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.

ALLIANCE MISSION

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 & Business Intelligence
- Securing and Enhancing Private/Public Leadership & Investment

We provide leadership and excellence in delivering economic development services for our clients, prospects, investors and partners.
2016-17 was another outstanding year for the Greater Fort Lauderdale 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 during the past year of 17 companies, resulting in the creation of 1,978 high value jobs, the retention of 1,967 jobs and more than $256 million in capital investment in Broward County. This adds to the total economic impact where over the past eleven years the Alliance, working with Broward County, CareerSource Broward and local municipalities helped businesses create or retain more than 28,000 direct jobs that are estimated to have generated through direct, indirect and induced effects total employment of more than 62,000 jobs in Broward County, resulting in $2.4 billion in annual personal income and $12.3 billion in annual economic impact, according to an independent study by the South Florida Regional Planning Council.

We continue to implement our “Target 20/20” strategic and tactical marketing plan through the leadership and investment of our CEO Council. We have seen outstanding results, which build on our award-winning, national “Life. Less taxing.” advertising campaign, placing a special emphasis on the sectors of aviation, life sciences, and technology, while continuing to help attract and expand headquarters operations and other key industries.

Collaboration with our members and community partners remains a strength of our organization. For example, work continued through the Port Everglades Action Team (PEAT), a multi-year, joint project of the Alliance, Broward Workshop, Port Everglades, the Port Everglades Association and others to support expansion of the port, a crucial part of maintaining and advancing our community’s global competitiveness.

Other examples of collaboration included expanding TechGateway.org through a partnership with Broward County Public Schools, continued implementation of the Six Pillars community strategic plan, holding the first ever Claim Your Future Showcase targeted industry career fair for high school juniors, participating in Life Sciences South Florida, promoting Broward County as a business location during the Fort Lauderdale International Boat Show and continuing the work of the Alliance’s Platinum City permitting excellence program.

We also completed research, launched and began to implement our Workforce Skills Gap study, funded by a $126,000 investment by JPMorgan Chase & Co. to the Alliance 501(c)(3) Foundation. Additionally, we’ve worked this year to develop and launch the new Marine Research Hub regional marine research collaboration and branding initiative.

And, the Alliance assisted 185 local companies with access to capital, workforce training opportunities, permitting issues and site location through our BRAVO (Business Retention and Visitation Outreach) program.

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 outstanding support of our many activities and successes in 2016-17!
EXECUTIVE COMMITTEE

Bill White
Compass Office Solutions, LLC

Dr. Jennifer O’Flannery Anderson
Nova Southeastern University

Nelson Fernandez
ANF Group

Juliet Roulhac
FPL

Dr. Penny Shaffer
Florida Blue

Bob Swindell
Greater Fort Lauderdale Alliance

Lisa Anderson
JPMorgan Chase & Co.

Doug Bartel
Florida Blue

Christopher Burgio
Marsh & McLennan Agency

Jennifer Bales Drake
Becker & Poliakoff

Ray Ferrero, Jr.
Nova Southeastern University

Ric Green
Greater Pompano Beach Chamber of Commerce

Mason Jackson
CareerSource Broward

Commissioner Chip LaMarca
Broward County

Shawn Oden
JPMorgan Chase & Co.

Stacy Ritter
Greater Fort Lauderdale Convention & Visitors Bureau

Mayor Jack Seiler
City of Fort Lauderdale

Barry Somerstein
Greenspoon Marder, P.A.

Erick Strati
Wells Fargo

Ben Wesley
FPL

Bob White
Gunster

BOARD OF DIRECTORS

Anthony Abbate, Florida Atlantic University
Toula Amanna, Flashback Diner
J. David Armstrong, Broward College
Josie Bacallao, Hispanic Unity of Florida
Ana Barbosa, City of Coral Springs
Donna Bean, Bolton Medical
William Berger, Greenspoon Marder, P.A.
Basil Bernard, Apricot Office Interiors
Julie Berry, Stiles
Mary Blasi, City of Coconut Creek
Cindy Brief, Broward County Council of Chambers
Rosana Santos Calambichis, Big Chef
Kathleen Cannon, United Way of Broward County
Steven Cernak, Port Everglades
Scott Cerutti, Deloitte & Touche LLP
Isabel Cosio Carballo, South Florida Regional Planning Council
Guy Desautels, Citrix
Board of Directors continued
Melanie Dickinson, South Florida Business Journal
Heiko Dobrikow, Riverside Hotel
James Donnelly, Castle Group
Jeremy Earle, City of Hallandale Beach
Mark Gale, Broward County Aviation Department
Kate Goldman, Baptist Health South Florida
Jose Gonzalez, Florida East Coast Industries
Bertha Henry, Broward County
Dr. Wazir Ishmael, City of Hollywood
Dodie Keith-Lazowick, Keith and Associates, Inc.
Kathy Koch, Ambit Advertising and Public Relations
Jarett Levan, BBX Capital
Dan Lindblade, Greater Fort Lauderdale Chamber of Commerce
Malcolm MacInnes, MGM General Contracting
Lonnie Maier, Fibernet Direct
Stewart Martin, Marsh & McLennan Agency

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
Shawn Oden, JPMorgan Chase & Co.
Laurel Oswald, Tower Commercial Real Estate
Arlene Pecora, The Signature Grand
Amaury Piedra, Hyatt Regency Pier Sixty-Six
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
David Reid, JM Family Enterprises
Laurie Rich Levinson, School Board of Broward County

Sam Robbin, National Jets, Inc.
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
Patrick Sargent, Regions Bank
Kelley Shanley, Broward Center for the Performing Arts
Lisa Gufen Sicilian, Kaplan Higher Education
Dr. Germaine Smith-Baugh, Urban League of Broward County
Michael Stamm, City of Pembroke Pines
Justin Stone, Crowe Horwath, LLP
Shane Strum, Memorial Healthcare System
Greg Stuart, Broward Metropolitan Planning Organization
Rich Vogel, Port Everglades Association
Charles Webster, Broward County Public Schools
Kathleen Woods-Richardson, City of Miramar

PAST CHAIRS
Following are the Past Chairs of the Greater Fort Lauderdale Alliance and its predecessor organizations: The Broward Alliance, Broward Economic Development Council Inc., Broward Economic Development 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 Archimal 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 William E. Duffy
1980-81 John R. Morris
1981-82 Charles W. Boyd
1982-83 Charles W. Boyd
1983-84 Roy Rogers
1984-85 Jerome I. Miller
1985-86 Robert E. Huebner
1986-87 Gary Areson
1987-88 Terry Stiles
1988-89 Roger L. Arndall, Jr.
1989-90 Paul E. Bayse
1990-91 Ronald G. Cattlett
1991-92 Ronald G. Cattlett
1992-93 William E. Duffy
1993-94 John R. Morris
1994-95 Charles W. Boyd
1995-96 Charles W. Boyd
1996-97 Roy Rogers
1997-98 Jerome I. Miller
1998-99 Robert E. Huebner
2000-01 Gary Areson
2001-02 Terry Stiles
2002-03 Roger L. Arndall, Jr.
2003-04 Robert P. Legg
2004-05 Walter Banks
2005-06 Michael Streibig
2006-07 John Dorland
2007-08 Robert H. Larsen
2008-09 Joel K. Gustafson
2009-10 Daniel Gordan
2010-11 Thomas J. Miller
2011-12 Jerry Ingate
2012-13 Dr. Wilhelmema Mack
2013-14 Ron Greenstein
2014-15 A. Paul Anderson
2015-16 Lonnie H. Maier
2016-17 Larry J. Behar
2017-18 Howard Greenberg
2018-19 Evan T. Rees
2019-20 John Ruffin, Jr.
2020-21 Kathy Koch
2021-22 Ray Ferrero, Jr.
2022-23 Peggy Nordeen
2023-24 J. David Armstrong, Jr.
2024-25 J. David Armstrong, Jr.
2025-26 Gerard Litrento
2026-27 Ben Wesley
2027-28 Mike Moore
2028-29 Dr. Penny Shaffer
GREATER FORT LAUDERDALE ALLIANCE COUNCILS

The Alliance expresses deep appreciation to our Council leaders and volunteers for their hard work and dedication during 2016-17!

Following is a summary of the roles and some of the work of each council.
This year, the CEO Council continued to implement our strategic and tactical marketing plan. Titled “Target 20/20,” the plan focuses on the targeted industry sectors of Aviation/Aerospace, Life Sciences and Technology for the Alliance to expand its efforts in addition to corporate headquarters recruitment, as well as recommendations to ensure success in the targeting of those sectors.

The award-winning “Life. Less taxing.” video campaign continued to be distributed through highly visible digital media applications on targeted national/international websites. Plans are underway to refresh and retarget this campaign in the coming year.

The Alliance, through its CEO Council, advertised and placed editorial content on Greater Fort Lauderdale as a premier business location during 2016-17 in print publications and websites frequently read by target industry executives, site selection consultants and corporate real estate executives, including:

- Area Development
- Aviation Week
- Business Facilities
- Chief Executive
- CIO
- CSO
- CoreNet Global’s The LEADER
- The Economist
- FiercePharma
- Florida Trend
- Healthcare Executive Inc.
- Jet Trader
- Pharmaceutical Executive
- Site Selection
- Wired

Targeted industry executives have been highlighted through this campaign, including CEO Council member, AutoNation CEO Mike Jackson; Eric Mendelson, President & CEO of HEICO Flight Support Group and Adam Rogers, Chief Technology Officer of Ultimate Software.

The associated digital strategy for Target 20/20, by Zimmerman Advertising, is well underway and statistics for fiscal year 2017 have been impressive. From February through August, 2017:

- Native Video - 49,494,088 impressions and 84,100 clicks to the Alliance website
- Email - 1,881,975 impressions, 251,025 opens and 24,044 clicks to the website
- Hybrid Social re-targeting - 1,517,514 impressions and 37,392 clicks to the website
- Search Engine Optimization - 534,644 impressions and 8,129 clicks to the website

Targeted industry editorial placements included:

- “Sun, Sand and Drugs: How a Beach Town became a Biotech Hub,” in Pharmaceutical Executive
- “How Parts Specialist HEICO Grew into a Multibillion-Dollar Corporation from Its Fort Lauderdale Base,” in Aviation Week

The Alliance was a sponsor for the 3rd Annual Hedge Fund Symposium held at the Ritz Carlton Fort Lauderdale. This gathering included 100 high net-worth fund managers and investors. This event, held concurrently with the Fort Lauderdale International Boat Show, brings high value fund managers and consultants to Fort Lauderdale.

Welcomed new Alliance-assisted life sciences U.S. headquarters, R&D and manufacturing facility for Apotex Pharmaceuticals at its groundbreaking ceremony in Miramar. The company announced its U.S. expansion plan, which included 150 new jobs and a capital investment of $184 million. The announcement was covered extensively in the media by publications including The Wall Street Journal, Pharmaceutical Executive, Trade & Industry Development, South Florida Business Journal and the Sun Sentinel, among others.
Greater Fort Lauderdale Alliance

GOVERNOR COUNCIL

Chair: Doug Bartel
Florida Blue

Vice-Chair: Lonnie Maier
Fibernet Direct

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:

Brightline High-Speed Rail Station, Fort Lauderdale; Broward Center for the Performing Arts, Fort Lauderdale; FBI Headquarters, Miramar; Publix Manufacturing Facility, Deerfield Beach.

The Council’s Permitting Action Team worked to continuously improve the business friendliness of permitting processes throughout Broward County. Led by D.K. Mink of Mink & Mink, Inc., the team continued to promote the Platinum Cities permitting excellence process, encouraging Broward communities to make the permitting and inspections process more business friendly and competitive with other regions. The 22 cities that have adopted formal permitting excellence processes are (in order of adoption): Tamarac, Davie, Oakland Park, Fort Lauderdale, Miramar, Coconut Creek, Plantation, Cooper City, Deerfield Beach, Coral Springs, Hollywood, Dania Beach, Pompano Beach, Margate, Lauderdale, Wilton Manors, Pembroke Pines, Sunrise, Parkland, Hallandale Beach, Hillsboro Beach, West Park and unincorporated areas of Broward County. The team is continuing to focus on and promote implementation of a county-wide centralized ePermits online permitting process and has expanded its scope to include building officials, fire officials, the Broward League of Cities, the Board of Rules and Appeals and other key partners.

The Port Everglades Action Team (PEAT), a multi-year 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 and was previously chaired and co-chaired by Terry Stiles of Stiles. The WRRDA Bill passed in the U.S. Senate and House of Representatives. PEAT convened on December 22 to celebrate former President Obama’s signing of the newly named Water Infrastructure Improvements for the Nation (WIIN)
team participated in the Greater Fort Lauderdale Chamber’s Washington Summit in September as well as a trip to Tallahassee earlier in the year to focus on continued Port Everglades awareness and advocacy.

Chairing the Greater Fort Lauderdale Education Action Team - showcases the high quality of Greater Fort Lauderdale’s pre-K–20 education system. The team recognized Gunster and the City of Sunrise as Educational Partnership Award honorees, and Dr. Robert Speth of Nova Southeastern University as the World Class Faculty honoree at the Alliance’s annual and mid-year meetings. The newly formed GREAT team builds on the Alliance’s previous education work. Modeled on the success of the Port Everglades Action Team, the goal of this group is to help lead community efforts to improve education and workforce in Greater Fort Lauderdale, and move to the next level in developing and branding our county’s reputation as a place for outstanding talent for businesses. The committee’s work will help ensure we have the workforce we need to continue to attract companies that produce high wage jobs and diversify our economy. The GREAT Team is focusing on implementing some of the recommendations from the Alliance’s recently completed Workforce Skills Gap study, sponsored by JPMorgan Chase & Co. The results of this study have provided critical information about what we thought we knew about our workforce and the needs of our companies, what we didn’t know, and recommendations for steps to ensure we have the best workforce possible going forward. The team is currently tackling issues including summer youth employment, middle skills gaps in the aviation and tech sectors, distressed zip codes, and branding Greater Fort Lauderdale as a Talent Hub. It is comprised of a wide variety of high-level business and academic leaders from around Broward County.

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 addition, in a similar partnership between the Alliance and the Sun Sentinel, an annual full-page ad was placed congratulating the BCPS Class of 2017 for its 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: Heidi Davis Knapik  
Gunster

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’s study trip group has been hard at work in 2017 working on a 2018 trip to Nashville, Tennessee, to gather business best practices as well as to compare and contrast the community with Broward County. Some of the reasons Austin and Nashville were chosen are: communities are similar in size to Broward County and like South Florida, they are tourist attractions; Florida often competes with these communities when it comes to new projects; both have growing and successful business clusters.

Monitored and helped advocate for economic development program legislation during the 2017 Florida legislative session.

Met at the Fort Lauderdale Historical Society for an expert panel discussion on the historic 2016 national election.

Met at Nova Southeastern University to discuss cybersecurity.

Together with the Governor Council and other business leaders, attended the Florida Chamber 2030 Town Hall Meeting held at the Broward Center for the Performing Arts.

Met at Resolve Marine Group, toured the facility and its marine simulator.

Met at Pinnacle Tarpon River for an expert panel discussion on affordable and workforce housing.

Photo courtesy of Nova Southeastern University

Photo courtesy of Broward Center for the Performing Arts
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 corporate headquarters, creative industries, alternative energy, healthcare technologies/life sciences, information technology, mobile communications and telecommunications and international investment.

Visited 185 local companies through the Business Retention and Visitation Outreach (BRAVO) program. Through this program, chaired by Rich Ducharme of Sapoznik Insurance & Associates, 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, learned about the Kennedy Space Center Technology Transfer Office at a meeting at Broward College.

Met at Stearns Weaver Miller Weissler Alhadeff & Sitterson and

learned about life sciences medical device company, OrthoSensor.

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

Met at the Creation Station inside the Broward County Main Library and learned about the library’s offerings as well as virtual reality technology from Starmark.

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

• International Exchange Meetings and events held jointly between the Alliance, Greater Fort Lauderdale Chamber, Greater Fort Lauderdale Sister Cities and Tower Club featuring: Fort Lauderdale/Hollywood International Airport, and the countries of Japan, Israel, Ireland, Brazil, India and Costa Rica

• Inaugural Emirates flight between Dubai and Fort Lauderdale at Fort Lauderdale/Hollywood International Airport

• Brazilian Business Group summit at FAU’s College of Business

• Opening of Broward College’s new aviation classrooms in two new hangars at North Perry Airport

• World Strategic Forum, presented by the International Economic Forum of the Americas

• Luncheon with Canadian Consulate dignitaries

• Belarus delegation hosted at GrayRobinson

• Inaugural direct British Airways flight from London-Gatwick Airport to Fort Lauderdale/Hollywood International Airport

• Florida Chamber International Summit, Orlando

The Seatrade Cruise Global conference held for the second year in a row at the Broward County Convention Center attracted countries from around the world. The Alliance, together with Greater Fort Lauderdale Sister Cities, met with German and Brazilian delegations to talk about future new business opportunities for foreign businesses in Broward County.
ENTREPRENEURSHIP **COUNCIL**

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.

Together with the Corporate Council, learned about the **Kennedy Space Center Technology Transfer Office** at a meeting at **Broward College**.

Visited **Birch State Park** to learn about plans to revitalize the park as well as the nearby development taking place at **North Beach Village**.

Met at **Holland and Knight, LLP** to hear perspectives from local companies **Treadwell Franklin Infrastructure Capital, LLC** and **International Warehouse Services**.

Learned about the **FSU Jim Moran Institute for Global Entrepreneurship** in Fort Lauderdale and heard from the founder of **Las Olas Venture Capital**, a Florida-based early stage fund that invests in startups in a variety of industries.
Brings together the best and brightest economic development minds to work on common initiatives, leverage resources and share market intelligence 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, local business assistance organizations and Alliance staff.

Continues to promote the Alliance’s “Platinum Cities” permitting program to municipalities not yet participating, and 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.

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

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

Met at the Alliance’s offices to learn about the Kennedy Space Center Technology Transfer Office.

Was hosted by the South Florida Regional Planning Council in Hollywood for an overview of the South Florida Economic Development District, including details of the grant programs and services administered by the SFRPC and the context in which those programs would be applicable.

Was hosted by the City of Pompano Beach at the newly renovated Ali Cultural Arts Center and learned about the Pompano Innovation District and participated in an interactive presentation by Dale Carnegie South Florida.

Was hosted by CareerSource Broward at its Hollywood location for a presentation on “Employer Services: Providing Workforce Solutions That Save Businesses Money, Energy and Time.”

Was hosted by the City of Pembroke Pines at the city’s new Charles F. Dodge City Center and learned about the Florida Virtual Entrepreneur Center, a resource for businesses provided by the Alliance.
ALLIANCE MEMBERS

CEO COUNCIL
$50,000

AutoNation
Mike Jackson

Breakthru Beverage Group
Eric Roth

City Furniture
Keith Koenig, Vice Chair

Emerson
Leo Rodriguez

Florida Blue
Penny Shaffer

FPL
Juliet M. Roulhac

Huizenga Holdings Inc.
H. Wayne Huizenga

JM Family Enterprises, Inc.
Colin Brown

Kaplan Higher Education
Andrew Rosen

Nova Southeastern University
Ray Ferrero, Jr - Chair

Rick Case Automotive Group
Rick & Rita Case

Stiles

Wells Fargo
Hector Ponte

Zimmerman
Jordan Zimmerman

GOVERNOR COUNCIL
$25,000

Baptist Health South Florida

Broward College

Broward County Office of Economic and Small Business Development

Broward County Public Schools

CareerSource Broward

City of Coconut Creek

City of Coral Springs

City of Deerfield Beach

City of Fort Lauderdale

City of Hallandale Beach

City of Hollywood

City of Miramar

City of Sunrise

Greater Fort Lauderdale Convention & Visitors Bureau

Hyatt Regency Pier Sixty-Six

JetBlue

Kaufman, Rossin & Co.

Signature Grand

South Florida Business Journal

Starmark International

LEADERSHIP COUNCIL
$10,000

Ambit Advertising and Public Relations

ANF Group, Inc.

Bank of America Merrill Lynch

BankUnited

B&G South Florida Region

BBX Capital

Becker & Poliakoff, P.A.

Brightline

Broward Center for the Performing Arts

Broward Health

Broward Metropolitan Planning Organization (MPO)

Citrix

City of Plantation

City of Pompano Beach

Conrad Fort Lauderdale Beach Resort

Crowe Horwath, LLP

Daszkal Bolton LLP

Fibernet Direct

Fifth Third Bank

Florida Atlantic University

Galleria at Fort Lauderdale, a JLL Property

Greenspoon Marder

Gulfstream Park Racing & Casino

Gunster

HEICO Corporation

JPMorgan Chase & Co.

Junior Achievement of South Florida

Memorial Healthcare System

Peak 10

Regions Bank

RSM US, LLP

Schwartz Media Strategies

SeaLand

South Florida Business & Wealth Magazine

Sun Sentinel Media Group

SunTrust

Town of Davie

Waste Management, Inc.
CORPORATE COUNCIL
$5,000

AAJ Technologies
Advantage Services
Akerman LLP
AmTrust Bank, a division of New York Community Bank
Blanca Commercial Real Estate, Inc.
BBVA Compass
Capital Analytics
Castle Group
CBIZ MHM LLC
Cherry Bekaert LLP
City of Dania Beach
City of Lauderhill
City of Pembroke Pines
City of Tamarac
City of Wilton Manors
Comcast Business
Compass Office Solutions, LLC
CSX Transportation
Cushman & Wakefield
Dale Carnegie
Deloitte
Devry University
Duke Realty
Emirates Airlines
Ernst & Young, LLP
First Citizens Bank
Florida Restaurant & Lodging Association
Florida Trend Magazine
GrayRobinson, P.A.
Guarantee Insurance Company
Hotwire Communications
iBERIABANK
JC White
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
Riverside Hotel, Las Olas Company
Sapoznik Insurance & Associates
SATO Global Solutions
Seaside National Bank & Trust
Sheltair
Sonesta Fort Lauderdale Hotel
South Florida Symphony Orchestra, Inc.
Sterns Weaver Miller Weissler Alhadeff & Sitterson, P.A.
Suffolk Construction Company
Sunnyvale Corporation
TECO Energy
SCA Group LLC
Tower Commercial Real Estate
Tripp Scott, P.A.
Ultimate Software
United Way of Broward County
University of Phoenix
Valley National Bank
Verizon Wireless
ALLIANCE MEMBERS

ENTREPRENEURSHIP COUNCIL

$2,500

Aerotek
AirQuest Environmental, Inc.
Apricot Office Interiors
ArtServe
Avison Young
Berkowitz Pollack Brant Advisors and Accountants
Big Chef
Big Dog Construction Services, Inc.
Bolton Medical
Capital Bank
CBRE
Community Care Plan
Comerica Bank
Colliers International
ComRes, Inc
Crockett Foundation
CYBRAICS
Cymbal Development
D. Stephenson Construction, Inc.
Dan Perez Films
DPR Construction
First Green Bank
Flashback Diner
Furman Insurance
G4S Secure Solutions USA
Greenberg Traurig
Holland & Knight
IDI Gazeley
JGA Marketing
Jim Moran Institute for Global Entrepreneurship, FSU
Job Integration Software
Keith and Associates, Inc.
LaRocca & Associates, Inc.
Latin2Latin Marketing + Communications, LLC
LPC Solutions
MBAF (Morrison, Brown, Argiz & Farra, LLC)
MGM General Contracting, Inc.
MSi Consulting
NAI Rauch Weaver
OIC of South Florida
Orange Bowl Committee
Panera Bread/Covelli Enterprises
Paramount Broadcasting Communication, LLC
Propulsion Technologies International, LLC
Publix Super Markets, Inc.
Resolve Marine
Riviera Point Development Group
Sagoma Construction Services, Inc.
Setnor Byer Insurance & Risk
South Florida Manufacturing Association
Steven Greenwald Design, Inc.
SUP-X
Templeton & Company, LLP
The Dorsey Group
The Rubin Group
Toshiba Business Solutions Florida
Windsor Jet Management
WolfCreek Consulting

ASSOCIATES

$1,000

Advanced Roofing, Inc.
Behar Law Group
Broward Public Library Foundation
Calvin, Giordano & Associates, Inc.
Fellowship Foundation RCO
Finn Partners
Florida Atlantic Research & Development Authority
Florida Property Management Services, Inc.
Greater Fort Lauderdale Chamber of Commerce
HABCO Manufacturing
Leadership Broward Foundation

Macken Companies
Marine Industries Association of South Florida
Morris Southeast Group
Quality Manufacturing Association (QMA)
Renaissance Fort Lauderdale Cruise Port Hotel
Sherlock Technology Inc.
The Traina Company
Tower Club
Urban League of Broward County
Westaff of Broward

Photo courtesy of City of Sunrise
The Alliance's Partner Council meets regularly to discuss business climate issues, share best practices and information that can drive process and systematic improvements for economic development success in Broward County.

The following are the members of the Partner Council (Alliance members indicated in white):

America's SBDC Florida
British American Chamber of Commerce of Broward
Broward College - Institute for Economic Development
Broward County Housing Authority
Broward County Office of Economic and Small Business Development
Broward County Public Schools
Broward Cultural Affairs 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 Lauderhill
City of Lauderhill Community Redevelopment Agency
City of Lighthouse Point
City of Margate
City of Miramar
City of North Lauderdale
City of Oak 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
Coconut Creek Chamber of Commerce
Coordinating Council of Broward
Coral Springs Chamber of Commerce
Dania Beach Community Redevelopment Agency
Davie Community Redevelopment Agency
Davie/Cooper City Chamber of Commerce
Deerfield Beach Chamber of Commerce
Downtown Development Authority of Fort Lauderdale
Florida Atlantic Research and Development Authority
Florida Department of Transportation - District 4
Florida First Capital Finance Corporation
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 Chamber of Commerce
Greater Sunrise Chamber of Commerce
Greater Tamarac Chamber of Commerce
Hallandale Beach Chamber of Commerce
Hallandale Beach Community Redevelopment Agency
HBIF - Hispanic Business Initiative Fund
Jim Moran Institute for Global Entrepreneurship, FSU
Lauderdale Lakes Community Redevelopment Agency
Leadership Broward Foundation
Lighthouse Point Chamber of Commerce
Margate 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 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
ALLIANCE STAFF

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.
2016-2017 RESULTS

From 2007 to 2017, the Alliance, working with its members, Broward County and other partners helped create or retain more than 28,000 direct jobs that are estimated to generate through direct, indirect and induced effects total employment of approximately 62,000 jobs, $2.4 billion in annual personal income and $12.3 billion in annual economic impact in Broward County. During fiscal year 2016 - 2017, the Alliance teamed with its members, Broward County and other partners to deliver positive results. Following are the FY 2016 - 2017 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>
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</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>
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</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:$1.46</td>
</tr>
<tr>
<td>Private Sector Dollars</td>
<td>$2,126,200</td>
</tr>
<tr>
<td>Broward County Revenue</td>
<td>$1,463,650</td>
</tr>
</tbody>
</table>

*As of publication date
Regional Initiatives

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 2016-2017:

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.

Six Pillars (SixPillarsBroward.org)

A broad coalition of Greater Fort Lauderdale business, civic, government leaders and residents are working together to implement Broward’s Six Pillars strategic plan, which was developed in 2012. Six Pillars is a statewide initiative developed by The Florida Chamber Foundation, with a goal of helping communities throughout the state prosper and create high paying jobs by creating and implementing local visioning processes through the year 2030.

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 is working with local 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

In 2016, the Alliance and the Marine Industries Association of South Florida convened a panel discussion featuring South Florida research university presidents and leaders in economic development and government to discuss a regional branding initiative leveraging the strength of South Florida’s combined marine research activity. The result was a memorandum of understanding between universities and organizations for a collaborative “Marine Research Hub” initiative promoting awareness and collaboration on regional research activity.

In addition to the above initiatives, the Alliance works with a number of other regional organizations on strategic planning initiatives and business climate projects such as InternetCoast, CIO Council, ITPalooza, South Florida Technology Association, 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>Advensus</td>
<td>Tamarac</td>
<td>Office</td>
<td>50,000</td>
<td>$250,000</td>
<td>50</td>
<td></td>
<td>Caribbean-based headquarters and customer service center</td>
</tr>
<tr>
<td>Apotex Pharmaceuticals</td>
<td>Miramar</td>
<td>Office/R&amp;D/Manufacturing</td>
<td>380,000</td>
<td>$184,000,000</td>
<td>150</td>
<td>461</td>
<td>U.S. headquarters for Canadian pharmaceutical company</td>
</tr>
<tr>
<td>Aviator Solutions</td>
<td>Fort Lauderdale</td>
<td>Office</td>
<td>500</td>
<td>$100,000</td>
<td>2</td>
<td></td>
<td>UK company expanding in the U.S. selling aircraft parts and engines</td>
</tr>
<tr>
<td>Bayview Financial</td>
<td>Fort Lauderdale</td>
<td>Office</td>
<td>60,200</td>
<td></td>
<td>1,066</td>
<td></td>
<td>Financial services company</td>
</tr>
<tr>
<td>DaVinci Training Institute</td>
<td>Fort Lauderdale</td>
<td>Office</td>
<td>6,365</td>
<td>$200,000</td>
<td>11</td>
<td></td>
<td>Training for general aviation crew members</td>
</tr>
<tr>
<td>Focus Point</td>
<td>Plantation</td>
<td>Office</td>
<td>15,000</td>
<td>$325,000</td>
<td>90</td>
<td></td>
<td>Global risk management company</td>
</tr>
<tr>
<td>Hoover Architectural</td>
<td>Fort Lauderdale</td>
<td>Office/Manufacturing</td>
<td>20,000</td>
<td>$2,000,000</td>
<td>15</td>
<td>25</td>
<td>Custom canvas awning and metal fabrication company</td>
</tr>
<tr>
<td>Kemet Corporation</td>
<td>Fort Lauderdale</td>
<td>Office</td>
<td>51,286</td>
<td>$13,885,486</td>
<td>100</td>
<td>44</td>
<td>Manufactures capacitors and electronic parts for cellular and computer technologies</td>
</tr>
<tr>
<td>COMPANY</td>
<td>CITY</td>
<td>TYPE OF FACILITY</td>
<td>SQ.FT. OF PROJECT</td>
<td>DIRECT CAPITAL INVESTMENT</td>
<td>JOBS CREATED</td>
<td>JOBS RETAINED</td>
<td>PRODUCT/SERVICE</td>
</tr>
<tr>
<td>--------------------</td>
<td>--------------</td>
<td>------------------</td>
<td>-------------------</td>
<td>----------------------------</td>
<td>---------------</td>
<td>---------------</td>
<td>--------------------------------------------------------------------------------</td>
</tr>
<tr>
<td>MASA Global</td>
<td>Fort Lauderdale</td>
<td>Office</td>
<td>8,700</td>
<td>$4,700,000</td>
<td>35</td>
<td></td>
<td>Company provides affordable travel solutions</td>
</tr>
<tr>
<td>Moonlight Mia</td>
<td>Fort Lauderdale</td>
<td>Office</td>
<td>500</td>
<td>$100,000</td>
<td>3</td>
<td></td>
<td>Full service travel agency with boutique service</td>
</tr>
<tr>
<td>Motus GI Holdings</td>
<td>Fort Lauderdale</td>
<td>Office/R&amp;D</td>
<td>$1,000,000</td>
<td>50</td>
<td></td>
<td></td>
<td>Medical device company</td>
</tr>
<tr>
<td>Qology Direct</td>
<td>Plantation</td>
<td>Office</td>
<td>118,000</td>
<td>$1,250,000</td>
<td>250</td>
<td></td>
<td>Company provides performance based marketing services</td>
</tr>
<tr>
<td>Royal Caribbean</td>
<td>Weston</td>
<td>Office</td>
<td>270,000</td>
<td>$900,000</td>
<td>180</td>
<td>45</td>
<td>Service center and warehouse facility</td>
</tr>
<tr>
<td>Sixt Rent a Car</td>
<td>Fort Lauderdale</td>
<td>Office</td>
<td>55,000</td>
<td>$10,400,000</td>
<td>300</td>
<td>200</td>
<td>U.S. headquarters</td>
</tr>
<tr>
<td>Triangle Services</td>
<td>Fort Lauderdale</td>
<td>Office/ Warehouse/ Retail</td>
<td>20,000</td>
<td>$4,800,000</td>
<td>300</td>
<td></td>
<td>Facility for companies under the parent company Triangle Services, including airplane baggage handling and cleaning, as well as office cleaning</td>
</tr>
<tr>
<td>United Data Technologies</td>
<td>Miramar</td>
<td>Office</td>
<td>63,000</td>
<td>$16,500,000</td>
<td>142</td>
<td>116</td>
<td>One of the 50 fastest growing technology companies in the U.S.</td>
</tr>
</tbody>
</table>
**Economic Development Highlights at a Glance**

In 2016-17, Broward County was consistently in one of the top positions nationally among the 38 Metropolitan Divisions for percent of employment growth, according to the Bureau of Labor Statistics.

Canadian company, Apotex Pharmaceuticals, announced plans for a $184 million U.S. expansion that will include at least 150 new full-time jobs and the development of a new R&D center and advanced manufacturing and packaging facility in Miramar.

Greater Fort Lauderdale, local companies and the Alliance were included in a feature story titled, "Fort Lauderdale Gets Its Day in the Sun," by the Wall Street Journal.

Qology Direct, a marketing services company, is adding 250 jobs in Plantation and making a $1.25 million capital investment.

A primary focus of the Alliance continued to be assisting local companies through our BRAVO (Business Retention and Visitation Outreach) program. 185 Broward County companies were visited by the Alliance in 2016-17 as we assisted with access to capital, workforce training opportunities, permitting and site location assistance.

United Data Technologies is locating in Miramar, adding 142 jobs, retaining 116 jobs and making a $16.5 million capital investment.

The Port Everglades Action Team (PEAT), a multi-year collaborative initiative between the Alliance, the Broward Workshop and the Port Everglades Association, continued to support the capital initiatives of Port Everglades.

For the first time, the Alliance was recognized for the Deal of the Year by the Florida Economic Development Council (FEDC) for its work with Magic Leap, which is creating 725 new jobs, retaining 217 and making a capital investment of $150 million in Plantation. The Alliance’s 2017 Economic Sourcebook was also named outstanding external marketing publication in the state by the FEDC.

Governor Rick Scott attended the ribbon cutting ceremony for Aviation Inflatables new headquarters in Sunrise. The company is an FAA licensed repair station and reseller of emergency evacuation equipment and aircraft accessories used on passenger aircraft.

Royal Caribbean will be adding 180 jobs, retaining 45 jobs and making a $900,000 capital investment in Weston.

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 the County itself are named “Platinum Cities.”

For 2017, 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 early 2016, a team of Alliance leaders met throughout 2017 to plan a similar trip in 2018 to Nashville, Tennessee to gather best practices, as well as compare and contrast Greater Nashville with Broward County.

The Alliance continued to take a leadership role in the Broward Six Pillars strategic visioning process. More than 350 community leaders and volunteers participated in the strategic planning effort, working together to make Broward County more competitive and to create high paying jobs through the year 2030. The Six Pillars Broward local planning and implementation process is being managed by Ron Drew, Alliance Senior Vice President of Marketing and Communications.

Triangle Services will be adding 300 jobs and making a $4.8 million capital investment in Fort Lauderdale.

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 a number of activities during this year’s Fort Lauderdale International Boat Show. One of the activities included serving as a lead partner for a third-annual invitation-only luncheon event on the opening day of the Boat Show, featuring a panel including JetBlue CEO Robin Hayes, Modernizing Medicine CEO Daniel Kane and TradeStation Founder Salomon Sredni. Invited guests included influential business leaders, consuls general, potential business location decision makers and members of the media. The Alliance and MIASF also held an intimate panel discussion during the boat show convening area Research University presidents,
To draw global attention to South Florida’s burgeoning entrepreneurial ecosystem, the Alliance served as Host Sponsor of SUP-X: The StartUp Expo for a second year. This international conference for entrepreneurs and investors was held at the Greater Fort Lauderdale/Broward County Convention Center in March 2017.

Nearly 1,000 high school juniors participated in the inaugural 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 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 participated in a TechGateway App Challenge competition, highlighted at an event hosted by Citrix.

The Alliance, with an investment by JPMorgan Chase & Co. and support from other partners, conducted a comprehensive Workforce Skills Gap Analysis titled GFL Works to evaluate the Broward County workforce. The study’s research phase concluded in early 2017 and results were reported to the community at the Annual Six Pillars Report to the Community. The plan is in the implementation phase, with several groups addressing different areas of the plan.

The Marine Industries Association of South Florida was named the Alliance’s Economic Development Partner of the Year by the Greater Fort Lauderdale Alliance at the 2017 Mid-Year Luncheon.

The Alliance announced that three companies: AirQuest Environmental Inc., LPC Solutions and WolfCreek Consulting will join the ranks of its Minority and Women-owned Business Enterprise (MWBE) Fellowship Program. The program is designed to identify minority and women-owned businesses that have already established themselves as companies with staying power and are ready to take a greater role of involvement in the Broward business community.
A SPECIAL THANK YOU

The Alliance thanks its private sector partners for their investment in the work of the Alliance in 2016-17! 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.
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800.741.1420
www.gflalliance.org