



NINE MONTH UPDATE YOUR RETURN ON INVESTMENT

2018-19 FISCAL YEAR



YOUR
BUSINESS
HERE


PALM BEACH COUNTY

We're pleased to report that it's been a successful nine months of the **2018–2019** fiscal year for economic development in Palm Beach County. Upon review of this report, you will learn about several major initiatives that the Business Development Board has engaged in to create jobs and diversify Palm Beach County's economy. **Thank you for your partnership and support of our economic development efforts.**

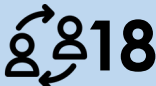
BECAUSE OF YOUR INVESTMENT, WE WERE ABLE TO FACILITATE...

 **28**
 Relocation & Expansion Projects

 **1,713**
 New & Retained Jobs


 **1M**
 Total Square Feet

 **\$185.6M**
 New Capital Investment

 **18** Technical Assistance Services
 Provided to Existing PBC Companies

 **409**
 News Articles Shared

 **17**
 Economic Development Events

 **50**
 Visits to local companies within Palm Beach County's targeted industries

...JUST WITHIN THE PAST SIX MONTHS.



NEW CORPORATE RELOCATIONS AND EXPANSIONS

20Lighter

Life Sciences | Boca Raton | 3 jobs

Algafeed

Life Sciences | Jupiter | 53 jobs

Beacon Global Health Initiative

Life Sciences | Jupiter | 137 jobs

Beacon of Hope CRO

Life Sciences | Boca Raton | 10 jobs

Capzer Pharmaceuticals

Life Sciences | Lake Worth | 10 jobs

Caraustar

Manufacturing | West Palm Beach | 25 jobs

Convergence Investment

Finance | Palm Beach Gardens | 10 jobs

CSL Plasma

Life Sciences | Boca Raton | 45 jobs

Cytonics

Life Sciences | Jupiter | 2 jobs

Detraxi

Life Sciences | Jupiter | 3 jobs

Digital Resource

Infotech | West Palm Beach | 107 jobs

Eastern Medal Supply

Manufacturing | West Palm Beach | 85 jobs

Expansion Therapeutics

Life Sciences | Jupiter | 16 jobs

Fetch My Vet

Infotech | West Palm Beach | 16 jobs

Gift of Life

Life Sciences | Boca Raton | 60 jobs

Gulfstream

A/A/E | West Palm Beach | 25 jobs

Hull & Co.

Business/Financial | Boca Raton | 28 jobs

Levatas

Infotech | West Palm Beach | 127 jobs

ORBCOMM

Infotech/Corporate HW | Boca Raton | 32 jobs

PGA National

Corporate HQ | Palm Beach Gardens | 100 jobs

Project Baden-Baden

Distribution | Riviera Beach | 491 jobs

Project Paper

Manufacturing | Belle Glade | 220 jobs

Project Skyrocket

Distribution | Unincorporated WPB | 25 jobs

Secret Sequence

Life Sciences | Jupiter | 3 jobs

Sun Supply

Infotech | Delray Beach | 12 jobs

TechGarage

Infotech | Belle Glade | 8 jobs

Buyers Edge Platform

Infotech | Lake Worth Beach | 50 jobs

TOTAL: 1,713 JOBS | 1,059,771 SQ. FT. AND \$185.6M CAPITAL INVESTMENT





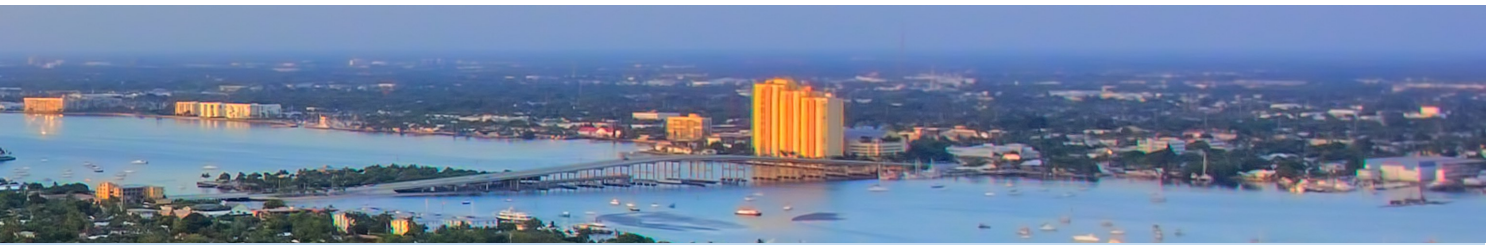
CONNECTING OUR COUNTY TO THE **WORLD**

OUTREACH MISSIONS

BDB relocation and expansion experts attend outreach missions to market Palm Beach County as a premier business destination to companies looking to move to the area.

1. National Business Aviation Association (NBAA) - Business Aviation Convention & Exhibition
Oct 18, Orlando, Florida
2. Aerospace Alliance Summit
November 1—2, Point Clear, Alabama
3. Enterprise Florida TeamFL Marketing
November 8, Orlando, Florida
4. Florida Power & Light Powering Florida Illumination
November 29—30, Jupiter, Florida
5. National Business Aviation Association Regional Forum
February 6, West Palm Beach, Florida
6. Enterprise Florida TeamFL Marketing
February 7, Washington, D.C.
7. Enterprise Florida TeamFL Marketing
May 30, New York, New York
8. Enterprise Florida TeamFL Marketing
May 5-7, Santa Barbara, California
9. Area Development Site Consultant's Forum
June 3 - 5, Charlotte, North Carolina





MARKETING

75,000
VISITORS TO BDB.ORG

25
VIDEOS PRODUCED

7 WEBSITES TO PROMOTE PBC

PUBLICATIONS AND WEBSITES

Winter 2019	Spring 2019			
PALM BEACH COUNTY BUSINESS MAGAZINE		PROFILE MAGAZINE	BROCHURE COLLECTION	
				WEBSITES

NATIONAL AD CAMPAIGN

PRINT ADS DISPLAYED IN CONNECTICUT, BOSTON, AND NEW YORK



OVER 1.5 MILLION IMPRESSIONS

DIGITAL ADS HAVE LANDED ON:



YOUR BUSINESS HERE

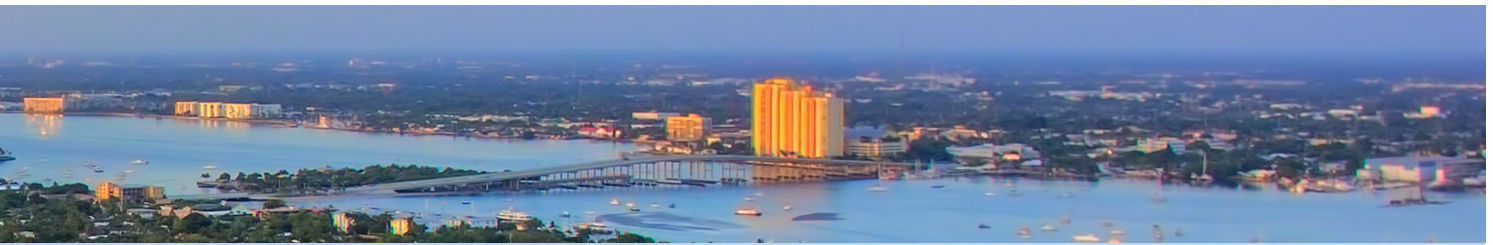
STRATEGIES THAT ENHANCE PALM BEACH COUNTY'S COMPETITIVENESS



2019 SITE CONSULTANT FAM TOUR

Site location experts from across the country participated in the BDB's 2019 Palm Beach County Site Consultant Familiarization Program (FAM) on March 7-9. Annually, site selectors meet with public and private sector representatives, experience various Palm Beach County communities, and discover the many business assets here.





SHOVEL READY PROGRAM

The BDB's shovel ready program identifies all properties in this county that have a certain level of approvals that would allow a company to put a shovel in the ground in less than 12 months. This is a tool that is utilized when attracting corporate relocation and expansions to the area.

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. We've created over

800 jobs from this initiative.



NOT-FOR-PROFIT 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. 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.



LIFE SCIENCES

Robert Mino, BDB's Vice President of Life Sciences, is working to grow Palm Beach County's life sciences industry through collaboration, strategic partnerships, and enhanced access to capital.

THE NUMBERS

- 50 meetings with local companies to discuss life sciences funding
- 112 meetings with life sciences stakeholders
- 18 active leaders of the life sciences advisory council
- 17 industry-related networking events
- 1 life science microsite dedicated to marketing the life sciences industry

THE COUNCIL



The Life Sciences Advisory Council continues to oversee the execution of the Palm Beach County Life Sciences Industry

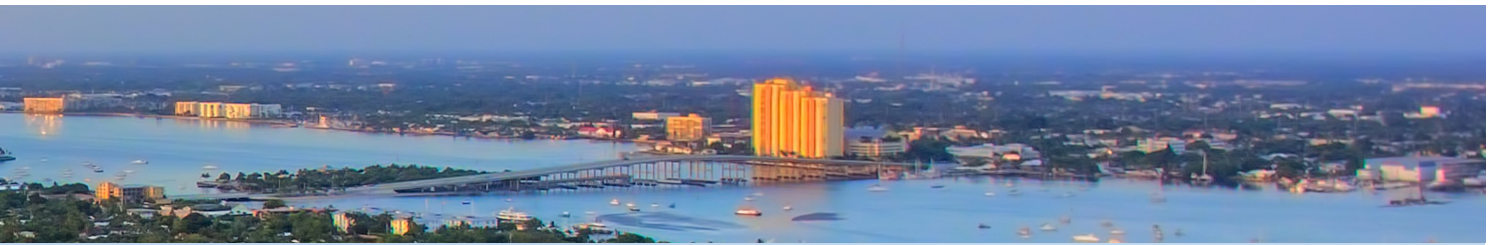
Action Plan developed in 2016. The Council oversees the implementation of the plan's seven recommendations

RECENT ACCOMPLISHMENTS

- 20Lighter, Boca Raton, 3 jobs
- Algafeed, Jupiter, 53 jobs
- Beacon Global Health Initiative, Jupiter, 137 jobs
- Beacon of Hope CRO, Boca Raton, 10 jobs
- Capzer Pharmaceuticals, Lake Worth, 10 jobs
- CSL Plasma, Boca Raton, 45 jobs
- Cytonics, Jupiter, 2 jobs
- Detraxi, Jupiter, 3 jobs
- Expansion Therapeutics, Jupiter, 16 jobs
- Gift of Life Marrow Registry, Boca Raton, 60 jobs
- Secret Sequence, Jupiter, 3 jobs

TOTAL JOBS: 342










GLADES REGION

Shereena Coleman, BDB's Vice President of Business Facilitation & The Glades Region, is working to grow Belle Glade, South Bay, and Pahokee through facilitating connections, providing technical assistance to existing companies, and attracting new companies within the region's targeted industries to the area.

THE NUMBERS

Over 20 existing companies visited to provide assistance
15 community outreach meetings attended
Over 65 points of assistance provided throughout the community

MARKETING ITEMS

				
FEATURED IN QUARTERLY MAGAZINE	VIDEOS	NEWSLETTER	BROCHURE	WEBSITE

RECENT ACCOMPLISHMENTS

TechGarage, Belle Glade, 8 jobs
Project Paper, Belle Glade, 220 jobs
Dos Primos, Belle Glade, 22 jobs
Glades Formulating Corporation, Glades Region, 9 jobs
Tellus Products, Belle Glade, 100 jobs

TOTAL JOBS: 359



TRANSFORMING THE TALENT PIPELINE



CLAIM YOUR FUTURE SHOWCASE

On February 12, the fourth annual "Claim Your Future Showcase" provided over 500 students with the opportunity to meet local companies and learn about countless career opportunities available in Palm Beach County.

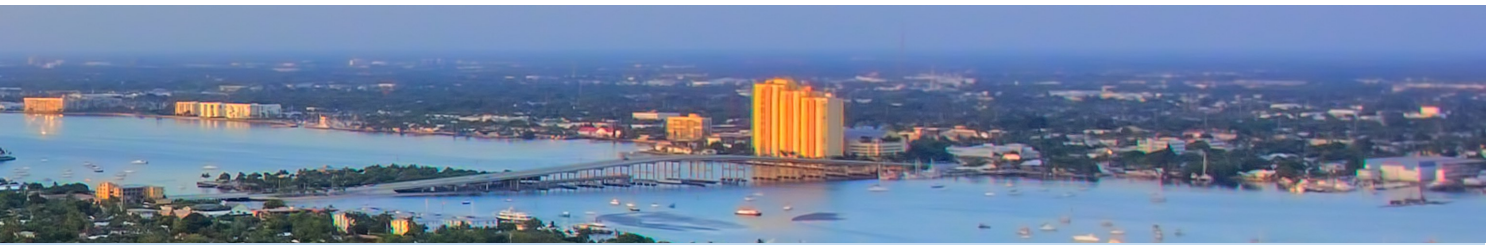
ACADEMIC LEADERS COUNCIL

The BDB has continued to convene the Academic Leaders Council, an initiative to strengthen business and education partnerships. The most recent meeting brought together tech giants that represented nearly 7,000 jobs in Palm Beach County.

PALM BEACH COUNTY INTERNSHIP EXPO

BDB and CareerSource PBC have organized the Palm Beach County Internship Expo, which connects local talent with local internships. The next event will be September 2019.





WORKFORCE ANALYSIS STUDY

With support from JP Morgan Chase & Co., the BDB analyzed Palm Beach County's workforce and has been putting the recommendations into action since

OVER 100 CONNECTIONS YTD. HERE ARE JUST A FEW:

- Partnered with LexisNexis on a "Females in Technology" event to showcase the infotech industry to local students across the county.
- Connected Palm Beach Atlantic University's broadcasting program with ESPN West Palm Beach.
- Connected Palm Beach State College with equipment donations from Palm Beach Crime Lab.
- Assisted TechGarage in expanding to Belle Glade and hiring local students as robotics coaches.
- Hired Palm Beach Atlantic University students to film the 2019 Engineers Banquet
- BDB was a guest judge for Keiser University's business competition.
- BDB is chair of Palm Beach State College Human Resources Business Partnership Council, which discusses corporate and continuing education training for employees, program revival through Trades & Industry Programs, academic program reviews, and internships.

PROMOTING LOCAL SKILLS THROUGH NEW MARKETING EFFORTS:



QUARTERLY SKILLS SHOWCASE NEWSLETTER



FEATURED IN QUARTERLY MAGAZINE



VIDEO HIGHLIGHTING CONNECTIONS





BUSINESS DEVELOPMENT BOARD
PALM BEACH
COUNTY
Your Economic Development Resource

CHAIRMAN'S COUNCIL:



Business Development Board of Palm Beach County
310 Evernia Street, West Palm Beach, FL 33401
www.bdb.org | 561.835.1008