WHO WE ARE
The Business Development Board of Palm Beach County is the official public/private economic development organization for Palm Beach County and the entire State of Florida. In 1982, the Board was established as a not-for-profit organization to attract and retain new industry, business investment, high-quality jobs, and workforce development through corporate relocations, expansions, and international trade, stimulating economic energy, promoting business diversity, and enriching the County’s vitality.

2012-2013 BOARD OF DIRECTORS

Executive Committee-Officers
Rex Kirby, Chair and Director at Large
Frank Compiani, Vice Chair
Ray Celedinas, Treasurer, Director at Large
Gina Melby, Secretary, Director at Large
Fabiola Brumley, Past Chair, Director at Large
George Elmore, Past Chair, Economic Council Emeritus
Ken Kahn, Past Chair, Northern Palm Beach County Chamber
Don Kiselewski, Past Chair, Director at Large
Val Perez, Past Chair, Director at Large
Kelly Smallridge, Palm Beach County Commissioner Shelley Vana
Ex-Officio
Frank Barbieri, Esq., Palm Beach County School District
Steve Craig, Workforce Alliance
Dr. Dennis Gallon, Palm Beach State College
Nat Roberts, Callery - Judge Grove

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.
Marty Cass, Alpern Rosenthal
Bobby D’Angelo, Compson Associates, Inc.
Ron Davis, Mosnar Group, LLC
Dr. Jean Enright, Port Commissioner
Pepe Fanjul, Florida Crystals
John Flanigan, Haile Shaw & Pfaffenberger
Patti Hamilton, Southern Waste Systems/Sun Recycling
Patricia Lebow, Broad & Cassel
Brendan Lynch, Plastridge Insurance
Jim Maus, Aerojet Rocketdyne
Art Menor, Esq., Shutts & Bowen
Frank Newman, Wells Fargo
Paul Nunnally, Meridian Point Consulting, LLC
Carey O’Donnell, O’Donnell Agency
Keith O’Donnell, Avison Young
Jeff Perlman, Delray Brand Group, LLC
Geoff Sluggett, Geoffrey B. Sluggett & Associates, Inc.
Keith Spina, Glidden-Spina & Partners
Herbert Tabin, H. Tabin Financial
Jim Williams, AW Architects

DEAR BDB STAKEHOLDER,
I’m delighted to report that 2012 – 2013 was a very good year for business in Palm Beach County. The Business Development Board facilitated more than 2,500 new and retained jobs, and $160 million in new capital investment through 23 relocation and expansion announcements. These companies will lease, construct, or purchase 815,000 square feet of additional space. This is a result of the work our staff and Board members do to attract new companies and to ensure that existing companies remain in Palm Beach County.

Marketing and Branding Education – Because education is such an important factor for site selection, the BDB has developed a comprehensive method to directly address the needs of CEOs.
Economic Development in the Glades – The Glades region provides a complementary proposition to the overall sales pitch for Palm Beach County. The region is a prime location for distribution, logistics, and manufacturing corporations that would likely not be able to locate to most parts of Palm Beach County.
Behind the Gates – The BDB developed a strategy designed to leverage the intellectual capital of corporate leaders with second homes in the area but no business presence. The core objective of the strategy is to utilize peer-to-peer networks to engage C-Suite executives who will generate new leads and investment for Palm Beach County.

Our efforts do not happen in a vacuum; they require the collaboration of city, county, and state partners. Our mission is to open doors and contribute to a vibrant community that is a great place to live, work, and raise a family.

Kelly Smallridge
President & CEO
310 Evernia Street
West Palm Beach, FL 33401
p: 561.835.1008
f: 561.835.1160
www.BDB.org
www.HQPBC.com
WHO WE ARE

The Business Development Board of Palm Beach County is the official public/private economic development organization for Palm Beach County and Enterprise Florida, Inc., as a not-for-profit corporation, our singular purpose is to attract and retain new industry, business investment, high-quality jobs, and workforce development through corporate relocations, expansions, and international trade, stimulating economic energy, promoting business diversity, and enriching the County's vitality.

2012-2013 BOARD OF DIRECTORS

Executive Committee-Officers

Rex Kirby, Chair and Director at Large
Frank Compiani, Vice Chair
Ray Celedinas, Treasurer, Director at Large
Gina Melby, Secretary, Director at Large
Fabiola Brumley, Past Chair, Director at Large
George Elmore, Past Chair, Economic Council-Emeritus
Ken Kahn, Past Chair, Northern Palm Beach County Chamber
Don Kiselewski, Past Chair, Director at Large
Val Perez, Past Chair, Director at Large
Kelly Smallridge, Palm Beach County Commissioner Shelley Vana

Ex-Officio

Frank Barbieri, Esq., Palm Beach County School District
Steve Craig, Workforce Alliance
Dr. Dennis Gallon, Palm Beach State College
Nat Roberts, Callery-Judge Grove

Board Members

David Barry, President
Mark Bimboe, Esq., EQ-27 Competency Management
Bill Finger, Aerospace Museum PA
Richard Heimengel, Ph.D., Bennett Insurance Group, Inc.
Ed McGonigle, M.D., Holy Cross Hospital
Watty Lee, AlpinErgo
Bobbi M. MYers, Tamarac Associates, Inc.
Ron Davis, Mosnar Group, LLC
Dr. Jean Enright, Port Commissioner
Pepe Fanjul, Florida Crystals
John Flanigan, Haile Shaw & Pfaffenberger
Patti Hamilton, Southern Waste Systems/Sun Recycling
Patricia Lebow, Broad & Cassel
Brendan Lynch, Plastridge Insurance
Jim Maus, Aerojet Rocketdyne
Art Menor, Esq., Shutts & Bowen
Frank Newman, Wells Fargo
Paul Nunnally, Meridian Point Consulting, LLC
Carey O’Donnell, O’Donnell Agency
Keith O’Donnell, Avison Young
Jeff Perlman, Delray Brand Group, LLC
Geoff Sluggett, Geoffrey B. Sluggett & Associates, Inc.
Keith Spinaz, Glidden-Spina & Partners
Herbert Tabin, H. Tabin Financial
Jim Williams, AW Architects

DEAR BDB STAKEHOLDER,

I’M DELIGHTED TO REPORT THAT 2012 – 2013 WAS A VERY GOOD YEAR FOR BUSINESS IN PALM BEACH COUNTY.

The Business Development Board facilitated more than 2,500 new and retained jobs, and $160 million in new capital investment through 23 relocation and expansion announcements. These companies will add, expand, or construct $1.5 billion in additional space.

The BDB seeks to increase the County’s permanent assets by attracting the expansion of existing businesses and attracting new ones to the area. Each economic growth project supports the quality of life for all residents and contributes to a vibrant community that is a great place to live, work, and raise a family.

Toward that goal, the BDB increased its marketing programs in the 2012-2013 fiscal year designed to further grow new business by enhancing the County’s competitiveness as a business location.

Marketing and Branding Education – Because education is such an important factor for site selection, the BDB has developed a comprehensive method to communicate the County’s education assets to CEOs and site selection firms.

Economic Development in the Glades – The Glades region presents a unique opportunity to accelerate growth for Palm Beach County. The region is in a prime location for distribution, logistics, and manufacturing companies that would likely not be able to locate to most parts of Palm Beach County.

Behind the Gates – The BDB developed a strategy designed to leverage the intellectual capital of corporate leaders with second homes in the area or business presence. The implementation of this strategy is in an early active phase, with great potential to be used in other regional strategies to cultivate existing interests and persuade others to move their businesses to Palm Beach County.

Our efforts do not happen in a vacuum; they require the collaboration of city, county, and state partners. We sincerely thank all who share the BDB’s commitment to Palm Beach County.

Kelly Smallridge
President & CEO

2012-2013 BOARD OF DIRECTORS

Executive Committee-Officers

Rex Kirby, Chair and Director at Large
Frank Compiani, Vice Chair
Ray Celedinas, Treasurer, Director at Large
Gina Melby, Secretary, Director at Large
Fabiola Brumley, Past Chair, Director at Large
George Elmore, Past Chair, Economic Council-Emeritus
Ken Kahn, Past Chair, Northern Palm Beach County Chamber
Don Kiselewski, Past Chair, Director at Large
Val Perez, Past Chair, Director at Large
Kelly Smallridge, Palm Beach County Commissioner Shelley Vana

Ex-Officio

Frank Barbieri, Esq., Palm Beach County School District
Steve Craig, Workforce Alliance
Dr. Dennis Gallon, Palm Beach State College
Nat Roberts, Callery-Judge Grove

Board Members

David Barry, President
Mark Bimboe, Esq., EQ-27 Competency Management
Bill Finger, Aerospace Museum PA
Richard Heimengel, Ph.D., Bennett Insurance Group, Inc.
Ed McGonigle, M.D., Holy Cross Hospital
Watty Lee, AlpinErgo
Bobbi M. MYers, Tamarac Associates, Inc.
Ron Davis, Mosnar Group, LLC
Dr. Jean Enright, Port Commissioner
Pepe Fanjul, Florida Crystals
John Flanigan, Haile Shaw & Pfaffenberger
Patti Hamilton, Southern Waste Systems/Sun Recycling
Patricia Lebow, Broad & Cassel
Brendan Lynch, Plastridge Insurance
Jim Maus, Aerojet Rocketdyne
Art Menor, Esq., Shutts & Bowen
Frank Newman, Wells Fargo
Paul Nunnally, Meridian Point Consulting, LLC
Carey O’Donnell, O’Donnell Agency
Keith O’Donnell, Avison Young
Jeff Perlman, Delray Brand Group, LLC
Geoff Sluggett, Geoffrey B. Sluggett & Associates, Inc.
North Dye, Gordon Speck & Partners
Carey O’Donnell, O’Donnell Agency
Jeff Perlman, Delray Brand Group, LLC
Gail Slayton, Slayton Stapp & Associates, Inc.
North Dye, Gordon Speck & Partners
Carey O’Donnell, O’Donnell Agency
Keith O’Donnell, Avison Young

WHO WE ARE

The Business Development Board of Palm Beach County is the official public/private economic development organization for Palm Beach County and Enterprise Florida, Inc., as a not-for-profit corporation, our singular purpose is to attract and retain new industry, business investment, high-quality jobs, and workforce development through corporate relocations, expansions, and international trade, stimulating economic energy, promoting business diversity, and enriching the County’s vitality.
LOOKING AHEAD TO 2013-2014

- Recruit and retain 3,500 jobs
- Facilitate $90 million in new capital investment
- Create 3,500 jobs
- Facilitate $90 million in new capital investment
- Produce 15 national/international outreach efforts to promote Palm Beach County
- Produce 9 new promotional videos
- Publish 5 magazines
- Hold 37 economic development events
- Create 2 new member task forces

THE BDB’S ACCOMPLISHMENTS, BY THE NUMBERS:
- 2,320 jobs created and retained (the highest job number in 7 years)
- 23 project announcements
- Average salary of $69,628
- Second in overall job creation out of 67 counties
- 15 national/international outreach efforts to promote Palm Beach County
- Produce 9 new promotional videos
- Publish 5 magazines to promote Palm Beach County’s business climate
- Launch 2 new micro-websites
- Hold 37 economic development events
- Create 2 new member task forces

THE BDB’s Accomplishments, By the Numbers:
- 2,320 jobs created and retained (the highest job number in 7 years)
- 23 project announcements
- Average salary of $69,628
- Second in overall job creation out of 67 counties
- 15 national/international outreach efforts to promote Palm Beach County
- Produce 9 new promotional videos
- Publish 5 magazines to promote Palm Beach County’s business climate
- Launch 2 new micro-websites
- Hold 37 economic development events
- Create 2 new member task forces

NEW MARKETING INITIATIVES:

BEHIND THE GATES - Earned national media exposure. Prospects include manufacturers, hedge funds, private equity, and IT organizations led by CEOs who already have second homes in Palm Beach County.

MARKETING & BRANDING EDUCATION - Created to provide positive data points on K-20 public and private educational institutions. The target market is CEOs and site selection consultants looking to relocate to the area. First initiative of its kind in Florida.

ECONOMIC DEVELOPMENT IN THE GLADES - Contractual agreement with the Lake Okeechobee Regional Economic Alliance to have a full-time BDB economic development staff person located in the Glades.

MORE THAN 70 SIGNIFICANT PRESS MENTIONS, WITH NATIONAL EXPOSURE IN THE NEW YORK POST, NEW YORK TIMES, CNBC, AND FOX BUSINESS NEWS
- 101,728 visitors to BDB.org and hpbc.com
- 2,967 social media followers
- 59 presentations on economic development to community stakeholders and business leaders
- Hosted 1 site familiarization tour
- Placed 2 visual displays at Palm Beach International Airport
- Published 5 economic development magazines
- Participated in 12 site consultant/outreach trips

AWARDS:
- FLORIDA ECONOMIC DEVELOPMENT COUNCIL’S FIRST-PLACE PROMOTIONAL AND MARKETING INNOVATION AWARD (FEDC)
- 2 SILVER EXCELLENCE IN ECONOMIC DEVELOPMENT AWARDS (NATIONAL/INTERNATIONAL ECONOMIC DEVELOPMENT COUNCIL (NEDC))
- 2 AWARDS FROM THE FLORIDA MAGAZINE ASSOCIATION FOR BEST OVERALL DESIGN AND BEST OVERALL MAGAZINE

THE STATE OF FLORIDA, ENTERPRISE FLORIDA, INC., THE BUSINESS DEVELOPMENT BOARD OF PALM BEACH COUNTY, AND THE CITY OF BOCA RATON PLAYED PIVOTAL ROLES IN HELPING US TO EXPAND OUR FOOTPRINT IN SOUTH FLORIDA. WE LOOK FORWARD TO PARTNERING WITH STATE AND LOCAL LEADERS TO HELP US HIRE PASSIONATE AND SKILLED EMPLOYEES WHO SHARE ADT’S COMMITMENT TO HELPING SAVE LIVES.

Naren Gursahaney, CEO, ADT

“I can’t say enough positive things about the BDB. They helped us when we had permitting issues. They helped us find a great facility. Since then they’ve been great friends. They network people together, finding people of like interests, who might never meet without the intervention of the BDB. It’s a valuable resource for any business.”

David Benjamin, President and CEO, Locus Traxx

“My experience with the BDB means the world to us. The BDB understands what motivates companies to relocate, expand, and thrive in Palm Beach County.”

Stephen J. Klingel, President and CEO, National Council on Compensation Insurance (NCCI)

TESTIMONIALS
WHO WE ARE

The Business Development Board of Palm Beach County is the official public/private economic development organization for Palm Beach County and the Treasure Coast. Founded in 1982 as a not-for-profit corporation, our primary purpose is to attract and retain new industry, business investment, high-quality jobs, and workforce development through corporate relocations, expansions, and international trade, stimulating economic energy, promoting business diversity, and enriching the County’s vitality.

2012-2013 BOARD OF DIRECTORS

Executive Nominating/Placeholders
Rebecca Van Duin
Chair and Director at Large
Rex Kirby, Director at Large
Ray Celedinas, Treasurer, Director at Large
Gina Melby, Secretary, Director at Large
Fabiola Brumley, Past Chair, Director at Large
George Elmore, Past Chair, Executive Council – Emeritus
Ken Kahn, Past Chair, Executive Council – Emeritus
Don Kiselewski, Past Chair, Director at Large
Val Perez, Past Chair, Director at Large
Kelly Smallridge, Palm Beach County Commissioner, Delray Beach

Ex-Officio
Frank Barbieri, Esq., Palm Beach County School District
Steve Craig, Workforce Alliance
Dr. Dennis Gallon, Palm Beach State College
Nat Roberts, Judge Grove

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.
Marty Cass, Alpern Rosenthal
Bobby D’Angelo, Compson Associates, Inc.
Ron Davis, Mosnar Group, LLC
Dr. Jean Enright, Port Commissioner
Pepe Fanjul, Florida Crystals
John Flanigan, Haile Shaw & Pfaffenberger
Patti Hamilton, Southern Waste Systems/Sun Recycling
Patricia Lebow, Broad & Cassel
Brendan Lynch, Plastridge Insurance
Jim Maus, Aerojet Rocketdyne
Art Menor, Esq., Shutts & Bowen
Frank Newman, Wells Fargo
Paul Nunnally, Meridian Point Consulting, LLC
Carey O’Donnell, O’Donnell Agency
Keith O’Donnell, Avison Young
Jeff Perlman, Delray Brand Group, LLC
Geoff Sluggett, Geoffrey B. Sluggett & Associates, Inc.
Keith Spina, Glidden-Spina & Partners
Herbert Tabin, H. Tabin Financial
Jim Williams, AW Architects

DEAR BDB STAKEHOLDER,

I’M DELIGHTED TO REPORT THAT 2012 – 2013 WAS A VERY GOOD YEAR FOR BUSINESS IN PALM BEACH COUNTY.

The Business Development Board facilitated more than 2,500 new and retained jobs, and $160 million in new capital investment through 23 relocation and expansion announcements. These companies will lease, construct, or purchase 815,000 square feet of additional space.

The BDB works to leverage the County’s phenomenal assets by promoting the expansion of existing businesses and attracting new ones to the area. Such economic growth supports the quality of life for our citizens and contributes to a vibrant community that is a great place to live, work, and raise a family.

Toward this goal, the BDB launched three major initiatives in the 2012-2013 fiscal year designed to foster new growth by enhancing the County’s competitiveness as a business location:

1. Marketing and Branding Education – Because education is such an important factor for site selection, the BDB has developed a comprehensive method to communicate the county’s education assets in a way that directly addresses the needs of CEOs.

2. Economic Development in the Glades – The Glades region provides a complementary proposition to the overall sales pitch for Palm Beach County. The region is a prime location for distribution, logistics, and manufacturing corporations that would likely not be able to locate in most parts of Palm Beach County.

3. Behind the Gates – The BDB developed a strategy designed to leverage the intellectual capital of corporate leaders with second homes in the area but no business presence. The core objective of the strategy is to utilize peer-to-peer networks to engage C-Suite executives who will generate new leads and investment for Palm Beach County.

Our efforts do not happen in a vacuum; they require the collaboration of city, county, and state partners. My sincere thanks go to all who share the BDB’s commitment to Palm Beach County.

Kelly Smallridge
President & CEO

310 Evernia Street
West Palm Beach, FL 33401
p: 561.835.1008
f: 561.835.1160
www.BDB.org
www.HQPBC.com