



BUSINESS DEVELOPMENT BOARD  
**PALM BEACH  
COUNTY**  
Your Economic Development Resource

# 2021



# IMPACT REPORT

## VISION + MISSION + RESULTS



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# LETTER FROM THE PRESIDENT

It's been a successful year for economic development in Palm Beach County as a record-breaking number of new companies and families move to the area daily. The Business Development Board of Palm Beach County (BDB) facilitated 31 corporate relocations and expansions that created 3,028 high salary jobs. These efforts also create new opportunities for suppliers of business and professional services, such as architects, contractors, bankers, attorneys, and accountants, as well as families who will purchase homes and enroll their children into public and private schools.

The BDB's economic development efforts have a lasting and sustainable impact on our county, typically turning a few million dollars into hundreds of millions each year. As we start a new fiscal year on October 1, the BDB will focus on working with the county and municipalities to build stronger economic growth and quality job creation for our local residents.



Kelly Smallridge  
President & CEO  
Business Development Board



# MISSION + VISION

## ABOUT

The Business Development Board, a private, not-for-profit corporation, is Palm Beach County's official economic development organization. It works to attract and retain business investment through corporate relocations, expansions, and international trade; and provides marketing support and business networking through a paid membership organization that partially funds economic development services.

## MISSION

To stimulate economic energy, promote business diversity and enrich the vitality of Palm Beach County through the relocation, retention and expansion of companies to or in Palm Beach County.

## VISION

To lead the transformation of Palm Beach County's economy creating a competitive and sustainable environment that attracts businesses and residents.

# BOARD OF DIRECTORS



# BDB BOARD OF DIRECTORS

## EXECUTIVE COMMITTEE:



Carey O'Donnell,  
NATIV  
2019-2021 BDB Chair

- Brian Seymour – Gunster / Treasurer
- Michael Prince – USPA Global Licensing / Secretary  
*Representing Commissioner Maria Marino*
- Ben Boynton – Boynton Financial Group / Past Chair
- Fabiola Brumley – Bank of America
- Frank Compiani – RSM US LLP  
*Representing the Economic Council*
- George Elmore – Hardrives / Chair Emeritus



Harvey Oyer,  
Shutts & Bowen LLP,  
2021-2022 BDB Chair

- Ken Kahn – LRP Media Group / Chair Emeritus
- Don Kiselewski – Florida Power & Light
- Commissioner Melissa McKinlay – Palm Beach County  
*Representing the Palm Beach County Board of County Commissioners*
- Gina Melby – HCA Palm Beach Hospitals
- Juan Tagle – JP Morgan Chase
- Kelly Smallridge – Business Development Board

## BOARD MEMBERS:

- Colonel Antonio Araujo – Palm Beach Sheriff's Office,  
*Representing Mayor Dave Kerner*
- Mark Bellissimo – Wellington Equestrian Partners
- Richard Bernstein – Richard Bernstein Insurance Group, Inc.
- Cressman Bronson - PNC
- Marty Cass – BDO
- Stephen Chang - Suffolk Construction
- Bobby D'Angelo – Compson Associates, Inc.
- Jesse Flowers – SouthState Bank,  
*Representing the Greater Delray Beach Chamber of Commerce*
- Matthew Enochs – Pratt & Whitney
- Pepe Fanjul, Jr. – Florida Crystals
- Jake Geleerd – Tortoise Properties
- George Gentile – G2HO,  
*Representing the Palm Beach North Chamber of Commerce*
- Kyle Gilley – Carrier
- Francisco Gonzalez – Gonzalez, Shenkman & Buckstein, P.L.,  
*Representing the Central Palm Beach County Chamber of Commerce*
- Joseph Jacobs – Wexford Capital
- Eric Kelly – Quantum Foundation,  
*Representing the Economic Council*
- Gary Lesser – Lesser, Lesser, Landy & Smith, PLLC,  
*Representing the Economic Council*
- Brendan Lynch – Plastridge Insurance
- Mark Matthews – Semus Wealth Partners,  
*Representing Commissioner Maria Sachs*

- Jim Maus – Aerojet Rocketdyne
- Michelle McGovern – Baptist Health,  
*Representing Commissioner Mack Bernard*
- Neil Merin – NAI Merin Hunter Codman,  
*Representing the Economic Council*
- Dr. David Nicholson – Stiles-Nicholson Foundation
- Richard Rendina – Rendina Real Estate Development
- Donia Roberts – Donia Roberts Attorney at Law,  
*Representing the Lake Okeechobee Regional Economic Alliance*
- Constance Scott – Florida Atlantic University,  
*Representing Commissioner Robert Weinroth*
- Randy Spicer – Moss Construction
- Keith Spina – Spina O'Rourke & Partners,  
*Representing Commissioner Gregg Weiss*
- Erick Strati – Wells Fargo
- Bob Tucker – ADT,  
*Representing the Greater Boca Raton Chamber of Commerce*
- Katherine Waldron – Port Commissioner,  
*Representing the Port of Palm Beach*

## Ex-Officio:

- Mike Burke – The School District of Palm Beach County
- Julia Dattolo – CareerSource Palm Beach County
- Dr. John Kelly – Florida Atlantic University
- Ava Parker, J.D. – Palm Beach State College
- Pam Rauch – Florida Power & Light, *Past Chair*  
*Representing the Economic Council*

# FISCAL YEAR WINS

2020-2021





# ACCOMPLISHMENTS

Oct. 2020—Sept. 2021

- 101 meetings through the BDB's business visitation program
- 31 local, regional or statewide forums to educate, inform and promote PBC
- 59 points of technical assistance services provided to local companies
- 28 forums as keynote speaker or panelist to present economic development
- 7 domestic and international outreach missions
- 12 million digital impressions
- 5 publications marketing Palm Beach County as a business destination
- 500 media mentions
- 104 points of assistance in the Glades Region

## **Domestic and International Outreach Efforts:**

- Kingdom of Bahrain – Inbound Mission, December 9, 2020
- International Outreach Partnership with Enterprise Florida – Connections with Europe, Year-Round
- Consul of Mexico – Inbound Mission, January 29, 2021
- Florida-Israel Business Accelerator (FIBA) – West Palm Beach, June 11, 2021 and June 23, 2021
- Area Site Selection Conference – Richmond, VA, June 21 – 23, 2021
- Kingdom of Bahrain – Inbound Mission, June 24, 2021
- Southern Economic Development Conference – Tampa, FL, August 16 - 17, 2021

# RESULTS

Oct. 2020—Sept. 2021

**31**

corporate relocations  
and expansions

**\$152.3 million**

in new  
capital investment

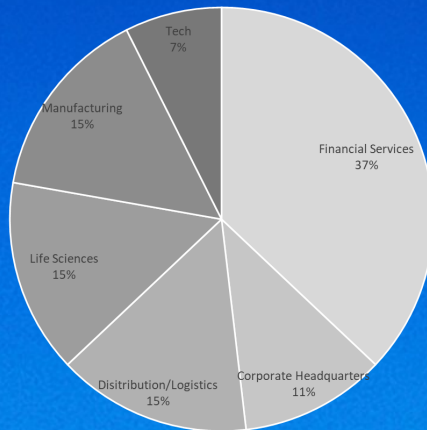
**3,028**

new and  
retained jobs

**1,017,302**

square feet of commercial  
or industrial real estate space

## Breakdown by Industry:



FACT: The BDB had a record-breaking year facilitating over 3,000 high salary jobs.

71% of the new jobs created were from relocations

# CORPORATE RELOCATIONS & EXPANSIONS

1. AeroClean Technologies – Relocation · Corporate Headquarters · 100 jobs · Palm Beach Gardens · 20,000 sq. ft. · \$7M capital investment
2. AltaRock Partners — Relocation · Financial Services · 20 jobs · West Palm Beach · 5,000 sq. ft.
3. Amazon — Expansion · Distribution/Logistics · 200 jobs · Riviera Beach · 120,000 sq. ft.
4. Conglom — Relocation · Financial Services · 12 jobs · Palm Beach County · 44,800 sq. ft.
5. Drawbridge Capital — Relocation · Financial Services · 15 jobs · Palm Beach Gardens · 2,188 sq. ft.
6. Exuma Biotech – Relocation · Life Sciences · 100 jobs · West Palm Beach · 6,500 sq. ft.
7. FINFROCK South Florida – Relocation · Manufacturing · 200 new jobs · Belle Glade · 140,000 sq. ft. · \$45.5M capital investment
8. FlexShopper – Expansion · Corporate Headquarters · 100 new jobs · Boca Raton · 21,000 sq. ft. · \$500,000 capital investment
9. GlobalListings.com – Relocation · Infotech · 12 new jobs · West Palm Beach
10. JENOPTIK Optical Systems - Expansion · Infotech · 116 jobs · Palm Beach County · 29,000 sq. ft.
11. Just Ryt Foods, Inc. — Expansion · Distribution/Logistics · 50 jobs · Palm Beach County · 60,000 sq. ft.
12. V2Techs – Relocation · CleanTech · 30 new jobs · Boca Raton
13. Meridian Contract Glazing — Relocation · Manufacturing · 12 jobs · Palm Beach County · 47,795 sq. ft.
14. Moving Minds – Relocation · Corporate Headquarters · 70 jobs · West Palm Beach
15. MTech MDM — Expansion · Corporate Headquarters · 105 jobs · Palm Beach Gardens · 40,000 sq. ft.
16. National Financial Partners — Relocation · Financial Services · 25 jobs · Palm Beach Gardens · 10,000 sq. ft.
17. NewDay USA – Relocation · Financial Services · 600 new jobs · West Palm Beach · 50,000 sq. ft. · \$10M capital investment
18. Niagara Water — Expansion · Distribution/Logistics · 26 jobs · Palm Beach County · 36,000 sq. ft.
19. Palm Coast Sales – Expansion · Distribution/Logistics · 30 jobs · Unincorporated Jupiter · 58,000 sq. ft.
20. River North Capital — Relocation · Financial Services · 20 jobs · West Palm Beach · 5,000 sq. ft.
21. Siris Capital — Relocation · Financial Services · 40 jobs · West Palm Beach · 5,000 sq. ft.
22. SIW Windows & Doors – Expansion · Manufacturing · 250 jobs · Unincorporated West Palm Beach · 168,000 sq. ft. · \$14M capital investment
23. Stone Point Capital — Relocation · Financial Services · West Palm Beach · 4,000 sq. ft.
24. Thomson Broadcast – Relocation · Manufacturing · 50 new jobs · Unincorporated West Palm Beach · 12,000 sq. ft.
25. Tremblant Capital — Relocation · Financial Services · 10 new jobs · West Palm Beach · 2,000 sq. ft.
26. UOVO – Expansion · Art Storage Logistics · 23,000 sq. ft. · \$750,000 capital investment
27. Vetio Animal Health – Expansion · Life Sciences · 140 jobs · Unincorporated Jupiter · 35,000 sq. ft.
28. Vibra Healthcare — Relocation · Life Science · 160 jobs · Boynton Beach · 25,000 sq. ft.
29. Virtu Financial – Relocation · Financial Services · 55 new jobs · Palm Beach Gardens · 10,019 sq. ft. · \$550,000 capital investment
30. Confidential Project Marquette — Expansion · Life Sciences · 150 jobs · 40,000 sq. ft.
31. Confidential Project Silver—Expansion · Financial Services · West Palm Beach

# NEW-TO-MARKET STORIES

## **AeroClean** Pathogen Elimination Technologies

AeroClean established a 20,000 sq. ft. corporate headquarters in Palm Beach Gardens that will create 100 jobs and a \$7 million capital investment. Originally looking at California, the company will focus on designing, developing and marketing a full line of air purification devices. The BDB assisted with expedited permitting to get the building up and running as quick as possible.

## **EXUMA** Biotech

EXUMA Biotech chose West Palm Beach over California to discover and develop Chimeric Antigen Receptor (CAR)-T cell products and delivery solutions for liquid and solid tumors. It opened a new 6,500 sq. ft. laboratory that will create 100 jobs. The BDB facilitated the expansion through expedited permitting and also showcased the competitive advantages of the local life sciences industry.

## **NewDay** USA

NewDay USA opened a second headquarters in West Palm Beach with plans to create 600 new jobs in a 50,000 sq. ft. office. It will create \$10 million in capital investment. The BDB assisted with connections to local elected officials, financial resources, expedited permitting, and information on community engagement.



SIW Windows & Doors manufactures high-end windows with plans to create 250 jobs at a 168,000 sq. ft. building. The company will create \$14 million in capital investment. The BDB helped the company with ensuring that construction could start immediately through its expedited permitting program.



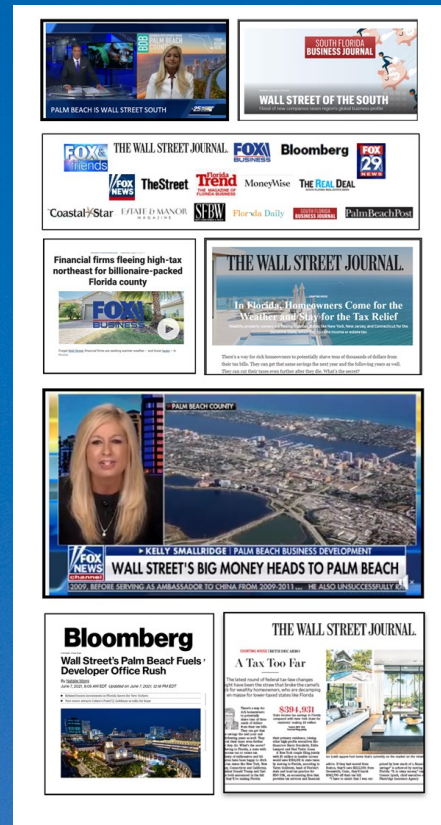
Thomson Broadcast, originally from France, relocated to West Palm Beach to create 50 new jobs with continued expansion plans. With 12,000 sq. ft., the company will open a new manufacturing and innovation center to support its growth in America. The BDB assisted with real estate searches, tours, connections to CareerSource Palm Beach County, and introductions to key leaders, including the Mayor of West Palm Beach.



Virtu Financial relocated from New York City, opening an office in Palm Beach Gardens. The company will create 55 new jobs at the newly leased 10,019 sq. ft. office. The move was part of the large “Wall Street South” trend where many New York-based firms are opening offices in Palm Beach County. The BDB assisted with access to incentives, expedited permitting, relocation orientations for employees, and residential real estate needs.

# BIG NEWS

## PALM BEACH COUNTY BECOMES “WALL STREET SOUTH”



- |  |   |   |  |
|--|---|---|--|
| <p>Abbot Downing<br/>Addison Capital Partners<br/>Affiliated Managers Group<br/>AM Global Core Fund<br/>Anagenesis Capital Partners<br/>Atlantic Creek Real Estate<br/>AUA Private Equity Partners<br/>Aurelius Capital<br/>Bergen Asset Management<br/>BlackRock<br/>Blue Sea Capital<br/>Blue Water Worldwide<br/>Boxwood Partners<br/>Ill Capital Management<br/>Cambridge Capital<br/>Capital Asset Management Group<br/>Catalus Capital<br/>Chilton Trust Company<br/>Colony Capital<br/>Comvest Partners<br/>Convergence Investment Partners<br/>Cresset Wealth Partners<br/>Cypress Trust Company</p> | <p>Dakota Wealth Management<br/>Dash Prime<br/>Directional Research &amp; Trading, Inc.<br/>DRB Capital<br/>DRI Fund<br/>DSM Capital Partners<br/>ECN Capital Corporation<br/>Ellevest<br/>Elliott Management<br/>Evercore Wealth Management<br/>Family Office Networks<br/>Focus Financial Partners<br/>Forbes Family Trust<br/>Fortress Investment Group<br/>GenSpring Family Offices<br/>Glenmede Trust<br/>Global Trust Asset Management<br/>Golden Tree Asset Management<br/>Goldman Sachs Company<br/>Graham Capital Management<br/>Greenwich Wealth Management<br/>Grey Value Management, LLC<br/>Halite Partners<br/>Hamilton Capital</p> | <p>HedgeCo Securities<br/>Highbrook Investors<br/>Hunter Global Investors<br/>Impala Asset Management<br/>Incapital<br/>Intech Investment Management<br/>Janus Capital Group<br/>JP Morgan<br/>JVB Financial<br/>Kayne Anderson<br/>Lawless Edwards and Warren<br/>Lee Munder Investments<br/>Lighthouse Partners<br/>Looking Glass Investments<br/>Matrix Private Capital Group<br/>Merrill Lynch Wealth Management<br/>Mesirow Financial<br/>Moelis &amp; Company<br/>Morgan Stanley<br/>MSD Capital<br/>NewDay USA<br/>Norwest Equity Partners<br/>Oppenheimer &amp; Company</p> | <p>Otter Creek Management<br/>Omega Advisors<br/>Palisade Capital Management<br/>Palm Beach Capital<br/>Point72<br/>Priderock Capital Partners<br/>RAM Investment Group<br/>Red Oak Capital Partners<br/>RiverNorth Capital<br/>Sanders Capital LLC<br/>Siris Capital<br/>SkyBridge Capital<br/>State Trust<br/>Sterling Organization<br/>Sun Capital Partners, Inc.<br/>The Legend Group<br/>Theorem Fund Services<br/>Third Friday Total Return Fund<br/>Tremblant Capital<br/>Tudor Investment Corporation<br/>UBS Financial Services<br/>Virtu Financial<br/>Voloridge Investment Management<br/>Wealthspire<br/>Wexford Capital</p> |
|--|---|---|--|

# THE GLADES REGION ATTRACTS HUNDREDS OF JOBS

## FINFROCK®

FINFROCK chose Belle Glade for a new 140,000 sq. ft. precast concrete manufacturing facility in the Glades Gateway Commerce Park, located on approximately 94 acres. The company will create 200 jobs and a capital investment of \$45.5 million. It made the announcement in March 2021 at a community press conference in Belle Glade.



# ECONOMIC DEVELOPMENT STRATEGIES

## Economic Development Programs & Initiatives:

- **Behind the Gates** – a multiyear initiative to attract executives with second homes in Palm beach County to move their businesses here. More than 1,000 jobs created.
- **Expedited Permitting** – a program to speed up the permitting process for relocating or expanding companies.
- **Shovel Ready and Mega Site Program** – promoting large sites and land that are construction-ready for prospects.
- **BDB Business Visitation Program** – Growing companies in our backyard matter most; therefore, we visit the facilities of 100 companies each year.
- **BDB Site Consultant Familiarization Tour** – Annually, the BDB brings site location experts to Palm Beach County for a tour of the area's assets.
- **BDB Non-Profit Foundation** – the Foundation supports educational and programmatic activities that enhance and improve Palm Beach County's competitiveness.

## BDB task forces that meet several times per year:

- Academic Leaders Council
- Aviation, Aerospace & Engineering
- Business Financial Services
- Distribution & Logistics
- Economic Stakeholders Round Table
- Entrepreneurship
- Life Science Advisory Council
- Private School Headmasters
- Real Estate Round Table
- Workforce, Housing & Infrastructure



# WORKFORCE AND EDUCATION STRATEGIES

## Workforce and Education Programs:

- **Claim Your Future Showcase** – Annual event that shows high school students the possible career paths that they can take by meeting and learning from local employers.
- **BDB Education Intern Series** – Invites summer interns to learn about why Palm Beach County is a great place to return for their career, with the ultimate goal of retaining top talent.
- **Countywide Internship Expo** – The only countywide platform that convenes all colleges and universities in Palm Beach County to secure internships with the county's top employers.
- **Academic Leaders Council** – All of the presidents of each college and university and the superintendent of the local school district meet to discuss industry and education alignment.
- **Annual Distinguished Alumni Award Education Luncheon** – Partnership with the Education Foundation of Palm Beach County to recognize successes in the workforce in front of a business audience.
- **School District Bus Tour or specific to schools on as needed basis** – Executives at local education institutes need to stay current with what's in high-demand for targeted sectors. Therefore, the BDB takes them on a bus directly to companies for tours to show them.
- **Private School Headmaster Task Force** – The only platform in the County where private schools meet to discuss expansion plans and how to deal with the influx of inquiries in Palm Beach County.

## New Initiatives Launched through the BDB's Non-Profit Foundation:

- Project Opioid Palm Beach, in partnership with Florida Blue
- Workforce, Housing and Infrastructure Task Force
- "Ready or Not Here They Come" multi-part meeting series



# STAFF + STRATEGIC PLANS

The Business Development Board of Palm Beach County operates through five departments, each playing a role in shaping the future of Palm Beach County.

1. Business Recruitment, Retention and Expansion
2. Marketing & Media Relations
3. Membership
4. Economic Development Events
5. Non-Profit Foundation

BDB Leader:



Kelly Smallridge  
President & CEO  
Business Development Board

Targeted Industry Sectors:

- Agribusiness
- Aviation/Aerospace/Engineering
- Cleantech
- Corporate Headquarters
- Distribution/Logistics
- Equestrian
- Financial Services
- Healthcare
- Infotech
- Life Sciences
- Manufacturing
- Marine Industries

# BUSINESS RECRUITMENT, RETENTION AND EXPANSION (BRRE)

MISSION: To relocate, retain, and expand businesses to Palm Beach County to further stimulate economic energy, promote business diversity, and enrich the vitality of Palm Beach County.

## DEPARTMENT CONTACTS:



Gary Hines  
Senior Vice President,  
Administration  
561.651.4111  
ghines@bdb.org



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Vice President, Business Recruitment,  
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srowan@bdb.org



Tim Dougher  
Vice President, Business  
Recruitment, Retention & Expansion  
561.651.4131  
tdougher@bdb.org



Shereena Coleman  
Vice President, Business Facilitation  
& The Glades Region  
561.651.4125  
scoleman@bdb.org



## BRRE ANNUAL GOALS:

- Facilitate at least 30 relocation, retention or expansion projects in the targeted industry clusters.
- Job creation & retention for a minimum of 1,600 jobs being at least 115% of the County average wage.
- Create \$50,000,000 of direct capital investment.
- Facilitate 300,000 square feet of absorbed industrial and office space.
- Complete 100 company visits or virtual meetings for the purpose of understanding and addressing challenges facing local businesses.
- Provide technical assistance to at least 75 companies that need assistance in growing their Palm Beach County operations.
- Conduct four meetings of each of the following Industry Task Forces: Business / Financial Services, Real Estate Roundtable, Distribution / Logistics, Aviation / Aerospace / Engineering, and Life Sciences.
- Utilize local partners and economic stakeholders to assist in the recruitment and expansion of companies in Palm Beach County through at least six Quick Action Response Team Meetings with prospects.
- Outreach to Site Selection Consultants through one Site Selection Consultant Familiarization Tour in Palm Beach County and two In-Market Site Selection Consultant trips.
- Outreach and collaboration through 30 local, regional, statewide, or national forums designed to educate, inform, strategize, and/or promote the growth of business and industry in Palm Beach County.
- Domestic and international outreach efforts through 10 missions, either in person or virtuality, to promote Palm Beach County.
- Promote the diversity of Palm Beach County's existing businesses and available workforce by attending at least three community events geared towards promoting minority- and women-owned businesses.
- Educate existing businesses on the available resources for retention and expansion by hosting at least two virtual events at the state and local levels to existing Palm Beach County companies.
- Foster the development of a life sciences "aware community" through two meetings or events that promote the life sciences.
- Maintain the Business Development Board's Shovel Ready Site program and Mega Sites program.
- Provide research services to support economic development projects and initiatives.
- Collaborate with The Florida Chamber of Commerce and FEDC on the Florida 2030 Goals Report.

# MARKETING & MEDIA RELATIONS

MISSION: Market Palm Beach County as a globally competitive business environment for business attraction, retention, and expansion and support the BDB's economic development initiatives through strategic marketing efforts.

## DEPARTMENT CONTACT:



Kristen Boyd Liberman  
Vice President, Marketing & Media Relations  
561.651.4106 | [kliberman@bdb.org](mailto:kliberman@bdb.org)

## ANNUAL GOALS:

- **PUBLIC RELATIONS:** Engage in at least 250 media outlets to showcase Palm Beach County's business environment and act as the go-to data source for local reporters.
- **SOCIAL MEDIA:** Tell Palm Beach County's story through social media and blogs, while also producing leads to membership and the recruitment team.
- **DIGITAL MARKETING:** Create at least 25 high quality videos that will market Palm Beach County as a premier business destination, showcase success stories and feature new initiatives.
- **COMMUNICATIONS:** Produce a steady stream of at least 60 positive messages about economic development in Palm Beach County through print publications, e-newsletters, e-blasts, press releases, and app.
- **ADVERTISING:** Generate millions of impressions by highlighting why Palm Beach County is the best place for business through strategic ad placements and National ad campaigns in strategic locations.
- **BRANDING:** Maintain the BDB's brand identity to maximize on global recognition of Palm Beach County as it competes with other leading markets.
- **COLLATERAL:** Various marketing pieces such as presentation folders, brochures, and booklets will communicate services and sell Palm Beach County to prospects in a visually compelling manner.
- **PUBLICATIONS:** Publish five magazines each year distributed nationally.
- **ONLINE PRESENCE:** Maintain at least 100,000 online visitors by ensuring that the BDB's online presence is top-notch through websites, microsites, BDB app, and any additional items.
- **TARGET MARKETING:** Generate at least 250 solid leads by reaching multiple target audiences such as CEOs, industry leaders, entrepreneurs, site consultants, and new members through strategic pitches, campaigns, and new initiatives.



# MEMBERSHIP

**MISSION:** To grow and retain private investment funding while facilitating business opportunities that assist BDB members with achieving their goals and objectives.

## DEPARTMENT CONTACT:



Lisa Anderson  
Vice President, Private Funding  
561.651.4100 | [Landerson@bdb.org](mailto:Landerson@bdb.org)

## ANNUAL GOALS:

- **NEW MEMBERS:** Actively identify and target potential new members to join the BDB to increase revenue.
- **RENEWAL OF MEMBERSHIP:** Encourage current members to become active at the BDB through events, meetings, committees, and relationships.
- **TRADES:** Identify and target companies that could potentially trade their product or service for membership.
- **MEET REVENUE GOALS:** Continue to meet goals with members who are new, renewing, or are trades.
- **MEMBERSHIP LETTER MARKETING OUTREACH:** Develop a letter with member testimonials and economic development data with direct links to join and send it out to top 100 target prospects.
- **GUEST CAMPAIGN:** Develop a special package with the name of a guest and filled out application/return envelope to put at the table at all events including the Gala with board member outreach and execution.
- **TOP 5 BOARD RECRUITS:** Research and recognize five board member targets. Develop a touch point campaign to execute membership and \$25,000 Chairman's level board seat.
- **VISTATIONS AND INVITATIONS:** Contact 100 corporate companies for potential membership through in person meetings, calls and invitations to events.
- **PROVIDE MEMBER SUPPORT:** Facilitate appropriate introductions between members for potential business relationships to secure 85%-member retention.



# ECONOMIC DEVELOPMENT EVENTS

**MISSION:** To plan and facilitate a variety of events with guest speakers and panels that bring value to BDB members by providing updates on key industries in Palm Beach County, firsthand information on newly relocated and expanded companies, and key economic trends.

## DEPARTMENT CONTACT:



Whitney West  
Vice President, Strategic Initiatives & Events  
561.651.4101 | [wwest@bdb.org](mailto:wwest@bdb.org)

## ANNUAL GOALS:

- **GENERATE REVENUE AND CREATE VALUE/BENEFITS FOR MEMBERSHIP:** Execute events for BDB members to attend, provide networking opportunities, and sell sponsorships to market the local community.
- **ORGANIZE AND MANAGE QUARTERLY LUNCHEONS, UPPER LEVEL BREAKFASTS & RECEPTIONS:** Secure speakers, dates and venues to host luncheons, breakfasts and receptions that satisfy benefits offered to members for each quarter. In person events will resume as County mandates allow.
- **ANNUAL GALA:** Organize and manage the Annual Gala with the goal of creating a memorable experience for all guests.
- **ANNUAL ENGINEERING AWARDS BANQUET:** Organize and manage the banquet with the goal of creating a memorable experience for all guests
- **ANNUAL GOLF TOURNAMENT:** Organize and manage the tournament with the goal of creating a memorable experience for all guests.
- **WORK WITH BDB TEAM, DIRECTORS AND MEMBERS:** Brainstorm new and creative ideas for events that are timely, relevant, interesting, and informative while also engaging with members, sponsors, community leaders and organizations in the creation and execution of events.
- **COORDINATE & PARTNER WITH LOCAL ORGANIZATIONS:** Partner with local organizations for specific events, such as the Chambers of Commerce, Economic Council, Education Foundation, Cultural Council and Entrepreneur groups. These partnerships help to better facilitate and drive appropriate attendance while building solid relationships within the local community.
- **CREATE ANNUAL CALENDAR OF EVENTS AND ANNUAL BUDGET:** Work with the membership department to make sure that we are meeting all the events required to satisfy the benefits offered to all levels of membership and work with the bookkeeper to establish realistic budgets.
- **UTILIZE INDUSTRY TASK FORCES TO PLAN AND EXECUTE INDUSTRY RELATED EVENTS:** Use appropriate task forces to plan and execute industry specific events such as the National Engineers' Council and the annual Entrepreneurship Luncheon.





# BDB NON-PROFIT FOUNDATION

MISSION: Supports educational and programmatic activities that enhance Palm Beach County's competitiveness.

## ANNUAL GOALS:

- **EDUCATION MARKETING** : Coordinate initiatives that will engage young professionals, maintain a top-notch workforce, and connect industry and education partnerships to enhance the local pool of talent.
- **EDUCATION EVENTS**: Host the Claim Your Future Showcase, Academic Leaders Council, Private School Headmasters Task Force, Education Bus Tours, annual education luncheon, summer education intern series, countywide internship expo, and any additional workforce efforts in the form of an event.
- **COMMUNICATE**: Spread business-focused information to communicate with local business leaders about the current needs as Palm Beach County continues to grow. Such items include awareness regarding the shortage of infrastructure, housing, and private school needs.
- **HOUSING, WORKFORCE & INFRASTRUCTURE**: Convene leaders to implement solutions for current issues to ensure future growth is possible and accommodated.
- **PROJECT OPIOID PALM BEACH**: In partnership with Florida Blue, advocate to Palm Beach County regarding the opioid crisis, while collaborating regionally to implement change.
- **COMMUNITY IMPACT**: Assist with local efforts to make Palm Beach County the best place to live and work.



Claim Your Future Showcase + Glades Edition



County-Wide Intern Expo



Academic Leaders Council



School District Bus Tour

BUSINESS DEVELOPMENT BOARD  
**BDB** FOUNDATION  
OF PALM BEACH COUNTY



# THE FUTURE

## Additional Efforts in the Pipeline:

- National Outreach Missions in New York City
- Increased projects, jobs, and capital investment for the County
- New Marketing Collateral
- More education and workforce initiatives
- Additional companies recruited to the Glades Region
- Spearhead infrastructure and housing issues for Palm Beach County

## Growth for Years to Come:

- BDB FACT: Out of 31 corporate relocations and expansions, 71% of the new jobs created were from relocations
- #1 county in Florida for both people and income growth
- 11,000 people moved Palm Beach County in one year
- #1 county in the United States for new net income gain flow of \$3.4 billion
- #1 South Florida county considered an “emerging area” based on migration trends
- 41% of moves to the Palm Beach County area were from the New York City area

Source: Unacast



# 2021 IMPACT REPORT

Business Development Board of Palm Beach County

310 Evernia Street, West Palm Beach, FL 33401

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Invest Today: [www.bdbmembership.org](http://www.bdbmembership.org)