



PALM BEACH COUNTY



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

ANNUAL REPORT

October 2019—September 2020



 **ENTERPRISE
FLORIDA**

Shaping Palm Beach County's Future



Kelly Smallridge
BDB President & CEO

Carey O'Donnell
BDB Chair

As the nation works to combat the global COVID-19 pandemic, the Business Development Board is working with many partners to ensure the economic health of our residents and businesses. In collaboration with city, county, and state partners, the BDB works to leverage the County's extraordinary assets by promoting the expansion of existing businesses and attracting new ones to the area. Our combined efforts contribute to the prosperity of the County by providing quality jobs for our citizens, fostering economic growth and delivering a vibrant community that is a premier business destination. In this report, you'll learn about:

- Corporate Relocations and Expansions
- Economic Development Programs
- Workforce and Education Initiatives
- Life Sciences and the Glades Region Efforts
- Events and Marketing Activity
- COVID-19 Response Efforts
- Vision and Goals for the Future

ECONOMIC DEVELOPMENT BY THE NUMBERS

- 25 corporate relocations and expansions
- \$126,300,000 capital investment
- 1,644,590 sq. ft.
- 2,902 jobs
- 120 business visitations
- 58 local, regional or statewide forums to educate, inform, and promote PBC
- 50 points of technical assistance provided
- 22 forums as keynote speaker
- 4 domestic and international outreach missions
- 1 million digital ad impressions
- 5 publications
- 150 mentions in the media
- 250,000 page views of content
- 7 workforce and education initiatives
- 53 economic development events

Economic Impact Projections 2019-2020 Closed Projects

Output	\$1,790,746,441
Wages	\$334,157,542
Taxes	\$38,520,441

Corporate Relocations and Expansions

October 2019 — September 2020

ADMA BIOLOGICS

amazon

AVENTUSOFT
Changing Lives

1/ST
(Palm Meadows)

BERGEN
ASSET MANAGEMENT

BioCurity
PHARMACEUTICALS

jupiter
CENTER FOR DISCOVERY

EAGLE SECURITY SERVICES INC.
ABOVE ALL

FLORASCENTIALS

FUN sweets

COTTON CANDY

INTEGRITY IMPLANTS

Merchant Lynx Services

MISFITS GAMING

MPLT
Healthcare

NANODIMENSION

niagara

PARAMETRIC SOLUTIONS

NYU Langone Health

NaturEner

PrecisionEsthetics

DENTAL LABORATORY

ReachLink

NORTH WEST COMPANY

SHYFT GROUP

25 projects 2,902 jobs 1.64 million sq. ft.
\$126.3 million capital investment

Company	Jobs	Industry	Sq. Ft.	Capital Investment	Location
ADMA Biologics	350	Life Sciences	126,000	N/A	Boca Raton
Amazon	150	Distribution	75,000	N/A	Boca Raton
Amazon	300	Distribution	1M	\$65M	Unincorp. Jupiter
Aventusoft	10	Life Sciences	N/A	\$6M	Boca Raton
Bergen Asset Management	7	Financial Services	N/A	N/A	Boca Raton
BioCurity Pharmaceuticals	15	Life Sciences	N/A	N/A	Jupiter
Eagle Security Services	10	Infotech	N/A	\$80,000	Belle Glade
Florascentials	10	Life Sciences	N/A	\$1.8M	West Palm Beach
Fun Sweets	130	Manufacturing	51,840	\$2.5M	Royal Palm Beach
Integrity Implants	153	Life Sciences	13,000	N/A	Palm Beach Gardens
Jupiter Center for Discovery	4	Life Sciences	20,000	N/A	Jupiter
Merchant Lynx Services	180	Corporate HQ	20,000	N/A	Palm Beach Gardens
Misfits Gaming	30	Corporate HQ	12,500	\$1.35M	Boca Raton
MPLT Healthcare	131	IT/Corporate HQ	23,000	\$1.53M	Boca Raton
Nano Dimension	5	A/A/E	1,750	N/A	Boca Raton
NaturEner	31	Corporate HQ	15,000	\$1M	Palm Beach Gardens
Niagara (two expansions)	81	Distribution	115,000	\$44.65	Unincorp. Jupiter
NYU Langone	500	Healthcare	100,000	N/A	Boynton Beach
Palm Meadows	375	Equestrian	19,200	N/A	Unincorp. Boynton Beach
Parametric Solutions	250	A/A/E	N/A	N/A	Jupiter
Precision Esthetics	55	Life Sciences	8,000	\$2.4M	West Palm Beach
ReachLink	50	Life Sciences	N/A	N/A	Boca Raton
The North West Company	35	Corporate HQ	9,300	N/A	Boca Raton
The Shyft Group	40	Manufacturing	35,000	N/A	Unincorp. Jupiter

Economic Development Programs & Initiatives

- **BEHIND THE GATES**
A multi-year initiative to attract executives with second homes in Palm Beach County to move their businesses here. Nearly 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's construction-ready for prospects
- **BDB BUSINESS VISITATION PROGRAM**
Growing companies in our backyard matters most therefore, we visit the facilities of 100 companies each year
- **BDB SITE CONSULTANT FAMILIARIZATION TOUR**
Each year, 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 Palm Beach County's competitiveness
- **DOMESTIC & INTERNATIONAL OUTREACH MISSIONS:**
 - Area Development Site Selectors Forum: Houston, TX, 12/8/19–12/10/19
 - Enterprise Florida TeamFL In-Market Outreach Event: Washington DC, 1/29/20
 - Enterprise Florida TeamFL In-Market Outreach Event: Orlando, FL, 3/5/20—3/6/20
 - Site Selectors Guild: Atlanta, GA, 3/9/20—3/11/20



TECHNICAL ASSISTANCE

Assisting small businesses and startups with services such as:

- Sources of funding
- Developer data requests
- Business searches
- Real estate searches
- Local connections

Workforce and Education

- BDB Summer Intern Series
- Workforce Analysis Study—Making the right connections
- Palm Beach County Internship Expo
- Annual Education Luncheon



ACADEMIC LEADERS COUNCIL

An initiative that puts the Presidents of all local colleges and universities, as well as the Superintendent of the Palm Beach County School District, at one table to discuss curriculum alignment with industry needs. They meet twice a year with business leaders.

CLAIM YOUR FUTURE SHOWCASE

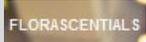
An annual event in partnership with the School District of Palm Beach County to show high school students the possible career paths available in the county within driving clusters.



SCHOOL DISTRICT BUS TOUR

The BDB provided principals, guidance counselors and administrative leaders of the Palm Beach County School District with a tour of Palm Beach County's targeted industries.

Life Sciences

Company	Jobs	Square Feet	Capital Investment	Location
 ADMA Biologics	350 jobs	126,000 sq. ft.	N/A	Boca Raton
 Aventusoft	10 jobs	N/A	\$6 Million	Boca Raton
 BioCurity Pharmaceuticals	15 jobs	N/A	N/A	Boca Raton
 FloraScentials	10 jobs	N/A	\$10 Million	West Palm Beach
 Integrity Implants	153 jobs	15,000 sq. ft.	N/A	Palm Beach Gardens
 MPLT Healthcare	131 jobs	23,000 sq. ft.	\$1.53 Million	Boca Raton
 Jupiter Center for Discovery	4 jobs	25,000 sq. ft.	N/A	Jupiter
 NYU Langone	500 jobs	100,000 sq. ft.	N/A	Boynton Beach
 Precision Esthetics	55 jobs	8,000 sq. ft.	\$2.4 Million	West Palm Beach
 ReachLink	50 jobs	200,000 sq. ft.	\$200,000	Boca Raton



- 1,278 life science jobs
- 800 jobs are in the pipeline
- Two life science press conferences
- 440 positive stories pushed out highlighting the Region
- Four Life Science newsletters sent to thousands
- Featured in four publications highlighting the industry

Glades Region

BY THE NUMBERS:



- 400 jobs recruited to the Glades Region in the past few years
- 350 jobs are in the pipeline
- 200 Glades area students inspired from Claim Your Future Showcase
- 70 positive stories pushed out highlighting the region
- Four Glades Region newsletters sent to thousands
- Featured in three publications highlighting the region

LATEST ANNOUNCEMENT:



EAGLE SECURITY SERVICES

- Security company expanding to Belle Glade
- 10 new jobs generated in the technology sector
- New contracts are on the horizon
- Connections to local and federal procurements

FIRST-OF-ITS-KIND INITIATIVES:



Glades Economic Development Forum



Claim Your Future Showcase in the Glades Region

COVID-19 Efforts

As businesses across the region and the globe continue to respond to the COVID-19 crisis, the Business Development Board, in partnership with Palm Beach County, local chambers of commerce and municipalities, has stepped up to support local companies.

- **NEW WEBSITE:**
Launched a county-wide website to connect companies with assistance needed for full recovery.
- **JOB CREATION:**
Continued economic development efforts by announcing 20 projects in six months.
- **SMALL BUSINESS SUPPORT:**
Provided companies with connections to available loans.
- **COMMUNICATION:**
Launched county-wide weekly platforms to provide updates to business leaders from U.S. Senators, local elected officials, and industry leaders.
- **THINKING AHEAD:**
Working in collaboration with Palm Beach County Commissioners, the Economic Council and economic stakeholders to lead the economy to recovery through a strategic plan.

BDB'S SUPPORT BY THE NUMBERS:

40 companies assisted YTD during the coronavirus crisis

5,000+ participants on the BDB's county-wide teleconferences

15 Weekly county-wide tele town hall calls hosted by the BDB

30 Community meetings supported by BDB staff per month

New "Buy Local" campaign designed by the O'Donnell Agency to encourage the community to support local businesses.



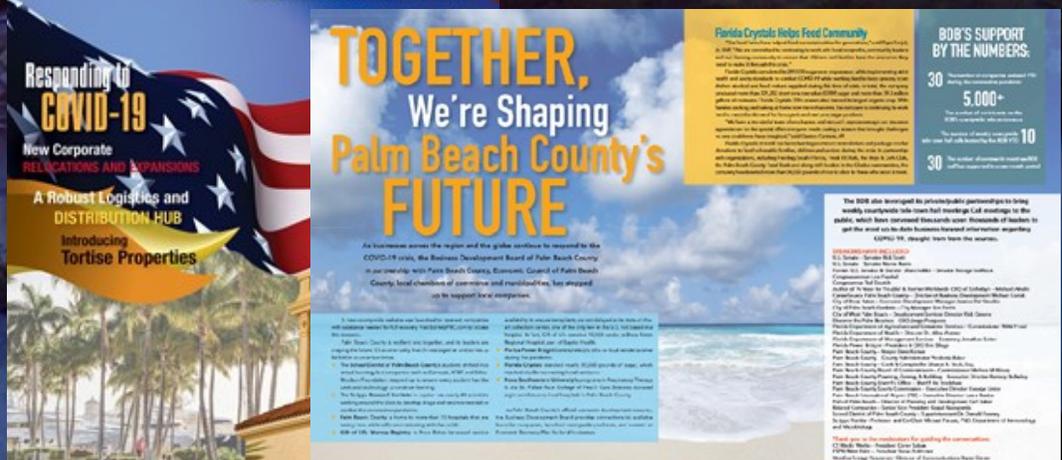
New Website



BDB Tele Town Hall Calls



BDB Publication



Marketing By the Numbers

80 E-blasts to promote PBC

30 Press releases to media outlets

150 Mentions in the media

50 Outreaches to site consultants

20 Ad placements

1M Digital ad impressions

5 National TV Interviews

30 Videos to market PBC

5 Publications

3 International marketing awards

7 Education marketing efforts

500 Prospect leads from digital platforms

100,000 Visitors to BDB.org

250,000 Page views of BDB content

495 Social media posts

25 Blogs written

14,487 Social media followers maintained

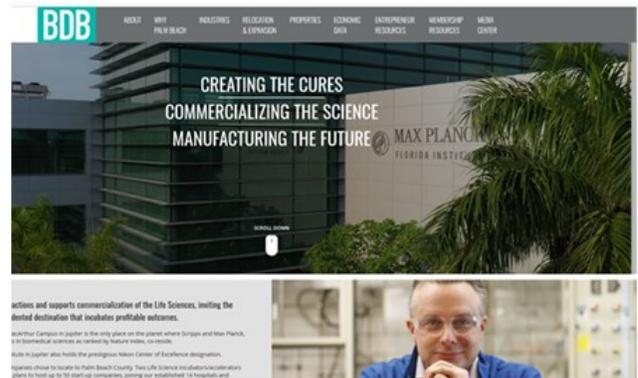
25 Dynamic newsletters

Promoting Palm Beach County

BDB.org Website



New Life Science Page



Brochures



New App



New COVID website



Microsites



National Ad Campaign



Publications



Profile magazine and Palm Beach County Business magazine

More Than 50 Economic Development Events Since October 2019

Upper Level Reception / Raise Your Glass—Pelican Club, 10.10.19
 Cyber Security Meeting—BDB Boardroom, 10.29.19
 Realtor Round Table – City of West Palm Beach, 11.5.19
 Coffee Talk—BDB Boardroom, 11.6.19
 1st Quarter Entrepreneur Lunch – Kravis Center, 11.14.19
 Aviation/Aerospace/Engineering Task Force—Conference Call, 11.18.19
 Economic Development Stakeholders Meeting—West Palm Beach Marriott, 12.4.19
 Holiday Open House – USPA Global Creative Center, 12.5.19
 Distribution/Logistics Task Force Meeting—Conference Call, 12.5.19
 Life Science Advisory Council Meeting—BDB Boardroom, 12.18.19
 Aviation/Aerospace/Engineering Task Force—Conference Call, 12.20.19
 Coffee Talk - BDB Boardroom, 1.8.20
 Financial Services Task Force – BDB Boardroom, 1.15.20
 Winter Equestrian Festival Reception—Palm Beach International Equestrian Center, 1.18.20
 BDB Breakfast Featuring Women Leaders—Hilton West Palm Beach, 1.23.20
 Aviation/Aerospace/Engineering Task Force—Conference Call, 1.24.20
 School District Bus Tour—Countywide, 1.28.19
 Realtor Round Table – City of West Palm Beach, 1.29.20
 Aviation/Aerospace/Engineering Task Force—Conference Call, 2.7.20
 Annual Claim Your Future Showcase—Palm Beach County Convention Center, 2.11.20
 Glades Region Claim Your Future Showcase—Glades, 2.19.20
 Raise Your Glass – Kravis Center, 2.20.20

Annual Engineers Awards Dinner, Palm Beach County Convention Center, 2.25.20
 Annual Site Consultant Familiarization Tour—Countywide, 2.26.20— 2.28.20
 Upper Level Breakfast—West Palm Beach Marriott, 2.28.20
 Economic Development Stakeholders Meeting—3.4.20
 Distribution/Logistics Task Force Meeting—3.5.20
 Press Conference for Integrity Implants—Palm Beach Gardens HQ, 3.6.20
 Aviation/Aerospace/Engineering Task Force—Virtual, 4.10.20
 Economic Development Stakeholders Meeting—Virtual, 4.14.20
 Life Science Advisory Council Meeting—Virtual, 4.15.20
 Supply Chain Logistics Regional Forum—Virtual, 4.23.20
 Life Science Advisory Council Meeting—Virtual, 6.18.20
 Economic Development Stakeholders Meeting—Virtual, 6.24.20
 State of the Life Sciences—Virtual, 6.30.20
 Annual Golf Tournament—PGA National, 7.17.20
 State of Distribution & Logistics—Virtual, 7.22.20
 State of the Glades Region—Virtual, 8.4.20
 Upper Level Reception—Hilton West Palm Beach, 8.19.20
 Life Science Advisory Council Meeting—Virtual, 9.11.20
 Upper Level Reception—Singer Island Marriot, 9.17.20
 End of Year Economic Development Event—Virtual, 9.29.20
 More than a dozen BDB Tele Town Hall Calls during COVID-19



2019 - 2020 Board of Directors

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O'Donnell Agency

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Business Development Board

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Florida Atlantic University

Bill Perry
Gunster

BDB LOOKING AHEAD

Vision and Goals for 2020-2021

ECONOMIC DEVELOPMENT, EVENTS, MEMBERSHIP, MARKETING

- Facilitate 30 new Economic Development corporate relocations and expansions
- Create 1,600 new or retained jobs with the average wage being at least 115% of the County average wage
- Facilitate \$37 Million in direct Capital Investment
- Occupy 300,000 sq. ft. of absorbed commercial and industrial real estate space
- Complete 100 company visits or virtual meetings for the purpose of understanding and addressing challenges facing local businesses
- Provide Technical Assistance to 75 companies that need help growing their Palm Beach County operations
- Conduct 24 Industry Task Force meetings in six of Palm Beach County's top sectors
- Utilize Industry Task Forces to Plan and Execute Industry Related Events
- Partner with economic development stakeholders to assist in the recruitment and expansion of companies in Palm Beach County
- Convene at least six "Quick Action Response Team" meetings with prospects to sell Palm Beach County
- Conduct one Site Selection Consultant Familiarization Tour in Palm Beach County and two in-market Site Consultant trips
- Attend 20 local business resource and partner events and maintain contact / referrals with local partners and the State of Florida
- Participate in 10 National and International outreach efforts
- Promote the diversity of Palm Beach County's existing businesses and available workforce
- Host one virtual event highlighting retention and expansion resources for local businesses
- 50 local, regional or statewide forums to educate, inform, and promote Palm Beach County
- Speak at 20 events to promote economic development in Palm Beach County
- Foster the Development of a Life Sciences "Aware Community" by hosting or supporting 2 events that involve PBC's life science community
- Enhance the vertical entrepreneurial support ecosystem and work with local incubators
- Host two Academic Leaders Council meetings to foster collaboration between business and academia, increasing workforce competitiveness
- 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
- Continue to provide a dedicated staff member to foster business growth in the Glades Region
- Complete 15 visits with companies in the Glades Region and continue to promote the county-wide resources available
- Ensure that Glades area students have awareness to pathway opportunities available through k-12 and post secondary education in the Region
- Improve the perception of doing business in the Glades Region
- Communicate Glades Region assets to site consultants and businesses that complement existing industries
- Visit at least 15 companies in the Glades Region with the goal of providing technical assistance
- Contact 100 corporate companies for potential membership
- Encourage current members to become more active at the BDB through events, meetings and committees
- Organize and manage at least 30 events including the quarterly luncheons and upper level events
- Host annual BDB events such as BDB Gala, BDB Golf Tournament, Engineering Awards Banquet and Education Luncheon
- Market Palm Beach County as a globally competitive business location
- Penetrate new markets with the BDB's National Ad campaign and exceed 1 Million impressions
- Complete five publications to promote Palm Beach County across the nation
- Other Marketing Goals: 25 videos, 60 media interviews, 20 ad placements, 250 website leads, 30 outreaches to site consultants

Business Development Board of Palm Beach County (BDB)

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