VALUES STATEMENT

Our core values include social responsibility and a dedication to building healthy and competitive communities; creation of wealth for individuals, businesses and communities; cooperation and collaboration in our business dealings; and the promotion of diversity, tolerance and equality.

As the primary economic development organization for Greater Fort Lauderdale/ Broward County, we focus on creating, attracting, expanding and retaining high-wage jobs and capital investment in high value targeted industries, developing more vibrant communities, and improving the quality of life for our area’s citizens.

The Four Foundations of our economic development services:

- Marketing and Promoting Broward County
- Managing Expansion, Relocation and Retention Projects
- Conducting and Providing Market Research and Business Intelligence
- Securing and Enhancing Private/Public Leadership and Investment

We provide leadership and excellence in delivering economic development services for our clients, prospects, investors and partners.
2017-18 was a banner year for the Alliance, and for the growth of Broward County’s economy. We are proud to share accomplishments of the past year, in this, our annual report to the community.

The Alliance is pleased to announce the relocation and expansion of 17 companies, resulting in the creation of 872 high value jobs, the retention of 1,624 jobs and more than $43 million in capital investment in Broward County. This adds to the total economic impact where over the past twelve years the Alliance, working with Broward County, CareerSource Broward and local municipalities helped businesses create or retain more than 32,000 direct jobs that are estimated to have generated through direct, indirect and induced effects total employment of more than 67,000 jobs in Broward County, resulting in $2.6 billion in annual personal income and $12.9 billion in annual economic impact, according to an independent study by the South Florida Regional Planning Council. For details on project results, including capital investment and numbers of new and retained jobs, please view the chart on page 20.

Other highlights include:

1. Amazon: South Florida was named to Amazon’s Top 20 finalist community list as part of a collaborative tri-county proposal including the Alliance, Miami-Dade Beacon Council and Business Development Board of Palm Beach County. South Florida was the only region in the state to make the cut.

2. Nashville: We led a successful Leadership Study Trip to Nashville, Tennessee, including 80 leaders who studied nine key areas: Business Best Practices, Healthcare, Higher Education, Homelessness, Housing, K-12 Education, Quality of Life, Transportation and Workforce.

3. BRAVO: The Alliance assisted 177 local companies with access to capital, workforce training opportunities, permitting issues, site location and a variety of other vital connections through the BRAVO (Business Retention and Visitation Outreach) program, our flagship outreach initiative assisting established Broward County companies.

4. Skills Gap: Continued implementation of the GFL Works Workforce Skills Gap Analysis, funded by JPMorgan Chase & Co. Under the umbrella of the Greater Fort Lauderdale Education Action Team (GREAT), subcommittees are addressing skills gaps in the areas of aviation, distressed areas, summer youth employment, internships and more.

5. Targeted Industries: We continue to implement our “Target 20/20” strategic and tactical marketing plan through the leadership and investment of our CEO Council. The CEO Council-sponsored video was updated this year. New segments were added to reflect the Alliance targeted industry sectors of Aviation, Life Sciences and Technology.

6. Port Everglades: The Port Everglades Action Team (PEAT) is a multi-year, joint project of the Alliance, Broward Workshop, Port Everglades, the Port Everglades Association and others to support expansion of the Port. Due in part to the team’s efforts, 25 new Custom and Border Protection agents have been appropriated and assigned to Port Everglades and Fort Lauderdale/Hollywood International Airport.

These are some examples of the work of the Alliance to grow jobs, increase capital investment and improve the local tax base in our community. We thank our members and partners for their support of our many activities and successes in 2017-18!

From the Chair of the Board and President/CEO
EXECUTIVE COMMITTEE 2017–2018

Dr. Jennifer O’Flannery Anderson, Chair of the Board Nova Southeastern University
Nelson Fernandez, Vice Chair ANF Group
Juliet Roulhac, Secretary FPL
Sam Robbin, Treasurer National Jets, Inc.
Bill White, Past Chair Compass Office Solutions, LLC
Bob Swindell, President/CEO Greater Fort Lauderdale Alliance
Lisa Anderson JPMorgan Chase & Co.
Doug Bartel Florida Blue
Vice Mayor Mark Bogen Broward County
Colin Brown JM Family Enterprises, Inc.
Christopher Burgio Marsh & McLennan Agency
Jennifer Bales Drake Becker
Mason Jackson CareerSource Broward
Shawn Oden JPMorgan Chase & Co.
Katherine Randall City of North Lauderdale
Stacy Ritter Greater Fort Lauderdale Convention & Visitors Bureau
Barry Somerstein Greenspoon Marder LLP
Erick Strati Wells Fargo
Mayor Dean Trantalis City of Fort Lauderdale
Ben Wesley FPL
Bob White Gunster

BOARD OF DIRECTORS

Anthony Abbate, Florida Atlantic University
Toula Amanna, Flashback Diner
Josie Bacallao, Hispanic Unity of Florida
Donna Bean, Terumo Aortic
William Berger, Greenspoon Marder LLP
Basil Bernard, Apricot Office Interiors
Julie Berry, Stiles
Mary Blasi, City of Coconut Creek
Cindy Brief, Coral Springs Chamber of Commerce
Rosana Santos Calambichis, Big Chef
Kathleen Cannon, United Way of Broward County
Steven Cernak, Port Everglades
Scott Cerutti, Deloitte & Touche LLP
Lori Chevy, Bank of America
Isabel Cosio Carballo, South Florida Regional Council
Alex de Gunten, HEICO Corporation
Guy Desautels, Citrix
Melanie Dickinson, South Florida Business Journal
Heiko Dobrikow, The Las Olas Company/ Riverside Hotel
Dr. Jeremy Earle, City of Hallandale Beach
Bob Feldmann, RSM US LLP
Ray Ferrero, Jr., Nova Southeastern University
Mark Gale, Broward County Aviation Department
Kate Goldman, Baptist Health South Florida
Greg Haile, Broward College
Bertha Henry, Broward County
Barbara Herrera, Waste Management
Dr. Wazir Ishmael, City of Hollywood
Kathy Koch, Ambit Advertising and Public Relations
Keith Koenig, City Furniture
Dan Lindblade, Greater Fort Lauderdale Chamber of Commerce
Malcolm MacInnes, MGM General Contracting, Inc.
Lonnie Maier, Crown Castle Fiber
Neil McAdorey, Ultimate Software
Sandy-Michael McDonald, Broward County Office of Economic & Small Business Development
Jean McIntyre, iBERIABANK

Debra (D.K.) Mink, Sunnyvale Corporation/Mink & Mink Inc.
Peggy Nordeen, Starmark
Laurel Oswald, Tower Commercial Real Estate
Arlene Pecora, The Signature Grand
Amaury Piedra, Pier Sixty-Six Hotel & Marina
Hector Ponte, Wells Fargo
Gary Press, South Florida Business & Wealth
Dr. Avis Proctor, Broward College
Phil Purcell, Marine Industries Association of South Florida
Karen Reese, City of Fort Lauderdale - Fort Lauderdale Executive Airport
David Reid, JM Family Enterprises, Inc.
Laurie Rich Levinson, Broward County School Board
Matt Rocco, South Florida Manufacturers Association
Leo Rodriguez, Emerson
Tim Rubin, Kaufman Rossin

Robert Runcie, Broward County Public Schools
Shawn Sackman, SunTrust
Richard Salamon, City of Sunrise
Laurie Sallarulo, Junior Achievement of South Florida
Dr. Penny Shaffer, Florida Blue
Kelley Shanley, Broward Center for the Performing Arts
Lisa Gefen Sicilian, Kaplan, Inc.
Dr. Germaine Smith-Baugh, Urban League of Broward County
Michael Stamm, City of Pembroke Pines
Justin Stone, Crowe LLP
Shane Strum, Memorial Healthcare System
Greg Stuart, Broward Metropolitan Planning Organization
Mary Lou Tighe, Broward League of Cities
Rich Vogel, VEC Energy
Charles Webster, Broward County Public Schools
Keriann Worley, Entercom South Florida
Andrew Zullo, Leadership Broward Foundation, Inc.

Following are the Past Chairs of the Greater Fort Lauderdale Alliance and its predecessor organizations: The Broward Alliance, Broward Economic Development Council Inc., Broward Entercom South Florida Chamber Board and Broward’s Committee of 100, Inc. Thanks to these community leaders for their service and their dedication to making Broward County a stronger and more diverse economy.

1963-64 J. Tatum
1963-64 A.O. Wickham
1964-65 Bryce N. Batzer
1965-66 Nicholas De Tardo
1966-67 Albert J. W. Novak
1967-68 Archibald M. Black
1968-69 Frank Veltri
1969-70 Paul E. Bayse
1970-71 George W. Church
1971-72 Jesse J. Martin
1972-73 Frank Veltri
1973-74 John C. Cassidy
1974-75 Albert J. W. Novak
1975-76 Neub Petschulat
1976-77 Paul E. Bayse
1977-78 Ronald G. Cattlett
1978-79 Ronald G. Cattlett
1979-80 William E. Duffy
1980-81 John R. Morris
1981-82 Charles W. Boyd
1982-83 Charles W. Boyd
1983-84 Charles W. Boyd
1984-85 Roy Rogers
1985-86 Jerome I. Miller
1986-87 Robert E. Huebner
1987-88 Gary Arenson
1988-89 Terry Stiles
1989-90 Roger L. Arndall, Jr.
1990-91 Robert P. Legg
1991-92 Walter Banks
1992-93 Michael Streibig
1993-94 John Dorland
1994-95 Robert H. Larsen
1995-96 Joel K. Gustafson
1996-97 Daniel Gordan
1997-98 Thomas J. Miller
1998-99 Jerry Ingate
1999-00 Dr. Wilhelmena Mack
2000-01 Ron Greenstein
2001-02 A. Paul Anderson
2002-03 Lonnie H. Maier
2003-04 Larry J. Behar
2004-05 Howard Greenberg
2005-06 Evan T. Rees
2006-07 John Ruffin, Jr.
2007-08 Kathy Koch
2008-09 Ray Ferrero, Jr.
2009-10 Peggy Nordeen
2010-11 J. David Armstrong, Jr.
2011-12 J. David Armstrong, Jr.
2012-13 Gerard Litrento
2013-14 Ben Wesley
2014-15 Mike Moore
2015-16 Dr. Penny Shaffer
2016-17 Bill White
The Alliance expresses deep appreciation to our Council leaders and volunteers for their hard work and dedication during 2017-18!

Following is a summary of the roles and some of the work of each council.
In the PwC US and Urban Land Institute’s Emerging Trends in Real Estate rankings, Fort Lauderdale was the number six top city for real estate investment, jumping 29 spots this year.

Zimmerman Media Group implemented an integrated digital campaign to reach narrowly targeted audiences using tactics that maintain awareness, increase site traffic, and deliver qualified leads. Results include:

- **Email** - 2,258,370 impressions, 292,720 opens and 30,579 clicks to the Alliance website.
- **Hybrid social re-targeting** - 1,591,465 impressions and 37,581 clicks to the Alliance website.
- **Search Engine Optimization (SEO)** - 755,880 impressions and 14,073 clicks to the Alliance website.

A reception was held to welcome new CEO Council members Matt Caldwell (Florida Panthers) and Andrew Bowers (Seminole Tribe of Florida). Colin Brown (JM Family Enterprises, Inc.) was introduced as the incoming Chair of the CEO Council and, by a unanimous vote, Ray Ferrero (Nova Southeastern University) was named “Chair Emeritus.”
GOVERNOR COUNCIL

Chair: Doug Bartel
Florida Blue

Vice-Chair: Tim Rubin
Kaufman Rossin

Identifies, studies, discusses and creates solutions to issues and opportunities that will advance Greater Fort Lauderdale/Broward County’s competitive advantage in attracting and growing capital investment and quality jobs.

Governor Council meetings included visits, behind-the-scenes tours and special guest speakers at the following venues:

Metropica – Sunrise, Broward Metropolitan Planning Organization – Fort Lauderdale, Brightline – Fort Lauderdale, Pipeline Lauderdale – Fort Lauderdale, Broward College Aviation Department – Pembroke Pines, SHL Pharma – Deerfield Beach.

The Council’s Permitting Action Team focused on streamlining the permitting process and addressing some of the pressing issues affecting building and fire departments in Broward County municipalities. Led by D.K. Mink of Mink & Mink, Inc., the team updated the Platinum Permitting promotion and several cities are using the Permitting Concierge as an effective designated point of contact. The Platinum Permitting recertification program was reviewed and is ongoing to have all current cities recertified and confirmed so the next phase of Platinum PLUS can be implemented. They partnered with the International Action Team to discuss how the International community in various parts of the world are successfully addressing the issue of sea-level rise by reviewing how it affects Florida building code and building departments. The County ePermits section continued to work with various municipalities on the concurrent review process with electronic document transmission. The Board of Rules & Appeals promoted to all the municipalities’ human resources departments assistance in recruiting any building inspectors and/or other positions available in the Building Department. Broward County Building Officials attended Broward Days with an educational initiative to fast-track education for those interested in becoming a building inspector. Broward County continues to work with several cities related to concurrent electronic review to speed up the permit timeframe.

The Port Everglades Action Team (PEAT), a bipartisan, collaborative initiative between the Alliance, the Broward Workshop and the Port Everglades Association, continued to support the capital initiatives of Port Everglades. The group is chaired by Eric Roth of Breakthru Beverage. In June, 13 members of PEAT flew to Washington, D.C. to support two key initiatives for Port Everglades:

- The acceptance of Senate language in the WRRDA (Water) Bill to allow the Port to pre-fund the relocation of the Port’s Coast Guard Station slightly to the South to allow large ships to safely pass each other, and
- To encourage Congress to authorize, train and station more Custom & Border Protection agents at both Port Everglades and FLL.
The group visited with most of the Florida delegation (Senators Rubio and Nelson, Congressmembers Deutch, Diaz-Balart, Frankel, Hastings, Mast, Wasserman Schultz and Wilson) as well as other key legislators who sit on the Transportation and Infrastructure committees.

In the beginning of September, the County received the good news that 25 new Custom and Border Protection agents had been appropriated and assigned to Port Everglades and FLL.

Chaired by Senator George LeMieux of Gunster, GREAT, the Greater Fort Lauderdale Education Action Team continues to showcase the high quality of Greater Fort Lauderdale’s preK–20 education system. The team recognized Memorial Healthcare System as this year’s Education Partnership Award honoree, and Dr. Manhar Dhanak of Florida Atlantic University as this year’s World Class Faculty honoree at the Alliance’s annual and mid-year meetings. The GREAT Team, which is comprised of a wide variety of high-level business and academic leaders from around Broward County, focused on implementing recommendations from the Alliance’s 2016 Workforce Skills Gap study, sponsored by JPMorgan Chase & Co. This year, subcommittees tackled issues including summer youth employment, middle-skill gaps in the IT sector, the pilot shortage crisis in the aviation sector, and workforce and employment challenges facing the County’s most economically distressed zip codes.

The team also worked with the Sun Sentinel, Broward College and Broward County Public Schools to once again publish a special section in the Sun Sentinel highlighting the achievements of every local public high school and one outstanding senior from each school in a feature titled, Saluting Educational Excellence in Broward County Public Schools. In a similar partnership between the Alliance and the Sun Sentinel, an annual full-page ad was placed congratulating the BCPS Class of 2018 for their high achievements including Ivy League college acceptances as well as extraordinary statistics about the class.
LEADERSHIP COUNCIL

Chair: Lisa Anderson
JPMorgan Chase & Co.

Vice-Chair: Kate Goldman
Baptist Health South Florida

Promotes increased public/private sector collaboration and leadership for economic development policies and investments which enhance Broward County’s economic competitiveness.

Following a successful leadership study trip to Austin, Texas in 2016, the Leadership Council sent 79 members, staff and partners on a study trip group to Nashville, Tennessee in February to gather business best practices as well as to compare the community with Broward County. The group broke out into the following subcommittees: Business Best Practices, Education – Higher Ed., Education – K-12, Healthcare, Homelessness, Housing, Quality of Life, Transportation, and Workforce.

Met at the Urban League of Broward County to hear about the role of the Broward Metropolitan Planning Organization and comparisons between transportation in Broward County and Nashville, TN.

Met at Research Park at Florida Atlantic University’s Incubator to learn about creating wealth through commercialization.

Toured three of Broward County’s public high schools – Atlantic Technical High School, Blanche Ely High School, and Pompano Beach High School – to visit working classrooms and experience the high-quality level of education being delivered.

Met at the Broward County Main Library to hear about and experience the Creation Station.

Went on a behind-the-scenes bus tour of Port Everglades.

Heard presentations from the Broward County Supervisor of Elections and the League of Women Voters at the Circ Hotel in Hollywood.
Serves as the primary resource of intelligence related to the current and ongoing health, prosperity and maturation of established and emerging industry clusters in Broward County such as aviation, marine, business/financial services and headquarters, creative industries, alternative energy, healthcare technologies/life sciences, information technology, mobile communications & telecommunications and international investment.

Visited 177 local companies through the Business Retention and Visitation Outreach (BRAVO) program. Through this program, chaired by Rich Ducharme of Brown & Brown Insurance, including staff and members, the in-house workforce executive provided by CareerSource Broward, Broward County Office of Economic and Small Business Development and municipalities conducted visits to local businesses to strengthen the local economy and connect companies with various resources and organizations.

Together with the Entrepreneurship Council, heard about Carolyn Aronson’s career as founder and CEO of It’s a 10 Haircare at a meeting at the Marine Industry Association of South Florida’s new downtown office.

Met at First Citizens Bank and learned about cyber-crime.

Hosted County Administrator Bertha Henry for a Broward County update at the Law Offices of Gunster.

Met at the Circ Hotel in Hollywood and learned about developing the advanced manufacturing supply chain in South Florida.

The Council’s International Action Team (IAT), chaired by Russell Weaver, NAI Rauch Weaver Norfleet Kurtz & Co. and supported by the Alliance International Client Manager, had a busy year, attending and supporting the following activities:

- **Florida International Trade and Cultural Expo (FITCE)** held at the Greater Fort Lauderdale/Broward County Convention Center in October.
- **International Exchange** meetings and events held jointly between the Alliance, Greater Fort Lauderdale Chamber, Greater Fort Lauderdale Sister Cities, America China Enterprise Chamber of Commerce and Tower Club featuring: Fort Lauderdale/Hollywood International Airport, and the countries of Brazil, India, and Germany.
- **SelectUSA Investment Summit** in Washington, DC. The IAT also developed a program for one of its Spin-Off events.
- **German Consul General’s** event at the Biltmore Hotel in Coral Gables.
- The first **International Trade Forum** at Nova Southeastern University’s main campus.
- **America-China Enterprise Chamber of Commerce of South Florida’s** celebration of **Chinese New Year** at Chima Las Olas.
- **World Strategic Forum**, presented by the International Economic Forum of the Americas, at the Biltmore Hotel.
- The Western Hemisphere **Chiefs of Mission reception** held at the Pullman Hotel in Miami.
- **Focus Brasil** festivities held at the Broward Center for the Performing Arts.
- **Canada Day** event with the Canadian Chamber of Commerce.
- Farewell event for the **Japanese Consul General**.
- Stiles and the Japanese External Trade Organization hosted **Japanese site selectors** in downtown Fort Lauderdale.
ENTREPRENEURSHIP COUNCIL

Chair: Bob White
Gunster

Vice-Chair: Kurt Valmond
AmTrust Bank, a division of New York Community Bank

Promotes, grows, and accelerates the success of entrepreneurs in Broward County. The focus is on entrepreneurs in Broward County’s established and emerging clusters, informing the business community of the growing opportunities for entrepreneurs.

Met at Pipeline Lauderdale to hear from Aaron Lee of the Entrepreneurs’ Organization. Together with the Corporate Council, learned about Carolyn Aronson’s career as founder and CEO of It’s a 10 Haircare at a meeting at the Marine Industries Association of South Florida’s new downtown office.

Met at Arc Broward’s WorkBar in Fort Lauderdale to learn about about SUP-X, The Startup Expo. SUP-X was subsequently held at the Broward County Convention Center in July.

Learned about how to sell from the founding partner of Collective Ventures at the Waverly in Fort Lauderdale.

Met at Pier Sixty-Six Hotel & Marina for a panel discussion with the founders of 71lbs. and Neighborhood Fuel.

Photo courtesy of Florida Atlantic University

Photo courtesy of Sixt rent a car
Brings together the best and brightest economic development minds to work on common initiatives, leverage resources and share market intelligence in order to sustain a strong and responsive economic development system. Members of the Partner Council include representatives from Broward County and its municipalities, chambers of commerce, redevelopment agencies and local business assistance organizations.

Promote the Alliance’s platinum permitting program to municipalities not yet participating, and continues to have a dialogue pertaining to other components which would make the program more robust, including moving to the county-wide ePermits system that is being developed.

Serve as a platform for discussing current trends and themes in the business community and looking for ways to meet the needs of businesses.

Following are examples of some of the meetings conducted by this group:

- Was hosted by the Broward County Housing Authority at East Village Apartments for a panel discussion on the state of housing in Broward County.
- Was hosted by Lallo’s Roti Restaurant in Lauderhill to discuss pending changes to the tax code.
- Was hosted by the Government Contractors Association Florida in Fort Lauderdale to learn about how to win Federal and State contracts.
- Met at the Alliance office to learn about transforming cyber security through analytics and AI.
- Was hosted by the City of Tamarac for an overview of sustainable building practices and Federal Opportunity Zones.
- Was hosted by the City of Coral Springs and discussed incentive programs and evaluation/approval processes.
- Was hosted by FXE and listened to a presentation by the Marine Industries Association of South Florida.
- Met at the Alliance office to learn about FloridaMakes and the South Florida Manufacturers Association.
- Was hosted by the City of Margate for a presentation about the Seafarers’ House.
- Was hosted by the City of Deerfield Beach at the Hillsboro Technology Center for a presentation by the Florida Restaurant & Lodging Association.
# Greater Fort Lauderdale Alliance

## Alliance Members

### CEO Council $50,000

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<tr>
<th>Company/Membership</th>
<th>Chair/Contact</th>
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<tbody>
<tr>
<td>AutoNation</td>
<td>Mike Jackson</td>
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<td>City Furniture</td>
<td>Keith Koenig, Vice Chair</td>
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<td>Emerson</td>
<td>Rafael Jaramillo</td>
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<td>Florida Blue</td>
<td>Penny Shaffer</td>
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<td>Florida Panthers</td>
<td>Matthew Caldwell</td>
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<td>Juliet M. Roulhac</td>
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<td>JM Family Enterprises, Inc.</td>
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<td>Kaplan, Inc.</td>
<td>Andrew S. Rosen</td>
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<td>Nova Southeastern University</td>
<td>Ray Ferrero, Jr</td>
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<td>Rick Case Automotive Group</td>
<td>Rita &amp; Rick Case</td>
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<td>Stiles</td>
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<td>Wells Fargo</td>
<td>Hector J. Ponte</td>
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<td>Zimmerman</td>
<td>Jordan Zimmerman</td>
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### In memoriam:

- Huizenga Holdings Inc.
- H. Wayne Huizenga

### Governor Council $25,000

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<td>South Florida Business Journal</td>
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### Leadership Council $10,000

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<tr>
<td>Town of Davie</td>
<td></td>
</tr>
<tr>
<td>Waste Management, Inc.</td>
<td></td>
</tr>
</tbody>
</table>
ALLIANCE MEMBERS

CORPORATE COUNCIL $5,000

AAJ Technologies
ACR Electronics, Inc
Advantage Services
Akerman LLP
Arc Broward
Bank Leumi
Blanca Commercial Real Estate, Inc.
BBVA Compass
Broward County Cultural Division
Brown & Brown Insurance
Capital Analytics
Castle Group
Cherry Bekaert LLP
City of Dania Beach
City of Lauderdale
City of Pembroke Pines
City of Tamarac
City of Wilton Manors
Comcast Business
Compass Office Solutions, LLC
Cushman & Wakefield
Dale Carnegie
Davie-Cooper City Chamber of Commerce
Deloitte
Duke Realty
Emirates Airlines
Ernst & Young, LLP
First Citizens Bank
Florida Community Bank, N. A.
Florida Restaurant & Lodging Association
Florida Trend Magazine
Ford Motor Company
GrayRobinson, P.A.
Hotwire Communications
iBERIABANK
JC White
JLL
Kaufman Lynn Construction
Magic Leap, Inc.
Marsh & McLennan Agency
Mercantil Bank
Miller Construction Company
Moss & Associates
National Jets, Inc.
Panza, Maurer & Maynard, P.A.
PNC Bank
Professional Bank
Riverside Hotel, Las Olas Company
Sapoznik Insurance & Associates
SATO Global Solutions
Seaside National Bank & Trust
Sheltair
Sixt rent a car
Sonesta Fort Lauderdale Beach
South Florida Symphony Orchestra, Inc.
Stearns Weaver Miller Weissler Alhadeff & Sitterson, P.A.
Suffolk Construction Company
Sunbeam Properties & Development
Sunnyvale Corporation
TECO Energy
SCA Group LLC
Tower Commercial Real Estate
Tripp Scott, P.A.
Trustbridge Hospice Foundation
Ultimate Software
United Way of Broward County
University of Phoenix
Valley National Bank
VCM Builders
Wheelhouse IT
Woodforest National Bank

Annual Report 2017 - 2018
**ENTREPRENEURSHIP COUNCIL $2,500**

- Aerotek
- AirTrade Aviation Group
- AirQuest Environmental Inc.
- Ann Storck Center
- Apricot Office Interiors
- ArtServe
- Avison Young
- Berkowitz Pollack Brant Advisors and Accountants
- Big Chef
- Big Dog Construction Services, Inc.
- CBRE
- CIRC Hotel
- CoAdvantage
- Colliers International
- Community Care Plan
- Conrad Fort Lauderdale Beach
- Crockett Foundation
- CYBRAICS
- Cymbal Development
- D. Stephenson Construction Inc.
- Dan Perez Films
- Encompass Onsite, LLC
- Flashback Diner
- Greenberg Traurig
- Holland & Knight
- IDI Gazeley
- G4S Secure Solutions USA
- Insperity
- JGA Marketing
- Jim Moran Institute
- Job Integration Software
- John M. Milledge, Esq.
- KEITH
- Latin2Latin Marketing + Communications, LLC
- LPC Solutions
- MBAF (Morrison, Brown, Argiz & Farra, LLC)
- MGM General Contracting, Inc.
- Morris Southeast Group
- MSI Consulting
- NAI Rauch Weaver
- OIC of South Florida
- Orange Bowl Committee
- Panera Bread / Covelli Enterprises
- Propulsion Technologies International LLC
- Publix Super Markets, Inc.
- Resolve Marine
- Sally on Media, LLC
- Setnor Byer Insurance & Risk
- South Florida Hospital & Healthcare Assn.
- South Florida Manufacturing Assn.
- Steven Greenwald Design, Inc.
- Talk 2 Rep, Inc.
- Templeton & Company, LLP
- Terumo Aortic
- The Dorsey Group
- The Rubin Group
- Toshiba Business Solutions Florida
- Van Horn Law Group
- Weiss Serota Helfman Cole & Bierman
- WolfCreek Consulting

**ASSOCIATES $1,000**

- Advanced Roofing, Inc.
- Ameriprise Financial
- Be Well Travel
- Behar Law Group
- Broward Public Library Foundation
- Calvin, Giordano & Associates, Inc.
- CBI Workplace Solutions
- Fellowship Foundation RCO
- Finn Partners
- Florida Atlantic Research & Development Authority
- Florida Property Management Services, Inc.
- goTRG
- Greater Fort Lauderdale Chamber of Commerce
- HABCO Manufacturing
- Leadership Broward Foundation
- LSN Partners
- Macken Companies
- Marine Industries Association of South Florida
- Sherlock Technology Inc.
- The Traina Companies
- Total Marine Solutions
- Tower Club
- Urban League of Broward County
- Westaff of Broward
PARTNER COUNCIL

The Partner Council meets regularly to discuss business climate issues, share best practices and seek data and information that can drive process and systematic improvements for economic development success in Broward County.

Following are the members of the Partner Council (Alliance members indicated in bold):

- America’s SBDC Florida
- British American Chamber of Commerce of Broward
- Broward College
- Broward County Housing Authority
- Broward County Office of Economic and Small Business Development
- Broward County Public Schools
- Broward County Cultural Division
- Broward MPO
- Broward SCORE
- Broward Technical Colleges
- Broward Workshop
- Builders Association of South Florida
- CareerSource Broward
- City of Coconut Creek
- City of Cooper City
- City of Coral Springs
- City of Dania Beach
- City of Deerfield Beach
- City of Fort Lauderdale
- City of Hallandale Beach
- City of Hollywood
- City of Lauderdale Lakes
- City of Lighthouse Point
- City of Margate
- City of Miramar
- City of North Lauderdale
- City of Oakland Park
- City of Pembroke Pines
- City of Plantation
- City of Pompano Beach
- City of Sunrise
- City of Tamarac
- City of West Park
- City of Wilton Manors
- Coordinating Council of Broward
- Coral Springs Chamber of Commerce
- Davie Community Redevelopment Agency
- Deerfield Beach Chamber of Commerce
- Cooper City Chamber of Commerce
- Downtown Development Authority of Fort Lauderdale
- Florida Atlantic Research and Development Authority
- Florida Department of Transportation - District 4
- Fort Lauderdale – Hollywood International Airport, Broward County
- Greater Dania Beach Chamber of Commerce
- Greater Fort Lauderdale Chamber of Commerce
- Greater Fort Lauderdale Convention & Visitors Bureau
- Greater Hollywood Chamber of Commerce
- Greater Plantation Chamber of Commerce
- Greater Pompano Beach/Margate Chamber of Commerce
- Greater Sunrise Chamber of Commerce
- Greater Tamarac Chamber of Commerce
- Hallandale Beach Chamber of Commerce
- Hallandale Beach Community Redevelopment Agency
- HBFID - Hispanic Business Initiative Fund
- Jim Moran Institute for Global Entrepreneurship, FSU
- Lauderdale Lakes Community Redevelopment Agency
- Lauderdale Lakes Community Redevelopment Agency
- Lauderdale Lakes Community Redevelopment Agency
- Lauderdale Regional Chamber of Commerce
- Leadership Broward Foundation
- Lighthouse Point Chamber of Commerce
- Margate Community Redevelopment Agency
- MetroBroward Economic Development Corporation
- Marine Industries Association of South Florida
- Miramar-Pembroke Pines Regional Chamber of Commerce
- NAIOP South Florida
- Oakland Park Community Redevelopment Agency
- OIC of South Florida
- Parkland Chamber of Commerce
- Port Everglades, Broward County
- PR Hispanic Chamber of Commerce of Broward County
- REALTOR Association of the Palm Beaches and Greater Fort Lauderdale
- South Florida Manufacturers Association
- South Florida Regional Planning Council
- South Florida Technology Alliance
- Town of Davie
- Town of Southwest Ranches
- U.S. Small Business Administration
- Urban Land Institute SE Florida/Caribbean
- Urban League of Broward County
- Weston Area Chamber of Commerce

Annual Report 2017 - 2018
The Alliance staff provides assistance with business relocation or expansion and site selection; incentive programs and information; market research; and serves as a liaison for workforce development between CareerSource Broward, educational institutions and the business community.
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Annual Report 2017 - 2018
2017–2018 RESULTS

From 2007 to 2018, the Alliance, working with its members, Broward County and other partners helped create or retain more than 32,000 direct jobs that are estimated to generate through direct, indirect and induced effects total employment of approximately 67,000 jobs, $2.6 billion in annual personal income and $12.9 billion in annual economic impact in Broward County. During fiscal year 2017-2018, the Alliance teamed with its members, Broward County and other partners to deliver more positive results. Following are the FY 2017-2018 results at the time of publication.

### BUSINESS DEVELOPMENT

<table>
<thead>
<tr>
<th>GOAL</th>
<th>YTD*</th>
</tr>
</thead>
<tbody>
<tr>
<td>Number of New Value-Added Jobs</td>
<td>1,600</td>
</tr>
<tr>
<td>Job Retained</td>
<td>1,400</td>
</tr>
</tbody>
</table>

### Capital Investment

<table>
<thead>
<tr>
<th>GOAL</th>
<th>YTD</th>
</tr>
</thead>
<tbody>
<tr>
<td>Domestic</td>
<td>$100M</td>
</tr>
<tr>
<td>International</td>
<td>$10M</td>
</tr>
</tbody>
</table>

### Leads, Projects & Corporate Visits

<table>
<thead>
<tr>
<th>GOAL</th>
<th>YTD</th>
</tr>
</thead>
<tbody>
<tr>
<td>Domestic Leads</td>
<td>220</td>
</tr>
<tr>
<td>International Leads</td>
<td>100</td>
</tr>
<tr>
<td>Corporate Visits</td>
<td>200</td>
</tr>
</tbody>
</table>

### Private Sector Investment

<table>
<thead>
<tr>
<th>GOAL</th>
<th>YTD</th>
</tr>
</thead>
<tbody>
<tr>
<td>Public/Private Mix</td>
<td>$1.00:$1.40</td>
</tr>
<tr>
<td>Private Sector Dollars</td>
<td>$2,221,000</td>
</tr>
<tr>
<td>Broward County Revenue</td>
<td>$1,507,560</td>
</tr>
</tbody>
</table>

*As of publication date
The Alliance works with numerous South Florida business and community leaders to take a regional approach to economic development. Following are examples of regional initiatives undertaken in 2017-2018:

**Life Sciences South Florida**  
(LifeSciencesSF.org)

This initiative is focused on establishing an industry cluster in South Florida focused on life sciences, biotechnology, pharmaceuticals, diagnostics, and information technology. The initiative links the elements of the innovation ecosystem: research, entrepreneurship, venture capital, and life sciences companies, with a goal toward increasing research density and accelerating research commercialization. Additionally, the life sciences and biotechnology workforce required to support economic innovation is being strengthened by enhancing K-20 STEM education and talent development in the region.

**South Florida: Your Global Business Connection**  
(SOFLGlobalConnection.org)

A joint effort among the Alliance, Miami-Dade Beacon Council, Business Development Board of Palm Beach County and Enterprise Florida to market South Florida as a choice location for business. Marketing brochures and DVDs are provided in five languages (English, French, German, Italian and Spanish) and a website, hosted by Nova Southeastern University, provides visitors from around the world a portal into South Florida’s economic development organizations. Additional information is being provided on the Alliance website in Arabic, Indonesian, Japanese, Mandarin and Portuguese.

**TechGateway**  
(TechGateway.org)

A regional branding initiative designed to recruit, attract and grow a high-level tech workforce at the same time South Florida is enhancing its reputation as a technology hub. TechGateway.org highlights South Florida technology companies on an interactive and printed map. A social media and online advertising campaign is underway to attract business from identified industry sectors and to promote tech opportunities regionally, nationally and globally. The TechGateway, through its TechGateway in the Schools initiative, is working with local public schools to inspire the next generation of tech talent through placing printed company asset maps in middle and high schools and engaging students in TechGateway-themed programming activities.

**Marine Research Hub**

As a community that has long been recognized for our leadership in oceanographic research, the South Florida Marine Research Hub® Consortium was founded in 2016 with a mission of fostering collaboration among research, education, business, and economic development organizations. This will serve to establish the region as a global leader in oceanographic research that is making or may make a positive impact on the health of the oceans and bring substantial benefits to the global population.

In addition to the above initiatives, the Alliance works with several other regional organizations on strategic planning initiatives and business climate projects such as CIO Council, ITPalooza, South Florida Technology Alliance, SUP-X, Gold Coast Venture Capital Association, Mobile Technology Consortium and eMerge Americas.
# Relocations, Expansions and Retentions

<table>
<thead>
<tr>
<th>Company</th>
<th>City</th>
<th>Type of Facility</th>
<th>SQ.FT. of Project</th>
<th>Direct Capital Investment</th>
<th>Jobs Created</th>
<th>Jobs Retained</th>
<th>Product/Service</th>
</tr>
</thead>
<tbody>
<tr>
<td>Aldora Aluminum and Glass</td>
<td>Coral Springs</td>
<td>Office/Manufacturing</td>
<td>105,000</td>
<td>$4,725,000</td>
<td>35</td>
<td>115</td>
<td>Corporate headquarters for industry leader in glass and aluminum fabrication</td>
</tr>
<tr>
<td>AutoNation</td>
<td>Fort Lauderdale</td>
<td>Office</td>
<td>30,000</td>
<td>$12,000,000</td>
<td>95</td>
<td>700</td>
<td>National headquarters for major automotive retailer</td>
</tr>
<tr>
<td>Convey Health Solutions</td>
<td>Fort Lauderdale</td>
<td>Office</td>
<td>33,000</td>
<td>$2,000,000</td>
<td>30</td>
<td>100</td>
<td>Specialized healthcare technology company</td>
</tr>
<tr>
<td>Crawford Tracey Corporation</td>
<td>Deerfield Beach</td>
<td>Headquarters/Office/Manufacturing</td>
<td>40,000</td>
<td>$5,000,000</td>
<td>40</td>
<td>117</td>
<td>Developer, manufacturer, and installer of custom and conventional glazing systems</td>
</tr>
<tr>
<td>Dreamlines USA</td>
<td>Fort Lauderdale</td>
<td>Office</td>
<td>3,600</td>
<td>$130,000</td>
<td>100</td>
<td>3</td>
<td>One of the fastest growing cruise booking portals in the world</td>
</tr>
<tr>
<td>ERP Maestro, Inc.</td>
<td>Plantation</td>
<td>Office</td>
<td>8,000</td>
<td>$250,000</td>
<td>100</td>
<td>11</td>
<td>Technology company that develops and provides cybersecurity services</td>
</tr>
<tr>
<td>Evolution Aero</td>
<td>Fort Lauderdale</td>
<td>Office</td>
<td>40,000</td>
<td>$4,000,000</td>
<td>7</td>
<td></td>
<td>Original equipment manufacturer for aviation industry</td>
</tr>
<tr>
<td>JetBlue Travel Products</td>
<td>Dania Beach</td>
<td>Office</td>
<td>20,000</td>
<td>$3,000,000</td>
<td>200</td>
<td></td>
<td>Technology-based provider of vacation packages</td>
</tr>
<tr>
<td>Life Wear Technologies</td>
<td>Pompano</td>
<td>Office/Manufacturing</td>
<td>30,000</td>
<td>$2,700,000</td>
<td>12</td>
<td>22</td>
<td>Manufacturing for CryoMax and ThermalMax sports medicine products</td>
</tr>
</tbody>
</table>
# RELOCATIONS, EXPANSIONS AND RETENTIONS

<table>
<thead>
<tr>
<th>COMPANY</th>
<th>CITY</th>
<th>TYPE OF FACILITY</th>
<th>SQ.FT. OF PROJECT</th>
<th>DIRECT CAPITAL INVESTMENT</th>
<th>JOBS CREATED</th>
<th>JOBS RETAINED</th>
<th>PRODUCT/ SERVICE</th>
</tr>
</thead>
<tbody>
<tr>
<td>List Industries</td>
<td>Deerfield Beach</td>
<td>Office/Manufacturing</td>
<td>30,000</td>
<td>$3,000,000</td>
<td>40</td>
<td>245</td>
<td>Designer and manufacturer of Superior lockers, cabinets, gates and shelving</td>
</tr>
<tr>
<td>Lupin Pharmaceuticals</td>
<td>Coral Springs</td>
<td>Office/R&amp;D/Manufacturing</td>
<td>18,000</td>
<td>$2,900,000</td>
<td>20</td>
<td></td>
<td>U.S. R&amp;D facility for a leading generic pharmaceutical manufacturer headquartered in India</td>
</tr>
<tr>
<td>MediaGenix</td>
<td>Fort Lauderdale</td>
<td>Office</td>
<td>1,000</td>
<td>$200,000</td>
<td>5</td>
<td></td>
<td>Broadcast video management platform</td>
</tr>
<tr>
<td>Pet Supermarket</td>
<td>Sunrise</td>
<td>Office</td>
<td>5,000</td>
<td>$500,000</td>
<td>100</td>
<td>120</td>
<td>Headquarters for the largest neighborhood pet specialty retailer in North America</td>
</tr>
<tr>
<td>Portobello America</td>
<td>Pompano Beach</td>
<td>Office/Warehouse</td>
<td>43,000</td>
<td>$1,000,000</td>
<td>15</td>
<td></td>
<td>U.S. distributor of Brazilian ceramic tiles</td>
</tr>
<tr>
<td>SR Technologies</td>
<td>Sunrise</td>
<td>Headquarters/Office/R&amp;D</td>
<td>50,000</td>
<td>$1,000,000</td>
<td>40</td>
<td>161</td>
<td>Technology company developing mobile and navigation communication devices</td>
</tr>
<tr>
<td>Tellus, LLC</td>
<td>Deerfield Beach</td>
<td>Office</td>
<td>10,000</td>
<td>$200,000</td>
<td>30</td>
<td>30</td>
<td>Provider of cloud-based software for the healthcare industry</td>
</tr>
<tr>
<td>Ultra Marine West</td>
<td>Hollywood</td>
<td>Office/Manufacturing</td>
<td>3,000</td>
<td>$750,000</td>
<td>3</td>
<td></td>
<td>Turkish manufacturer of specialty anchors for the marine industry</td>
</tr>
</tbody>
</table>
ECONOMIC DEVELOPMENT HIGHLIGHTS AT A GLANCE

THE YEAR IN REVIEW 2017-2018

Virgin Voyages, a new cruise company by the global Virgin brands, selected Plantation for its headquarters, creating 300 new jobs. The company will also make a capital investment of $15.9 million.

AutoNation renewed the lease on its downtown Fort Lauderdale headquarters for 12 years, with an option to extend the lease for another eight years and will also hire 95 employees.

A primary focus of the Alliance continued to be assisting local companies through BRAVO (Business Retention and Visitation Outreach) program. 177 Broward County companies were visited by the Alliance in 2017-18, as we assisted with access to capital, workforce training opportunities, permitting, site location assistance and other areas of need.

Brightline, South Florida’s new high-speed train, began operations with service between West Palm Beach, Fort Lauderdale and Miami. Brightline’s expansion plans include service to Orlando and routes elsewhere in the state and nation.

The Alliance was proud to be recognized for its work in the education sector this year with two awards: Commissioner’s Business Recognition Award from the Florida Department of Education and District Partnership of the Year from Broward County Public Schools.

Sixt rent a car opened its North American headquarters in November in Fort Lauderdale. Owner Erich Sixt flew in from Germany to attend the Oktoberfest-themed ribbon cutting ceremony. The company will bring 300 new jobs and $10.4 million in capital spending to the local economy.

South Florida was named one of twenty finalists in Amazon’s nationwide search for its second headquarters. The Greater Fort Lauderdale Alliance collaborated with the Miami-Dade Beacon Council and the Business Development Board of Palm Beach County on a tri-county proposal, and South Florida was the only region in the state to make the top 20.

Magic Leap unveiled its long-awaited Magic Leap One device, a wearable, notebook-sized computer that can create a variety of digital experiences.

The Alliance, working with the Greater Fort Lauderdale Convention and Visitors Bureau (CVB); Marine Industries Association of South Florida (MIASF), Starmark and others led and participated in several activities during this year’s Fort Lauderdale International Boat Show.

One of the activities included serving as a lead partner for a fourth-annual invitation-only luncheon event on the opening day of the Boat Show featuring a panel including Celebrity Cruises President & CEO Lisa Lutoff-Perlo, Informa’s Global Exhibitions Division CEO Charlie McCurdy and JetSmarter Founder & CEO Sergey Petrossov. Invited guests included influential business leaders, consuls general, potential business location decision makers and members of the media. The Alliance and MIASF held their second annual Marine Research Hub Breakfast which featured keynote speaker Dr. Guy Harvey and presentations from the four participating research universities. Also during the Boat Show, the Alliance and the CVB shared the Coral Reef Pavilion booth that was donated by the Boat Show, where they welcomed and invited those in attendance to learn about South Florida marine research from University partners.

The Alliance’s Mid-Year Luncheon, presented by FPL, featured the launch of the Broward Business Council on Homelessness and the United We End Homelessness campaign, in partnership with United Way of Broward County.

AutoNation CEO Mike Jackson and Castle Group CEO James Donnelly serve as co-chairs of the Broward Business Council on Homelessness. During the course of the year, AutoNation pledged

In 2018, the Alliance had the largest number of private member organizations in its history, an effort spearheaded by the Membership Development Department.

Following a successful leadership study trip to Austin, Texas in 2016, 79 members, staff and partners participated in a study trip group to Nashville, Tennessee in February to gather business best practices as well as to compare the community with Broward County.

The Alliance continued to promote its “Platinum Cities” permitting excellence program to companies considering Broward County as a business location. The program was established to encourage Broward communities to make the permitting and inspections process more business friendly and competitive with other regions. Twenty-two Broward County cities and unincorporated Broward County are named “Platinum Cities.”

Fort Lauderdale was named #1 most popular large city to relocate by “moveBuddha.” The site looked at data from their move cost calculator to determine which large cities were most searched for as destinations for relocation in 2017.

The Alliance continued to promote its “Platinum Cities” permitting excellence program to companies considering Broward County as a business location. The program was established to encourage Broward communities to make the permitting and inspections process more business friendly and competitive with other regions. Twenty-two Broward County cities and unincorporated Broward County are named “Platinum Cities.”
Nearly 1,300 high school juniors participated in the second annual Claim Your Future Showcase at the BB&T Center in Sunrise. The students had an opportunity to explore a variety of career possibilities with Broward County targeted industry companies and learn about the skills needed to pursue their professional goals. Bank of America and the Greater Fort Lauderdale Alliance Foundation, Inc. sponsored the event.

The Alliance’s regional TechGateway initiative engaged with Broward County Public Schools for a second year through a gift from FPL to the Alliance 501(c)(3) non-profit Foundation. Asset map posters were placed in every public middle and high school in Broward and students from six schools participated in TechGateway Day. Business leaders from companies including AAJ Technologies, Chetu and Ultimate Software spoke in the classrooms and educated students on careers in tech.

The Greater Fort Lauderdale Education Action Team (GREAT), chaired by Senator George LeMieux of Gunster, completed phase one of its work this year. The GREAT Team, which is comprised of a wide variety of high-level business and academic leaders from around Broward County, continued to focus on implementing some of the recommendations from the Alliance’s 2016 Workforce Skills Gap study, sponsored by JPMorgan Chase & Co. This year, subcommittees tackled issues including summer youth employment, middle-skill gaps in the IT sector, the pilot shortage crisis in the Aviation sector, and workforce and employment challenges facing the County’s most distressed zip codes.

Broward Cultural Division was named the Alliance’s Economic Development Partner of the Year by the Greater Fort Lauderdale Alliance at the 2018 Mid-Year Luncheon. Dr. Manhar Dhanak from Florida Atlantic University’s SeaTech Institute received the World Class Faculty Award.

For the sixth straight year, Florida was ranked as the No. 2 Best State for business in Chief Executive magazine’s 14th Annual Best & Worst States for Business Survey, which remains a key component of Florida’s ability to attract new jobs.
The Alliance wishes to especially thank its private sector partners for their investment in the work of the Alliance in 2017-18! This investment, when combined with the investment of Broward County and the municipal partners who invested in the Alliance including Coconut Creek, Coral Springs, Dania Beach, Davie, Deerfield Beach, Fort Lauderdale, Hallandale Beach, Hollywood, Lauderhill, Miramar, Pembroke Pines, Plantation, Pompano Beach, Sunrise, Tamarac and Wilton Manors, allowed us to expand our marketing outreach efforts and grow our pipeline of relocation and expansion prospects.

A SPECIAL THANK YOU

Photo courtesy of JetBlue