



Photo by Ken Henson – ken@whitehotmedia.com

The Alliance E-Newsletter
October 31, 2011

Top Stories

Alliance Announces Relocations/Expansions Totaling over 1,700 New Jobs During Annual Meeting

The Alliance reported at its annual meeting Thursday, October 13 that it helped attract thirty five new company relocations and expansions during its 2010-11 fiscal year that ended September 30. This resulted in 1,002 new value added jobs, 1,764 retained jobs and more than \$55 million in new capital investment.

In addition, the Alliance announced that Saveology.com will be adding 700 new jobs in Margate, retaining 550 jobs and making a \$2.4 million investment. Saveology notified the Alliance of its decision to expand in Broward County on the day of the annual meeting.

Some of the companies that relocated or expanded in Broward County include:

Altadis USA, which will expand its 22 year headquarters presence in Fort Lauderdale by adding 55 new jobs and retaining 84 jobs. Altadis USA is one of the largest cigar companies in the world.

Emerson, a diversified global manufacturing and technology company, that selected Sunrise as the site for its Latin American regional headquarters and will be creating 55 new jobs and retaining 25 jobs.

Eyecast, a global leader in cloud based video surveillance service for residential and business customers, which will be adding 100 employees at its facility in Sunrise. The company also plans to make a \$25.5 million capital investment.

Federated Precision, Inc., an aerospace precision part manufacturing firm, which will be adding 66 jobs in Deerfield Beach and making a capital investment of nearly \$14 million.

Private Jet Charter, one of the world's largest independent private jet charter brokers and consultants, unveiled an aggressive expansion plan in North America by establishing its regional office in Fort Lauderdale to serve as its charter hub for the United States and Canada.

The Wendy's Company, which relocated its Latin American, Caribbean and South Florida headquarters with 50 employees to a new facility in Sunrise.

These companies were among a group of over 400 companies that were provided services by the Alliance during its 2010-11 fiscal year.

The Alliance also premiered a new television commercial which encourages companies to relocate to Greater Fort Lauderdale. It features local community leaders Bertha Henry, Wayne Huizenga, Mike Jackson, Keith Koenig, Roy Krause and Dwight Stephenson highlighting the reasons companies should choose Greater Fort Lauderdale. The commercial, funded by the CEO Council chaired by Ray Ferrero, Jr., and created by Zimmerman Advertising, will be shown in select markets in the U.S. and marketed by the Alliance in a number of other ways. It utilizes the Alliance's Life Less Taxing theme, which focuses on Greater Fort Lauderdale's outstanding quality of life and highly favorable business tax climate as some of the reasons companies should relocate or expand in Broward County. To view the commercial, please [click here](#).

"This year, we continued our focus on attracting jobs to Broward County through specialized outreach to companies in our targeted industries and through an expanded and targeted approach to bringing headquarters operations to Greater Fort Lauderdale/Broward County through our CEO Council's headquarters attraction initiative," said Bob Swindell, President and CEO of the Alliance. "We also made it a top priority to help local businesses succeed in a difficult economy by providing a number of different types of business assistance programs and support."

The annual meeting and dinner drew a crowd of more than 500 business and community leaders to the Seminole Hard Rock Hotel and Casino in Hollywood, where several local business leaders were recognized for their commitment to economic development (please see next story). Attendees also heard Acting U.S. Secretary of Commerce Rebecca Blank speak about the Columbia, Peru and South Korean trade agreements that were just passed by Congress and steps that were being taken in Washington to set the stage to help companies create jobs. Event sponsors were Patriot National Insurance Group, AutoNation, Nova Southeastern University, South Florida Business Journal, Capital Bank, FPL, Greenspoon Marder, Suffolk, Citibank, Compass Office Solutions and Research in Motion.

To view photos from this year's Annual Meeting, please [click here](#).

Greater Fort Lauderdale Alliance Establishes Ray Ferrero, Jr. Leadership Award

The Greater Fort Lauderdale Alliance announced the establishment of the Ray Ferrero Jr. Economic Development Leadership Award at their annual meeting on October 13, 2011. "The award will be presented annually to the Greater Fort Lauderdale business leader who embodies the qualities, vision and commitment towards the community and economic development that Chancellor Ferrero exhibits every day," said Bob Swindell, President and CEO of the Alliance.

The first award was presented to Ferrero, who is Chancellor of Nova Southeastern University and who has served as a past chair of the Alliance and founding and current chair of the Alliance's CEO Council, by City Furniture President and Alliance CEO Council Vice Chairman Keith Koenig. The CEO Council has underwritten a national/international headquarters marketing and recruitment program over the past 3½ years. A perpetual plaque honoring Ferrero and new recipients has been prominently placed at the entrance to the Alliance Boardroom.



Photo Caption: Pictured during the presentation of the Ray Ferrero Jr. award are (L-R): Bob Swindell, Greater Fort Lauderdale Alliance; Kathy Koch, Ambit Advertising and Public Relations; J. David Armstrong, Jr., Broward College; Ray Ferrero Jr., Nova Southeastern University; Peggy Nordeen, Starmark International; and Keith Koenig, City Furniture.

The Alliance was also pleased to present economic development leadership awards to six individuals who have gone above and beyond in their work in the community helping to grow jobs and strengthen the economy. Those honored, with the Council who presented the awards in parenthesis, are: Roy Krause, SFN Group (CEO Council); Andrew D. Berns, City of Tamarac (Governor Council); Thomas Irwin, HEICO (Leadership Council); Martin Kurtz, Kaufman, Rossin & Co. P.A. (Corporate Council); Diane L. Brennan, MetLife (Entrepreneur Council); and Michael Stamm, City of Pembroke Pines (Partner Council). The Sun Sentinel was also awarded the Alliance's Educational Excellence Builds Business Partnership Award.



Photo Caption: Pictured during the leadership awards are (L-R): Diane L. Brennan, Martin Kurtz, Andrew D. Berns, Roy Krause, Thomas Irwin, Michael Stamm and Bob Swindell.

Seminole Casino Coconut Creek to Hire 800 New Employees; \$150 million Expansion Slated for February 2012 Completion

Leaders of the Seminole Tribe of Florida and Seminole Gaming have announced plans to hire 800 new fulltime employees by the end of this year as part of the \$150 million expansion of the Seminole Casino Coconut Creek, which is slated to open in February, 2012.

Taken together with more than 1,000 direct and indirect jobs at the construction site, the mass hiring is the largest to be announced in South Florida during the past several years. It is also the largest hiring of new employees by the Seminole Tribe and Seminole Gaming since the grand opening of the Seminole Hard Rock Hotel & Casino in May, 2004.

Seminole Casino Coconut Creek will hold a Job Fair on Wednesday, Nov. 2 to fill the 800 new positions. Job fair hours will be 9 a.m. to 6 p.m. on the grounds of the casino, located at 5550 N.W. 40th St., Coconut Creek, just east of State Road 7

(U.S. 441) and north of Sample Road. For more information, please visit www.jobsforflorida.com.

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

City Furniture Kicks Off \$17.5 Million South Florida Expansion

City Furniture, South Florida's top-selling furniture retailer, has launched a \$17.5 million expansion program to construct or renovate five stores from Miami to West Palm Beach, beginning with the major renovation of its Dadeland store in Pinecrest.

City Furniture President Keith Koenig said the company will start hiring in the coming months for a total of more than 75 permanent jobs it plans to create in the region by early 2013. Reflecting the company's strength in the Dadeland, Cutler Bay, Fort Lauderdale and West Palm Beach markets, the expansion program calls for three store openings during 2012 and will create work for several hundred construction tradespeople.

"We're confident in South Florida's future," Koenig said. "We've been acquiring properties for this expansion for the last few years, and while it may seem we're going against the economic tide, the timing is right. We're seeing increases in year-over-year sales, plus well-timed opportunities to dramatically increase sales at proven locations." The firm has captured market share in tough economic times, he added, by providing exceptional value for the price and meeting customers' needs with branded services including "Same Day Delivery 7 Days a Week."

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

Free Trade Agreements Hold Promise for Broward County

Broward County Commissioner Chip LaMarca has praised the free trade agreements with South Korea, Panama and Colombia recently approved by Congress and signed by President Obama.

"The Broward County Commission recognized early on that Colombia, Panama and South Korea are growing export markets for American products produced by American workers," said Commissioner LaMarca. "United States exports accounted for roughly half of all U.S. economic growth last year, providing vital economic activity in a troubled economic climate. Port Everglades, the Fort Lauderdale-Hollywood International Airport and Broward County stand ready to do business!"

Commissioner LaMarca made the comments at a recent news conference at Port Everglades where he was joined by U.S. Congressman Allen West and Port Everglades Director Phil Allen. To read more, please [click here](#).

Enterprise Florida Awarded SBA Grant to Increase State's Exporting

Enterprise Florida has been awarded a State Trade and Export Promotion (STEP) grant for \$780,786 by the U.S. Small Business Administration (SBA) to help boost export activity during the next year.

Enterprise Florida's grant is one of many totaling \$30 million that the SBA has presented to states, territories and Washington, D.C. as a result of the 2010 Small Business Jobs Act's State Trade and Export Promotion Program.

"I am on board with the President's vision that U.S. companies and workers can double U.S. goods and services exports during the next five years, which would help support good, high paying jobs in manufacturing, services, and in agriculture," says the U.S. Small Business Administration's Regional Administrator Cassius Butts. "We are happy to be working with partners, such as Enterprise Florida and other partners across the United States to increase both the number of exporters and the number of countries they ship to. The Step Grant exemplifies the dedication that Florida has to spurring economic growth and assisting entrepreneurs to thrive from the international market."

In using its grant toward that purpose, Enterprise Florida has goals that include helping the state's small and medium-sized enterprises (SMEs) diversify their target markets, and prompting infrequent and single-market exporters to expand their overseas trade activity.

"Furthermore, we will work to engage new SMEs, particularly manufacturers, in exporting," emphasizes Manny Mencia, senior vice president of Enterprise Florida's international trade division. "The grant will enable more SMEs to take advantage

of overseas tradeshows and missions because we will be able to provide them with funding to offset their costs.”

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

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

Broward County Public Schools Recommended for Full Accreditation

Broward County Public Schools (BCPS) will again be recommended for the high distinction of full-accreditation, when the Southern Association of Colleges and Schools (SACS) Accreditation Commission meets in January. Making the recommendation will be the SACS Council on Accreditation and School Improvement (CASI) AdvancedED organization. BCPS is currently the largest fully accredited school district in the nation, but to maintain district accreditation, it must meet the standards for accreditation every five years.

The announcement that BCPS would again be recommended for full-accreditation came on October 26, 2011 during a School Board workshop, when the results of an extensive review by a 42-member team of educational professionals were revealed.

Nova High School Students Crowned Champions At 2011 Yale Invitational

The Nova High School Titan debate and speech team competed with more than 140 schools from coast to coast at the recent 2011 Yale Invitational in New Haven, CT taking their first win at the prestigious Ivy League venue in the cumulative team scoring and bringing home the winner's plaque after being named sweepstake's champions.

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

Rosana Santos Calambichis, CEO of BigChef, the company that specializes in gourmet canapés, appetizers and hors d'oeuvres that are delivered to your door, will receive the Spirit of Excellence Food Manufacturer of the Year Award from the American Business Women's Association (ABWA) on Wednesday, November 9, 2011, at the Signature Grand in Davie. According to Cathie Starkey, Past President and Chair of Spirit of Excellence, "Rosana exemplifies the type of woman we honor each year. She is a successful business woman, she is very active in her industry, she supports other women in business and she gives back to the community, all the qualities we look for when determining who should receive the Spirit of Excellence Award."

Local businesses committed to protecting the environment are encouraged to apply now to be recognized by **Broward County's** Emerald Award Environmental Excellence Program. Applications are due by November 30. For more information, please [click here](#).

JM Family Enterprises, Inc. is No. 12 on the 2011 Top Green-IT Users list by IDG's Computerworld, the leading IT media brand dedicated to providing peer perspective, IT leadership and business results. The distinction is part of the IT media outlet's annual Top Green-IT Organizations feature, which was published in the Oct. 24 issue of Computerworld and online at Computerworld.com. To read more, please [click here](#).

Stiles Realty has successfully concluded sales of two former **City Furniture** stores in Pompano Beach and Lantana for prices totaling more than \$6.8 million. The realty firm, a division of Stiles, is currently handling sales of two other former City Furniture showrooms – a Boca Raton facility and another in Pembroke Park.

Spotlight on Recently Joined Alliance Members

Gulfstream Park Racing & Casino has joined the Alliance at the Leadership level. **Tim Ritvo**, President and GM of Gulfstream Park Racing & Casino and **Dave Joseph**, Director of Communications/Media will be their primary representatives. Tim and his wife Kathy are well known in horse circles. Both are world class trainers. And while Tim has taken on the challenge of managing the many thoroughbred facilities of Chairman Frank Stronach's MI Developments, Kathy continues to keep up the family tradition. She trained Mucho Macho Man capturing third at this year's Kentucky Derby.

Gulfstream Park opens its racing season December 3rd but it operates a full complement of dining, shopping and casino entertainment year-round.

In addition to joining us this last quarter, they hosted our Council Connect in late August, providing food, drink and music. Thank you so much Gulfstream! <http://www.gulfstreampark.com>



Tim Ritvo

Three new Entrepreneur Council companies joined our ranks.

Ryan LLC is a global, full service accounting firm specializing in tax services. **Tom Johnson** is an active member of the accounting community in South Florida and will be Ryan's rep at the Entrepreneur Council. Joining him is Ryan principal **Dave Naney**. <http://www.ryan.com/Florida.aspx>

Hospice of Broward County is expanding their footprint from their location in Palm Beach County and has joined the Alliance. **David King** takes the lead at the Entrepreneur level and he will be joined by **Justine Hoo**, both of whom are business development coordinators for the non-profit. The ribbon-cutting for their new Broward location in the Cypress Creek Boulevard business triangle took place in late August. <http://hobc.org>

And **Evan Rees** is back at the Alliance bringing with him **Capital Bank**, one of the most rapidly expanding banks in the nation, operating 82 branches in Florida, North Carolina and South Carolina. Evan, Capital Bank's market president for South Florida, is a former Chairman of the Alliance. <https://www.capitalbank-us.com>



Tom Johnson



David King



Evan Rees

[Upcoming Economic Development Meetings, Missions & Events](#)

[Enterprise Florida Events:](#)

Team Florida Trade Mission to South Africa with Lt. Governor Jennifer Carroll

November 4 - 13, 2011

Johannesburg, Durban, & Cape Town, South Africa

Event Type: International Trade and Investment

Industry Sector: Various

OnlySustainable Clean Energy Conference

November 7 - 9, 2011

Miami

Event Type: International Trade and Investment

Industry Sector: Clean Energy

China Hi-Tech Fair

November 16 - 21, 2011

Shenzhen, China

Event Type: International Trade and Investment

Industry Sector: Various

2011 Florida ACG Capital Connection

November 16 - 17, 2011

Miami

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:

Finding Financing for Florida's Exporters

Thursday, November 3, 2011 8:00 a.m. – 4:45 p.m.

Location: Hotel Intercontinental – Doral, 2505 NW 87th Avenue, Miami

For more information, please [click here](#).

EDC's 14th Annual Emerging Technology Business Showcase

Thursday, November 10, 2011 8:00 a.m. – 5:00 p.m.

Location: Hilton Hotel, 100 Fairway Drive, Deerfield Beach

For more information, please [click here](#).

NAIOP South Florida Broward Bus Tour

Thursday, November 17, 2011 7:00 a.m. – 6:30 p.m.

The locally acclaimed NAIOP South Florida Broward Bus Tour with annual attendance of over 200 riders will look at up-to 40 property sites and opportunities inside and around Broward County.

For more information, please [click here](#).

"How to do Business with Broward County" Workshop

Thursday, November 17, 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](#).

Broward Green Expo

Friday, November 18 - 19, 2011

Location: Inverrary Vacation Resort & Conference Center, 3801 Inverrary Boulevard, Lauderhill

For more information, please [click here](#).

Alliance Calendar of Events

Alliance Entrepreneur Council Meeting (by invitation only)

Wednesday, November 9, 2011 8:30 a.m. - 10:00 a.m.

Location: Stearns Weaver Miller Weissler Alhadeff & Sitterson, P.A., 200 East Las Olas Boulevard, Suite 2100, Fort Lauderdale

For more information, please contact Kathleen Weekes at 954-627-0132 or at kweekes@gfalliance.org.

Alliance Partner Council Meeting (by invitation only)

Thursday, November 10, 2011 8:30 a.m. - 10:00 a.m.

Location: Westin Diplomat Golf Resort & Spa, 501 Diplomat Parkway, Hallandale Beach

For more information, please contact Helen Kulp at 954-524-3113 or at hkulp@gfalliance.org.

Alliance Corporate Council Meeting (by invitation only)

Wednesday, November 16, 2011 8:30 a.m. - 10:00 a.m.

Location: BB&T, 110 East Broward Blvd., 21st Floor, Fort Lauderdale

For more information, please contact Helen Kulp at 954-524-3113 or at hkulp@gfalliance.org.

Alliance Governor Council Meeting (by invitation only)

Tuesday, November 29, 2011 8:00 a.m. - 9:30 a.m.

Location: FAU downtown campus, 220 SE 2nd Ave., Fort Lauderdale

Topic: The Governor Council explores another of Florida's explosive industries, this time touring FAU's Animation Labs at their downtown campus. Interactive digital media is being used in everything from cartoons and gaming to health care education, so this promises to be an interesting meeting.

For more information, please contact Gail Bulfin at 954-627-0127 or at gbulfin@gfalliance.org.

Leadership Council Meeting (by invitation only)

Wednesday, November 30, 2011 8:00 a.m. - 9:30 a.m.

Location: AutoNation, 200 S.W. 1st Avenue, 15th Floor, Fort Lauderdale

Topic: The Leadership Council takes on another hot topic - Gambling. All sides will be explored as we host the leading experts in a discussion/debate on the issues and how it affects us in South Florida.

For more information, please contact Gail Bulfin at 954-627-0127 or at gbulfin@gfalliance.org.

Alliance Council Connect (member only networking event)

Wednesday, November 30, 2011 6:00 p.m. - 8:00 p.m.

Location: Riverside Hotel, 620 East Las Olas Boulevard, Fort Lauderdale

To register, please [click here](#).

For more information, please contact Tania Vinaixa at 954-627-0133 or at tvinaixa@gfalliance.org.

Calendar subject to change without notice. Please go to www.gfalliance.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).

THE ALLIANCE: PARTNERSHIP FOR ECONOMIC GROWTH

Broward County's Official Economic Development Partnership

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