



Photo by Ken Henson – ken@whitehotmedia.com

**The Alliance E-Newsletter
November 30, 2011**

Top Stories

Mako Surgical to Add 100 New Jobs

Davie manufacturer MAKO Surgical has launched a second production line, saying it plans to hire an additional 100 technology specialists for developing robotic-arm surgery systems. The Alliance worked with the company to secure economic incentives in 2010 for creating the jobs. On November 14th, at an event attended by Governor Rick Scott, elected officials from the Town of Davie and numerous community leaders and company employees, the company said it has hired 148 new employees.

The manufacturer, which has about 400 employees, has developed robotic systems used by hospitals for knee replacement surgery. In recent months, MAKO has expanded its technology to hip replacement surgical systems, said CEO Maurice Ferre. MAKO will be adding computer science and technology jobs through next year, paying average annual wages of \$85,000, Ferre added.

Current positions posted on its website include design engineer, information technology business analyst, manufacturing engineer, senior software engineer and a lab coordinator. To apply for the jobs, applicants are invited to go to the "careers" tab at <http://www.makosurgical.com>.

Founded in 2004, MAKO also produces and markets implants for orthopedic knee and hip procedures.

Alliance Vice President and other Broward Representatives Meet with Governor of the State of Mexico

Alliance Vice President of Business Development David Coddington, along with other representatives from Broward County, including Fernando Harb, Greater Fort Lauderdale Convention and Visitors Bureau (CVB), and Manual Jaquez, Spirit Airlines, visited Toluca, Mexico in November. The reason for the trip was to create awareness about Spirit Airlines' direct flights into Toluca as well as to explore beneficial business development opportunities.

"It was a great opportunity to work with our partners and the CVB to bring attention to Greater Fort Lauderdale not only as a tourist destination but as a business destination," said Coddington. "Just like our area, Toluca has a large amount of industry."

During their time in Mexico, the Fort Lauderdale representatives met with several community leaders including the Governor of the State of Mexico, the Honorable Eruviel Ávila Villegas.

SeaFreight Agencies Opens 25-Acre Cargo Terminal at Port Everglades

Caribbean ocean shipping company SeaFreight Agencies, a longtime customer of Broward County's Port Everglades, celebrated the grand opening of its 25-acre marine cargo terminal at the South Florida seaport on November 17. SeaFreight's terminal is a new facility on a recently completed 41-acre containerized cargo area, which created 15 percent more capacity for containerized cargo at the Port. Crowley Liner Services has also expanded its footprint, adding another 11 acres to its previous 68-acre terminal.

"We are very pleased to have been at Port Everglades from the beginning of our service almost 20 years ago, and to have worked with the Port Everglades team on the new terminal project. It represents a real milestone for our company and a commitment to our future at the Port," said Roland Malins-Smith, President of SeaFreight Agencies.

SeaFreight operates eight container ships at Port Everglades with twice weekly fixed-day sailings to and from the Caribbean region, which is a key market for the Port. An almost 20 year customer of Port Everglades that previously handled cargo through other terminal operators at the Port, SeaFreight has a 10-year lease agreement at Port Everglades that will grow from \$2,410,000 to \$4,129,163 annually including rent over the life of the agreement. Volume guarantees are expected to grow 23 percent higher than current cargo levels within the first six years.

To read more, please [click here](#).

Cooper City and Deerfield Beach Named Platinum Cities by Greater Fort Lauderdale Alliance

Cooper City and Deerfield Beach have become the latest Greater Fort Lauderdale Alliance "Platinum Cities" after city commissioners from both communities approved a permitting excellence process recommended by the Alliance. Nine Broward County cities have now been named "Platinum Cities." Other cities, in the order that permitting excellence ordinances or resolutions were passed include Tamarac, Davie, Oakland Park, Fort Lauderdale, Miramar, Coconut Creek and Plantation.

The purpose of the permitting excellence process is to provide businesses with a streamlined, first-rate experience when going through the development, permitting and inspection process for office and industrial properties. The process is intended to be available to high-impact, targeted industry businesses that are relocating or expanding in Broward County.

"The Alliance is pleased to promote these communities as 'Platinum' cities because they have committed to taking what can be a cumbersome process and making it more transparent and client-friendly," said Bob Swindell, Alliance President and CEO. "This is extremely important, especially in a time when we are doing all we can to create new jobs in Broward County." Cities that adopt the new process are promoted and marketed on the Alliance website (www.gflalliance.org), in Alliance promotional materials, on social media sites and in other ways.

To qualify for streamlined permitting, businesses must be part of an identified targeted industry cluster and hiring new employees with salaries at least 15 percent higher than the average wage in Broward County. They must also show that the property is properly zoned, platted and ready for the type of business being proposed.

Steps communities are taking to provide an excellent permitting experience include pre-development meetings and designating a city staff member as a "concierge" to assist the company through the permitting process. An online permitting system also allows applicants to review the status of their permits on a real-time basis throughout the process.

"We already have one of the best business tax climates in the nation," stated Swindell. "Excellence in permitting is just another reason we will be known as a great place to relocate or expand a business because communities stand ready to help companies succeed and grow in other ways as well."

VOW to Hire Heroes Act of 2011 Creates New Benefit for Unemployed Veterans

Congress has passed, and the President has signed into law, the VOW to Hire Heroes Act of 2011, which gives substantial tax credits for hiring unemployed veterans (up to \$9600 for a disabled veteran). Included in the new law is the Veterans Retraining Assistance Program for unemployed Veterans. The Department of Veteran Affairs and the Department of Labor are working together to roll out this new program on July 1, 2012. The new program will provide retraining for Veterans hardest hit by current economic conditions.

The Veterans Retraining Assistance Program offers 12 months of training assistance to unemployed Veterans. Participants must be enrolled in a VA approved program of education offered by a community college or technical school. The program must lead to an Associate Degree, Non-College Degree, or a Certification, and train the Veteran for a high demand occupation. For more details, please [click here](#).

Nominations Being Accepted for 20th anniversary of the African-American Achievers Awards

Nominations are now being accepted for the 20th anniversary of the African-American Achievers Awards presented by JM Family, Southeast Toyota and JM Lexus. The awards recognize outstanding African Americans who set an inspirational example through community involvement and leadership in South Florida in four categories: Arts & Culture; Business & Entrepreneurism; Community Service; and Education. All nominees must live or work in Broward, Palm Beach or Miami-Dade County. Established in 1992 by the late Jim Moran, automotive legend and founder of JM Family and its subsidiaries, the African-American Achievers awards carries on his vision to recognize those who unselfishly invest their time and talents toward building a stronger community. For more information or to submit a nomination, please [click here](#) or visit <http://www.africanamericanachievers.com/>. The deadline for nominations is December 9th.

Ronne Attends CoreNet Global Summit

Robin Ronne, Managing Director of the Alliance's CEO Council, was in Atlanta for the CoreNet Global Summit November 4-9, where he serves on the CoreNet Global Board of Directors representing CoreNet Global's Economic Development membership. He is also a member of the organization's Finance Committee and the Editorial Advisory Committee of Corporate Real Estate *THE LEADER* magazine, CoreNet Global's official publication. Ronne has been a member of CoreNet Global – the world's largest association for corporate real estate executives, real estate service providers, site selection consultants and economic developers - and its predecessors for over 31 years.

Education, Workforce Development and Educational Excellence Builds Business (E²B²)

Enid Valdez, principal of Piper High School in Sunrise, is the recipient of the 2011 Leonard Miller Principal Leadership Award. The grand award winner announcement came at a luncheon event celebrating and recognizing outstanding principal leadership in Florida held at the University of Miami Newman Alumni Center. The award is an annual recognition, now in its ninth year, which shines a spotlight on extraordinary principal leadership by awarding \$10,000 to one outstanding Florida principal. Award criteria include raised student achievement, empowerment of staff and partnership that supports school improvement goals.

Business Briefs and Alliance Member News (Alliance members in bold)

The Airport Minority Advisory Council (AMAC) in partnership with the **Broward County Aviation Department** (Fort Lauderdale-Hollywood International Airport), and the **Greater Fort Lauderdale Convention & Visitors Bureau** have announced that the 18th Annual Airports Economic Opportunity & Policy Forum will be held December 4-6, at the Hilton Fort Lauderdale Marina. This year's Economic Forum places key decision makers on airport capital improvement and infrastructure projects under one roof to meet face-to-face with companies vying for millions of dollars in contract awards. For more information, please [click here](#).

The **Broward County** Permitting, Licensing and Consumer Protection Division is offering a free contractor licensing seminar for any County resident interested in becoming a licensed contractor to have the benefit of operating as a legal contractor or starting a contracting business. The seminar will be held Tuesday, December 6, beginning at 9 a.m., at Broward County Government Center West, Building A-Hearing Room, 1 N. University Drive, Plantation. For more information, please [click here](#).

Colliers International South Florida is pleased to announce the sale of Royal Palm Apartments located at 80-90 SW 8th Avenue, Dania Beach. Executive Vice President - Partner John Crotty and Senior Vice President - Partner David Metalonis represented the seller, a private lender in West Palm Beach, in the \$1.2 million transaction.

Jennifer O'Flannery Anderson, Ph.D., an alumna of **Florida Atlantic University**, will return to her alma mater in December as vice president for community engagement and executive director of the FAU Foundation, Inc. The announcement was made by FAU President Mary Jane Saunders. Currently serving as president and chief executive officer of the **United Way of Broward County**, Dr. O'Flannery Anderson will provide leadership for the university's new office of community engagement, which will encompass all advancement, alumni relations and fundraising activities.

Miller Construction Company CEO Tom Miller has announced the Florida construction firm has promoted Brian Sudduth, Jeff Slade and Chris Hannaka to senior leadership positions. The promotions are a key step in positioning the Florida construction firm to grow its presence in Palm Beach County and in new market segments, Miller said.

Morris Southeast Group/CORFAC International Principal Ken Morris, SIOR, announced that he has completed three leasing assignments at Bank of America Plaza in Plantation. Morris represented builder owner, 1776 Associates, LTD, in each of the following transactions. (1) The accounting firm Koutoulas & Relis LLC renewed its lease for 60 months for 1,505 rentable square feet on the 3rd floor (2) The temporary staffing firm Kelly Services extended its lease for another 48 months for 1,768 rental square feet on the ground floor (3) Accounting firm Rodriguez, Kinzbrunner & Company, LLP leased 2,285 square feet in a 60-month renewal on the 2nd floor of the building.

More than 350 people honored **Phillip C. Allen, Director of Port Everglades**, at the 16th Annual South Florida Business Leader of the Year Award sold-out event hosted by Holland America Line to benefit the Seafarers' House on Friday, November 4. Honorees are selected, in part, for their acknowledged leadership in their field, their entrepreneurial spirit and their long-term contributions to the success of the South Florida business community. Congratulations Phil!

Regions Bank continues to be ranked as one of the nation's top SBA 504 lenders, according to data recently released by the U.S. Small Business Administration for fiscal year 2011. Year-over-year, Regions increased the number of SBA 504 loans by 11 percent, making Regions the fifth largest lender by loans approved. For the second consecutive year, Regions was the top SBA 504 lender in Alabama and Florida in both dollar amount and volume. The SBA 504 loan program supports economic development within a community by providing small businesses with long-term, fixed-rate financing to acquire assets for expansion or modernization.

Congratulations to Research in Motion, recently recognized by the Greater Miami Chamber of Commerce at its fifth annual International Business Leadership Awards! The awards program recognizes business leadership in international activities in both for-profit or not-for-profit sectors that significantly impact the economy of South Florida. The company was recognized in the large business category.

Five executives from Randstad, Clinical One, **SFN Group** (recently acquired by Randstad), and SourceRight Solutions (now part of Randstad), were recently recognized for their dedication and positive impact on the staffing industry by Staffing Industry Analysts in the annual "The Staffing 100" report. Published in October 2011, the listing of 100 influential staffing leaders was determined based on reader nominations, industry advisors and the Staffing Industry Analysts team. Among the honorees was Alliance **CEO Council member Roy Krause**.

The **South Florida Business Journal** is now accepting nominations for their 2012 CFO Awards. The CFO awards program provides many benefits to the region's business community by highlighting the growing importance of financial executives. For more information and to obtain a nomination form, please go to <http://www.bizjournals.com/southflorida/nomination/>. The deadline for nominations is December 9th.

The **South Florida Sun-Sentinel** opinion staff is now convening on Twitter. About a month ago, the editorial writers and columnists for the Sun-Sentinel took their morning meeting onto Twitter, where they could pitch and pick apart ideas for the next day's editorials, columns, and questions to readers. Beginning around 10 every morning, the discussion gets going

around #bigbuzz.

Starmark International, Inc. co-founder and CEO Peggy Nordeen, who is also past chair of the Alliance, received two awards from the Florida International University Center for Leadership and the Pino Global Entrepreneurship Center at the "Women to Watch: Florida's Entrepreneurial Leaders 2011" conference. Nordeen was one of 25 women across Florida to receive recognition but the only one to receive two awards. She received an award in the category of Highest Revenue and one for Outstanding Social Responsibility which recognized Starmark for its commitment to being a good corporate citizen.

Upcoming Economic Development Meetings, Missions & Events

Enterprise Florida Events:

8th Annual Manufacturers Summit and Global Marketplace

November 30 – December 1, 2011

Orlando, Florida

Event Type: Convention / Trade Show

Industry Sector: Manufacturing

Haiti Reconstruction Forum 2011: Procurement and Business Opportunities in Haiti

December 8, 2011

Miami, Florida

Event Type: International Trade and Investment

Industry Sector: Various

AACCLA's "Outlook on the Americas 2012" Conference

January 1, 2012

Miami, Florida

Event Type: International Trade and Investment

Industry Sector: Various

Site Selectors Guild Conference

January 22-24, 2012

Orlando, Florida

Event Type: Convention / Trade Show

Industry Sector: Various

MiaGreen 2012 Expo & Conference (4th edition)

January 26-27, 2012

Miami Beach, Florida

Event Type: Other

Industry Sector: Various

2012 Florida Venture Capital Conference

January 31- February 1, 2012

Naples Grande, Southwest Florida

Event Type: Other

Industry Sector: Various

International Days

February 6-7, 2012

Tallahassee, Florida

Event Type: Other

Industry Sector: Various

Enterprise Florida (EFI) conducts or participates in an extensive schedule of export marketing missions and exhibitions worldwide. These trade events are open to all businesses registered in Florida. For more information and to see more event listings, please go to <http://eflorida.com/Events.aspx>.

Other Events:

South Florida Hospital and Healthcare Association Annual Dinner and Meeting

Tuesday, December 1, 2011 5:00 p.m. registration
Location: Inverrary County Club, 3840 Inverrary Boulevard, Lauderhill
For more information, please [click here](#).

18th Annual Airports Economic Opportunity & Policy Forum

This year's Economic Forum places key decision makers on airport capital improvement and infrastructure projects under one roof to meet face-to-face with companies vying for millions of dollars in contract awards.
December 4-6, 2011
Location: Hilton Fort Lauderdale Marina, Fort Lauderdale
For more information, please [click here](#).

GrowFL Webinar Series: How to Position your Product as a Solution

Tuesday, December 6, 2011 9:00 a.m. – 10:00 a.m.
Location: Online
For more information, please [click here](#).

Broward County Public Schools Business Forum

Wednesday, December 7, 2011 6:30 p.m. – 8:00 p.m.
Location: Hyatt Regency Pier 66 Crystal Ballroom, 2301 SE 17th Street Causeway, Fort Lauderdale
For more information, please [click here](#).

“How to do Business with Broward County” Workshop

Thursday, December 15, 2011 3:00 – 5:00 p.m.
Location: African-American Research Library and Cultural Center, 2650 Sistrunk Blvd., Fort Lauderdale
For more information, please [click here](#).

Alliance Calendar of Events

Alliance Partner Council Meeting (by invitation only)

Thursday, December 8, 2011 8:30 a.m. - 10:00 a.m.
Location: Royal Fiesta (Cove Shopping Center), 1680 S.E. 3rd Court, Deerfield Beach
For more information, please contact Helen Kulp at 954-524-3113 or at hkulp@gflliance.org.

Calendar subject to change without notice. Please go to www.gflliance.org for the most current calendar of events and meetings and for more information regarding the Alliance.

Follow the Alliance on these websites: [Facebook](#), [Twitter](#), [YouTube](#)

Also join our [LinkedIn group](#) (for members only).

Why have so many companies relocated to Greater Fort Lauderdale? [Click here](#) to find out (90 second video).

THE ALLIANCE: *PARTNERSHIP FOR ECONOMIC GROWTH*

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