

MEMBERSHIP

Business
Development
Board



Palm Beach County's
Economic Development Resource







WHO WE ARE

The Business Development Board of Palm Beach County (BDB), through tremendous commitment and partnerships, works to attract and retain business in strategic industries to Palm Beach County through corporate relocations, expansions and international trade.

The BDB is a private, not-for-profit corporation, founded in 1982 as Palm Beach County's official economic development organization. Since 1993, the BDB has facilitated more than 530 company relocations and expansions which created over 71,500 jobs and added in excess of \$13 billion to Palm Beach County's economy.

The BDB is designated by the State of Florida and Palm Beach County Board of County Commissioners as Palm Beach County's official economic development organization. An autonomous entity, it works closely with the Chambers of Commerce, municipalities, other county organizations and the County Commission to achieve economic development goals in the areas of business recruitment and expansion, job creation, workforce development, infrastructure, and availability of capital.

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

WHO ARE OUR INVESTORS?

As South Florida's most influential business organization, the Business Development Board brings business leaders together who are ready to tackle the key issues facing our county's economy. In 2015, over 1,000 business leaders served on committees or attended events to learn, debate, or address the county's most important economic development issues. The BDB aims to engage those who are looking for connections to people, business development, and professional forums that impact and move our economy forward.

Our members represent a broad range of organizations and share a common vision of growth for their communities. Palm Beach County's economic development and marketing successes are a direct result of the financial contributions, collaborative input and innovative vision of the BDB members. Together, we have created a successful public-private partnership.

Our members include:

- Colleges and Universities
- Top Private Employers
- Corporate Headquarters
- Businesses in Diverse Industries
- Real Estate Developers
- Municipalities
- Hospitals
- Scientific Research Centers
- Workforce Development Organizations
- Private Equity / Financial Institutions
- Foundations and Non-Profits
- Chambers of Commerce

BDB Facilitated Over 550 Relocation and Expansion Projects Including



“Our private business investors recognize that a vibrant economy benefits the residents and businesses in Palm Beach County, providing increased tax revenues and creating new economic activity with long-lasting prosperity for all.”



Kelly Smallridge

President & CEO
Business Development Board



“As a business leader in the community, the importance of supporting the BDB is evident. Its focus on stimulating economic energy, promoting business diversity and enriching the vitality of Palm Beach County benefits all companies throughout the region.”

Gina Melby, CEO, JFK Medical Center



“Not only has my involvement with the BDB been an investment in the economic growth of Palm Beach County, but I have also strengthened my relationships with many local leaders that I now call friends.”

Benjamin G. Boynton, CFP, President, Boynton Financial Group, Inc.

“The BDB continues to make a major impact on the Palm Beach County economy. To be a part of that success is both professionally and personally rewarding. In addition, Kelly and her team go out of their way to provide introductions and connections to key resources that can help your business thrive. Membership in the BDB is one of the best investments we have made.”

Mark Bellissimo, CEO, Equestrian Sport Productions





"The BDB continues to be the premier organization in Palm Beach County focused on strengthening the business community and empowering it to thrive. They have given us the opportunity to connect with other leading businesses while supporting their incredibly important mission."

Brendan Lynch, Thomas Lynch, and Connor Lynch, Plastridge Insurance



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

**Fabiola Brumley
Palm Beach County President Business Banking Southeast Region Executive
Bank of America**

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

Donald Kiselewski, Director of External Affairs, Florida Power & Light Company





"As a board member of the BDB, I gain invaluable insights and context regarding trends, opportunities and challenges within the business community as well as the opportunity to help overcome those challenges to make Palm Beach the best place to live, work and do business."

James Maus, Executive Director, Affordability, Aerojet Rocketdyne



"To sustain our business, we need new projects and people. This only comes from attracting and retaining companies that build and expand facilities or fill up existing buildings, creating jobs across market sectors. The BDB of Palm Beach County is the best at positioning Palm Beach County to attract and retain great companies."

Rex Kirby, President, Verdex Construction

"Considering the strong regional, national and international competition when attracting the most desirable companies, the BDB has done a tremendous job promoting Palm Beach County as an ideal destination for business investment. The BDB has proven to be a true advocate for our local business community and a powerful catalyst to our county's long-term economic growth."

**Ray S. Celedinas, President & CEO, Celedinas Insurance Group,
A Marsh & McLennan Agency LLC company**



“The BDB is an organization that benefits the economic growth of Palm Beach County, and its members are beneficiaries of its great line up of activities and events. The BDB is the "go to" organization in Palm Beach County.”

Val A. Perez, Market President-Retail/South Florida, TD Bank



“I have been a member of the BDB for over 15 years. It is the only organization in Palm Beach County that is focused on attracting and retaining businesses that drive key market sections of our economy. I have also nurtured relationships with businesses that are associated with the BDB that have contributed to the growth of Hedrick Brothers Construction.”

Dale R. Hedrick, Founder & President, Hedrick Brothers Construction

"The BDB is the driving force that creates jobs to improve and diversify the economy, which helps improve the quality of life in Palm Beach County. I look at my contributions to the BDB as an investment. When you look at what the BDB has accomplished in just the last two years, it has paid for itself many times over through the creation of new jobs and investments throughout the County."

Frank Compiani, Office Managing Partner, RSM US LLP





“Palm Beach County is increasingly becoming a destination for businesses and industries, because it’s a wonderful place to work and call home. Our company has been headquartered in Palm Beach County for more than 50 years, and we’re proud to partner with the BDB in its mission to attract world-class talent and expertise to the area.”

Pepe Fanjul Jr., Executive Vice President, Florida Crystals Corporation



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

Martin Cass, Tax Partner, BDO USA, LLP

“The Business Development Board has been recognized as the most effective economic development organization in the State of Florida. It is laser focused on creating jobs through recruitment, retention and expansion of targeted industries. Not only does membership provide companies with an opportunity to network among Palm Beach County’s most influential echelon of private leaders, but the BDB provides many different ways to participate in key initiatives that make this area more attractive to business.”

Ken Kahn, President, LRP Publications



“The BDB offers the right combination of resources connecting local businesses and business leaders to the community. I consider Gunster’s BDB membership to be an investment in Palm

Beach County’s future.”

**David Bates, Shareholder-Chairman of Technology and Entrepreneurial
Companies Practice, Gunster**



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

George Elmore, President, Hardrives, Inc.

MEMBERSHIP BENEFITS

	GENERAL	PRESIDENT'S	CORPORATE	BOARD OF ADVISOR	CHAIRMAN'S COUNCIL
	\$2,000	\$3,500	\$6,000	\$12,000	\$25,000
Four Complementary Tickets to Annual Gala and Annual Golf Tournament					
Two Complementary Tickets to all events					
Opportunity for Appointment to the Board of Directors					
Company Commercial Video (Supplied by Company) to be Displayed in Lobby of the BDB and at Select Events.					
Company Investor Plaque in BDB Lobby					
CEO Canvas Banner 5 ft. x 10 ft. Displayed at Events					
Full Page Spotlight of CEO and Company in Annual <i>Profile</i> Magazine					
Company Logo and/or Name on all Printed Member-Related Collateral, Magazines and Monthly E-Newsletter					
Company Logo on the BDB Website with Link to Company Website					
Private Briefings and Receptions Scheduled for Recruitment Purposes					
Enhanced Membership Listing in Annual <i>Profile</i> Magazine					
Corporate Name and Logo on First Page of BDB Website					
Third Page Spotlight in Annual <i>Profile</i> Magazine					
Full Page Insert in Quarterly <i>Palm Beach County Business</i> Magazine					
Participation in Recruitment Efforts					
CEO Spotlight Sign Displayed at Events 2.5 ft. x 5.5 ft					
Speaking Opportunity at Quarterly Breakfast Event					
Opportunity to Attend all Corporate Level Events					
Opportunity for Priority Seating at all Events					
Print Branding in all BDB Programs and BDB Letterhead					
Use of BDB Boardroom for Corporate Meetings					
Opportunity to Attend Industry Cluster Task Forces and all Upper Level Designated Events					
Secondary Representatives		2	4	6	10
Invitations to Key Events	6 Events	12 Events	24 Events	30 Events	Unlimited
Opportunity to Advertise in BDB Publications					
Receive BDB Newsletter, Press Releases, Quarterly <i>Palm Beach County Business</i> Magazine and Annual <i>Profile</i> Magazine			25% Off <i>Profile</i> Magazine	50% Off <i>Profile</i> Magazine	Full Page in <i>Profile</i> Magazine



The Mission of the Business Development Board of Palm Beach County, Inc. 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 or in Palm Beach County.



310 Evernia Street | West Palm Beach, Florida | 561.835.1008 | www.BDB.org

Lisa Anderson | landerson@bdb.org | 561.651.4110

BDB Investor Membership Registration Form

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

Company :

Primary Contact :

Title :

Address :

City :

State :

Zip :

Telephone :

Fax :

Email :

Web Site :

Number of Employees :

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

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

- CHAIRMAN'S COUNCIL \$25,000
- BOARD OF ADVISORS \$12,000 (primary contact and 7 additional contacts)
- CORPORATE \$6,000 (primary contact and 5 additional contacts)
- PRESIDENTS \$3,500 (primary contact and 3 additional contacts)
- GENERAL \$2,000 (primary contact and 1 additional contacts)

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

VISA M/C DISCOVER AMEX CARD NO.:

Exp. Date:

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

Signature:

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

Registration continued on back ►

Return Payment To:

BUSINESS DEVELOPMENT BOARD

310 Evernia Street, West Palm Beach, FL 33401

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

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

BUSINESS DEVELOPMENT BOARD



**PALM BEACH
COUNTY'S**
Economic
Development
Resource

Developing
Executive-Level
Relationships

BDB Investor Membership Registration Form (continued)

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

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

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

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

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

Membership Business Listing Categories

A

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

B

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

C

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

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

E

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

F-G

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

H-L

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

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

M-N

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

O-R

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

Relocation Services
Research Parks
Restaurants
Retail Stores and Malls

S

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

T

Telecommunications
Transportation - Goods
Transportation - Passenger
Travel Goods
Travel Management

U-V

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

W

Web Design and Development
Web Hosting
Wireless Communications