

Annual Report

Business
Development
Board

BDB

Palm Beach County's
Economic Development Resource

2014-2015





Kelly Smallridge

Dear BDB Stakeholder:



I'm pleased to report that **2014 – 2015** was a banner year for economic development success in Palm Beach County. And, upon review of this report, you will learn about several major initiatives the Business Development Board engaged in to deliver these outstanding results.

In summary, the BDB facilitated more than **3,604** new and retained jobs, and **\$284,697,000** in new capital investment through **25** relocation and expansion announcements. These companies will lease, construct, or purchase **1,363,423** square feet of additional space.

As you know, in collaboration with city, county, and state partners, the BDB works to leverage the County's phenomenal assets by promoting the expansion of existing businesses and attracting new ones to the area. Our combined efforts contribute to the prosperity of the County by providing quality jobs for our citizens fostering economic growth and a delivering a vibrant community that is a great place to live, work and raise a family.

Kelly Smallridge
President & CEO

Business
Development
Board



Palm Beach County's
Economic Development Resource

2014-15 Projects: Wages

Average Wage as % of County Average	130.9%
Company Average Wage	\$62,098
County Average Wage	\$47,440

Take a Student to Work Day

May 26, 2015

The BDB and the School District of Palm Beach County put a new spin on “Take our Sons and Daughters to Work Day” so students could learn about top-tier employment opportunities that exist in Palm Beach County.



Education

Career Academy Counselors Bus Tour

December 5, 2014

The BDB arranged a bus tour to educate the Academy Coordinators and Guidance Counselors from Palm Beach County’s public and private high schools on the types of industries driving the local economy and the skill sets required for securing various levels of employment.



Partnership with Education Foundation

The BDB joined forces with the Education Foundation of Palm Beach County to present the inaugural Palm Beach County Education Leadership Awards on March 5, 2015.



This program recognizes contributions to education excellence in volunteerism, administration, community partnership and alumni achievement in Palm Beach County, Florida’s top-performing urban school district.

Companies visited included Max Planck Florida Institute, Florida Turbine Technologies, Inc., Florida Power & Light Co., Baron Sign Manufacturing, Palm Beach State College, Modernizing Medicine, 3Cinteractive and ADT Corporate Headquarters.

Education is a key driver for economic development success!

2014–2015 BDB Initiatives

BDB Economic Development Forum

April 23, 2015



Palm Beach County's first Economic Development Forum brought together over 300 stakeholders representing:

- State, county and city entities
- Economic development organizations
- Universities, public and private schools
- Workforce and transportation agencies
- Utilities
- Chambers of commerce
- Businesses from many sectors

Forum Topics:

1. Importance of partnerships
2. The importance of retention/expansion of local businesses
3. Opportunities for growth in logistics and trade
4. Palm Beach County's competitive advantage

Events Promoting Industries in PBC



Life Sciences Luncheon



Entrepreneur Luncheon



Aviation, Aerospace & Engineering Banquet



Business/Financial Services Luncheon



Education Breakfast



Equestrian Reception

Life Science Study Kick Off

The BDB hosted an event on August 25, 2015 at Max Planck Florida to kick off the BDB's Life Science Industry Study being conducted by Facility Logix.



The Life Science Study will:

- Provide a comprehensive inventory of life sciences companies, institutions, support organizations and other entities in the county.
- Analyze the science and development performed in Palm Beach County, the strengths that are present and the gaps that need to be filled so that the industry truly fulfills its potential.
- Analyze the development of the Palm Beach County life science industry over the past decade, and provide a blueprint for filling the industry gaps.

Domestic trips

- 2015 FEDC Winter Symposium - Fort Lauderdale, FL
- 2015 Enterprise Florida Grapefruit League Consultant Events- Orlando, Tampa, & Lakeland, FL
- 2015 FEDC Annual Conference - Orlando, FL
- 2015 Enterprise Florida Team FL- New York Consultant Event
- 2015 Enterprise Florida Team FL- Chicago Site Consultants Event
- 2015 Enterprise Florida Team FL IAMC- Cleveland (Industrial Asset Management Council)
- 2015 FPL Powering Florida Site Selection Conference- Naples, FL
- 2014 International Economic Development Council (IEDC) Annual Conference- Fort Worth, TX



Marketing Palm Beach County

Industry Cluster Brochures



Proposed New Microsites



National Advertisement



Television Interviews



South Florida Homes & Lifestyle



Channel 5 News

PBC Quarterly Business Magazine



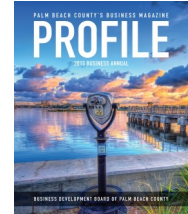
Fall

Winter

Spring

Summer

2015 Profile Magazine



2015 Site Selection Consultant Tour Life Sciences Focus: March 25-27

The Life Science tour included Max Planck Florida Institute for Neuroscience, The Scripps Research Institute—Scripps Florida, and private pharmaceutical companies. Site Selection Consultants enjoyed:

- The BDB's Industry Focus Luncheon on Life Sciences and Healthcare
- Presentations from industry leaders and workforce providers
- Information about available real estate sites throughout Palm Beach County

Shovel Ready & Mega Site Program

Mega Sites: An inventory of existing buildings and vacant commercial/industrial land to attract and retain large corporate users to Palm Beach County .

34	4
Vacant Land Sites	Existing Buildings

Shovel Ready: Shovel-ready sites listed to increase Palm Beach County's competitiveness in attracting new relocation and expansion projects.



40
Shovel Ready
Sites

www.pbcprospector.com

Glades Region Marketing Efforts

The BDB continues to market the Glades Region and has hired a new VP, Luke Jackson, to manage recruitment and expansion for Belle Glade, Pahokee and South Bay.



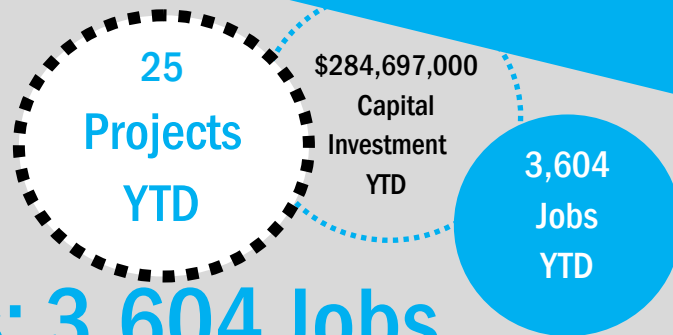
Since March 2015, Luke has participated in:

- Enterprise Florida's Atlanta Consultants Mission.
- Florida Economic Development Council's Annual State Conference.
- IANA Intermodal Expo in Fort Lauderdale.

Luke and the BDB have closed 2 projects that will create 440 jobs.

The Numbers

During the
2014-2015
fiscal year,
the BDB has facilitated...



& Expansions: 3,604 Jobs

Relocations

DRB Capital, LLC	151 jobs, Delray Beach
Skybridge Capital, LLC	5 jobs, Palm Beach Gardens
Lockheed Martin Corporation	401 jobs, Riviera Beach
Govic Capital/ Civog Holdings Company	8 jobs, Palm Beach
Olympus Insurance	50 jobs, West Palm Beach
Boeing	3 jobs, Boca Raton
Soane Mining, LLC	7 jobs, Palm Beach Gardens
Marriot Town Suites	35 jobs, Boynton Beach
Concurrent Technologies	15 jobs, Jupiter
U.S. Polo Association	30 jobs, West Palm Beach
Voloridge	50 jobs, Jupiter
Sancilio Group, Inc.	424 jobs, Riviera Beach
New Image Labs Corp	84 jobs, West Palm Beach
Project Diploma	24 jobs, Palm Beach Gardens
FedEx Corporation	37 jobs, Palm Beach County
United Technologies	450 jobs, Palm Beach Gardens
Avid Technology	100 jobs, Boca Raton
Passages Belle Glade	225 jobs, Belle Glade
Xylem Water Solutions USA, Inc.	17 jobs, Palm Beach County
Sunshine State Biomass Co Op	222 jobs, Glades Region
Project Bruin	651 jobs, Palm Beach Gardens
McLane Company	500 jobs, Palm Beach County
Project Fan	25 jobs, Palm Beach County
Project Kindergarten	50 jobs, Palm Beach County
East Coast Metal Structures	40 jobs, Palm Beach County

The Pipeline: 4,781 Potential Jobs

Project Marlin	50 jobs	Project Sweet	100 jobs	Project Cap	50 jobs	Project Radish	60 jobs
Project Robin	50 jobs	Project Freeze	15 jobs	Project Chew	25 jobs	Project Campfire	300 jobs
Project Squared	800 jobs	Project Gemini	250+ jobs	Project Darwin	217 jobs	Project Helm	+ jobs
Project Cane	8 jobs	Project Tiger	70 jobs	Project Pyramid	906 jobs	Project Olive	200 jobs
Project Face	350 jobs	Project Burrow	150 jobs	Project Listen	100 jobs		
Project Wall	280 jobs	Project Falcon	500 jobs	Project Blush	300 jobs		

YTD Snapshot of 2014-15

Projects

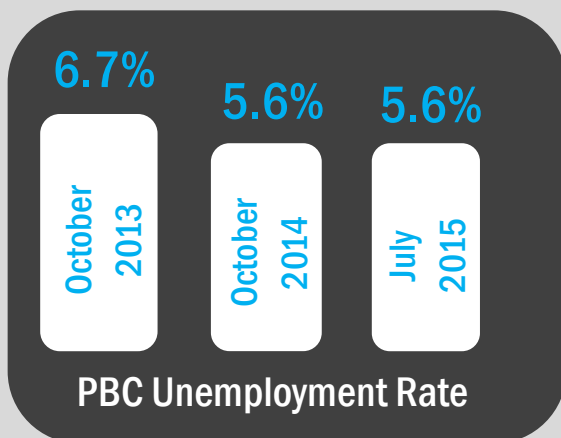
Average Salary
\$62,098
Capital Investment
\$284,697,000
Commercial Space
1,363,423 sq. ft.

Marketing

Press Mentions
149
Visitors to BDB.org
36,534
Social Media Followers
5,781
Magazines Published
5

Events & Membership

Members
336
Membership Retention
85%
Total Private Investment
\$1.8 M
Industry Task Forces
11
Total Events
36



BDB

2014-2015 Board of Directors

Executive Committee-Officers

Ray Celedinas, Chair, Celedinas Insurance, Director at Large
Gina Melby, Vice Chair, HCA Palm Beach Hospitals, Director at Large
Steve Klingel, Treasurer, NCCI, Director at Large
Ken Kahn, Secretary, LRP Publications, Director at Large
Frank Compiani, Past Chair, McGladrey, Economic Council
Fabiola Brumley, Bank of America, Director at Large

George Elmore, Hardrives Inc., Director at Large
Don Kiselewski, Florida Power & Light, Director at Large
Val Perez, TD Bank, Director at Large
Kelly Smalridge, BDB President and CEO
Commissioner Priscilla Taylor, PBC Board of County Commissioners

Board Members

David Bates, Gunster
Mark Bellissimo, Equestrian Sport Productions
Bill Berger, Greenspoon Marder, P.A.
Richard Bernstein, Richard S. Bernstein Insurance Group, Inc.
Ben Boynton, Boynton Financial Group, Inc., Representing Commissioner McKinlay
Marty Cass, BDO
Bobby D'Angelo, Compson Associates, Inc.
Ron Davis, Representing Mayor Shelley Vana
Dr. Jean Enright, Port of Palm Beach Commissioner
Pepe Fanjul Jr., Florida Crystals Corporation
John Flanigan, Haile, Shaw & Phaffenberger, Representing the Economic Council
Sandie Foland, Baron Sign Manufacturing, Representing Commissioner Valeche
Francisco Gonzalez, Gonzalez, Shenkman & Buckstein, P.L., Representing Central PB County Chamber of Commerce
Don Hearing, Coteleur & Hearing, Representing NPB County Chamber of Commerce
Patricia Lebow, Broad and Cassel
Brendan Lynch, Plastridge Insurance
Connor Lynch, Plastridge Insurance, Representing Delray Beach Chamber of Commerce
Jim Maus, Aerojet Rocketdyne
Art Menor, Shutts & Bowen, Representing the Economic Council
Neil Merin, NAI/Merin Hunter Codman, Inc., Representing the Economic Council
James Nugent, Boynton Beach Chamber of Commerce
Paul Nunnally, Black Chamber of Commerce
Carey O'Donnell, O'Donnell Agency, Representing Commissioner Burdick
Constance Scott, FAU, Representing Commissioner Abrams
Nathan Slack, JP Morgan
Keith Spina, Glidden-Spina & Partners, Chamber of Commerce of the Palm Beaches
Lee Waring, Seaside National Bank & Trust, Representing Commissioner Berger



Ex-Officio

Frank Barbieri, Esq., Palm Beach County School District
Steve Craig, Career Source Palm Beach County
John W. Kelly, Ph.D., Florida Atlantic University
Ava L. Parker, J.D., Palm Beach State College
Jonathon Satter, Avison Young

New Board Members for 2015-16

Walker Duvall, Wells Fargo
Mike O'Neill, Pratt & Whitney
Bob Tucker, ADT, Boca Raton Chamber of Commerce
Harvey Oyer, Shutts & Bowen LLP, Chamber of Commerce of the Palm Beaches