

# Business + Financial Services

Managing to make things work in  
the perfect business climate



BUSINESS DEVELOPMENT BOARD



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



# In Palm Beach County, economic success revolves around **PROFESSIONAL SERVICES**

Palm Beach County consistently remains among the nation's leaders for business and financial services, providing a robust environment for success – from wealth management to banking and investment services; from investors to venture capital and corporate finance firms. Organizations requiring specialized business and financial expertise are drawn to Palm Beach County because of high industry concentration, proximity to peers, and even the location of competitors. With 71,000 millionaire households and 33 billionaires in the county, there is great access to capital and a lot of money to manage.



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West Palm Beach skyline, as seen from The Society of the Four Arts, Palm Beach. Sculpture "Intetra" by Isamu Noguchi.

Creating a new headquarters or a branch presence here impacts your image and brand with both clients and colleagues. Palm Beach County's financial firms cater to corporations and affluent individuals, and support the growth of their national and international business enterprises. Investment and legal advice, tax planning, cash management, financing, insurance, customer support, banking and securities, and financial investment services are among the other readily available services.

Many organizations choose Palm Beach County for cost efficiencies that include our tax structure, incentives, affordable real estate, and lower labor costs. The County offers the perfect climate for hedge fund, private equity firms, and related financial firms.

- No state personal income tax or estate tax
- No corporate income tax on limited partnerships
- No corporate income tax on subchapter S-corporations
- No state-level property tax
- Educated workforce, with access to Florida Atlantic University's Bloomberg Terminal Internship Program students, as well as Bloomberg® terminals and industry experts
- Convenient direct flights from Palm Beach International Airport to New York, Chicago, Boston, and Hartford
- Easy access to Latin and Caribbean markets

**South Florida is home to some of the most successful hedge fund, private equity, family office, and related financial firms including:**

Abbot Downing	Intech
Addison Capital Partners	Janus Capital Group
Affiliated Managers Group	JP Morgan
AM Global Core Fund	JVB Financial
BlackRock	Kayne Anderson
Blue Sea Capital	Lawless Edwards and Warren
Blue Water Worldwide	Lee Munder Investments
III Capital Management	Lighthouse Partners
Cambridge Capital	Looking Glass Investments
Capital Asset Management Group	Matrix Private Capital Group
Chilton Trust Company	Merrill Lynch Wealth Management
Comvest Partners	Mesirow Financial
Cresset Wealth Partners	Morgan Stanley
Cypress Trust Company	MSD Capital
Directional Research & Trading, Inc.	Oppenheimer & Company
DRB Capital	Otter Creek Management
DRI Fund	Palisade Capital Management
DSM Capital Partners	Palm Beach Capital
Ellevest	Priderock Capital Partners
Family Office Networks	RAM Investment Group
Fortress Investment Group	SandPointe Asset Management, LLC
GenSpring Family Offices	SkyBridge Capital
Goldman Sachs Company	Sterling Organization
Govic Capital	Sun Capital Partners, Inc.
Graham Capital Management	The Legend Group
Grey Value Management, LLC	Theorem Fund Services
Halite Partners	Third Friday Total Return Fund
HedgeCo Securities	Tudor Investment Corporation
Hunter Global Investors	UBS Financial Services
Impala Asset Management	Voloridge Investment Management
Incapital	Wexford Capital
Intech Investment Management	

Numerous private equity and hedge fund groups call Palm Beach County home. Learn more about the perfect business climate at [www.BDB.org](http://www.BDB.org)

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## Commercial Real Estate

Palm Beach County has an ample supply of ocean- and water-view commercial real estate to accommodate organizations looking to make a major brand impact. There are also available buildings with 30,000 square feet or more of contiguous Class A office space. For more information on Palm Beach County real estate, please visit the "Properties" section of our website, [www.BDB.org](http://www.BDB.org) or call **561.835.1008** for a customized report.

## Educated Workforce

As a growing center for business and financial services companies supporting the regional, state, national, and global markets, Palm Beach County invests in a key asset: our area's diverse, multilingual workforce. They are the vital support required by industries seeking to connect global populations and business environments. Professional services companies are able to recruit top talent from the area's many M.B.A. programs.

### PRIMARY EDUCATION (K-12):

The School District of Palm Beach County (SDPBC) offers elementary and middle schools with STEM (Science, Technology, Engineering, and Math)-related programs, and Finance, Pre-Law / Law, and Engineering & Math High School Career Academies.

### HIGHER EDUCATION:

Palm Beach County's colleges and universities offer programs ranging from College Credit Certificates to Doctorate Degrees in finance and economics, law, and accounting disciplines. Those institutions preparing students for employment in the business and financial services industries include:

**Florida Atlantic University's College of Business** offers 11 graduate degree programs for students to compete and advance themselves in today's global business environment. The College of Business also offers a Ph.D. in Business Administration.

## Infrastructure

Quick and easy access to your firm's other locations and key clientele is simple; centrally located Palm Beach International Airport (PBI) serves commercial and private aircraft with approximately six million passengers passing through each year. Twelve domestic international airlines currently serve the airport with approximately 200 scheduled commercial flights arriving and departing daily.

At the height of season, PBI offers up to 40 daily departures to the New York City metro area (JFK, LGA, EWR, HPN, ISP) and roughly 50 additional non-stop flights to key destinations throughout the U.S., Canada, and the Caribbean with 12 airline partners. Destinations include Atlanta (ATL), Boston (BOS), Chicago (ORD, MDW), Hartford (BDL), Washington D.C. (DCA), Baltimore (BWI), Charlotte (CLT), Dallas (DSW), Denver (DEN), Philadelphia (PHL), Montreal (YUL), Toronto (YYZ), and Nassau (NAS), to name only a few. For more information, visit [pbia.org](http://pbia.org). In addition to Palm Beach International Airport, there are several regional airports.

- Boca Raton Airport (allows international flights)
- Palm Beach County Glades Airport
- North Palm Beach County Airport
- Belle Glade State Municipal Airport

Backing all these facilities are aviation services companies providing vital operational support.

## Who We Are

The Business Development Board of Palm Beach County is the official public/private economic development organization for Palm Beach County, and Palm Beach County partner of Enterprise Florida. Founded in 1982 as a not-for-profit corporation, our primary purpose is to attract and retain a spectrum of 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. The Business Development Board is essentially your one-stop resource for information on relocating your business to or expanding in Palm Beach County.

### The BDB offers free and confidential services, including:

- Confidential project management assistance
- Site inventory on available industrial buildings, land, and office space
- Site tours conducted by our relocation and expansion staff
- Information on grants, financial assistance, and financial incentives available through the State of Florida, Palm Beach County, and local municipalities
- Introductions to CareerSource Palm Beach County's employee-training programs
- Tours of public and private educational institutions
- Introductions to government and business leaders
- Provide information on available housing and cost-of-living data
- Information on government zoning and permitting
- Local buyer and supplier information
- Demographics and labor market information
- Available services and rates for utilities, communications, and transportation
- Overview of Palm Beach County's lifestyle, including recreational and cultural amenities for relocating families

During the past five years, the BDB assisted relocation and expansion projects that helped create and retain more than 13,382 direct jobs with average salaries greater than \$69,923, resulting in more than \$668 million in capital investment to Palm Beach County and an overall economic impact exceeding \$7.33 billion.

Additional information can be found at the BDB's website, [www.BDB.org](http://www.BDB.org).



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## Florida Atlantic University's Financial Analyst Program

In partnership with Bloomberg®, Florida Atlantic University's Financial Analyst Program (FAP) equips students with cutting-edge financial analysis and equity research skills, taking them through deep-value fundamental research, resulting in the creation of independent equity research reports. The FAP provides an educational challenge that builds on relevant and real-world fundamental investment knowledge to educate, train, and develop the next generation of top-notch finance talent.

This one-of-a-kind program helps students gain real experience with real companies in the areas of financial analysis, financial modeling, and company valuations. Utilizing the newly renovated FAU Trading Room, students gain practical, hands-on experience and knowledge via Bloomberg® terminals; students receive a Financial Analyst Certificate from FAU and are also required to become Bloomberg Essentials Certified.

**Keiser University** offers degrees in Business Administration, Business Analytics and Entrepreneurship, and graduate degrees in Business Administration.

**Lynn University's International Business Center** is designed specifically to accommodate its growing College of Business and Management.

**Palm Beach Atlantic University's Rinker School of Business** offers degrees in accounting, finance, international business, management, marketing, and an M.B.A. program.

**"Palm Beach County has been a great location for us. We've been able to take advantage of a great pool of local talent, and have had no problem in relocating professionals here from all over the country."** — Michael Falk, Chairman, Comvest Partners



World-class museums, art centers, concerts halls, and more than 17 performing arts theaters.

Kravis Center for the Performing Arts, West Palm Beach

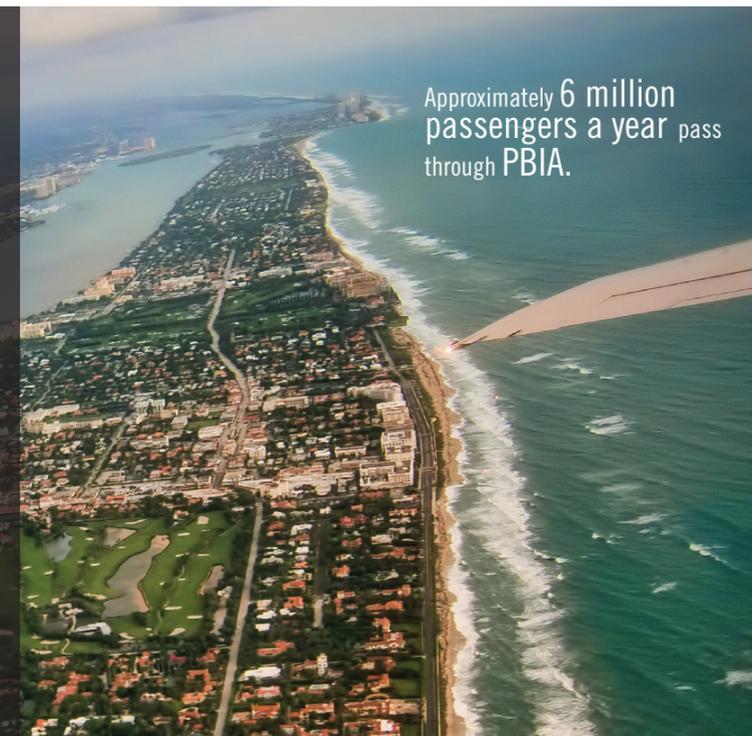
For more information regarding education in Palm Beach County visit [www.PBCedu.org](http://www.PBCedu.org).

## Arts & Culture and Quality of Life

Quality of life is something every CEO must consider — and sell to his or her workforce — when relocating a business operation. Palm Beach County SHINES in that respect, and employees and their families are happy to call this home.

- World-class museums, art centers, concerts halls, and more than 17 performing arts theaters
- Over 400 cultural venues and organizations
- Home to the Winter Equestrian Festival, U.S. Open Polo, Palm Beach International Boat Show, SunFest, and the Palm Beach International Film Festival
- Florida's Golf Capital and home to the PGA of America, with more than 170 courses, many designed by golfing legends
- More than 1,100 pro-quality tennis courts, including the world-famous Delray Beach Tennis Center
- Professional sports teams in the NFL, NBA, NHL, and MLB
- Home to spring training for four MLB teams, the Florida Marlins, the St. Louis Cardinals, the Washington Nationals, and the Houston Astros
- Access to modern, world-class healthcare with thousands of qualified physicians, research-based treatment facilities, outpatient and urgent care facilities, nursing homes, assisted care living, and specialty care centers
- Clean and safe neighborhoods in 39 municipalities
- 47 miles of pristine beaches where the Gulfstream comes closest to the east coast of the U.S., with warm, clear waters and endless water-based sports and activities including fishing, snorkeling, diving, water- and jet-skiing, and boating
- Beautiful weather and semi-tropical climate

**In today's highly competitive business environment, every advantage counts. It is mission-critical to find a location that affords you every opportunity to be successful. Palm Beach County excels in all of these areas: a well-educated workforce; a competitive business climate; myriad arts and cultural destinations, organizations, and activities; access to high-quality healthcare; a strong housing market; and a great place to raise a family.**



Approximately 6 million passengers a year pass through PBI.

# Launch Relocate Expand Develop

In The Perfect Business Climate

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