



Photo by Ken Henson – ken@whitehotmedia.com

The Alliance E-Newsletter
June 26, 2012
Top Stories

SAVE THE DATE:

Greater Fort Lauderdale Alliance Annual Meeting

Thursday, October 4, 2012 6:00 p.m. - 9:00 p.m.

Seminole Hard Rock Hotel and Casino, 1 Seminole Way, Hollywood

e-Builder to Expand in Plantation

e-Builder, Inc., the pioneer in fully integrated, cloud-based construction program management software, has selected Plantation as the site for the expansion of their headquarters office.

"e-Builder's business is booming. We are privileged to serve many of the largest and most influential healthcare, higher education and public sector organizations across North America and around the world," said Ron Antevy, president, e-Builder. "While our growth is far-reaching, our roots are in South Florida. We are committed to growing our business, employees and community support right here in Plantation."

Enterprise Florida President & CEO Gray Swoope acknowledged the value to the state of e-Builder's decision to grow further in Florida. "When a business chooses to expand here, it confirms that our state can provide the talent, resources and partnerships that are vital to the company's ability to achieve its goals," Swoope explained. "We take pride in being able to support e-Builder's initiatives while welcoming the company's investment and jobs that will benefit our citizens."

e-Builder has committed to add 33 high-paying jobs with an average salary in excess of 150 percent of the local Broward

County average wage, or \$63,509. e-Builder also plans to invest in the renovation of property adjacent to their existing facility at 1800 Northwest 69th Avenue in Plantation.

The office of Governor Rick Scott, Enterprise Florida, the City of Plantation and the Greater Fort Lauderdale Alliance worked together to help e-Builder expand in Plantation.

Plantation Mayor Diane Veltri Bendekovic said, "We are delighted that leading corporations like e-Builder continue to make the City of Plantation their location of choice. This project exemplifies the dedication of our staff, and the City's commitment to new and expanding business enterprises. We are grateful to E-Builder for their expansion in Plantation and wish them every success."

Greater Fort Lauderdale Alliance President and CEO Bob Swindell said, "We are pleased to have had the opportunity to work with our partners at the City of Plantation, Enterprise Florida and the Governor's Office on behalf of e-Builder. The mission of the Alliance is to maintain and grow the presence of target industry companies in the Greater Fort Lauderdale/Broward County area that can take advantage of our world class quality of life, transportation access and highly rated business and personal tax climate. e-Builder is a prime example of one of those important target industry companies."

Private Jet Charter expands its North American footprint with a new headquarters office in Fort Lauderdale

Private Jet Charter, one of the world's largest independent private jet charter brokers and consultants that recently celebrated the 21st anniversary of its founding in 1991 and opened its initial North American regional headquarters and charter hub in downtown Fort Lauderdale in April 2011 as part of an aggressive expansion plan in North America, held a ribbon cutting ceremony for its newly expanded headquarters at the Sun Sentinel office building at 500 East Broward Boulevard. The expanded Fort Lauderdale office is the company's fifth in its network complementing locations in London, Nice, Dubai and Moscow.

Private Jet Charter founder and Chief Executive Hugh Courtenay, who has overseen the company's growth from inception in 1991, said, "After expanding our marketing activities in the US market and establishing an initial office in April 2011, our new North American office led by Managing Director Jeff Garrity and staffed by a team of specialist aviation consultants, speaks to the success we have already achieved and places us in the perfect position to capitalize on the exponential growth of the American Market and the largely untapped opportunities of Central and South America."

"Our site selection process initially focused on Las Vegas or Chicago, but the presence of the Fort Lauderdale Executive Airport – one of the nation's busiest – and the assistance provided by the Greater Fort Lauderdale Alliance CEO Council through Robin Ronne and City of Fort Lauderdale economic development officials motivated us that Fort Lauderdale was indeed the right choice to use as a platform for the entire North American market," Courtenay added. "The continued coordinated assistance of the CEO Council and the City of Fort Lauderdale to provide expedited permitting has allowed us to occupy our new space in less than 60 days, and we are absolutely very grateful for all they have done on our behalf."

CEO Council Chairman Ray Ferrero, Jr. said, "We are delighted to celebrate Private Jet Charter's expanded regional headquarters and charter hub in Greater Fort Lauderdale, and congratulate Hugh and Wendy Courtenay and their staff for the substantial progress they have made in just the past 14 months. Their positive experience ratifies the CEO Council's mission to market Greater Fort Lauderdale as a premier location for corporate and international regional headquarters, and we look forward to celebrating their future successes in the years to come."

Fort Lauderdale Mayor Jack Seiler added, "We are very happy to assist leading companies in their fields such as Private Jet Charter in expanding their Fort Lauderdale headquarter operations, which speaks to the growing reputation of Fort Lauderdale as a location of choice for international businesses to serve their rapidly expanding North American market. We wish them all continued success."

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

Save-A-Lot Announces Plans for New Distribution Center in Pompano Beach

Save-A-Lot, one of the nation's leading hard-discount grocery retailers and a wholly owned subsidiary of SUPERVALU, has announced plans for a new 250,374-square-foot food distribution center in Pompano Beach. The state-of-the-art center located at 2800 North Andrews is expected to open by February 2013 and employ more than 30 employees initially, with the potential for hiring additional employees once the facility is at full capacity.

Formerly operated as a US Foodservice cold storage facility containing 217,806 square feet of usable space, the property landlord, KTR Capital Partners, will expand the existing location to 250,374 square feet and renovate the remaining space to accommodate Save-A-Lot's dry and cold storage operations.

Save-A-Lot operates more than 1,300 stores in 39 states, and has identified plans to double the number of stores it operates nationally. Currently, there are 139 Save-A-Lot stores in Florida. The new distribution center will help support the company's growth plans in Southern Florida and the surrounding area, which the company has identified as a key region for development. To read more, please [click here](#).

Economic Activity on the Rise at Port Everglades

Business activity is up at Broward County's Port Everglades by nearly 10 percent and the number of direct jobs by 13 percent, according to a recently updated economic impact study by internationally recognized maritime research company Martin Associates comparing figures from fiscal years 2010 and 2011 (October 1 through September 30). Martin's study is based on customized models developed for Port Everglades for both the cruise and cargo sectors.

"This is an optimistic sign that economic recovery is taking place in South Florida," says Port Everglades Chief Executive and Port Director Steve Cernak. "For example, this past year, we added 41 acres of space for container terminal yards through long-term agreements with SeaFreight Agencies and Crowley Liner Services. Although we still have a way to go to reach our record 2008 levels for container cargo activity, our numbers are climbing steadily."

The total value of regional economic activity resulting from business at Port Everglades rose to nearly \$15.3 billion in FY2011 from \$14 billion in FY2010. To read more, please [click here](#).

Governor Signs Bills to Benefit Port Everglades and Ports Throughout Florida

Broward County Commissioner Chip LaMarca and Port Everglades Chief Executive and Port Director Steven Cernak joined Florida Governor Rick Scott as the governor signed transportation bills SB 1998 and HB 599 into law.

Governor Scott said these bills will provide for Florida ports to become top in the world, creating economic development by encouraging foreign trade.

Both transportation bills contain critical funding for ports and language creating an expedited hearing process for environmental resource permits. To read more, please [click here](#).

Wilton Manors Becomes Sixteenth Alliance Platinum Permitting City

The City of Wilton Manors has been named the latest Greater Fort Lauderdale Alliance "Platinum Cities" after city commissioners approved a permitting excellence processes recommended by the Alliance. Sixteen 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, Plantation, Cooper City, Deerfield Beach, Coral Springs, Hollywood, Dania Beach, Pompano, Margate and Lauderhill.

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

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. These businesses 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 single point of contact 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. Cities that adopt the new process are promoted and marketed on the Alliance website (www.gfalliance.org), in Alliance promotional materials, on social media sites and in other ways.

If you are a member or partner of the Alliance and would like to be involved in the Platinum Cities Action Team, please contact Gail Bulfin at gbulfin@gflalliance.org or at 954-627-0127.

Broward Six Pillars Strategic Visioning Process Continues Great Progress

Nearly 400 community leaders and volunteers have registered to work on Broward's Six Pillars strategic visioning process and are currently in the process of developing Broward's recommended Six Pillars Plan. This important job creation planning process looks to a 20-year horizon. The Alliance is working with Broward County and a number of other community partners to lead the effort to become a Six Pillars certified community. Six Pillars will be addressing these topics which are deemed critical to economic success in the future:

- (1) Talent Supply & Education
- (2) Innovation & Economic Development
- (3) Infrastructure & Growth Leadership
- (4) Business Climate & Competitiveness
- (5) Civic & Governance Systems
- (6) Quality of Life & Quality Places

For more information about the process or to volunteer, please visit www.sixpillarsbroward.org.

The Arts Mean Business

In June, the nation's leading nonprofit organization for advancing the arts in America, Americans for the Arts, released Arts and Economic Prosperity IV. This study shows that Broward County's arts and culture industry grew by 50 percent, in the period from 2005 - 2010, generating \$230 million in economic activity. Included in this study were 182 communities – representing all 50 states and the District of Columbia.

Broward County's nonprofit arts and culture industry generated \$230 million in local economic activity, a number that is comprised of \$103 million in spending by nonprofit organizations and \$127 million in event-related spending by audiences. This total number supports 6,402 full-time-equivalent jobs, generates \$157 million in household income to local residents, and delivers \$21.9 million in local and state government revenue. To read more, please [click here](#).

Zimmerman Advertising Chairman Jordan Zimmerman Recognized as Ernst & Young Entrepreneur Of The Year 2012 Award Winner in Florida

Zimmerman Advertising announced that Founder and Chairman, Jordan Zimmerman, has been selected as the Ernst & Young Entrepreneur Of The Year® 2012 Award winner for the Corporate Innovator Category in Florida. The award was presented Thursday, June 14, at a special gala held at the Hilton Orlando. It recognizes outstanding entrepreneurs who demonstrate excellence and extraordinary success in such areas as innovation, financial performance and personal commitment to their businesses and communities. To read more, please [click here](#).

Alliance Economic Sourcebook Advertising Space Available

The Alliance is once again working with the South Florida Business Journal to publish its annual award-winning *Greater Fort Lauderdale/Broward County Economic Sourcebook and Market Profile*. This valuable guide serves as a primary marketing tool to promote the entire Greater Fort Lauderdale/Broward County area. The *Sourcebook* is distributed in a number of ways including to Alliance members, included in national and international marketing kits, available at Chambers of Commerce and Broward County libraries, distributed in the South Florida Business Journal, and can be viewed on the Alliance website. The *Economic Sourcebook* provides Alliance members with an outstanding marketing opportunity. For additional information, please contact Amy Allen at 954-949-7561 or aallen@bizjournals.com.

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

Broward County Public Schools (BCPS) Tops State for Second Time in Algebra End-Of-Course Assessment

The Florida Department of Education recently released results of the Spring 2012 Algebra End-of-Course (EOC) Assessment State Report of Districts. Results highlight that BCPS again leads the state and the big five school districts.

The test was administered to all students enrolled in an Algebra I, Algebra 1B or Algebra I Honors course. The algebra results are provided relative to the state and show that BCPS algebra proficiency (60%) is higher than the state and four other large school districts (Hillsborough, Miami-Dade and Palm Beach at 56% and Orange at 55%). In addition, nearly all students enrolled in middle school algebra courses scored proficient on the test (99% in grade seven and 94% in grade eight). To read more, please [click here](#).

Florida College System Tops National Rankings for Tenth Straight Year

For the tenth year in a row, The Florida College System ranks among the top producers of associate degrees in the nation according to *Community College Week's* annual Top 10 report. The report, conducted by *Community College Week* using data from the National Center for Education Statistics (NCES), shows that Florida colleges lead America's more than 1,200 community colleges in a range of degree categories.

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

Local private investment group, Waterstone Capital LLC, purchased Springtree Center, a 46,760-square-foot retail center in Sunrise for \$3,475,000 or \$74.36 per square foot. **CBRE** Vice President William Strauss marketed the asset for sale and negotiated the transaction on behalf of the seller, Springtree LLC. To read more, please [click here](#).

Citi highlighted its ongoing commitment to helping communities by marking its 200th anniversary on Saturday, June 16, with its seventh annual Global Community Day. In 92 countries around the world, more than 100,000 Citi volunteers – the largest number of participants ever – gathered in the days leading up to and including Global Community Day to participate in 1,300 service projects that will benefit local communities. To read more, please [click here](#).

The Fort Lauderdale WAVE Streetcar project has been awarded an \$18 million grant from the Federal Transit Administration.

MetroBroward has teamed with the economic development and small business coordinators in cities throughout Broward County to convene a series of focus group discussions with Black owned businesses, which are invited to participate. To read more, please [click here](#).

Nipro Diagnostics, Inc., a leading manufacturer and marketer of blood glucose monitoring products and supplies for diabetes management, has announced that Dean Sorrentino has joined the company as Chief Financial Officer. To read more, please [click here](#).

Stiles Realty, the brokerage and leasing division of **Stiles**, has announced the appointment of industry veteran Paul Marko as president. In this role, Mr. Marko will assume leadership of the division, directing its market expansion throughout Florida as well as its strategic effort to grow third-party business. Mr. Marko will take over for Stiles' current president of Realty, Tom Kates, who is retiring after 27 years with the Company.

Templeton & Company won an Association for Accounting Marketing - Marketing Achievement Award for Collaterals - Announcements/Invitations during the 23rd annual AAM Summit in partnership with the AICPA Practitioners Symposium and TECH+ Conference held in Las Vegas, June 10-13.

Spotlight on Alliance Members

Corporate Council:

Larry Williams is President and CEO of **BRS Aerospace**, a Minneapolis-based aerospace company with three divisions: BRS Aviation, BRS Defense and BRS Safety. Larry and his team moved their military parachute business to Pompano Beach in 2011 and, along with his wife Mary, are active in the identification and fulfillment of defense contract work for the U.S. Military. BRS Aerospace also makes who airplane parachutes has been contracted to supply parachute recovery systems for the basic training aircraft used by the Indian Air Force.
www.brsparachutes.com



Larry Williams

Entrepreneur:

Lou Partenza is a new member at the Entrepreneur level and is a partner at **Activate Group, Inc.** Founded in 2004. Activate has provided management consulting, executive coaching, training, employee selection, and sales force development for many businesses large and small. He is joined at the Alliance by his colleague, Howard Shore, President of Activate Group.

www.activategroupinc.com

www.activategroupinc.com/blog/lpartenza@activategroupinc.com



Lou Partenza

Phil Grose is a Risk Advisor for **Furman Insurance**. He has expertise in four key market segments: Construction Risk, Property Placement, Health Care/Blood Banks, Work Comp. He is a graduate of Pace University and is a member of BOMA, Associated Builders and Contractors ACRES and the Construction Association of South Florida.

www.furmaninsurance.com

phil@furmaninsurance.com



Phil Grose

Michael Meguiar is the Plant Manager at **Propulsion Technologies International, LLC** (PTI). PTI is a 50/50 joint venture between GE and Scema. They have over 125,000 sq.ft of manufacturing space in Miramar where they provide high quality engine repair and overhaul services for airplanes. Michael was previously the plant manager for a “green field” site in Las Vegas for GE Transportation. He graduated from Murray State. Along with HR director Zafi Atanasova, Michael will be sitting at the Entrepreneur Council.

www.ptechi.com



Michael Meguiar

New **Associate** member:

Audra Durham, Hyatt Place 17th Street Convention Center, comes in at the Associate level. Hyatt Place is two miles from the airport and ½ mile from Port Everglades, conveniently situated to downtown.

ftlauderdaleairport.place.hyatt.com

Upcoming Economic Development Meetings, Missions & Events

Enterprise Florida Events:

Export Sales Mission to Trinidad & Tobago

August 5 – 8, 2012

Port of Spain, Trinidad & Tobago

Event Type: International Trade and Investment

Industry Sector: Various

Region: Latin America & the Caribbean

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:

Seven50: Southeast Florida Regional Partnership Opening Summit

Wednesday, June 27, 2012 9:00 a.m. - 3:00 p.m.

Location: Hyatt Regency Tampa, 211 North Tampa Street, Tampa

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

Florida Economic Development Council (FEDC) Conference

June 27-29, 2012

Location: Hyatt Regency Tampa, 211 North Tampa Street, Tampa

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

State of the City Address and Advisory Board Reception Featuring Fort Lauderdale Mayor John P. “Jack” Seiler

Thursday, June 28, 2012 6:00 p.m.

Location: Museum of Discovery and Science, 401 S.W. 2nd Street, Fort Lauderdale
For more information, please [click here](#).

Broward College: Next Generation Aviation Career Expo

Wednesday, July 11, 2012

Location: Broward College – South Campus, Gymnasium (Bldg. 65)

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

110 Tower & Glam-A-Thon: VIP Pink Bubble Bash

Thursday, July 12, 2012 5:30 p.m. – 7:30 p.m.

Location: 110 Tower, 110 S.E. 6th Street, 7th Floor, Fort Lauderdale

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

ArtServe's Red Eye Event

Saturday, July 14, 2012 6:00 p.m. – 10:00 p.m.

Location: ArtServe, 1350 E. Sunrise Boulevard, Fort Lauderdale

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

"How to do Business with Broward County" Workshop Series

Business owners interested in contracting with Broward County can attend free two-hour seminars presented monthly by the Office of Economic and Small Business Development and the Purchasing Division. Learn the secrets of doing business with Broward County government while gaining valuable insight into the County's purchasing process and small business certification programs.

Thursday, July 19, 2012 3:00 p.m. - 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 Council Connect

TBA 6:00 p.m. - 8:00 p.m.

Location: TBA

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

SAVE THE DATE:

Greater Fort Lauderdale Alliance Annual Meeting

Thursday, October 4, 2012 6:00 p.m. - 9:00 p.m.

Location: Seminole Hard Rock Hotel and Casino, 1 Seminole Way, Hollywood, FL 33314

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).

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

To see a short video of highlights from our 2011 annual meeting, courtesy of Six Points Media (a Patriot National Insurance Group company), please [click here](#).

THE ALLIANCE: PARTNERSHIP FOR ECONOMIC GROWTH

Broward County's Official Economic Development Partnership

110 E. Broward Boulevard, Suite 1990, Fort Lauderdale, FL 33301 • Phone: 954-524-3113, 800-741-1420 • Fax: 954-524-3167

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