warm climate, excellent schools, affordable housing and wide array of cultural and recreational opportunities.



**Dennis Shaughnessy**  
*FTI Consulting, Inc.*



**“Skilled people, a great climate, low taxes  
and an ideal location are why we’re here.”**



But Palm Beach County's other key assets for corporate and regional headquarters include a large professional workforce, strategic East Coast location and convenient air access to domestic and international destinations.

"Skilled people, a great climate, low taxes and an ideal location are why we're here," said Dennis Shaughnessy, chairman, FTI Consulting (NYSE: FCN), a global business advisory firm with \$1.6 billion in revenue, 4,000 employees and operations in 22 countries.

Based in West Palm Beach, FTI provides political risk assessment, forensic investigations, crisis communications and other enterprise services. Its biggest offices are in London, New York and Hong Kong, with a Latin American office in Miami. In two historic cases, FTI Consulting was retained by the liquidation trustee of Bernard L. Madoff Investment Securities in the global

investigation of the largest reported Ponzi scheme in U.S. history, and by the receiver in the multibillion-dollar fraud investigation involving Stanford Financial Group.

"Originally, what got me to Palm Beach County was the equestrian world," said Shaughnessy. "My daughter and wife compete in equestrian events, and we are the proud sponsors of the Winter Equestrian Festival, so I started working here from an office." After reviewing a number of locations for a corporate headquarters, Shaughnessy said West Palm Beach was a natural choice. "It offers ready access to good administrative talent and an active social setting, including sports, culture and recreational amenities – with no state income tax. Air travel is also critical for us, and we've found that Palm Beach International Airport (PBI) is one of the easiest airports in the U.S. for in and out access. Our visitors from out of town all rave about PBI."



“Key advantages for us include no state income taxes, easy access to bilingual employees, a customer friendly airport and a wonderful quality of life.”



# Matthew Smith

*Shoes For Crews*



## A 'SURE-FOOTED' GROWTH STORY

Back in 1984, Matthew Smith's parents founded Shoes For Crews, an innovative company offering shoes with slip-resistant soles for the restaurant industry. When the company moved to West Palm Beach in 1995, it had just 10 employees. Today, Smith is the CEO of the world's leading manufacturer and direct-distributor of slip-resistant footwear with 230 employees here and 500 worldwide employees.

"Key advantages for us include no state income taxes, easy access to bilingual employees, a customer friendly airport and a wonderful quality of life," Smith said. "It's also a plus that Palm Beach County is the winter home of many Fortune 500 CEOs."

In 2011, Shoes for Crews relocated to a new 37,000-square foot headquarters, and continues to hire new employees. The company's customers range from McDonald's and Burger King to MGM Resorts and Starwood Hotels. "We are a classic entrepreneurial success story," Smith said. "I'm only 40 years old, but I've been working at our company for more than 20 years. I even got married in my Shoes For Crews slip-resistant wing-tips!"

## A NEW ARRIVAL

In 2011, aviation company Chromalloy celebrated its 60th anniversary in a big way: choosing Palm Beach Gardens for its corporate headquarters and new Technology Center of Excellence. "During the past two years, Chromalloy has refined our research and development roadmap for engine services and that strategy includes a robust pipeline," said CEO Armand F. Lauzon, Jr. "The new center will assure the greatest dynamic between senior leadership and the company's world-class technical staff that represents our future."

A subsidiary of Tampa-based Sequa Corp., Chromalloy is one of the nation's largest suppliers of repairs and replacement parts for turbine engines. Now, Chromalloy is finishing the interior work on a 30,000-square-foot office, lab and technology development space, and 10,000 square feet for a warehouse.

# Janna M. Ronert

*Image Skincare*

“There were two key factors for Chromalloy,” said CEO Armand F. Lauzon, Jr. “First, the area is recognized in our industry for its wealth of highly qualified turbine engine engineers. Second, all levels of local government and the state helped to make our experience easy and efficient. Everyone involved in our decision to locate in Palm Beach Gardens demonstrated a genuine understanding of what it takes to keep business moving in these challenging times.”

## EXPANDING IN PALM BEACH COUNTY

Headquartered in Palm Beach County since 2007, Image Skincare has grown its workforce from four to 40 people, while expanding its global reach to 27 countries. “From the mailroom to the boardroom, everyone can use our clinical skin care product line,” said CEO Janna M. Ronert, who co-founded the company in 2003 with her husband Marc. “We work with licensed physicians, professionals and distributors all over the world, so the regional airports are particularly important to us.”

Image Skincare recently purchased a 35,000-square-foot

facility in Lantana to expand its offices, research and development space, sales, customer service, and distribution activities, and will be adding about 30 new jobs in the next few years. “In our business, it’s important to have a location with a worldwide brand,” said Ronert. “We have a growing base of sophisticated customers in the Americas, Europe, the Middle East and Asia who know about Palm Beach County.”

## SECURITY COMPANIES

Palm Beach County is also home to many branches of G4S, a leading security provider based in the United Kingdom. The company’s G4S Americas Regional Offices, Latin American headquarters, the G4S North America Training Institute, G4S Strategic and International Accounts as well as local West Palm Beach and Boca Raton offices are located in the county.

“We are continuously hiring and training talented employees and using local resources for our operations,” said Drew Levine, president, G4S Secure Solutions, North America. “We frequently showcase the natural beauty of our area, use

**“We have a growing base of sophisticated customers in the Americas, Europe, the Middle East and Asia who know about Palm Beach County.”**





**“Having international air connections and a large pool of bilingual workers are key assets. For us, Palm Beach County is clearly the right location.”**

meeting and hotel spaces, dine in restaurants and utilize business partners in the Abacoa and Jupiter area. The positive business climate and world-class quality of Palm Beach County contribute to our continuing global success.”

In 2011, international security provider Garda selected Boca Raton for its North American Cash Logistics headquarters. “The positive business climate fostered by the local, county and state government was a key factor,” said Nathalie De Champlain, vice president, marketing and communications, adding that the cost of doing business in Palm Beach County is much less expensive than most major U.S. cities.

A subsidiary of Montreal-based Garda World Security Services (TSX:GW), Garda Cash Logistics is the second largest cash logistics firm in North America, processing more than \$200 billion annually. Announcing the move, Stéphan Crétier, Garda’s president and CEO, said he was “excited to move our U.S. headquarters to Boca Raton, which will provide us the ability to expand in the United States.” He added he was “impressed with the vibrant business climate Florida is seeking to create.”

Another growing Palm Beach County company is SBA

Communications (NASDAQ: SBAC), a leading independent owner and operator of wireless communications towers across North America, which moved to Boca Raton from Pittsburgh in 1994. “Our founder liked the weather and the workforce, and both have been positive factors in our growth,” said Jeffrey A. Stoops, president and CEO. “We could have located anywhere in the country, but this was the right spot for us.”

Stoops points to the county’s professional workforce as a major asset. “We have found a large pool of talented candidates here, as we have grown through the years,” he said. “We now have about 350 employees in Palm Beach County with the rest of our 850-member workforce in other U.S. and international locations.”

Now SBA Communications – which has the second largest market capitalization in Palm Beach County behind NextEra – is using Boca Raton as a solid base to expand its operations throughout the Americas.

“We are now in Canada and Central America, and looking at additional markets,” Stoops said. “Having international air connections and a large pool of bilingual workers are key assets. For us, Palm Beach County is clearly the right location.”







# [On the Horizon]

**ALDI**, a national discount grocer, will build a 500,000-square-foot office and warehousing space in the Village of Royal Palm Beach for its division headquarters and regional distribution center. The \$50 million project is expected to generate 520 new jobs. A leader in the grocery retailing industry since 1976, ALDI is committed to bringing customers the highest quality products at the lowest possible prices. The company's exclusive brands meet or beat the national name brands on taste and quality. With more than 1,100 U.S. stores located in 31 states, primarily from Kansas to the East Coast, ALDI continues to expand, most recently in the Dallas/Ft. Worth area and South Florida.

**Boca Raton Regional Hospital** plans to create the **Marcus Neuroscience Institute** on its main campus with a \$25 million gift from the Marcus Foundation. The 52,000 square-foot facility will house a 22-bed Neuro Intensive Care and Step-Down unit and include a robust clinical research program. The gift was provided by **Bernie Marcus**, chairman of the Marcus Foundation and co-founder and former CEO of The Home Depot, and his wife **Billi**. The hospital also announced a strategic alliance with **ProCure Treatment Centers** aimed at bringing a proton therapy program to the hospital.

State regulators have approved **Tenet Healthcare's** request to build a new teaching hospital in Palm Beach Gardens in partnership with Scripps Florida and Florida Atlantic University. The planned \$120 million hospital would have 80 beds in its first phase, eventually growing to 200 beds. It would be guided by scientific and medical faculty from Scripps and FAU's new medical school. The hospital, tentatively named the Florida Regional Medical Center, will be built along Interstate 95 and Donald Ross Road, site of the planned Max Planck-Scripps biotech hub.

Plans for a 400-room **Hilton Hotel** connected to the Palm Beach County Convention Center are moving ahead, following approval of a \$27 million subsidy by the Palm Beach County Board of County Commissioners. The hotel, which would be developed by Related Companies, is expected to provide more than \$28 million in revenue and create 500 new jobs in its first year. "A new Convention Center hotel will finally complete the package we need to elevate Palm Beach County's image as a group, meetings and conventions destination," said **Jorge Pesquera**, President & CEO of the Palm Beach County Convention and Visitors Bureau. "It has an enormous potential to bring in new business to our destination."

The **Palm Beach Strategic Forum** is presenting a special forum, "Competing in a World of Emerged Economies, on April 16-17 at the Palm Beach County Convention Center, under the auspices of the International Economic Forum of the Americas. A non-profit organization based in Montreal, Toronto and Palm Beach, the international forum aims at promoting an exchange of views and perspectives on pressing economic issues at its three annual conferences: the Conference of Montreal, the Toronto Forum for Global Cities and the Palm Beach Strategic Forum. Catering to senior decision makers, business leaders and leading world experts, the objective of the Palm Beach Strategic Forum is to foster a better understanding of opportunities and challenges at stake for the Americas in the Global Market. The Forum also seeks to provide a platform for business meetings in a broad spectrum of sectors, including banking and finance, and to foster economic development.

**Megayacht servicer Rybovich** is planning to build a new yacht-repair center in Riviera Beach. The \$45.5 million project is expected to bring 1,000 on-site jobs that pay roughly \$45,000 a year and nearly 3,000 additional indirect jobs, according to company executive **Wayne Huizenga, Jr.** The new facility will be able to service yachts up to 300 feet on land and up to 400 feet in the water. "It will allow us to say Riviera Beach is an international destination," Huizenga said. "You can have all your work done here."

**Radical Cosmetics, LLC**, will relocate its company headquarters and manufacturing facility from New Brunswick, New Jersey, to a 26,000-square-foot building in the City of Lake Worth Commerce Park, creating 40 new jobs. Radical Cosmetics is a USDA-certified cosmetics manufacturer whose contract manufacturing services include custom and stock formulations, cosmetics color matching, package development and sourcing, bulk cosmetic filling, product labeling, pack-outs, re-work and kit assembly.

Cosmetics maker **Oxygen Holdings** has built a 218,000-square-foot manufacturing plant and headquarters in Palm Springs. A third-party manufacturer, Oxygen Holdings makes hair and skin products for brand-name cosmetics companies. Oxygen Holdings' new facility is the largest economic development project in Palm Springs' history. The company expects to employ 400 workers at its new plant and headquarters.



**YOUR SIGNAL STARTS HERE.®**

**Florida Headquartered.  
Internationally Connected.**

## IN OUR BUSINESS, IT IS ALL ABOUT THE SIGNAL

Our clients depend on SBA to provide the wireless infrastructure that allows them to transmit their signal to their customers. As their first choice provider of wireless infrastructure solutions, we are constantly setting the standard for customer satisfaction by "Building Better Wireless."

- ⌘ TOWER OWNERSHIP
- ⌘ LEASING
- ⌘ SITE MANAGEMENT
- ⌘ SITE DEVELOPMENT
- ⌘ CONSTRUCTION
- ⌘ TECHNICAL SERVICES



### FIND YOUR SIGNAL TODAY

with our new app **SBA Sites™** for the iPhone®, iPad®, Windows® 7 and Android®.



Building Better Wireless®

800.487.SITE | [sbasite.com](http://sbasite.com)



# Dynamic Industry Clusters

With strong support from city, county and state governments, Palm Beach County has built a robust and richly diversified economy. Here is a closer look at leading companies and organizations in seven key industry clusters.

**Rich Holmberg**

*Lockheed Martin*



“We are proud to be part of this dynamic area and excited about what the future holds for us here.”

# > Aerospace/Aviation/Engineering

For Lockheed Martin, Palm Beach County is an ideal location for developing leading-edge military and commercial products. “The Palm Beach region has a growing maritime industry,” says Richard Holmberg, vice president and general manager of Lockheed Martin’s operations in Palm Beach County. “We are proud to be part of this dynamic area and excited about what the future holds for us here.”



Lockheed Martin’s flagship program in Palm Beach County is the U.S. Navy’s Remote Minehunting System – an autonomous, semi-submersible, undersea vehicle paired with a sonar system to detect and localize mines. “Our Riviera Beach location on the Intracoastal Waterway gives us easy access to the open ocean that facilitates testing of this important U.S. Navy program,” adds Holmberg.

On the commercial side, Lockheed Martin is developing Marlin™, an autonomous underwater vehicle that will enable energy companies to inspect offshore oil and gas platforms and pipelines more safely, efficiently and cost-effectively. Another project is MagneLink®, a revolutionary magnetic wireless, through-the-earth communications system that will enable trapped miners to communicate with the surface following an accident.

The Lockheed Martin facility in Palm Beach County added 75 new employees in 2011. Holmberg says “The combination of a skilled workforce and pro-business environment has allowed us to invest in and expand our facilities to support our programs.”

In northwestern Palm Beach County, Sikorsky Aircraft Corp. is expanding its assembly, development and testing operations for a heavy-lift helicopter used by the U.S. Marine Corps. “The expansion will support the continued development of the next generation of high technology rotorcraft in Palm Beach County,”

said John Fischetti, general manager, Flight Development Center. Sikorsky, which employs over 1,000 workers at its Flight Development Center and Florida Assembly and Flight Operations campus, has established experimental assembly line operations for the new CH-53K heavy-lift helicopter.

“We are witnessing the dawn of a new age in rotorcraft development and construction,” said Dennis Jarvi, vice president, Navy and Marine Corps Programs for Sikorsky. “The CH-53K helicopter is being designed, developed and manufactured in a digital environment. We have created ‘virtual tools’ that will improve the learning process. The CH-53K helicopter stands to become a model of innovative technology and capability when it takes its role in the fleet.”

The 60,000-square-foot CH-53K helicopter facility has been updated to create a modern assembly area. Sikorsky expects to begin testing the helicopter in 2012, launch the first flight in 2014 and ultimately build more than 200 of the aircraft.

Sikorsky Aircraft is a subsidiary of United Technologies Corp. (NYSE: UTX). Since 1959, United Technologies Corporation has been in operation in Palm Beach County with Pratt & Whitney military engine programs and Sikorsky development and certification programs that have included research aircraft such as the XH-59, fly-by-wire aircraft and the UH-60M BLACK HAWK helicopter.



© 2011 Lockheed Martin Corporation

## THIS IS HOW

Lockheed Martin is proud to be a member of the Palm Beach County Business Development Board. We understand the importance of partnering with civic leadership, nonprofit organizations, educational institutions and local businesses to find innovative solutions to complex challenges. Helping Palm Beach County thrive and grow is all a question of how. And it is the how that Lockheed Martin delivers.

[lockheedmartin.com/how](http://lockheedmartin.com/how)

LOCKHEED MARTIN 

# > Agriculture and Equestrian

Led by Peter F. Pero, IV, chairman/CEO, Pero Family Farms is a fully integrated farming and marketing organization that has been part of Palm Beach County's agricultural sector for more than 100 years. "Our farming heritage has given us the experience and expertise to bring our customers high quality, fresh, healthy and nutritious products," said Ed Sullivan, marketing director. "One of our major goals has been to keep farming a viable and vibrant industry in Palm Beach County."

With more than 11,000 acres of farmland, Pero Family Farms is one of the country's largest producers/growers, distributors and marketers of premium quality, fresh vegetables, including bell peppers, specialty peppers, cucumbers, squash, zucchini, green beans, eggplant, pickles, and hard squash. "Our company's commitment to innovation, sustainability and state-of-the-art farming allows us to preserve the lands we harvest and the environment," added Sullivan. Pero also has farms and facilities in Georgia, Michigan, New York, and Tennessee, helping to make Pero Family Farms one of the largest and most respected brands in the U.S.

Another key contributor to the agricultural sector is Florida Crystals, which celebrated its 50th anniversary in 2010. "When Florida Crystals was founded in Palm Beach County in 1960, the company grew sugar cane on 4,000 acres of land and produced 10,000 tons of raw sugar," said Pepe Fanjul, Jr., executive vice president. "Today, using our sustainable farming practices, we grow crops on 190,000 acres in South Florida and have sugar operations in six countries."

Florida Crystals is the world's largest producer of refined cane sugar, with a capacity of 7 million tons annually. It is the only domestic producer of certified organic sugar –grown, harvested and produced in Palm Beach County. In fact, Florida

Crystals is the largest organic farmer in Florida, and its renewable energy facility is the largest biomass power plant in North America. As Fanjul said, "After 50 years of growth, we are proud to continue to have our now global headquarters here in Palm Beach County."

In the equestrian sector, Palm Beach County supports a rich cluster of horse-related businesses and activities. "We estimate there's a \$600 million direct and indirect economic impact here," said John Walsh, president of club operations, International Polo Club. That includes about 60 polo fields in Wellington. "We have continued to grow, with a schedule that includes 260 polo games in a four-month season," said Walsh. "Our goal is to keep growing the sport."

In the past few years, International Polo Club has partnered with the Palm Beach County Sports Commission to bring in lacrosse, rugby and soccer teams, including the 2011 national championship for the American Youth Soccer Association. In 2012, International Polo Club will host the field hockey national championship competition involving about 8,000 athletes. "This type of activity supports the growth of small businesses in our area," added Walsh.

Mark Bellissimo, CEO, Equestrian Sport Productions, points to the importance of the equestrian industry to the entire Palm Beach County community. His firm produces and manages the Winter Equestrian Festival (WEF), a 12-week annual extravaganza at the Palm Beach International Equestrian Center (PBIEC) in Wellington that draws more than 250,000 attendees. In addition to Olympic-caliber competition, the WEF hosts the nation's premier competition for children, juniors, adults and amateurs drawing thousands of competitors and spectators. It will host the 2012 U.S. Olympic Trials.

"Horse sport has become hugely popular among CEOs and investors," he said. "Our facility makes it possible for these families to live and compete in a beautiful environment that we believe will lead to many of those companies establishing offices in Palm Beach County."

Bellissimo is also managing partner of Wellington Equestrian Partners, which is planning Equestrian Village, a new development with a proposed five-story hotel, 45,000 square feet of retail space, 30,000 square feet of office space and a commercial equestrian arena focused on dressage. The project would cover 59 acres in Wellington's Equestrian Preserve Area.

The WEP partnership's vision is to transform Wellington into a premier equestrian lifestyle destination while creating an economic and philanthropic engine that enhances the local community. "This vision is centered around the appreciation and love of the horse," Bellissimo said. "We look forward to working closely with the BDB to bring more businesses to Wellington in the future."



Photo: Sportfot



Sugar Cane

# Get a Lake Okeechobee Perspective

*The Southern Rim of Lake Okeechobee  
is a unique vantage point*

**Crossroads** of 12.9 million in South Florida  
– within a 200-mile radius of 70% of the  
state's population.

**Gateway** only 38 miles from Palm Beach  
and Florida's East Coast.

**Epicenter** of rich agricultural production  
– sugar cane and winter vegetables  
– with 600,000 acres of fertile muck soils.

**Launch pad** to Lake O itself, natural wonder,  
bass fishing paradise and vital fresh water resource.

**Home** of 21st Century manufacturing, distribution  
and operations centers with a firm understanding  
of sustainability.

Since 2006 the Lake Okeechobee Regional Economic  
(LORE) Alliance of Palm Beach County, LLC has helped  
Belle Glade, Pahokee, South Bay, Canal Point and  
unincorporated areas at the Southern Rim of Lake  
Okeechobee bring about sustainable regional  
development.

After a century's development of coastal Florida,  
new thinking is bringing investment in infrastructure,  
workforce and workplace facilities inland to our  
green, rural lakefront region. Communities are  
tight-knit, hard-working, where vision and  
commitment produce extraordinary results.

Contact LORE and your inquiry about opportunities  
in the Tri-cities region will be treated promptly,  
discretely and professionally.



# > Communications/Information Technology



With its leading-edge biometric identity management systems, Cross Match Technologies, Inc. provides governments, law enforcement agencies, and businesses around the world trusted identification for a wide variety of applications. “We have a close relationship with the U.S. Department of Defense and a number of Department of Homeland Security agencies,” said John Hinmon, senior vice president of marketing. “For example, when you come through an international point of entry into the U.S. as a foreigner, your fingerprints will be scanned by our Guardian livescan device.”

Based in Palm Beach Gardens, Cross Match has approximately 300 employees worldwide, with about two-thirds working in Palm Beach County. The company manufactures its finger, face, and iris scanners, document readers, biometric software, and other products in the U.S. and Germany.

“As a technology company, we have taken advantage of the engineering talent in Palm Beach County,” Hinmon said. “The accessibility to three international airports and high quality of life also make the County an attractive place to do business.”

One of the world’s leading data center and publishing companies has a major presence in Boca Raton. “We offer innovative print and document management products and services for professional environments,” said Malkon (Mal) Baboyian, president, Production Print Division Océ North America, a Canon Group Company. Based in The Netherlands, Océ has about 200 employees at its Boca Raton divisional headquarters, which focuses on digital printing of statements, invoices, insurance policies, direct mail and other documents.

“We have a North American Customer Experience Center in Boca for all four of our divisions,” said Baboyian. “We fly customers in from around the country to look at our facility as well as our solutions. We know they are serious when they come here in July and August, as well as January!”





# GET SMART. GO GREEN. SAVE MONEY.

Let Jade Communications, Inc. discuss some of the current products on the market and how we can make the pieces fit and take the puzzle out of the picture.

Jade Communications, Inc. was established in 1987 owned and operated by Serge Leblanc. For over 20 years Jade Communications, Inc. has been serving the Florida market with high quality fiber

optic and copper cabling system installations, design engineering, maintenance and support.

Our professional team of qualified staff offers a reliable worry-free approach from small to large projects. As our long term partner, you will work with a team of dedicated professionals whose priority is always to deliver quality, timely and premium service.

## A few new additions to our portfolio:

Commend offers a wide variety of leading edge intercom stations including video cameras and monitors for added security and performance ranging from small local systems to enterprise wide global deployments.  
[www.commendusa.com](http://www.commendusa.com)



BlueWave Security is leading a new wave of unified physical and IT security products. BlueWave is the first to provide an end-to-end physical access control solution over standard ethernet cable or wireless with Wi-Fi management and security tools.  
[www.bluewavesecurity.com](http://www.bluewavesecurity.com)



Redwood Systems is a state of the art platform that powers and controls energy-efficient lighting using low-voltage cabling, delivering unmatched energy reduction, reduced maintenance costs, and granular building intelligence to office spaces and data centers.  
[www.redwoodsystems.com](http://www.redwoodsystems.com)



## From film production and digital content development to Spanish-language and specialty networks, Palm Beach County hosts a thriving information and entertainment industry cluster.

For instance, Digital Domain Media Group and Florida State University are collaborating in the creation of the Digital Domain Institute, a new school and adjoining digital production studio in West Palm Beach. Founded by John Textor, a native of West Palm Beach, Digital Domain is a special effects company based in Port St. Lucie whose work appears in dozens of films, including Thor, The Smurfs and X-Men: First-Class.

Digital Domain Institute will offer a bachelor of fine arts degree in animation and digital arts through FSU, with the first class scheduled for the fall 2012 semester. It will open in a temporary facility at CityPlace, but move to its own free-standing facility at 401 Okeechobee Boulevard by 2014, said Frank Patterson, FSU's dean of the college of motion picture arts. West Palm Beach has donated a 2.4-acre site for the facility, while also contributing a \$10 million grant and \$15 million loan. In announcing the program, Textor said, "This will create a base of employees willing to work very efficiently, while they're in college, to serve more than just the interest of Digital Domain. We're building a platform for others to cluster around us."

Palm Beach County's cultural assets are an important draw for entertainment industry executives, according to Laurie Silvers, president, Hollywood Media Corp. in Boca Raton. "We have many fine educational institutions, here as well," said Silvers, who co-founded the company in 1993. Today, Hollywood Media Corp. consists primarily of an ad sales division, an intellectual property division and various financial assets. A founder of the Sci-Fi Channel, Silvers said, "I'm an entrepreneur who enjoys building businesses, as well as raising a family, and Palm Beach County is a great place for both."

One of the county's leading entertainment and communications companies is Olympusat, which delivers its Hispanic, Specialty and Faith & Family Networks to cable operators, telecom providers and direct broadcast satellite companies in the United States and Latin America. That includes the FUNimation Channel, the only 24-hour anime television network in the United States.

In 2011, the West Palm Beach company launched two strategic business units: Olympusat Telecom and Olympusat Digital Post Production Studios, with suites in West Palm Beach and in Mexico City. "Olympusat Telecom meets the growing demand for

**Our digital production capability here in West Palm Beach is often compared to those found in Los Angeles working on \$100 million dollar feature films.**

— Albert Estrada

Olympusat, Senior Vice President, Marketing and Business Development

timely and efficient content to be delivered to any point in the world," said Albert Estrada, senior vice president, marketing and business development. "We also provide telecommunications services to an impressive lineup of international media companies who rely on our technology to deliver a reliable and robust experience of their assets to their customers."

With its digital post production studios, Olympusat is transforming content in outdated formats for today's high-definition media world. "Our digital production capability here in West Palm Beach is often compared to those found in Los Angeles working on \$100 million dollar feature films," Estrada said. "That allows us to provide these same services to enterprise customers in Palm Beach County who need a high-budget production look and feel for their projects."

Estrada said these two strategic initiatives added more than 30 new employees to the company in 2011 and Olympusat expects to continue hiring in creative services, creative production, marketing, sales, technology and television programming management. "The biggest advantages are Palm Beach County's excellent talent pool and quality of life," he said. "In the end, our success is a result of the home-grown talent pool in Palm Beach County."



Tron Legacy - CGI effects produced at Digital Domain

© Walt Disney Pictures



# DOWNTOWN WEST PALM BEACH

## DOING BUSINESS IN DOWNTOWN WEST PALM BEACH

With two synergistic shopping and entertainment districts as well as world-class cultural venues, a signature waterfront, a growing residential and business community, and amazing weather, Downtown West Palm Beach is one of the country's most exciting and most desirable mid-sized cities in the nation!

## AVAILABLE RESOURCES

Business Incentives- over \$600,000 in available grants!  
Economic Trends  
Demographics  
Permitting Assistance  
Tax Incentive Information  
Site Selection Assistance  
Relevant Market Studies & Research  
Business Support

## SNAPSHOT OF THE DOWNTOWN WEST PALM BEACH TRADE AREA

Average Temperature: **74.7 degrees fahrenheit**

Median Age: **44 Years**

Average Household Income of DDA District Residents  
**\$70,268**

Population

**Downtown: 8,900**

**Office Population: 18,000**

**City of West Palm Beach: 99,919**

**\*Downtown Growth 2005-2010: 8.83%\***

Trolley Rideship

**60,000 per month**

Pedestrian Count

**70,000 per month**

**Home to several spectacular events that attract over 1 million people every year**

### AVAILABLE RESOURCES

- Economic Trends
- Demographics
- Permitting Assistance
- Tax Incentive Information
- Site Selection Assistance
- Relevant Market Studies & Research
- Business Support
- Retail Recruitment
- Connections with Commercial Brokers
- Business Incentives



DOWNTOWN DEVELOPMENT AUTHORITY  
**WEST PALM BEACH**

*Always Original*

FIND THE FACTS AT [WESTPALMBEACHDDA.COM](http://WESTPALMBEACHDDA.COM)

301 Clematis St. Suite 200 • West Palm Beach, FL 33401

WEST PALM BEACH DOWNTOWN DEVELOPMENT AUTHORITY 561.833.8873



# > Green Industries

**Leading-edge solar power research is underway in Palm Beach County through a partnership between Scripps Florida and NextEra Energy, whose subsidiaries include Florida Power & Light (FPL). NextEra has been testing five commercially available solar technologies in a rooftop laboratory at its corporate headquarters in Juno Beach. Now, NextEra and FPL energy experts are working with Scripps Energy & Materials Center scientists at the research institute in Jupiter to address three key challenges of the energy sector:**

- Improving the economic viability of large-scale clean energy expansions
- Increasing the output of next-generation renewable energy technologies
- Enhancing the efficiency and storage capabilities of the nation's electric grid

“Energy independence is critical for the future of our economy, security and environment – for Florida and the nation as a whole,” said NextEra Energy president and COO Jim Robo. “We are fortunate to have such a renowned research facility in our backyard, and our synergy is powerful.”

NextEra Energy and FPL are key economic drivers in Palm Beach County with more than 36,350 employees and supporting a \$115 million supply chain in the county. In addition, Fortune magazine's 2011 list of “World's Most Admired Companies” ranked NextEra Energy as the most admired company in the utility industry. In 2010, NextEra Energy was ranked by Fortune as one of the top 10 companies worldwide for innovation, joining Apple, Google, Nike and others.

Referring to the new “green alliance between NextEra and Scripps, Harry Orf, vice president for scientific operations at Scripps Florida, said, “We are delighted to participate in this

partnership, which advances the knowledge-based economy in the state. These kinds of collaborations are critical to the economic future of Florida.”

Southern Waste Systems is also contributing to the region's sustainable future, according to Patti W. Hamilton, vice president/director of business development. “As a state leader in recycling, we are always seeking ways to offer our customers the opportunity to send less material to the landfill,” she said. “We are expanding our commercial recycling opportunities and investing in new recycling markets.” That helps the company preserve natural resources and keep wood, concrete, metals and earth out of area landfills. In addition, Southern Waste Systems recently launched a new initiative to plant nearly 6,000 trees a year.

“Our county needs to be on the cutting edge in promoting sustainability and green practices in our businesses,” Hamilton said. “It is our corporate responsibility to manage the waste we generate, conserve the energy we use and look to conserving water.”





# Trust Matters...



Building relationship throughout South Florida for nearly four decades.



Download a QR Code reader app for your smart phone and then snap this!

Scan QR Code or check our website:  
[http://millerconstruction.com/trust\\_matters/](http://millerconstruction.com/trust_matters/)  
to discover more about the essential components of your new building or renovation.

Miller Construction Company



*relationships that build*

# > Healthcare Services

**Palm Beach County's healthcare institutions are growing in size and stature, providing state-of-the-art services to the region. "Ensuring the community's health is a win-win situation for business leaders and civic leaders alike," said Bob Broadway, vice president, corporate strategy, Bethesda Healthcare System, Boynton Beach.**

To support the western communities, Bethesda is constructing Bethesda West Hospital, an all-private-room 80-bed hospital that will open in January 2013— the first new hospital to open in Palm Beach County in 23 years. Bethesda West Hospital has been designed to grow to 400 beds over the next ten years, using environmentally sound practices.

Bethesda West Hospital will be supported by Bethesda Memorial Hospital, a 401-bed, comprehensive hospital that provides open-heart surgical services with the Bethesda Heart Hospital, a full-service maternity and pediatrics center, with a Level III Neonatal Intensive Care Unit, and an inpatient rehabilitation facility with the Cornell Institute for Rehabilitation Medicine.

JFK Medical Center in West Palm Beach has taken a leadership role in academic medicine through a partnership with Florida Atlantic University and the University of Miami Miller School of Medicine. "We added a new surgical residency last July, and we continue to produce well-trained physicians for Palm Beach County," said Gina Melby, CEO. The hospital also offers a residency program in internal medicine and a self-sponsored podiatry program.

JFK Medical Center is also in the forefront of providing

technology. "We have grown from a community hospital model to a tertiary care academic model with the support of our local physicians," said Melby. "That's important from an economic growth perspective, since CEOs want to be sure that excellent care is available in our region."

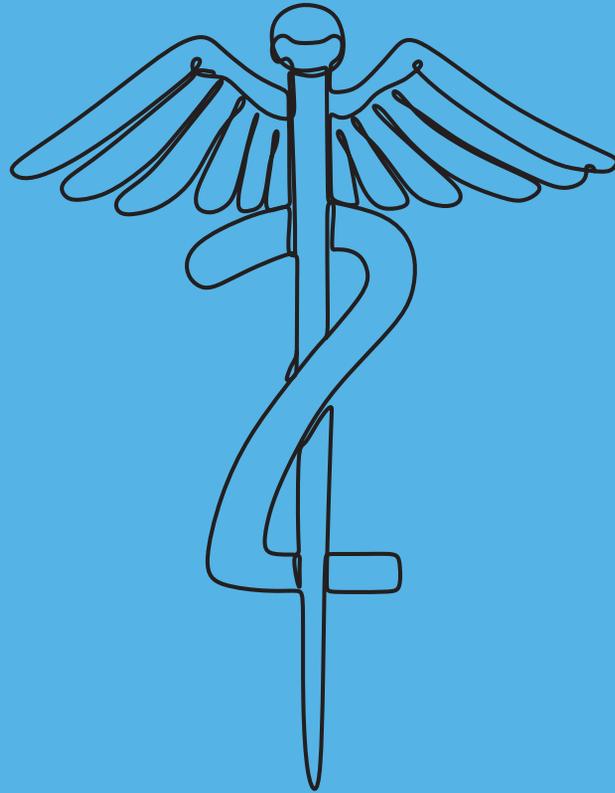
To the north, Jupiter Medical Center is expanding its clinical care, medical education and clinical research programs. "We are a full-service facility providing a continuum of care for our community," said John Couris, president and CEO.

Founded in 1979, the 283-bed regional center offers clinical research trials to the community, and recently teamed with Scripps Florida to conduct research on human cancer tissue. It is an affiliate of the University of Miami Miller School of Medicine. In 2001, orthopedic surgeon W. Andrew Hodge, M.D., designed and patented the 3D (Data Driven Design) Knee, a revolutionary concept in knee replacement providing increased strength and stability for highly active individuals.

Now, Jupiter Medical Center is adding to its main campus, as well as launching a collaboration with NuVista Living to develop a \$70 million continuing care senior community in Abacoa. This project, scheduled to open in 2013 will include a 70-bed assisted living facility and a 30-bed memory disorder facility. It is expected to create about 150 new jobs for the area.



Bethesda Memorial Hospital



## For a second opinion, come to us first.

A second opinion is critical, and that is why Cleveland Clinic Florida is your best choice. Providing complex medical care close to home, our nationally ranked specialists have a track record of successful outcomes — even in cases considered untreatable by others.

**Same-day appointments available. Call 1.800.639.DOCTOR.**  
[clevelandclinicflorida.org](http://clevelandclinicflorida.org)



Every life deserves world class care.

# > Life Sciences

**With innovative life science companies like Biotest, GLG Pharma and Synthes Anspach, Palm Beach County provides a supportive environment for pharmaceutical, bioscience and medical device manufacturers.**

For example, Opko Health recently acquired Curna, one of the first spin-offs from Scripps Florida's academic research. Based in Jupiter, Curna is an early-stage developer of non-coding RNA-based treatments for cancer, heart disease, metabolic disorders, and genetic anomalies.

"We captured the attention of Drs. Philip Frost [a leading South Florida biotech entrepreneur and investor] and Jane Hsiao," said Curna co-founder Claes Wahlestedt, who invented the technology and is now professor of psychiatry and associate dean for therapeutic innovation at the University of Miami Miller School of Medicine. "There was much interest from outside Florida, but we wanted to keep the company here. Commercialization of biomedical research is good for patients, companies and the South Florida region."

For CHS Pharma, an emerging biotechnology company in Jupiter, one of the key business advantages is proximity to the county's world-renowned research institutions. "FAU's Center for Molecular Biology and Biotechnology (CMBB) is the center of our scientific research, and we are a licensee of FAU innovations," said Stephen Chakoff, CEO. The chairman of CHS's Scientific Advisory Board is Herbert Weissbach, director of the FAU center.

CHS Pharma is focused on treatment for a precancerous skin condition known as actinic keratosis. The company's board members, scientific and clinical advisors include several leaders in the South Florida biotechnology sector, including Neil Flanzraich, former president of IVAX; Elliot Hahn Ph.D., founder of Andrx; and Brian Berman M.D. a faculty and staff member of the University of Miami's Miller School of Medicine.

In the past decade, one of Palm Beach County's most successful life science companies is Diagnostic Test Group, which sells its Clarity brand tests through a worldwide sales network. "We make rapid tests for the point-of-care market," said Greg Lustig, chief operating officer of the Boca Raton company launched a decade ago. Sales have grown by about 33 percent annually – more than three times the industry average, according to Lustig.

"One of the things that makes us unique is having 24-hour customer service and test support," Lustig said. "We also have a full-time scientist on our staff, helping to develop new products." Diagnostic Test Group is also developing a new middleware system that will enable portable medical devices to connect to electronic medical record (EMR) systems. "We are very loyal to Palm Beach County," said Lustig. "We believe it's a great benefit to be based here."



Scripps Florida – a division of The Scripps Research Institute, headquartered in La Jolla, California – is a state-of-the-art biomedical research facility located on 30 acres in Jupiter, Florida. An additional 70 acres are available for expansion on the large adjacent "Briger" tract of land in the city of Palm Beach Gardens.

Using the latest cutting-edge technologies, researchers at Scripps Florida focus on basic biomedical research and drug discovery. As of January 2011, more than 400 faculty members, scientific, technical, and administrative staff work at the 350,000-square-foot campus, which is comprised of three state-of-the-art research buildings. By 2014, the campus is expected to house more than 60 faculty and 550 total staff.

Currently, six basic academic departments of Scripps Research are represented at Scripps Florida – Cancer Biology, Chemistry, Infectology, Metabolism and Aging, Molecular Therapeutics, and Neuroscience. In addition, Scripps Florida is home to the Translational Research Institute, a collection of scientific centers employing cutting-edge technologies to speed development of new therapies and products, in essence, beginning the important process of "translating" breakthrough scientific discoveries into practical applications.



## Max Planck Florida Institute Nears Opening

FLORIDA

Germany's Max Planck Society is looking forward to a June, 2012 completion date for the Max Planck Florida Institute's 100,000-square-foot laboratory and office building on six acres at Florida Atlantic University's John D. MacArthur Campus in Jupiter. The institute is now operating from nearby temporary facilities. The new research facility is designed to accommodate nearly 58,000-square-feet of laboratory space that will house wet and dry bench research, instrumentation labs, computational research, core imaging facilities and microscope suites, information technology services and offices for researchers and support staff. The scientific facilities will be organized into three research wings, including guest labs to facilitate collaborative research with the scientific community in the field.

A study conducted by Enterprise Florida anticipates that the research organization will support the creation of more than 1,800 jobs, both directly and indirectly, over the next two decades, and generate more than \$2 billion in economic activity.



## Wellington Medical Arts District

Attracting new medically related facilities and creating new employment opportunities in the Western Communities is the goal of the Wellington Medical Arts District. Drawing on the Wellington Medical Regional Medical Center and nearby medical facilities, as well as Palms West Hospital, the district will include more than 2 million square feet in an integrated 210-acre campus combining hospital, educational, office, medical-related, and support retail activities.

## World Stem Cell Summit Coming in December

Genetics Policy Institute (GPI) will host the 8th Annual World Stem Cell Summit on December 3–5, 2012 at the Palm Beach County Convention Center in West Palm Beach. GPI, Interdisciplinary Stem Cell Institute (ISCI) at the University of Miami Miller School of Medicine and the Diabetes Research Institute (DRI) have united to organize the world's largest and most comprehensive multi-track interdisciplinary stem cell conference. The event is expected to attract 1,500 attendees from 25 nations, 70 exhibitors and more than 200 endorsing organizations and media partners.



Scripps Florida

# AFTER THREE YEARS AND 3,147 TOTAL JOINT PROCEDURES, THERE'S STILL NO REPLACEMENT FOR US.

THE FIRST AND ONLY CENTER OF JOINT DISTINCTION  
FOR TOTAL JOINT REPLACEMENT ON THE EAST COAST OF FLORIDA

The leading institution for total shoulder/reverse arthroplasty

A teaching facility affiliate of the University of Miami Miller School of Medicine

The only facility in the Southeast performing iTotal:  
the latest technology in patient-specific knee replacement

The first facility in Palm Beach County performing total hip replacement with the Hana Table

OUR COMMITMENT TO EXCELLENCE IS THE JOINT EFFORT  
OF OUR SURGEONS, NURSES, THERAPISTS AND SUPPORT STAFF.



Designated as a  
**Blue  
Distinction**  
Center for Knee and Hip Replacement

The Orthopedic Institute at  
**JFK MEDICAL  
CENTER**

A Teaching Affiliate of the University of Miami Miller School of Medicine

800.616.1927 • [www.jfkmc.com](http://www.jfkmc.com)  
5301 South Congress Avenue, Atlantis, FL





# When it comes to financial solutions you have options



Whether you want to save for the future, secure a personal loan, utilize exclusive online and telephone banking services or enjoy the convenience of our ATMs and local branches, we have a solution for you. Call, click or stop by and talk with a banker.

**wellsfargo.com**

© 2011 Wells Fargo Bank, N.A.  
All rights reserved.  
Member FDIC. 122934 10/11



# Entrepreneur's Paradise



**John Duffy knows that Palm Beach County is a warm-weather paradise for entrepreneurs. As founder and CEO of 3Cinteractive, Duffy led the Boca Raton technology company to remarkable success. “We started with three guys in a one-room office in Delray Beach,” Duffy says. “We recently hired our 100th employee, and are very proud to achieve that milestone. As entrepreneurs, we know there is nothing more important for a young technology company than building a quality team, and there is a great pool of talent here.”**



Today, 3Cinteractive (3Ci) is the leading provider of cloud-based mobile software and services for Fortune 1000 companies. Its Switchblade® platform will process over 6 billion mobile transactions this year. *Forbes* recently named 3Cinteractive one of America's Most Promising Companies, ranking 12th on the publication's second annual list of U.S.-based, high-growth, privately held companies.

John Sculley, former CEO of Apple and Pepsi Cola Co., is the chairman of 3Ci, whose investors include legendary Miami Dolphins quarterback Dan Marino. “He comes by the office pretty often and has been known to fire a Nerf football around,” says Duffy. “Not many other companies can say that on any given day you might come to work and see the greatest all-time QB throwing passes in the hallway of your office.”

Duffy says that mobile technology is one of the world's fastest growing industries. “We are just scratching the surface of its potential, and we are confident that 3Ci will remain the

leader in delivering enterprise mobility solutions,” he added.

Looking ahead, Duffy said 3Ci will continue to benefit from the region's skilled workforce, including information technology (IT) graduates from the area's colleges and universities. As he says, “When you combine awesome people with a great climate, solid infrastructure and low taxes, why would you start a business anywhere else.”

## ENTREPRENEUR TASK FORCE

The Business Development Board recently created a new Entrepreneur Task Force, based on a recommendation from the Six Pillars Community Strategic Plan (an interactive strategic planning process developed by the Florida Chamber of Commerce and led locally by the Economic Council).

Under the leadership of co-chairmen Jeff Perlman of Delray Brand Group, and Oren Tasini of Haile, Shaw



### Other resources for Palm Beach County entrepreneurs include:

- **The Enterprise Development Corp. of South Florida (EDC)**, a nonprofit organization that assists emerging science and technology companies. EDC offers the BusinessLINC mentor/protégé program and manages the Technology Business Incubator located in the Florida Atlantic University Research & Development Park. For more information: [www.edc-tech.org](http://www.edc-tech.org)
- **Palm Beach State College Center for Business Development & Entrepreneurship**, a comprehensive one-stop resource center for new and existing businesses, offering one-on-one expert counseling, short continuing education classes, professional instruction, and other services. For more information: [www.palmbeachstate.edu](http://www.palmbeachstate.edu)
- **Small Business Development Center**, offering expertise, counseling and training assistance to small business owners and entrepreneurs. For more information on the center, which is hosted by Palm Beach State College, email [SBDC@palmbeachstate.edu](mailto:SBDC@palmbeachstate.edu).
- **Florida Atlantic University's Entrepreneur Boot Camp**, an innovative, fast-paced course that includes creating a business plan, finding money, and designing the right operation for success. Participants receive expert coaching from professors and entrepreneurs. For more information: [www.fau.edu](http://www.fau.edu).
- **Northwood University**, which offers an entrepreneurship major for students. For more information: [www.northwood.edu/fl](http://www.northwood.edu/fl).

& Pfaffenberger, the Entrepreneur Task Force works to foster the efforts of entrepreneurs and small businesses working in aviation, aerospace, engineering, business and financial services, healthcare technologies, life sciences, alternative/green energy, and communications and information technology.

Since entrepreneurs and small businesses are primary drivers of job creation and economic development in Palm Beach County, the task force will work to strengthen the area's entrepreneurial ecosystem by marketing the existing assets of organizations such as the Enterprise Development Corporation and the Small Business Development Center. The task force plans to introduce a mentoring component to the program that will help prepare entrepreneurs in their quest for financing.

Through the task force's efforts, entrepreneurs in Palm Beach County will have easy access to all existing resources, helping them to stay in the county and grow their businesses.



## **NSU. Beginning a new chapter in Palm Beach.**

Nova Southeastern University has been offering degrees in Palm Beach County for more than 35 years. Now we're beginning a new chapter in higher education, with our spectacular new Palm Beach Gardens location. NSU's new facility boasts state-of-the-art technology, a distinguished faculty and broad range of undergraduate and graduate degree programs in the most in-demand fields including business, pharmacy, education, psychology, nursing and school counseling. All with flexible classes designed to fit busy schedules. NSU is also the largest non-profit university in Florida with 29,000 students and a sprawling 300-acre main campus in Fort Lauderdale-Davie. For the rest of the NSU story, visit our website.



# [Profiles]

## Board of Advisors



# > Board of Advisors

## [Bank of America]



Fabiola N. Brumley

Bank of America, one of the world's largest financial institutions, serves more than 58 million consumers, small and middle market businesses and large corporations with a full range of banking, including more than 5,700 retail offices and 17,800 ATMs, award-winning online banking, investing, asset management and other financial and risk management products and services. Bank of America Corporation stock (NYSE: BAC) is a component of the Dow Jones Industrial Average and is listed on the New York Stock Exchange.



## [Citibank]



Val Perez

Citibank is a pre-eminent financial services company providing world class service in over 100 countries. Locally we provide individuals and businesses with a full range of financial solutions including credit, cash management, investment, international, merchant, and other services.



## [Equestrian Sport Productions]



Mark Bellissimo

Equestrian Sport Productions, LLC is the management entity for the FTI Consulting Winter Equestrian Festival (WEF), the Palm Beach Steeplechase and several other horse shows in Wellington. WEF draws thousands of horses and tens of thousands of riders, owners, grooms and service providers from around the world for 12 weeks of world class hunter/ jumper and dressage competition at the Palm Beach International Equestrian Center, more than 100 acres of the finest horse show grounds in the United States.





# > Board of Advisors

## [First Park South Florida]



First Park South Florida is a premier Master-Planned Business Park designed to meet the needs of large corporate users and smaller businesses alike. The rail-served Park offers 537 net acres of land with all requisite entitlements and underlying infrastructure in place for immediate development. With shovel-ready sites available throughout the park, Foreign Trade Zone status and proximity to major roadways, First Park South Florida is where you want to be.

**CBRE**

Trammell Crow Company

## [Flagler Real Estate Services]



Keith O'Donnell

Flagler is one of Florida's oldest and largest full-service commercial real estate firms, with a portfolio that consists of nearly 12 million square feet of Class-A office and industrial space, 24 million square feet of property management, an additional one million plus square feet under construction, and more than 2,500 acres of entitled land. Flagler offers world-class development, land planning, construction, sales and leasing, property management, and consulting services through its network of strategically located regional offices through-out the state.



**FLAGLER™**

Flagler Real Estate Services, LLC  
ONCOR International  
A SUBSIDIARY OF FLAGLER

## [Florida Crystals Corporation]



Pepe Fanjul, Jr.

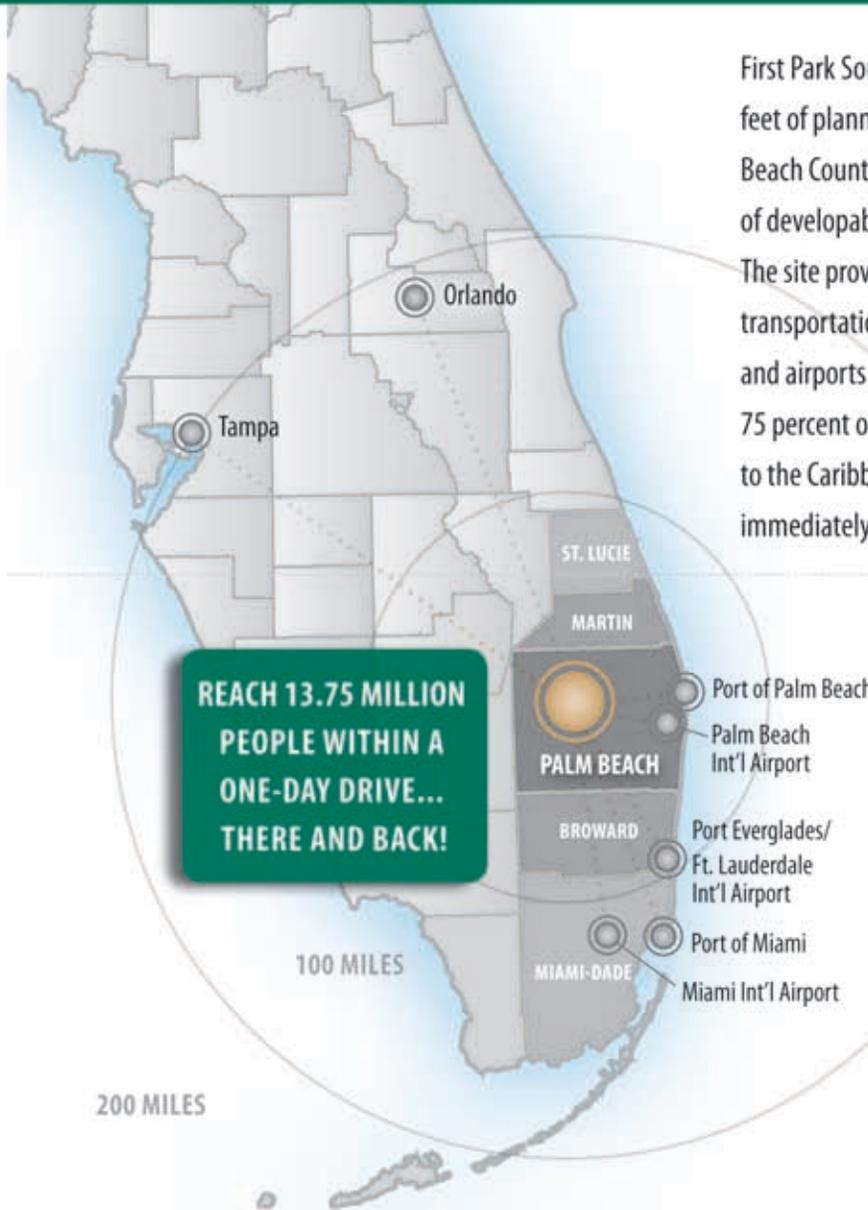
Florida Crystals is a leading sugar producer and America's first fully integrated cane sugar company, guiding its products from the field to the table through its brands: Domino®, C&H® and Florida Crystals®. The only organic sugar producer in the country, Florida Crystals owns and operates the country's largest biomass renewable electricity plant.



# FIRST PARK

South Florida

## A Ready-To-Go Business Park



First Park South Florida, 537-acres with 6.5 million square feet of planned industrial real estate, situated in Palm Beach County, is the largest remaining fully entitled parcel of developable industrial land in the South Florida Region. The site provides convenient access to the region's major transportation systems – including highway, rail, seaports and airports – and places you in a strategic position to reach 75 percent of the state's populace, serving as a vital gateway to the Caribbean and Latin America. Businesses of all sizes can immediately lease, build-to-suit or purchase parcels of land.

- 537-acre master-planned industrial park
- Designed for 6.5 MSF of future development
- Sites ranging from 5 to 100 acres
- Fully entitled, industrial-zoned parcels
- All industrial facility types
- Infrastructure in place
- Home to over 30 businesses / 1.8 MSF
- Land sales and build-to-suit opportunities
- Rail service and FTZ status on select parcels

FOR MORE INFORMATION PLEASE CONTACT

Rick Miller, SIOR  
First Vice President  
561.393.1613  
rick.miller@cbre.com

Robert C. Smith  
Senior Vice President  
561.478.0330  
robert.c.smith@cbre.com

**CBRE**

CBRE, Inc. | Licensed Real Estate Broker

Trammell Crow Company

# > Board of Advisors

## [FTI Consulting, Inc.]



Dennis Shaughnessy

FTI Consulting is a global business consulting and advisory firm that provides multidisciplinary solutions to complex challenges and opportunities. With the full power of unique depth of thought combined with the global expertise of leading professionals, we are committed to protecting and enhancing the enterprise value of our clients. The company is publicly traded on the NYSE(FCN).



## [GeoGlobal Partners/GMI Holdings]



A leading manufacturer of outdoor living products, GeoGlobal Partners produces a large selection of quality outdoor living products including gas grills, statuary, fountains, furniture and solar gardening products.



## [Gunster]



H. William "Bill" Perry

Established in 1925, Gunster is a full service Florida law firm with nine offices around the state providing counsel to leading businesses and individuals. Our statewide presence and culture reflect the firm's status as Florida's law firm for business. Gunster services clients from its offices in Fort Lauderdale, Jacksonville, Miami, Palm Beach, Stuart, Tallahassee, Tampa, Vero Beach and its headquarters in West Palm Beach with more than 180 attorneys and 200 committed support staff.



# AMERICLEAN

BUILDING MAINTENANCE  
COMMERCIAL CLEANING EXPERTS



SERVING SOUTH FLORIDA FOR OVER 20 YEARS

PROTECTING OUR ENVIRONMENT WITH SAFE, EFFECTIVE GREEN  
CLEANING METHODS AND PRODUCTS

---

We offer a wide array of cleaning and maintenance services and our results far exceed industry standards. Americlean can implement and assist our clients in getting their LEED (Leadership in Energy & Environmental Design) certification.

We offer the following staff to meet your needs:

Janitors | Day Porters | Groundskeepers | Day Matrons | Security Guards

---

505 South Flagler Drive, Suite 222, West Palm Beach  
americleanfl@bellsouth.net | www.americleanfl.com

561.655.8891

Palm Beach | Ft Lauderdale | Miami | Tampa | Jacksonville

# > Board of Advisors

## [Hardrives, Inc.]



George Elmore

George Elmore founded Hardrives, Inc. in 1953 as a driveway paving company dedicated to hard work and top quality customer service. Now, more than 57 years later, the multi-million dollar paving, excavating, and construction site preparation company with an unequaled record of municipal, state and private development projects, still stands on its rock solid core values of customer service.

**HARDRIVES, INC.**

## [JP Morgan Chase]



Christopher Havlicek

JPMorgan Chase & Co. is a leader in investment banking, financial services for consumers, small business and commercial banking, asset management and private equity.

 **JPMorganChase**

## [LRP Publications]



Kenneth Kahn

Founded in 1977 by Kenneth Kahn, then a practicing employment law attorney, LRP Publications has been serving business and education professionals for more than three decades. Originally known as Labor Relations Press, the company first published case reports for the legal profession. As the company expanded into other specialty areas, it became known as LRP Publications.

Today, LRP is a broad-based, multi-media publisher of various legal, business, educational, customer service and training products.

**LRP**  
Publications 

# REFLECTIONS OFFICE COMPLEX

## Office Space that REFLECTS Well on Your Company

### Newly Renovated Class A Office Space Competitive Rates - Close to I-95 - Great Views

- Market's Best Access - Signalized entry for easy in and out
- Minutes to Downtown, Courthouse, CityPlace & Kravis Center
- Suites from 1,500 - 14,000 SF available
- Ample covered parking
- Energy efficient systems for cost savings

One of West Palm Beach's best known and located office centers is better - and more affordable - than ever.



561.948.7100

Reflections  
400 & 450 S. Australian Avenue  
West Palm Beach



For leasing information call:  
Dyana Kenney - 561.893.7005  
dyana.kenney@flaglerdev.com

# > Board of Advisors

## [McGladrey]



Frank Compiani

When you trust the advice you're getting, you know your next move is the right move. Whether it's accounting, tax or business consulting, we are focused on listening to your needs and designing customized solutions that fit with your budget, your timeline, your corporate culture and vision. That's the power of being understood. Experience the power at McGladrey.com.



## [Nova Southeastern University]



NSU is currently the nation's 6th largest private not-for-profit University. In addition to West Palm Beach, we have Student Education Centers in Orlando, Miami, Tampa and Jacksonville. For more information, visit [www.nsu.nova.edu](http://www.nsu.nova.edu).



## [NextEra Energy, Inc]



Eric Silagy

NextEra Energy, Inc. (NYSE: NEE) is a leading clean energy company with 2011 revenues of more than \$15.3 billion, more than 41,000 megawatts of generating capacity, and approximately 15,000 employees in 24 states and Canada. Head-quartered in Juno Beach, Fla., NextEra Energy's principal subsidiaries are Florida Power & Light Co., which serves 4.6 million customer accounts in Florida and is one of the largest rate-regulated electric utilities in the country, and NextEra Energy Resources, LLC, is the largest generator in North America of renewable energy from wind and sun.



## OUR BUILDING

- ⊙ CLASS A
- ⊙ COVERED A/C WALKWAY TO GARAGE
- ⊙ FULL SECURITY SYSTEM
- ⊙ FOUR HIGH SPEED ELEVATORS

join our  
family

## FEATURES

- ⊙ ON SITE BANK, CAFÉ, FITNESS CENTER
- ⊙ TWO MINUTES TO I-95
- ⊙ FREE GUEST PARKING AT ENTRANCE
- ⊙ DRAMATIC WATER VIEWS
- ⊙ COVERED, SECURE PARKING GARAGE
- ⊙ ON-SITE OWNER AND MANAGEMENT TEAM

your business  
at its Best

Join our family of successful firms that have made a commitment to identifying their business with success, quality, and service.

Centrally located in the heart of Palm Beach County, the Regions Financial Tower is your best choice. Call today 561.686.1555.

## LEASING INFORMATION

DEITZ REALTY COMPANY

- ⊙ ANDREW DEITZ
- ⊙ 561.686.1555
- ⊙ [WWW.DEITZREALTY.COM](http://WWW.DEITZREALTY.COM)



# > Board of Advisors

## [Palm Beach Aggregates, LLC]



Palm Beach Aggregates, Inc., located on 4,400 acres in western Palm Beach County, Florida, is a multi-faceted company with ongoing commercial operations in Construction Aggregates, Waste Wood Processing and other operations including Hydro-Storage.



## [Palm Beach County Board of Commissioners]



Robert Stevens

The Board of County Commissioners is a seven-member elected body that operates under a voter-approved home rule charter form of government. The function of the board is to establish policies and programs that protect the health, safety and general welfare of county residents. Each commissioner is elected to a four-year term.



## [Plastridge Insurance Agency]



Tom Lynch with sons, Brendan (L), Connor (R)

Plastridge Insurance was established in 1919 and is the oldest insurance agency in Palm Beach County. We write and consult on every type of insurance, business, personal and benefits/financial services. Tom runs this agency along with his two sons, Brendan and Connor Lynch. Personal touch and professional service are the keys to its high level of excellence and performance.



# WHERE CAN WE HELP YOU NEXT?

Providing a full range of services for commercial property and land including the management, sale and leasing of retail, office and industrial assets. Locally owned with over 350 national and international affiliates, we bring you real estate solutions around the block or around the world.



**951 YAMATO**  
951 Yamato Road  
Boca Raton, Florida

A 144,000 square foot Class-A office building featuring a stunning atrium, concierge service and unbeatable access.



**FOUNTAIN SQUARE**  
2600, 2650 & 2700 Military Trail  
Boca Raton, Florida

A 243,000 square foot Class-A office property consisting of three buildings with a central courtyard and grand fountain.



**FAIRWAY OFFICE CENTER**  
7108, 7111 & 7121 Fairway Drive  
Palm Beach Gardens, Florida

A 223,818 square foot Class-A office center. Prime location at the intersection of the Turnpike and PGA Boulevard.



**GOLDEN BEAR PLAZA**  
11760, 11770 & 11780 US Highway 1  
Palm Beach Gardens, Florida

A 247,000 square foot Class-A office complex with beautiful Intracoastal and ocean views with lush landscaping.

# > Board of Advisors

## [PNC Bank]



Craig Grant

For more than 150 years, PNC Financial Services Group (NYSE: PNC) has been committed to providing its clients with great service and professional expertise to help them meet their financial goals. PNC is proud of its long-standing history of supporting the communities it serves, especially in early childhood education, the arts, and in many other ways.



## [Pratt & Whitney Rocketdyne]



Pratt & Whitney (P&W), through its Pratt & Whitney Rocketdyne business unit, designs, manufactures and tests rocket engines and hypersonic propulsion systems at the West Palm Beach facility, and is the preferred provider of high-value propulsion, power, energy and innovative system solutions.



## [South Florida Business Journal]



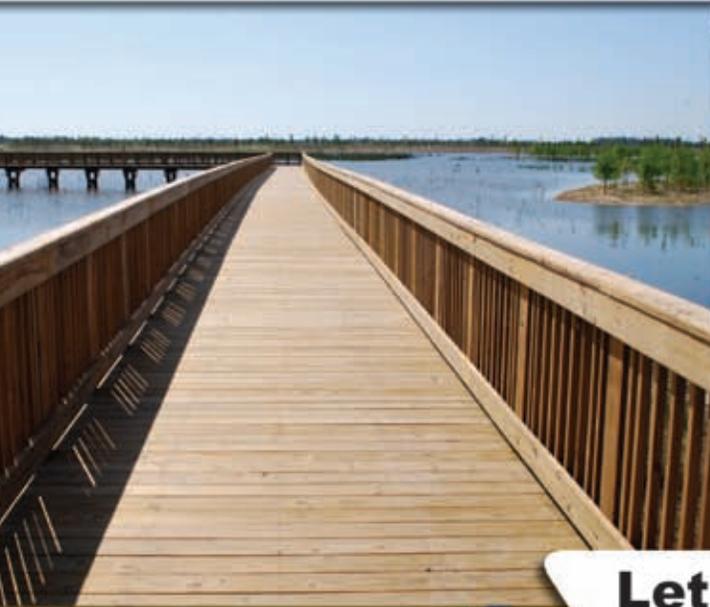
Weekly print and online publication covering in-depth and breaking news throughout the region. The Business Journals is a collection of 40 local business journal publications providing coverage of local business news and sales lead data in print, online and mobile formats.





## A Great Hometown

with abundant parks, quality schools, attractive neighborhoods  
and a world-famous equestrian community



## Let Us Show You

staking our future on developing our local economy through our  
local initiatives: Medical Arts, Equestrian Community, Town Center,  
Neighborhood and Commercial Reinvestment



WELLINGTON   
**2060**

Education - Job Creation - Sustainability

[www.wellingtonfl.gov](http://www.wellingtonfl.gov)

For More Information  
Please Contact:

**Tim Stillings**  
Long Range Planning Director  
561.791.4000

# > Board of Advisors

## [Templeton & Company]



Templeton & Company, founded in Palm Beach County in 1990, delivers tax, audit and advisory services to clients in the construction, professional services, distribution, and agriculture industries. The firm excels in developing winning business strategies using forward-looking services and technologies to sharpen its clients' competitive edge and improve their profitability.



## [Wells Fargo & Company]



Frank Newman

Wells Fargo & Company (NYSE: WFC) is a nationwide, diversified, community-based financial services company with \$1.3 trillion in assets. Founded in 1852 and headquartered in San Francisco, Wells Fargo provides banking, insurance, investments, mortgage, and consumer and commercial finance through more than 9,000 stores, 12,000 ATMs, the Internet, and other distribution channels across North America and internationally. Wells Fargo's vision is to satisfy all our customers' financial needs and help them succeed financially.



## [Workforce Alliance, Inc.]



Steve Craig

A dynamic human resource organization serving Palm Beach County, Workforce Alliance assists businesses in meeting the challenges of the competitive marketplace through no-cost services that include skills-upgrade training for employed workers, outplacement for companies and individuals and career services that match job seeker skills to the specific requirements and needs of employers.





# WORKFORCE Alliance

*"Workforce Alliance has been one of the outstanding resources that have helped our company remain dynamic and profitable even during an economic downturn for the construction industry."*

**Dale R. Hedrick, Hedrick Brothers Construction**

*"Workforce Alliance helped us obtain funding for our Wellington Regional Medical Center staff. They made a significant impact by securing grant funding for two projects and they always provide outstanding service."*

**Miriam Bolger, Universal Health Systems/UHS of Delaware**

*"Thank you, Workforce Alliance, for responding immediately. Not only did we get an excellent employee, but we were provided funds for training her and placing her on our staff."*

**Morris Lewitter, CFO, Q-Shield Technologies, Inc.**

These successful Palm Beach County businesses are among hundreds of employers who use WORKFORCE ALLIANCE Business Services to help with:

- Recruiting from entry level to the executive suite
- Assessing and referring candidates
- Hiring and training grants for employers
- Expert labor market and economic information/analysis
- Outplacement services

The Workforce Alliance Business Services team of professional consultants is ready to help your business. Call **1-800-556-JOBS** or visit **www.pbcalliance.com** today!

# CRITICAL THINKING

# AT THE CRITICAL TIME™

There are moments in time when decisions call for critical acumen. FTI Consulting delivers a unique breadth of expertise across the globe. From forensic accountants to e-discovery experts and strategic communications specialists, from former chief executives to Nobel Laureate economists, FTI Consulting has leaders and innovators driving some of the most critical solutions of our time.

[www.fticonsulting.com](http://www.fticonsulting.com)



**F T I**™  
CONSULTING

©2011 FTI Consulting, Inc. All rights reserved.

CORPORATE FINANCE/RESTRUCTURING  
FORENSIC AND LITIGATION CONSULTING  
ECONOMIC CONSULTING  
TECHNOLOGY  
STRATEGIC COMMUNICATIONS