

2015-2016 Annual Report



BUSINESS DEVELOPMENT BOARD

BDB PALM BEACH
COUNTY'S
Economic
Development
Resource

Dear BDB Stakeholder:

I'm pleased to report that **2015 – 2016** was an outstanding year for economic development success in Palm Beach County. Upon review of this report, you will learn about several major initiatives the Business Development Board engaged in to grow and diversify Palm Beach County's economy.

In summary, the BDB facilitated **2,487** new and retained jobs, and **\$100,748,440** in new capital investment through **27** relocation and expansion announcements. These companies will lease, construct, or purchase **639,170** square feet of additional space.

As you know, in collaboration with city, county, and state partners, the BDB works to leverage the County's extraordinary 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 delivering a vibrant community that is a premier business destination.

Thank you for your partnership and support of our economic development efforts.

A photograph of two women standing side-by-side in front of a building with large white columns. The woman on the left has dark hair and is wearing a white blazer over a blue dress. The woman on the right has blonde hair and is wearing a blue blazer over a black top. Both are smiling and have their hands clasped in front of them.

Gina Melby
BDB Chair

Kelly Smallridge
President & CEO

27 Relocation and
Expansion
Projects

2,487
New and Retained Jobs

\$100.7 Million in
New Capital
Investment

639,170
Total Square Feet

6.6%

August
2014

5.5%

August
2015

5.2%

August
2016

PBC Unemployment Rate

Economic Impact Projections of 27 Relocation & Expansion Projects October 2015 - September 2016

Output	\$1,528,789,026
Wages	\$381,922,271
Taxes	\$38,721,343
Capital Investment	\$100,748,440

Average Wages

Average Wage of Closed Projects	\$64,174
County Average Wage	\$49,123

The average wage of closed projects is 126%
more of the county average wage.

Corporate Relocations & Expansions

Company	Industry	# of Jobs	Location
RADISE International	A/A/E, HQ	60	Riviera Beach
CEL Aerospace	A/A/E	28	Jupiter
GardaWorld	Business/Financial	130	Boca Raton
Project Corn	Corporate HQ, Digital Media	50	West Palm Beach
Barton Associates	Corporate HQ, Business Services	260	West Palm Beach
Epoca International	Distribution, HQ	40	Boca Raton
Florida Community Health Centers	Healthcare	95	West Palm Beach/ Pahokee
Via Mar Health Institute of the Palm Beaches	Healthcare	12	West Palm Beach
Project P2P	IT	838	Boca Raton
Gale Force Digital Technologies	IT/Communications	7	Palm Beach Gardens
Granite Telecommunications	Telecommunications, HQ	116	West Palm Beach
Charleston Laboratories	Life Science, HQ	31	Jupiter
Project Pick	Life Science, HQ	51	Jupiter
KRS Global Biotechnology	Life Science	217	Boca Raton
Project Freckle	Life Science	16	Boca Raton
Project Link	Life Science	25	Jupiter
Project Cover	Life Science	10	Jupiter
Ramatex International	Manufacturing, HQ	20	Mangonia Park
Surfis	Manufacturing	12	Boynton Beach
BTI	Manufacturing	22	Riviera Beach
Bee Access Products	Manufacturing	31	West Palm Beach
Dab-O-Matic	Manufacturing	100	Boca Raton
Project Tiger	Manufacturing	71	Unincorporated Glades
Xeleum Lighting, LLC	Manufacturing	62	Boynton Beach
Hartman Windows & Doors	Manufacturing	110	West Palm Beach
Halo Technologies	Manufacturing	53	West Palm Beach
De Keizer Marine Engineering	Marine	20	West Palm Beach

Total Jobs: 2,487



The Numbers

YTD Snapshot of 2015-16

Average Salary
of Closed Projects
\$64,174

Members
312

Capital Investment
\$100,748,440

Membership Retention
81%

Commercial Space
639,170 sq. ft.

Industry Task Forces
13

Visitors to BDB.org
44,181

Total Events
32

Social Media Followers
9,000+

Marketing Materials
Produced
30+

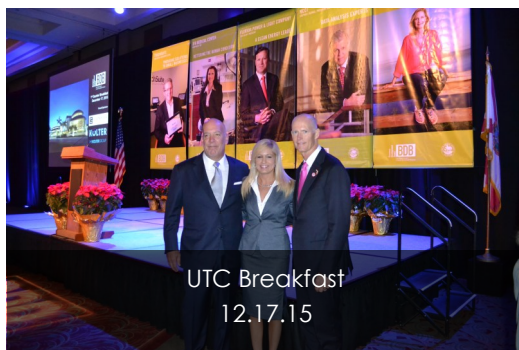


An aerial photograph of a coastal city, likely Miami, with a large airplane wing in the foreground. The city is built on a narrow strip of land, with a beach and turquoise water on one side and a dense urban area on the other. The sky is filled with dramatic, colorful clouds, suggesting a sunset or sunrise. The airplane wing is white with blue accents and is positioned diagonally across the frame.

Domestic and International Recent Outreach Trips

- NY Recruitment Mission, NY, Oct 6 – 8, 2015
- Sunbelt Ag EXPO, Georgia, Oct 18 – 20, 2015
- CoreNet Site Consultant Event (Team FL), Los Angeles, Oct 18 – 21, 2015
- North Florida Economic Development Partnership, Rural Summit, Orlando, Nov 15 – 17, 2015
- PLASTEC Trade Show, Orlando, Nov 18 – 20, 2015
- Art Basel Site Consultant Event (Team FL), Miami, Dec 3 – 5, 2015
- Area Development Consultants Forum, Orlando, Dec 6 – 8, 2015
- Daytona 500 Consultant Event, Daytona, Feb 20 – 22, 2016
- Site Selectors Guild, Nashville, Feb 24 – 26, 2016
- Grapefruit League Site Consultants Event (Team FL), Jupiter & Port St. Lucie, Mar 9 – 11, 2016
- Industrial Asset Management Council (IAMC), New Orleans, Mar 14, 2016
- Florida Power & Light, Powering Florida, Miami, April 8 – 9, 2016
- Team Florida Site Consultant Event, Jacksonville, May 11 – 13, 2016
- TPC Sawgrass Event (Team FL), Jacksonville, May 12 – 13, 2016
- Hospitalar Trade Show, São Paulo, Brazil, May 15 – 20, 2016
- FEDC Annual Conference, Palm Coast, May 15 – 17, 2016
- BIO, San Francisco, June 5 – 9, 2016
- Team FL, NY Site Consultant Event, NY, June 22, 2016
- Team FL, Coke Zero 400 Site Consultant Event, Daytona Beach, July 2 – 3, 2016
- Farnborough Air Show, London, July 10 – 15, 2016
- Team FL, Atlanta Site Consultant Event, Atlanta, July 28 – 29, 2016
- Florida Rural Economic Development Conference, Orlando, Sept 18 – 20, 2016

Some Examples of Our 2015-2016 Economic Development Events



UTC Breakfast
12.17.15



C Suite
1.7.16



Business Financial Services Luncheon
1.21.16



Winter Equestrian Festival
1.23.16



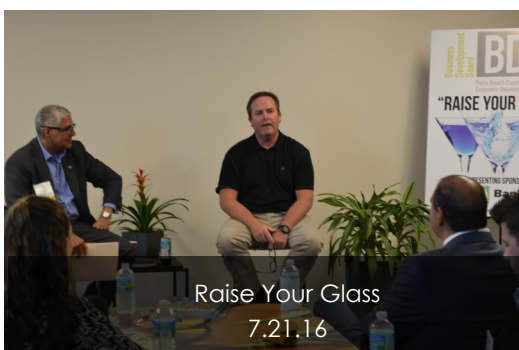
A/A/E Banquet
2.22.16



Education Forecast
3.4.16



Entrepreneur Luncheon
6.23.16



Raise Your Glass
7.21.16

Raising Palm Beach County's relevance through fresh and proactive strategies

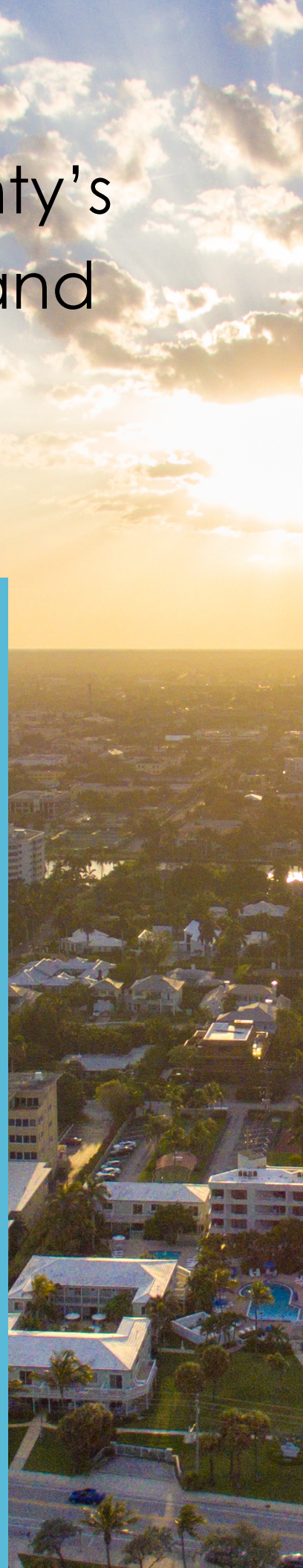
Behind the Gates

Behind the Gates is a multi-year initiative to attract executives who have second homes in Palm Beach County to move their businesses here.



Total jobs from this initiative:

800



2016 FAM TOUR

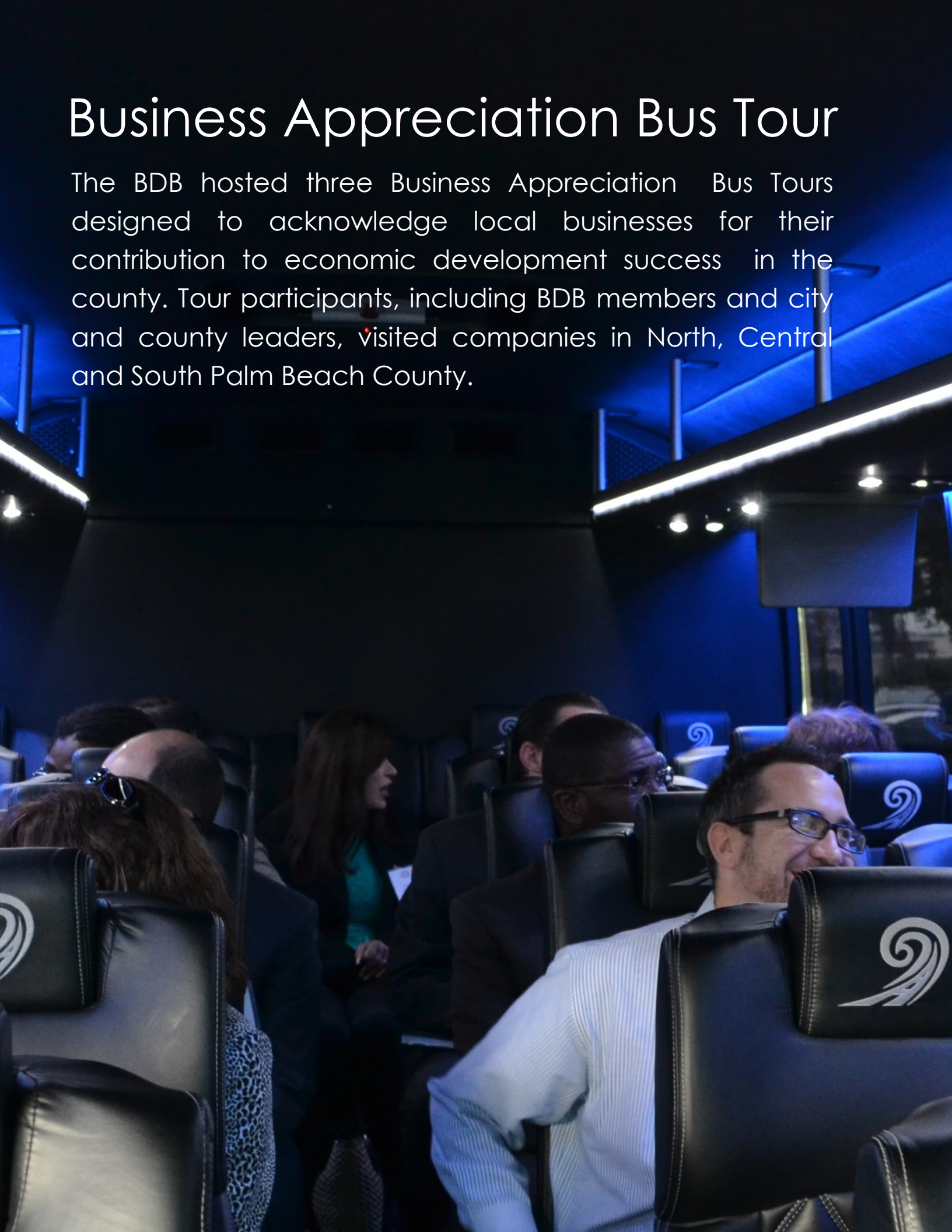
Site location experts from 10 states plus India took part in the BDB's 2016 Palm Beach County International Site Consultant Familiarization Program (FAM) on March 16-18.

- Site Selectors are great sources of leads for the BDB since they represent national and international clients.
- Site selectors met with public and private sector representatives and community leaders.
- The BDB received valuable feedback pertaining to the area's strengths and suggestions to further business attraction and retention success.
- Site selectors gained exposure to the county's business assets.



Business Appreciation Bus Tour

The BDB hosted three Business Appreciation Bus Tours designed to acknowledge local businesses for their contribution to economic development success in the county. Tour participants, including BDB members and city and county leaders, visited companies in North, Central and South Palm Beach County.





South County

December 15, 2015

FAU Tech Runway
Modernizing Medicine
NCCI
Bethesda Health
KRS Global Biotechnology
3Cinteractive
ADT
American Sugar Refining
SBA Communications
Wells Fargo



Central County

March 31, 2016

CareerSource Palm Beach County
Sancilio & Company, Inc.
Lockheed Martin
RGF Environmental Group
Cheney Brothers, Inc.
Rybovich
SV Microwave
REG Architects
O'Donnell Agency



North County

June 16, 2016

FAU Lifelong Learning Center
G4S Secure Solutions
Somahlution
Crossmatch
Florida Power & Light
Parametric Solutions Inc.
Jupiter Medical Center
Florida Turbine Technologies
PSM

Life Science

PBC Life Science Industry Study and Action Plan

This year's Palm Beach County Life Science Industry Study benchmarked our present state: 88 innovative companies in biotech, medical devices, pharmaceuticals, therapeutics, and health care IT, plus 14 hospital systems, many of which participate in clinical trials and collaborate with our research institutions to create a "bench-to-bed" cycle. The study contained seven major recommendations to execute over 10 years to build a sustainable life science sector. These have been detailed in the BDB's new Life Science Action Plan, and the BDB has begun carrying it out. This strategy fosters collaboration between all PBC life science stakeholders to grow the companies that are already here, and attract others that will benefit from the networks developed.



Life Sciences Industry Action Plan may be viewed at:

www.bdb.org/media-center/publications/.



Medical Staff





To oversee the strategy, the BDB has created a new Life Science Advisory Council.

The Life Science Advisory Council is composed of Palm Beach County life sciences stakeholders from industry, education, government, research and medical institutions, and venture capital who oversee the BDB's execution of the Life Science Industry Action Plan.

Council Members:

John Couris, President & CEO, Jupiter Medical Center (Co-chair)

Gina Melby, CEO, JFK Medical Center (Co-chair)

William "Bill" Fleming, Jr., President, Palm Beach Atlantic University

John Kelly, Ph.D. President, Florida Atlantic University

Ava Parker, J.D., President, Palm Beach State College

Robert Avossa, Ed.D., Superintendent of Schools, School District of Palm Beach County

Mary Lou Berger, Mayor, Palm Beach County Board of County Commissioners

Shannon LaRocque, Assistant County Administrator, Palm Beach County

David Fitzpatrick, Ph.D., CEO, Research Group Leader, Scientific Director, Max Planck Florida Institute for Neuroscience
[Future Appointee], Scripps Florida

Tony Cutshall, Worldwide Senior VP Marketing and Development, DePuy Synthes

David Josza, Corporate Vice President and General Manager, Dental Division, Biomet 3I, a Zimmer Biomet Company

Fred Sancilio, Ph.D., Founder, Chairman, President & CEO, Sancilio & Company

Shawn Titcomb, Managing Director, Head of Healthcare Investment and Merchant Banking, Noble Life Science Partners

David Day, Assistant Vice President for Technology Transfer / Director,
Office of Technology Licensing, University of Florida (ex-officio)

Kelly Smalldridge, President and CEO, Business Development Board of Palm Beach County

Education Forecast — March 4, 2016

The BDB, in partnership with the Education Foundation of Palm Beach County, hosted the second annual education event with over 700 participants.



Marketing and Branding

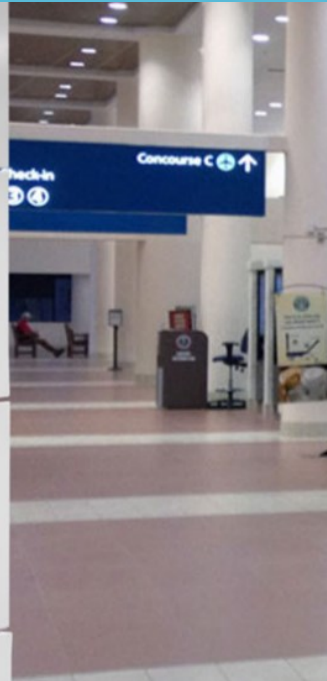


Claim Your Future Showcase — February 2, 2016

The BDB, in cooperation with The School District of Palm Beach County, hosted the first "Claim Your Future Showcase" with over 500 students, 40 company exhibitor booths, and 32 panel discussions. The showcase provided students with the opportunity to learn about great career opportunities available in Palm Beach County.

Education Airport Ads

Five airport ads marketing education in Palm Beach County are currently displayed at Palm Beach International Airport.



of Education



Coming Soon:
I-95 Billboard Ads

The Glades Region

The BDB continues to market the Glades Region to foster job creation in Pahokee, Belle Glade, and South Bay.

2015 — 16 Successes

Project Tiger
71 New Jobs

Florida Community
Health Centers
15 New Jobs and 80 Retained Jobs

Total jobs: 166

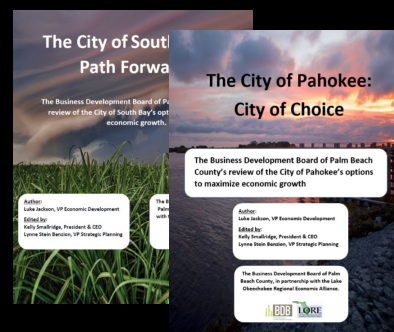
Glades Economic Development Forum



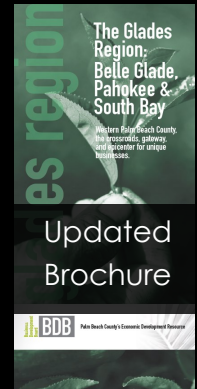
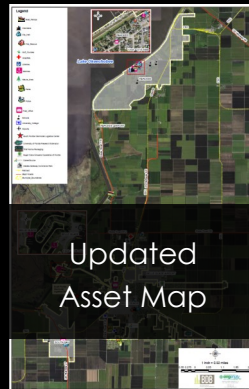
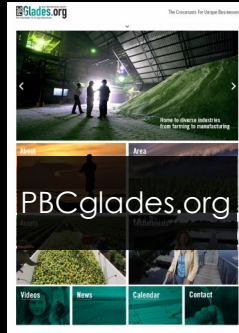
The BDB partnered with LORE to host a three-year stakeholders' update on March 8.

New Municipal Reports

Two Municipal Reports were completed to identify Pahokee and South Bay's strengths and weaknesses and to identify action plans to foster job creation and to encourage investment opportunities in each city.



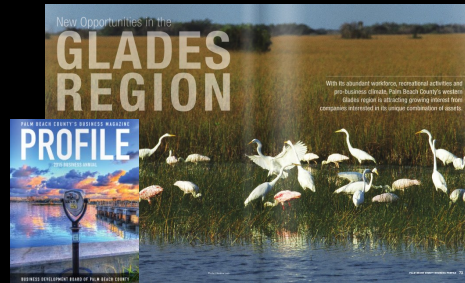
New Marketing Initiatives



Featured in Recent Publications



Fall 2015
Palm Beach County Business
Magazine



2015 Profile Magazine



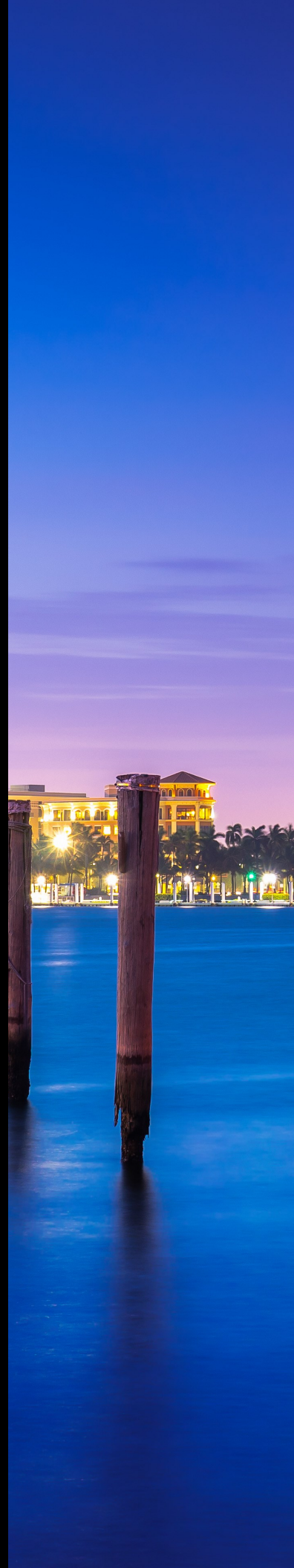
Spring 2016
Palm Beach County Business
Magazine



BDB Economic Development Forum

Palm Beach County Convention Center — April 21, 2016

The BDB held its second Economic Development Forum that 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; and businesses from many sectors. Together, they explored cutting edge economic development ideas and issues that impact Palm Beach County now and for the future.



New Non-Profit 501(c)(3) to Conduct Economic Analysis and Research

The Business Development Board Foundation of Palm Beach County supports or carries out the educational and programmatic activities that enhance the economic competitiveness and prosperity of Palm Beach County, Florida. Such activities include research on and dissemination of economic development information, and fostering the creation or expansion of programs or activities that promote short-term and long-term economic development and job creation in Palm Beach County.

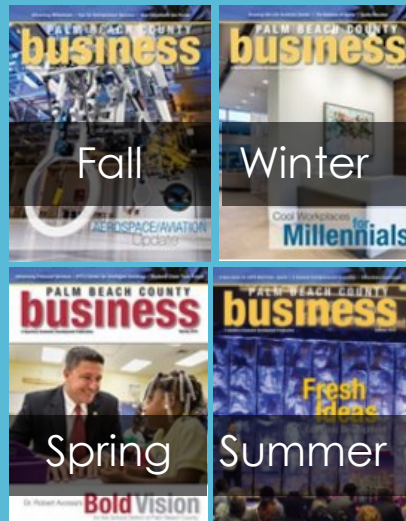


Marketing Palm Beach County

BDB Publications



2016-17
Profile Magazine

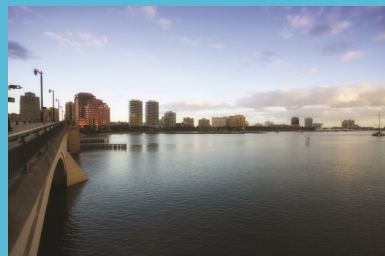


Quarterly PBC Business Magazine

Updated Industry Cluster Brochures



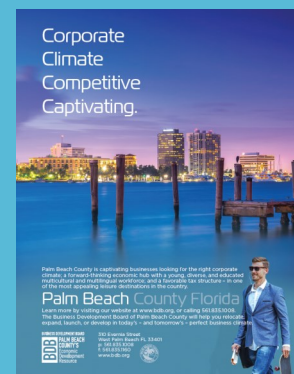
New Video Marketing PBC New Membership Packet



Television News



National Ad



BDB Office Renovation — Underway



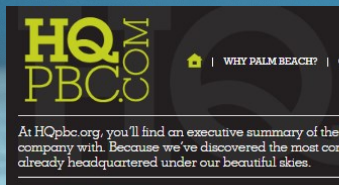
The Business Development Board has operated at 310 Evernia Street in West Palm Beach since October of 2004. In recent years, the organization has launched many new initiatives to build Palm Beach County's economy: Behind the Gates, the Glades Economic Development program, Marketing and Branding of Education, Life Science Industry Cluster Study, Economic Development Events, and many new Recruitment, Retention and Expansion initiatives. This expanded focus requires more staff members to execute the programs geared towards economic sustainability and competitiveness for Palm Beach County. Our current office design is dated, and does not project the image of a modern, creative, cutting-edge economic development agency or community. Since the BDB is usually the first impression a CEO receives when looking to expand or relocate, it is critical that the offices represent a modern, innovative and responsive Palm Beach County.

New Microsites to Promote PBC

Entrepreneurship

Education
(Redesigned)

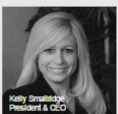
Corporate
Headquarters
(Redesigned)



HOME TO SOME
OF THE NATION'S
LARGEST CORPORATE
HEADQUARTERS

"Palm Beach County is a great base to build a national business." Kenneth Kahn, President of LRP Publications
Find out why high level executives like you enjoy calling Palm Beach County home.

Why Count
There's a largest cor relocate in business as both for personal income to chapter 5 and use to know as of Palm Beach Learn m

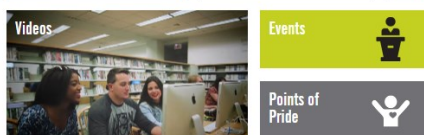


About the BDB

The Business Development Board of Palm Beach County, Florida, the State's official economic development organization.

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.

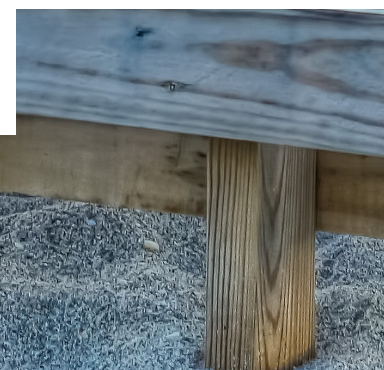
Read More



PALM BEACH
COUNTY'S
ENTREPRENEURSHIP
RESOURCE



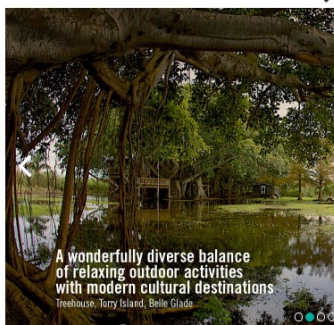
PBC Students Improved More in Reading, Math Than Other Large Counties
Palm Beach County's public school students made more improvements on the state's reading and ...
More >



Five Custom Prospect Microsites

Glades Region

WESTERN PALM BEACH COUNTY
Glades.org



Life Sciences

LifeHelix.org
Palm Beach County's Life Sciences Hub



ABOUT

The life sciences cluster in Palm Beach County can't be beat. It is anchored by two world-renowned research institutions and the Max Planck Florida Institute. Florida's an cutting-edge departments explore cancer, neurobiology and microbial sciences, metabolism and therapeutics. Max Planck's departments focus on bio-

In addition, Palm Beach County is home to five universities, including the University of South Florida, St. Johns River State College, Palm Beach State College, Broward College and the University of Miami. The county is also home to a number of leading research and development companies, including Genentech, Amgen, and Novartis. The county's life sciences cluster is a major driver of economic growth and job creation in the region.

THE BUSINESS DEVELOPMENT BOARD OF PALM BEACH COUNTY'S

Palm Beach County has the Perfect Business Climate

Life Sciences

Hello Mr. Kennedy, thank you for your interest

Learn more about our life sciences cluster, including our state-of-the-art facilities, our talented workforce, and our commitment to innovation. We are currently seeking qualified individuals for various positions within our life sciences cluster. If you are interested, please contact us at life@palmbeachcounty.com.

Quick Facts:

- 14 Expansions or Relocations to PBC were assisted by the BDB since the 2007 arrival of the Max Planck Florida Institute.**
- 1,251 Direct Jobs Created Since 2007 in the Life Sciences and Healthcare Industries due to those relocations and expansions.**
- 325 jobs retained since 2007 in the Life Sciences and Healthcare industries due to those relocations and expansions.**

DOCUMENT DOWNLOADS

State Incentives:

Learn more about our state incentives, including our state-of-the-art facilities, our talented workforce, and our commitment to innovation. We are currently seeking qualified individuals for various positions within our life sciences cluster. If you are interested, please contact us at life@palmbeachcounty.com.

City Incentives:

Learn more about our city incentives, including our state-of-the-art facilities, our talented workforce, and our commitment to innovation. We are currently seeking qualified individuals for various positions within our life sciences cluster. If you are interested, please contact us at life@palmbeachcounty.com.

Quality of Life:

Learn more about our quality of life, including our state-of-the-art facilities, our talented workforce, and our commitment to innovation. We are currently seeking qualified individuals for various positions within our life sciences cluster. If you are interested, please contact us at life@palmbeachcounty.com.

Education:

Learn more about our education, including our state-of-the-art facilities, our talented workforce, and our commitment to innovation. We are currently seeking qualified individuals for various positions within our life sciences cluster. If you are interested, please contact us at life@palmbeachcounty.com.

Economic Development News

Learn more about our economic development news, including our state-of-the-art facilities, our talented workforce, and our commitment to innovation. We are currently seeking qualified individuals for various positions within our life sciences cluster. If you are interested, please contact us at life@palmbeachcounty.com.



2015-2016 Board of Directors

Executive Committee-Officers

Gina Melby, BDB Chair, JFK Medical Center, HCA Palm Beach Hospitals, Director at Large
Ken Kahn, BDB Vice Chair, LRP Publications, Director at Large
Ben Boynton, BDB Treasurer, Boynton Financial Group, Inc., Rep. for Commissioner McKinlay
Carey O'Donnell, BDB Secretary, O'Donnell Agency, Rep. for Commissioner Burdick
Ray Celedinas, BDB Past Chair, Celedinas Insurance Group, A Marsh & McLennan Agency LLC, Director at Large
Frank Compiani, RSM US LLP, Economic Council
Fabiola Brumley, Bank of America, Director at Large
George Elmore, Emeritus, Hardrives, Inc., Director at Large
Don Kiselewski, Florida Power & Light, Director at Large
Val Perez, TD Bank, Director at Large
Kelly Smallridge, BDB President and CEO
Mayor Mary Lou Berger, Palm Beach County 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.
Marty Cass, BDO
Bobby D'Angelo, Compson Associates, Inc.
Ron Davis, Rep. for Mayor Shelley Vana
Walker Duvall, Wells Fargo
Earnie Ellison, Ellison Consulting Group, Rep. for Black Chamber of Commerce
Pepe Fanjul Jr., Florida Crystals
John Flanigan, Haile Shaw & Phaffenberger, Economic Council
Sandie Foland, Baron Sign Manufacturing, Rep. for Commissioner Valeche
Francisco Gonzalez, Esq., Gonzalez, Shenkman & Buckstein, P.L.,
Rep. for Central PB County Chamber of Commerce
Don Hearing, Cotleur & Hearing, Rep. for NPB County Chamber of Commerce
Patricia Lebow, Broad and Cassel
Gary Lesser, Lesser, Lesser, Landy & Smith, PLLC, Economic Council
Brendan Lynch, Plastridge Insurance
Connor Lynch, Plastridge Insurance, Rep. for Delray Beach Chamber of Commerce
Jim Maus, Aerojet Rocketdyne
Peyton McArthur, Commissioner Port of Palm Beach, Rep. for the Port of Palm Beach
Neil Merin, NAI/Merin Hunter Codman, Inc., Economic Council
James Nugent, Palm Beach Community Bank, Rep. for Boynton Beach Chamber of Commerce
Mike O'Neil, Pratt & Whitney
Harvey Oyer, Shutts & Bowen, LLP, Rep. for Chamber of Commerce of the Palm Beaches
Constance Scott, FAU, Rep. for Commissioner Abrams
Nathan Slack, JP Morgan
Bob Tucker, ADT, Rep. for Boca Raton Chamber of Commerce

Ex-Officio

Frank Barbieri, Esq., Palm Beach County School District
Steve Craig, CareerSource Palm Beach County
John W. Kelly, Ph.D., Florida Atlantic University
Ava L. Parker, J.D., Palm Beach State College
Bill Perry, Gunster

New Board Members for 2016-17

John Couris, Jupiter Medical Center
Brian Seymour, Gunster
Evan Wyant, BB&T