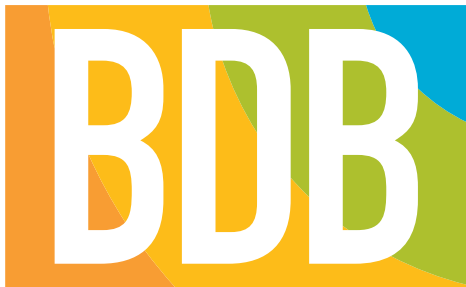


BUSINESS
DEVELOPMENT
BOARD OF Annual Report
2012-2013
PALM BEACH
COUNTY



DEAR BDB STAKEHOLDER,

I'M DELIGHTED TO REPORT THAT 2012 – 2013 WAS A VERY GOOD YEAR FOR BUSINESS IN PALM BEACH COUNTY.



The Business Development Board facilitated more than 2,500 new and retained jobs, and \$160 million in new capital investment through 23 relocation and expansion announcements. These companies will lease, construct, or purchase 815,000 square feet of additional space.

The BDB works to leverage the County's phenomenal 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, and raise a family.

Toward this goal, the BDB launched three major initiatives in the 2012-2013 fiscal year designed to foster new growth by enhancing the County's competitiveness as a business location:

Marketing and Branding Education – Because 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.

Economic Development in the Glades – 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.

Behind the Gates – The BDB developed a strategy designed to leverage the intellectual capital of corporate leaders with second homes in the area but no business presence. The core objective of the strategy is to utilize peer-to-peer networks to engage C-Suite executives who will generate new leads and investment for Palm Beach County.

Our efforts do not happen in a vacuum; they require the collaboration of city, county, and state partners. My sincere thanks go to all who share the BDB's commitment to Palm Beach County.

Kelly Smallridge
President & CEO

WHO WE ARE

The Business Development Board of Palm Beach County is the official public/private economic development organization for Palm Beach County and Enterprise Florida. 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.

2012-2013 BOARD OF DIRECTORS

Executive Committee-Officers

Rex Kirby, Chair and Director at Large
Frank Compiani, Vice Chair
Ray Celedinas, Treasurer, Director at Large
Gina Melby, 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
Don Kiselewski, Past Chair, Director at Large
Val Perez, Past Chair, Director at Large
Kelly Smallridge
Palm Beach County Commissioner Shelley Vana

Ex-Officio

Frank Barbieri, Esq., Palm Beach County School District
Steve Craig, Workforce Alliance
Dr. Dennis Gallon, Palm Beach State College
Nat Roberts, Callery - Judge Grove

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, Alpern Rosenthal
Bobby D'Angelo, Compson Associates, Inc.
Ron Davis, Mosnar Group, LLC
Dr. Jean Enright, Port Commissioner
Pepe Fanjul, Florida Crystals
John Flanigan, Haile Shaw & Pfaffenberger
Patti Hamilton, Southern Waste Systems/Sun Recycling
Patricia Lebow, Broad & Cassel
Brendan Lynch, Plastridge Insurance
Jim Maus, Aerojet Rocketdyne
Art Menor, Esq., Shutts & Bowen
Frank Newman, Wells Fargo
Paul Nunnally, Meridian Point Consulting, LLC
Carey O'Donnell, O'Donnell Agency
Keith O'Donnell, Avison Young
Jeff Perlman, Delray Brand Group, LLC
Geoff Sluggett, Geoffrey B. Sluggett & Associates, Inc.
Keith Spina, Glidden-Spina & Partners
Herbert Tabin, H. Tabin Financial
Jim Williams, AW Architects



THE BDB'S ACCOMPLISHMENTS, BY THE NUMBERS:



2,520 JOBS CREATED AND RETAINED (THE HIGHEST JOB NUMBER IN **7 YEARS**) • **23** PROJECT ANNOUNCEMENTS • AVERAGE SALARY OF **\$69,628** • **SECOND** IN OVERALL JOB CREATION OUT OF **67** COUNTIES • **OVER \$158.2 MILLION** IN CAPITAL INVESTMENT • **815,250** SQUARE FEET OF NEW AND EXISTING COMMERCIAL SPACE

43 PROSPECTS IN THE BDB PIPELINE • **190** LEADS WORKED BY OUR STAFF • PROJECTED **OVER \$1 BILLION** IN ECONOMIC IMPACT

350 MEMBERS OF THE BDB • **OVER \$802,000** TOTAL PRIVATE INVESTMENT • **\$202,000** IN NEW MEMBERSHIP DOLLARS (OUR SECOND-HIGHEST EVER) • REACHED A RECORD HIGH IN MEMBERSHIP RENEWALS **OVER \$600,000** • MEMBERSHIP RETENTION RATE OF **85%** • HOSTED **37** EVENTS • **10** TASK FORCES AND OTHER SPECIAL GROUPS -->

↓
MORE THAN 70 SIGNIFICANT PRESS MENTIONS, WITH NATIONAL EXPOSURE IN THE NEW YORK POST, NEW YORK TIMES, CNBC, AND FOX BUSINESS NEWS • **107,728** VISITORS TO BDB.ORG AND HQPBC.COM • **2,867** SOCIAL MEDIA FOLLOWERS • **59** PRESENTATIONS ON ECONOMIC DEVELOPMENT TO COMMUNITY STAKEHOLDERS AND BUSINESS LEADERS • HOSTED **1** SITE FAMILIARIZATION TOUR • PLACED **2** VISUAL DISPLAYS AT PALM BEACH INTERNATIONAL AIRPORT • PUBLISHED **5** ECONOMIC DEVELOPMENT MAGAZINES • PARTICIPATED IN **12** SITE CONSULTANT/OUTREACH TRIPS

AWARDS:

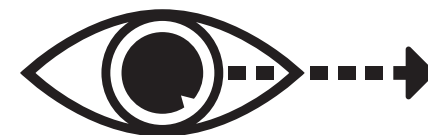
FLORIDA ECONOMIC DEVELOPMENT COUNCIL'S **FIRST-PLACE** PROMOTIONAL AND MARKETING INNOVATION AWARD (FEDC) • **2 SILVER** EXCELLENCE IN ECONOMIC DEVELOPMENT AWARDS FROM THE INTERNATIONAL ECONOMIC DEVELOPMENT COUNCIL (IEDC) • **2** AWARDS FROM THE FLORIDA MAGAZINE ASSOCIATION FOR BEST OVERALL DESIGN AND BEST OVERALL MAGAZINE -->

NEW MARKETING INITIATIVES:

BEHIND THE GATES - Earned national media exposure. Prospects include manufacturers, hedge funds, private equity, and IT organizations led by CEOs who already have second homes in Palm Beach County.

MARKETING & BRANDING EDUCATION - Created to provide positive data points on K-20 public and private educational institutions. The target market is CEOs and site selection consultants looking at relocating to the area. First initiative of its kind in Florida.

ECONOMIC DEVELOPMENT IN THE GLADES - Contractual agreement with the Lake Okeechobee Regional Economic Alliance to have a full-time BDB economic development staff person located in the Glades.



LOOKING AHEAD TO 2013-2014

RECRUIT AND RETAIN **3,500** JOBS • FACILITATE **\$90 MILLION** IN NEW CAPITAL INVESTMENT • **15** NATIONAL/INTERNATIONAL OUTREACH EFFORTS TO PROMOTE PALM BEACH COUNTY • PRODUCE **9** NEW PROMOTIONAL VIDEOS • PUBLISH **5** MAGAZINES TO PROMOTE PALM BEACH COUNTY'S BUSINESS CLIMATE • LAUNCH **2** NEW MICRO-WEBSITES • HOLD **37** ECONOMIC DEVELOPMENT EVENTS • CREATE **2** NEW MEMBER TASK FORCES

"The state of Florida, Enterprise Florida, Inc., the Business Development Board of Palm Beach County, and the city of Boca Raton played pivotal roles in helping us to expand our footprint in South Florida. We look forward to partnering with state and local leaders to help us hire passionate and skilled employees who share ADT's commitment to helping save lives."

Naren Gursahaney, CEO, ADT

"The BDB understands what motivates companies to relocate, expand, and thrive in Palm Beach County."

Stephen J. Klingel, President and CEO, National Council on Compensation Insurance (NCCI)

"I can't say enough positive things about the BDB. They helped us when we had permitting issues. They helped us find a great facility. Since then they've been great friends. They network people together, finding people of like interests, who might never meet without the intervention of the BDB. It's a valuable resource for any business."

David Benjamin, President and CEO, Locus Traxx

TESTIMONIALS

AR

**Annual Report
2012-2013**



310 Evernia Street
West Palm Beach, FL 33401
p: 561.835.1008
f: 561.835.1160
www.BDB.org
www.HQPBC.com