

# ANNUAL OVERVIEW

## 2013–2014



### Message from the President and CEO

The Business Development Board facilitated more than **3,800** new and retained jobs, and **\$52.7 Million** in new capital investment through **20** relocation and expansion announcements. These companies will lease, construct, or purchase **367,457 square feet** of additional space.

The BDB works to leverage the county's business assets by promoting the expansion of existing businesses and attracting new ones to the area. Such economic growth supports the quality of life in the county by providing high-paying jobs for our citizens and contributing to a vibrant community that is a great place to **live, work, learn** and **play**.

Toward this goal, the BDB launched several major initiatives in the 2013-14 fiscal year designed to foster new growth and enhance the county's competitiveness as a business location.



**Kelly Smallridge**  
President & CEO  
Business Development Board  
of Palm Beach County



The five core functions of the Business Development Board continue to be:

1. **Recruit**
2. **Retain**
3. **Expand**
4. **Attract Capital Investment**
5. **Diversify the Economy**

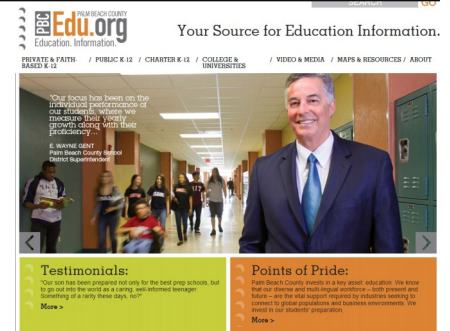
**“Palm Beach County’s attraction to the corporate world stems from its enviable location within the state of Florida, which promotes business growth and at the same time provides quality of life.”**

Pete Bevacqua, CEO, The PGA of America

# 2013-2014 Initiatives

## Marketing & Branding Education

Since 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. Upon having an education breakfast acknowledging this, the BDB successfully launched [www.PBCEDU.org](http://www.PBCEDU.org) along with a task force to continue this initiative.



## Shovel Ready

The BDB identifies vacant commercial and industrial property that is "shovel ready" and can be viewed on [www.PBCProspector.com](http://www.PBCProspector.com). This is an important new initiative since shovel ready sites increase an area's competitiveness in attracting new relocation and expansion projects. In order to become a shovel ready site, property owners must submit an application outlining general information about their sites, including the necessary information and details about the development approvals obtained.

## The Glades Initiative

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. This past year, we completed a FAM Tour featuring the Glades region to enhance our efforts of marketing this area.

## Marketing Palm Beach County

The BDB has implemented several marketing tactics to showcase Palm Beach County's business climate and its many positive attributes. To help in this regard, we published five magazines to highlight the County and share knowledge about current issues and secured a 50 page special feature spread in the May 2014 issue of Florida Trend. In comparison to last year, social media success has doubled and a new blogging initiative was developed to further expand our reach. Our recruiting staff attended NBAA, Bio Florida and 5 site selection events.



## Stakeholder Meeting

In order to compete with other counties and states for relocation and expansion projects, the BDB met quarterly with all chambers, FPL, Palm Beach County, Career Source and economic development leaders in all cities. Together, the group creates and implements initiatives that will promote a more attractive business environment.

## Realtor Roundtable

On a quarterly basis, the BDB met with brokers and developers to discuss issues and updates on available land, as well as new office and industrial buildings. The roundtable is a 2 way dialogue: the BDB provides an update on prospects' needs and brokers provide information on challenges and/or areas of opportunity.

## International Outreach

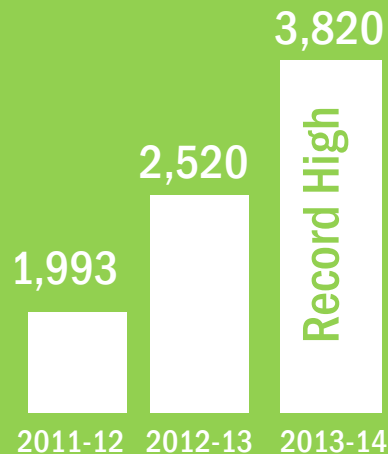
The BDB hosted visits by Enterprise Florida's International representatives regarding trade and investment opportunities with countries such as China, Germany, Canada, Mexico and South Africa. The BDB also hosted the U.S. Ambassador to Singapore to inform about trade and investment opportunities in Singapore and Malaysia.



# Accomplishments by the Numbers

---

## JOBS CREATED / RETAINED



MEMBERS	344
MEMBERSHIP RETENTION	86%
TOTAL PRIVATE INVESTMENT	\$1.8 million
INDUSTRY TASK FORCES	11

**THE BDB RECEIVED 2 MARKETING AWARDS FOR PBCEDU.ORG FROM FEDC**

EXPANSION/RELOCATION PROJECTS	20
AVERAGE SALARY	\$45,546
CAPITAL INVESTMENT	\$52.7 MILLION
COMMERCIAL SPACE	367,457 SQ. FT

**TOTAL ECONOMIC IMPACT: \$1,882,377,918**

SOCIAL MEDIA FOLLOWERS	4,773 [DOUBLED SINCE LAST YEAR]
PRESS MENTIONS	120
PUBLISHED MAGAZINES	5
EVENTS	26
VISITORS TO BDB.ORG	36,966

**THE BDB IS 1 OF ONLY 2 ACCREDITED ECONOMIC DEVELOPMENT BOARDS IN THE STATE OF FLORIDA**

# 2013-14 Board of Directors

## Executive Committee-Officers

Frank Compiani, Chair, Economic Council  
Ray Celedinas, Vice Chair, Director at Large  
Gina Melby, Treasurer, Director at Large  
Don Kiselewski, 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  
Val Perez, Past Chair, Director at Large  
Kelly Smallridge, BDB President and CEO  
Shelly Vana, Palm Beach County Commissioner

## 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, BDO  
Bobby D'Angelo, Compson Associates, Inc.  
Ron Davis, Representing Commissioner Priscilla Taylor  
Jean Enright, Port Commissioner  
Pepe Fanjul, Florida Crystals  
John Flanigan, Haile Shaw & Pfaffenberger  
Sandie Foland, Baron Sign Manufacturing  
Patti Hamilton, Southern Waste Systems/Sun Recycling  
Steve Klingel, NCCI  
Patricia Lebow, Broad & Cassel  
Brendan Lynch, Plastridge Insurance  
Connor Lynch, Plastridge Insurance  
Jim Maus, Aerojet Rocketdyne  
Art Menor, Shutts & Bowen  
Paul Nunnally, Meridian Point Consulting  
Carey O'Donnell, O'Donnell Agency  
Keith O'Donnell, Avison Young  
Geoff Sluggett, Geoffrey B. Sluggett & Associates, Inc.  
Keith Spina, Glidden-Spina & Partners  
Susan Whelchel, Representing Commissioner Steven Abrams  
Jim Williams, AW Architects

## Ex-Officio

Frank Barbieri, Esq., Palm Beach County School District  
Steve Craig, Career Source Palm Beach County  
Dr. John Kelly, Florida Atlantic University  
Dr. Dennis Gallon, Palm Beach State College  
Wendy Sartory Link, Ackerman, Link & Sartory, P.A.

## New Board Members for 2014-15

Francisco Gonzalez, Gonzalez & Shenkman, P.L.  
Don Hearing, Cotleur & Hearing  
James Nugent, PB Community Bank  
Nathan Slack, JP Morgan  
Lee Waring, Seaside National Bank & Trust

**Business  
Development  
Board**



Palm Beach County's  
Economic Development Resource