



Photo by Ken Henson – ken@whitehotmedia.com

**The Alliance E-Newsletter**  
**May 31, 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

**Astor & Black Announces Relocation of Corporate Headquarters from Columbus, Ohio to Pembroke Pines**

Astor & Black Custom Clothiers, a leading direct to consumer clothing company for men and women, has announced the relocation of its corporate headquarters from Columbus, Ohio to Pembroke Pines.

Florida Governor Rick Scott, Enterprise Florida, the City of Pembroke Pines and the Greater Fort Lauderdale Alliance CEO Council worked closely with Astor & Black officials to attract the company's headquarters to Pembroke Pines. Astor & Black will create 62 high paying jobs with an average salary in excess of 200% of the local Broward County average wage. The company will be leasing approximately 22,000 square feet of space at the Miami Herald Building located at 2010 NW 150th Avenue, Pembroke Pines, and invest \$1.475 million in capital expenditures for construction & renovation, leasehold improvements and purchase of IT software, computer equipment, furniture, fixtures and other equipment over a 3 year period. The state and local incentives from Florida and the City of Pembroke Pines total \$554,000 and consist of \$434,000 from the Qualified Target Industries Tax Refund Program along with \$80,000 from the Governor's Quick Action Closing Fund and \$40,000 in a Quick Action Closing Fund Direct Cash Incentive from the City of Pembroke Pines for the hiring of Pembroke Pines residents.

According to Astor & Black Co-CEO Richard Dent, “In support of the company’s sweeping goal of growing to \$300M, finding a locale that best supports the aspiration of the brand and a facility that meets the rapidly expanding space needs of the business, was a critical component of the company’s comprehensive growth strategy. The decision to choose Pembroke Pines, Florida and the Greater Fort Lauderdale area as the ultimate location for our headquarters was made easy based on several key decision factors, including but not limited to the enhanced ability to attract world class talent, the access to direct air travel and the quality of the local talent pool in the Greater Fort Lauderdale area. The leadership and support of Florida Governor Rick Scott, City of Pembroke Pines Mayor Frank Ortis, Greater Fort Lauderdale Alliance CEO Council Chairman Ray Ferrero, Jr., and many others were critical to the selection of Pembroke Pines, and I am personally grateful for their efforts on our behalf.”

“Astor & Black’s choice of Florida reflects our state’s ability to provide the talent, resources and partnerships that can help progressive companies achieve their business goals,” said Gray Swoope, President & CEO of Enterprise Florida Inc., the state’s principal economic development organization. “We look forward to Astor & Black as a business partner and contributor to Florida’s economic growth.”

Pembroke Pines Mayor Frank Ortis said “We are delighted that a leading corporation like Astor & Black has chosen the City of Pembroke Pines as 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 Astor & Black, and look forward to working with them to ensure that they enjoy every possible success in Pembroke Pines.”

According to Greater Fort Lauderdale Alliance CEO Council Chairman Ray Ferrero, Jr., “We are so very pleased to have had the opportunity to work with our partners at the City of Pembroke Pines, Enterprise Florida and the Governor’s Office on behalf of Astor & Black. The CEO Council’s mission is to maintain and grow the presence of the more than 150 corporate and international headquarter operations 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, and Astor & Black’s decision provides further positive confirmation and ratification of our initiative.”

For more information about Astor & Black, please visit [www.astorandblack.com](http://www.astorandblack.com).

### **CTS Engines Opens New Engine Service Center in Fort Lauderdale**

CTS Engines, a leading independent engine MRO, has announced the grand opening of its new, state-of-the-art engine service center. The 60,000 square foot building, located next to Fort Lauderdale-Hollywood International Airport, is a full service engine overhaul facility capable of performing the vast majority of all engine repairs in-house.

“The opening of our new engine service center signifies a milestone in the long-term development of CTS Engines,” said Brian R. Neff, Chairman and CEO. “With this development, CTS officially enters the ranks of first tier engine MROs worldwide. From a capabilities standpoint, we can now compete on an even playing field with any other MRO anywhere—with the distinct advantages that CTS has always possessed in terms of value, quality, and customer service.”

The provision of engine maintenance to the civil aviation industry, a \$19 billion market, is expected to grow by over 5% annually through 2022 as commercial engines increasingly become more complex and fuel efficient. With the opening of the new engine service center, CTS is positioned to reap the benefits of these trends.

The facility includes ten full service engine bays with gantries, full cleaning and FPI capabilities, weld shop, plasma booth, coordinate measuring machine, high speed blade tip grinder, vertical machining center, horizontal and vertical balancing machines, bearing room, and gearbox room. The shop is capable of performing approximately 70% of all repair services in-house, a number commensurate with other full service engine MROs.

Florida is the national capital of the aircraft MRO industry, with 13% of all MROs in the U.S. located in the state. “We are proud to call Fort Lauderdale our home,” said Mr. Neff. “There is no better market for us to be located, and we appreciate the business-friendly environment engendered by both the city and state.”

CTS Engines was formed in 2002 by former managers of Greenwich Air Services, Inc., a well-respected, Miami-based engine MRO acquired by the General Electric Company in 1997. “More than anything, the investment required to build our new engine service center was an investment in the management of CTS, many of whom can trace their lineage back to Greenwich Air Services,” said Mr. Neff. “These men and women are experienced in the provision of engine MRO services to airlines worldwide, and we could not succeed without them.”

The construction of the new facility is part of CTS's \$25 million capital expansion program. Other directives under this program include the acquisition of additional tooling and machinery, spare engines, and the building of two high thrust engine test stands in Jupiter, Florida.

CTS Engines is a high quality provider of maintenance, repair, and overhaul services to owners and operators of jet engines worldwide. In its world-class, 60,000 square foot engine service center, located in Ft. Lauderdale, Florida, the company offers complete engine overhauls on the CF6-50, CF6-80, CF34-3, and CF34-8 engine. Globally, the company offers outstanding field service support on nearly every major engine platform in operation. Since 2002, CTS Engines has built its reputation on the ability to provide its customers with a better solution for engine maintenance. Please see [www.ctsengines.com](http://www.ctsengines.com) for more information.

### **Alliance Mid-Year Meeting Features New Jobs Announcements, Bloomberg Radio Host Kathleen Hays, AutoNation Chairman Mike Jackson, and Presentation of World Class Faculty Award**

The Alliance reported at its mid-year meeting on Thursday, May 3 that it helped attract 13 new company relocations and expansions during the first half of its 2011-12 fiscal year that ended March 31. This resulted in 780 new value added jobs, 943 retained jobs and more than \$9 million in new capital investment. The announcement was made by Alliance Chairman J. David Armstrong, Jr., president of Broward College.

Some of the companies that relocated or expanded in Broward County include (with anticipated job additions over the next three years):

Saveology.com will be adding 700 new jobs in Margate, retaining 550 jobs and making a \$2.4 million capital investment.

Interplex Sunbelt Inc. will be adding 17 jobs in Tamarac and making a \$1.4 million capital investment.

American Medical Depot will be adding 50 new jobs in Miramar, retaining 97 jobs and making a \$5 million investment.

Juratoys will be establishing its U.S. headquarters in Fort Lauderdale and initially adding 5 new jobs.

The keynote speaker at the meeting was Kathleen Hays, host of "The Hays Advantage" on Bloomberg Radio, the number 1 business radio show in America. Ms. Hays was introduced and later interviewed by Mike Jackson, Chairman and CEO of AutoNation. The topic of their discussion was "The U.S. Economy, Jobs and the Fed - What's Ahead in 2012."

Alliance President and CEO Bob Swindell cited the great work of Mason Jackson and WorkForce One Employment Solutions and said, "I'm pleased to say that the unemployment rate in Broward County is now 7.5%, which is the lowest it has been in three years. Also, Broward County gained more manufacturing jobs in the last year than any other metro area in the state. Broward County has now experienced 18 consecutive months of over-the-year job growth."

The Alliance's Educational Excellence Builds Business (E<sup>2</sup>B<sup>2</sup>) Action Team Chairman Norm Seavers, Associate Vice President of the Institute for Economic Development at Broward College, presented the Alliance's World Class Faculty Award to Florida Atlantic University Associate Professor Dr. Pierre-Philippe Jean Beaujean. Dr. Beaujean is in the FAU Department of Ocean and Mechanical Engineering and is well-known for his work with the military and Homeland Security in underwater acoustic telemetry communications and positioning using sonar technology. His program is housed at SeaTech, the renowned Dania Beach marine studies campus of FAU.

More than 400 people attended this year's meeting which was held at the Hyatt Regency Pier 66. "We had a sold out crowd, no doubt due to our great speakers. The team at Pier 66, led by Glenn Spanier and Michael Berry made sure every detail was spot-on," said Gail Bulfin, Alliance Vice President of Membership Development and event coordinator.

#### **Special Thanks to the Mid Year Meeting Sponsors!**

**Presenting:** AutoNation, FPL and Patriot National Insurance Group

**Platinum:** Broward College, Hyatt Regency Pier Sixty-Six, JM Family Enterprises, Nova Southeastern University

**Silver:** Compass Office Solutions, Research in Motion

**Partner:** Broward County

## **Broward Six Pillars Strategic Visioning Process Continues Great Progress**

Nearly 250 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 which looks to a 20-year horizon will be completed in July. 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, please visit [www.sixpillarsbroward.org](http://www.sixpillarsbroward.org).

## **Alliance Participates in Team Florida Mission to Spain**

Alliance President and CEO Bob Swindell and Alliance International Business Manager Paola Isaac Baraya have just returned from an International Team Florida mission to Madrid, Spain with Governor Scott and Enterprise Florida (EFI). While on the mission, the Alliance presented to Spanish executives about investing in Florida. The panel on which the Alliance participated is an excellent example of our regional collaboration, as the Alliance was joined by the Miami-Dade Beacon Council and the Business Development Board of Palm Beach County for a presentation on "South Florida: Your Global Business Connection." explaining why Southeast Florida is an excellent business location for doing business in the Americas and the Caribbean.

## **Pembroke Pines City Commissioner Writes Op-Ed Piece About Success of Public/Private Partnership**

Following is the text of an op-ed piece by Pembroke Pines City Commissioner Angelo Castillo that was published in the Sun Sentinel on May 12, 2012:

Residents countywide are asking government to partner with the private sector and bring them the jobs and economic development they need to recover from the recession. Without jobs and business growth, any measurable progress to our economic recovery will be delayed.

In Pembroke Pines this objective has remained a clear priority and that's why my city has added over a half million square feet of new retail office space over the past year. That's more than any other city in South Florida. These new businesses have filled many of our shopping center vacancies while providing needed jobs. That's good news, but when corporate headquarters start relocating to our area, that's even better news.

Corporate headquarters bring the higher paying professional jobs that our residents and families really need. We're pleased to announce that Astor & Black Custom Clothiers will soon relocate their corporate headquarters from Columbus, Ohio to Pembroke Pines. The company will create 62 jobs with an average salary of \$104,000 in our city. Thanks to a coordinated investment of state and city economic development funds, 40 of those 62 jobs will be offered to Pembroke Pines residents.

That's just terrific for our city.

Astor & Black Clothiers is a leading direct to consumer clothing company. Working in cooperation with Enterprise Florida, the City of Pembroke Pines and the Greater Fort Lauderdale Alliance succeeded in relocating the company. Astor and Black will invest \$1.475 million locally to create and outfit their new office space. Approximately \$560,000 in total incentives got the job done, consisting of \$434,000 in state economic development funds and \$126,000 in city funds payable over six years.

This incentive allows Astor and Black to join us and implement their strategic plan to become a \$300 million company right here in Pembroke Pines. By the time they reach that goal, the company will be many times larger and already deeply rooted in our area, they will employ many more area residents.

Everyone wins when government and private companies work together to create jobs. It makes you wonder why this doesn't happen more often.

We in South Florida have many wonderful assets. We have great weather, outstanding homes at affordable prices, great roads and infrastructure, an outstanding port and airport, good schools, a talented, hard working and diverse workforce.

And no income tax. Florida remains one of the lowest taxing states in the nation and given the Internet, which allows companies to do business from anywhere in the world, you have to wonder why more of them have yet to establish headquarters in South Florida.

I posed that question to state business and government leaders and here's the most common answer I got — Florida lacks a sufficient "sales force" to get the word out directly to CEO's that we welcome them here. We need CEO's to realize why moving here makes sense.

They need to know about our communities and our incentives. We need them to realize that places like Columbus and Trenton, Brooklyn and Springfield are all great places. But they don't compare with Broward County. The same shore they've enjoyed on vacation for years is ripe to become their next corporate home. All the jobs that we need already exist. We simply need to bring them here.

There are no better sales people in Broward to speak to CEOs elsewhere than the many, already successful CEOs doing business in Broward County.

That's why groups like the Greater Fort Lauderdale Alliance are so important. Their members include business leaders willing to help promote our area's business interests. They can help government target industries and businesses that are a good match in our community.

Government should listen to them and follow their lead. Government should try harder not to lead that effort, but to follow and support their lead. If we don't organize and try, then success is impossible. I believe in Broward County and all our beautiful cities. Let's get organized. Let's bring businesses and jobs to Broward where those companies will be happier while making our community stronger.

Every second we waste deprives residents of the jobs and economic success we deserve.

### **Broward County Commission Recognizes May as World Trade Month**

To increase awareness about the importance of international trade as a major contributor to job creation and corporate growth, Broward County's Board of County Commissioners passed a resolution affirming May as "World Trade Month." World Trade Month is a state and federal initiative. As 55 percent of Florida's nearly \$150 billion in international trade comes through Florida's seaports, the resolution recognized Port Everglades for successfully growing global partnerships in more than 130 countries around the world.

"Florida's ports, such as Port Everglades, are poised for growth, especially on the trade routes to and from South America, Central America and the Caribbean," said Steven Cernak, Port Everglades Chief Executive/Port Director. "Expanding and maintaining our seaports and transportation corridors is essential for Florida to set the path for growth and prosperity in the global arena."

More than \$13.3 billion worth of export goods moved through Port Everglades in calendar year 2011, making Broward County's seaport the top seaport in Florida for exports. Exports support 79,800 U.S. jobs, according to the U.S. Department of Commerce, that estimates every \$1 billion in exports supports 6,000 U.S. jobs.

"World Trade Month provides an opportunity to reaffirm the benefits of trade and to emphasize America's commitment to a global marketplace that creates good jobs and lifts up American families," said Broward County Commissioner Dale Holness at the May 1<sup>st</sup> meeting where the Commission approved the resolution. "The United States and our trading partners stand to gain when trade is open, transparent, rule based and fair, showing respect for labor and environmental standards." To read more, please [click here](#).

### **Alliance's Robin Ronne Re-Appointed to CoreNet Global Board of Directors**

Robin Ronne, Managing Director of the Alliance's CEO Council, has been re-appointed to serve as a member of the Board of Directors of CoreNet Global, the world's largest professional association for corporate real estate and workplace executives, service providers, and economic developers. His board re-appointment was announced at the Closing General Session of the April 29 – May 1 San Diego Global Summit.

Ronne is a longtime member of the 7,000+ member international organization. He has maintained extensive involvement in a range of organizational priorities and activities, serving as a member of the Editorial Advisory Committee of *The LEADER* magazine, CoreNet Global's professional journal and official publication, along with serving as a member of the Finance Committee and Issues Advocacy Focus Group.

To read entire story, 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](mailto:aallen@bizjournals.com).

### **Looking for Great Employees?**

If you are looking to fill job openings within your company, please remember to post your positions on Employ Florida MarketPlace at [www.employflorida.com](http://www.employflorida.com). This is a no-cost service offered through WorkForce One. To see personal feedback from a recent new hire made through this process, please [click here](#).

### **Education, Workforce Development and Educational Excellence Builds Business (E<sup>2</sup>B<sup>2</sup>)**

### **Broward County Public Schools (BCPS) High Schools Named Among Best in the Nation by U.S. News & World Report**

BCPS is home to several Best High Schools in the nation and state, according to new rankings by *U.S. News & World Report*. In all, 14 BCPS high schools received gold, silver, or bronze medals in U.S. News' Best High Schools 2012 national rankings.

U.S. News evaluated more than 22,000 public high schools in 49 states and the District of Columbia. Schools were awarded gold, silver or bronze medals based on state proficiency standards, exams, how well students are prepared for college and other factors. A three-step process determined the Best High Schools. The first two steps ensured that the schools serve all of their students well, using performance on state proficiency tests as the benchmarks. For those schools that made it past the first two steps, a third step assessed the degree to which schools prepare students for college-level work. Schools with highest unrounded college readiness index values were numerically ranked nationally from No. 1 to No. 500 and were the gold medal winners.

Broward's top national ranking high schools and gold medalists, also ranking in the state's top 50, are Cypress Bay High School (#19 state, #253 national), Pompano Beach High School (#20 state, #262 national) and McFatter Technical High School (#24 state, #329 national). In addition, four BCPS high schools are national silver medalists and rank in the state's top 50 – Nova High School (#32 state, #544 national), Atlantic Technical High School (#38 state, #611 national), Cooper City High School (#46 state, #810 national) and Fort Lauderdale High School (#48 state, #854).

### **The College Board Recognizes Fort Lauderdale High School with 2012 Gaston Caperton Inspiration Award of \$25,000**

Fort Lauderdale High School is one of three exceptional high schools in the country named by the College Board as Gaston Caperton Inspiration Award winners for improving their academic environments and helping underserved students achieve equitable access to higher education, overcoming remarkable obstacles in the process. College Board officials this week presented Fort Lauderdale High School Principal Priscilla Ribiero with a \$25,000 cash award as part of the honor to apply toward programs that encourage students to attend college.

"Inspiration Schools help show us that all students, regardless of background, can achieve success in the classroom," said U.S. Secretary of Education Arne Duncan. "At a time when higher education is absolutely critical to restoring our nation's economy, these schools are providing a pathway to college and giving all their students a greater chance at achieving the American dream."

### **Dillard Center For The Arts Jazz Band Takes Top National Honors**

For the second year, Dillard Center for the Arts' Jazz Ensemble took first place at the 17th Annual Essentially Ellington High School Jazz Band Competition & Festival, presented by Jazz at Lincoln Center in New York City, May 4-6, 2012. The band also took first place in last year's competition and finished second the year prior.

Fifteen high school bands made the national cut as finalists to compete among the best of the best from more than 100 nationally that qualified to apply. Dillard was one of the top three top bands chosen from the field of 15 finalist bands that participated in the three-day competition and festival.

### **Flanagan High School Wind Orchestra Wins Highest Honor at National Competition**

The Flanagan High School Wind Orchestra recently competed at the Grand National Adjudicators Invitational (NAI), in Chattanooga, Tennessee, April 26 – 27, 2012. Flanagan Wind Orchestra was awarded the highest honor of Grand Champion, and was recognized with the Honor Award for exceptional achievement as a superior performance group. Flanagan also received the Judge's Award in recognition of Outstanding Woodwinds and Percussion in Concert Performance. The Flanagan Wind Orchestra is made up of 46 woodwind, brass, and percussion students. The Grand NAI plaque will be showcased at Flanagan High School through November 2012. The Grand National Adjudicators Invitational is a premier concert festival open to instrumental ensembles receiving at least one superior rating at district, regional, or state festivals within the last three years. It's the most prestigious concert band and orchestra events of its kind.

### **Atlantic Technical Center Magnet High School Students Win Top Awards in National Leadership Conference**

Atlantic Technical Center Magnet High School's Business Professionals of America (BPA) state-qualifying students attended the BPA National Conference in Chicago last month, April 25-29, along with over 6,000 high school students throughout the nation. Atlantic Technical students earned many awards at this year's national leadership conference. Most notably were Danielle Coley who achieved first place in the nation in Advanced Spreadsheet Applications and the Global Marketing Team – Treshauna Price, Derica Reed, Angela Ruge, and Dexter Stewart – which achieved third place in the nation honors.

### **Five Broward County Public Schools (BCPS) Students Named as National Merit Scholarship Winners**

Five BCPS students have been named as National Merit \$2,500 Scholarship winners by National Merit Scholarship Corporation (NMSC). The students were chosen from a talent pool of more than 15,000 outstanding finalists in the 2012 National Merit Scholarship Program.

The students selected were determined to have the strongest combination of accomplishments, skills and potential for success in rigorous college studies. They were selected by a committee of college admission officers and high school counselors and may use their awards at any regionally accredited U.S. college or university.

Students, their home schools and their probable career fields are as follows:

Bryan Blette, J. P. Taravella High School – Economics

Sonali Argade, Marjory Stoneman Douglas High School – Entrepreneurship/Music

Joshua M. Feinzig, Marjory Stoneman Douglas High School – Government Service

Elizabeth A. Myers, Marjory Stoneman Douglas High School – Medicine

Edward Yin, Marjory Stoneman Douglas High School – Actuarial Science

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

National Endowment for the Arts' (NEA) Chairman Rocco Landesman recently announced that **Broward County** Cultural Division is one of 788 not-for-profit national, regional, state, and local organizations nationwide to receive an NEA "Art Works" grant. Broward County was one of 16 recipients in the State of Florida. Broward Cultural Division is recommended for a \$40,000 grant that will provide creative incentives and customized resources to local artists for projects that engage artistically underserved communities and provide lifelong learning activities for youth and adults, through the Creative Artist Advancement Program (CAAP).

Congratulations to several Alliance members who were honored by the Boys & Girls Clubs of Broward County. Honorees for the 100 Outstanding Women for 2012 include: **Julie Berry, Stiles; Nancy Botero, Broward College Foundation; Gail Bulfin, Greater Fort Lauderdale Alliance; Gale Butler, AutoNation; Kim Cavendish, Museum of Discovery & Science; Linda Conahan, GUNSTER; Melanie Dickinson, South Florida Business Journal; Anne Hendricks, Greenspoon Marder; Katie Leach, Broward County School Board; Jacqueline Lorber, South Florida Symphony Orchestra; Charlotte Mather, Broward Health; and Peggy Nordeen, Starmark International.**

Congratulations to **Dr. Germaine Smith-Baugh, President and CEO of the Urban League of Broward County**, who has been named a 2012 Distinguished Young Leader Award recipient by the Thurgood Marshall College Fund (TMCF). The prestigious Distinguished Young Leader Award is named for the esteemed Supreme Court Justice Thurgood Marshall who was dedicated to justice, law and education. On June 7th, the TMCF will honor Dr. Baugh along with four South Florida young leaders who exemplify Justice Thurgood Marshall's commitment to justice, civil rights and education. Established in 1987, TMCF supports and represents nearly 300,000 students attending its 47 member-schools that include public Historically Black Colleges and Universities (HBCUs), medical schools and law schools.

**CBRE** arranged the sale of Atrium West, a suburban office building at 7771 West Oakland Park Boulevard, for \$4.8 million, or \$51.79 per square foot. The bank-owned asset was sold to Atrium 93, LLC, a local private equity group. CBRE represented the seller, ATC Realty One, a limited liability company. To read more, please [click here](#). Also, according to CBRE, the sale of the Arbour Building at 440 East Sample Road in Pompano Beach demonstrates a changing trend in the asset category of actively trading properties. During the past 24 months, sales have been almost entirely comprised of core Class A product or distressed assets. The Arbour Building, a stabilized Class B office building, lies between these two opposite ends of the spectrum for investment sales. To read more, please [click here](#).

Shareholder Ivan J. Reich, of the Fort Lauderdale office of **GrayRobinson, P.A.**, was sworn in as president of the Commercial Law League of America (CLLA) on May 5th at the 80th Annual CLLA Chicago/Spring Meeting. Founded in 1895, the CLLA is the nation's oldest organization of attorneys, collection agencies, judges, accountants, trustees, turnaround managers and other credit and finance experts working in the commercial law, bankruptcy and insolvency field.

Endorsed by **Patriot National Insurance Group's founder and CEO, Steve Mariano (a member of the Alliance CEO Council)**, "*The Athletic Mindset: Three Tools for Success*", is a crucial tool for corporations to motivate and teach staff about how to think like an athlete, with a positive outlook, to attain great success. With the 2012 Summer Olympics right around the corner, "The Athletic Mindset" is sure to ignite a flame in us all that says, "Go for the gold." To learn more, please visit

<http://theathleticmindset.com/>.

**Stiles Realty** has closed the \$2.75 million sale of one of Broward County's most visible commercial buildings – the former Harley Davidson dealership in Center Port Business Park, Pompano Beach. Kimberly Barbar, broker associate with Stiles, represented the owner in the sale of the 2.9-acre property to 9006-4940 U.S., Inc., an entity related to Soprema, Inc., a world-wide leading manufacturer in the commercial roofing and waterproofing industry. For a different property owner, Stiles is currently marketing an adjacent two-acre land parcel with I-95 frontage. To read more, please [click here](#).

Today's children spend less time playing outside than any previous generation, but 213 cities and towns - including Sunrise and **Tamarac** - earned recognition from national non-profit KaBOOM! as 2012 Playful City USA communities for their efforts to increase play opportunities for children.

### Spotlight on Alliance Members

#### Leadership Council

**Skanska**, a leading international project development and construction company, has joined the Alliance at the Leadership level. **Russell Sheppard**, Senior Vice President for Skanska USA Building Inc., will sit on the Leadership Council. Russ will be joined by **Jose Cortes**, VP - Business Development at Skanska USA Building. Skanska was founded in Sweden in 1887 and is one of the world's ten largest construction companies, employing 53,000 employees in selected home markets in Europe (Sweden, Norway, Finland, Poland, Czech Republic, Slovakia, Hungary, UK), the US and Latin America. The single largest home market in Skanska is the USA, followed by Sweden. [www.skanska.com](http://www.skanska.com)



Russell Sheppard

#### Corporate Council

**Museum of Discovery and Science** is now a member of the Alliance. Led by **Patrick Flynn**, Executive Vice President of Development, who will sit at the Corporate Council, the Museum has been a leader in innovation in our community for over 35 years. **Tara McDonnell**, Director of Development, will sit at the Entrepreneur Council and Museum President/CEO Kim Cavendish will round out the Museum's participation. [www.mods.org](http://www.mods.org)



Patrick Flynn

### Entrepreneur Council

**Fowler White Boggs** has not only successfully managed a merger between two long-standing legal dynasties (May 1, 2012), they have joined the Alliance at the Entrepreneur Council level. **Adele Stone**, formerly of Atkinson, Diner, Stone is now a part of the merged firm and will represent Fowler White Boggs on the Entrepreneur Council. [www.fowlerwhite.com](http://www.fowlerwhite.com)



Adele Stone

**GrayRobinson**, founded in 1970, has 10 offices in Florida. They join the Alliance at the Entrepreneur Council level. **Gary Resnick**, in addition to being a shareholder concentrating on the representation of local governments and private clients in government and regulatory affairs, communications and cable law, utilities, and use of rights-of-way, is also the Mayor of Wilton Manors. **Peter Quinter**, Chair of the Customs & International Trade law group, will sit on the International Action team. [www.gray-robinson.com](http://www.gray-robinson.com)



Gary Resnick



Peter Quinter

Two new bankers join us from **Sabadell United Bank**: **Gary Kayfus**, Vice President for Commercial Banking and **Bruce Hecker**, Executive Vice President. Sabadell is wholly-owned by Banco Sabadell, a well-positioned international financial group built on trust, strength and sound leadership. Their motto is to “think globally and act locally.” They have a solid track record across the globe and a strong presence right here in South Florida. [www.sabadellunited.com](http://www.sabadellunited.com)



Gary Kayfus

And two new **Associate** members:

**Meredith Baker, James A. Cummings, Inc.** The construction company, started in 1982, is currently involved in the Fort Lauderdale Hollywood International Terminal 4 project. [www.jamesacummings.com](http://www.jamesacummings.com)

**Viktoria Telek, DCOTA Office Center.** Viktoria is the leasing director at DCOTA, the largest design campus of its kind with over 750,000 total square feet housing 100 interior and design showrooms for any work you might need for home, yacht or office project. [www.dcota.com](http://www.dcota.com)

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

### **Enterprise Florida Events:**

#### **Bio International Convention**

June 18 – 21, 2012

Boston, MA

Event Type: Convention / Trade Show

Industry Sector: Life Sciences

Region: North America

#### **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:**

#### **Business Education Seminar: Marketing & Branding Your Business**

Speaker: Nancy Leve, Virtual Fundamentals and New Business Development Manager, Florida Women's Business Center

Wednesday, June 6, 2012 6:00 p.m. - 8:00 p.m.

Location: War Memorial Auditorium, 800 N.E. 8th Street, Fort Lauderdale

For more information email [businesseducation@fortlauderdale.gov](mailto:businesseducation@fortlauderdale.gov)

#### **Wilton Manors Small Business Roundtable Breakfast**

Thursday, June 7, 2012 8:30 a.m. - 10:00 a.m.

Location: Hagen Park Community Center, 2020 Wilton Drive, Wilton Manors

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

#### **South Florida Hospital & Healthcare Association's 2012 Annual Healthcare Summit**

Thursday and Friday, June 7 – 8, 2012

Location: Greater Fort Lauderdale/Broward County Convention Center, 1950 Eisenhower 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, June 21, 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](#).

#### **Southeast Florida Partnership Opening Summit**

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

Location: Old School Square, Cultural Arts Center, 51 North Swinton Avenue, Delray Beach

#### **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](#).

## Alliance Calendar of Events

### **Alliance Entrepreneur Council Meeting (by invitation only)**

Wednesday, June 13, 2012 8:30 a.m. - 10:00 a.m.

Location: Roscioli Yachting Center, 3201 State Road 84, Fort Lauderdale

For more information, please contact Helen Kulp at 954-627-0131 or at [hkulp@gflalliance.org](mailto:hkulp@gflalliance.org).

### **Alliance Partner Council Meeting (by invitation only)**

Thursday, June 14, 2012 8:30 a.m. - 10:00 a.m.

Location: Cantina Laredo Restaurant, Village at Gulfstream Park, 501 Silks Run, Hallandale Beach

For more information, please contact Helen Kulp at 954-627-0131 or at [hkulp@gflalliance.org](mailto:hkulp@gflalliance.org).

### **Alliance Leadership Council Meeting (by invitation only)**

Tuesday, June 19, 2012 8:00 a.m. - 9:30 a.m.

Location: Port Everglades Administration Building, 1850 Eller Drive, 3rd Floor Conference Room, Fort Lauderdale

For more information, please contact Tania Vinaixa at 954-627-0133 or at [tvinaixa@gflalliance.org](mailto:tvinaixa@gflalliance.org).

### **Alliance Corporate Council Meeting (by invitation only)**

Wednesday, June 20, 2012 8:30 a.m. - 10:00 a.m.

Location: Seitlin Insurance, 6700 N. Andrews Avenue, Fort Lauderdale

For more information, please contact Helen Kulp at 954-627-0131 or at [hkulp@gflalliance.org](mailto:hkulp@gflalliance.org).

### **Alliance Governor Council Meeting (by invitation only)**

Tuesday, June 26, 2012 8:00 a.m. - 9:30 a.m.

Location: Capital Grille, Galleria Mall, 2414 East Sunrise Blvd., Fort Lauderdale

For more information, please contact Tania Vinaixa at 954-627-0133 or at [tvinaixa@gflalliance.org](mailto:tvinaixa@gflalliance.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@gflalliance.org](mailto:tvinaixa@gflalliance.org).

Calendar subject to change without notice. Please go to [www.gflalliance.org](http://www.gflalliance.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

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