



**The Broward Alliance**  
Leading Broward County in Building a  
Stronger and More Diverse Economy

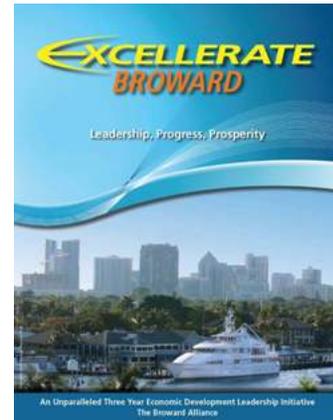


## The Broward Alliance E-Newsletter April 30, 2008

### Top Stories

#### **Broward Alliance Launches *Excellerate Broward***

Kathy Koch, chairman of the board of The Broward Alliance and James P. Tarlton (JT), president and CEO of The Broward Alliance have announced a new, strategic three year economic development campaign for Broward County called "*Excellerate Broward...Leadership, Progress, Prosperity.*" The purpose of *Excellerate Broward* is to emphasize corporate and regional headquarters attraction, grow existing businesses and promote Broward County as a world class location for business. "We believe this campaign comes at a perfect time," said Koch. "With the economic challenges Broward County, the state of Florida and the nation face, we must come together as a community to stimulate the local economy and grow jobs. *Excellerate Broward* is designed to help address our short term economic challenges and at the same time prepare us for long term economic success."



*Excellerate Broward* will utilize a three-pronged approach to economic development. One goal of the campaign is to focus on innovative business development programs, including an aggressive CEO-led headquarters attraction initiative (see below for more information) and a "grow our own" program to enhance and expand Broward's established companies and new businesses.

The second goal of the campaign is to define and promote a new world class brand for Broward County that will be promoted regionally, nationally and internationally to showcase Broward County as a premier business location.

The third goal involves expanded private sector leadership in economic development in Broward County. The theme of the campaign is Business Development + World Class Brand + Leadership = Economic Development Success.

"With world-wide global competition for talent and corporate recruiting, and a daunting real estate market, Broward County's future prosperity rests on whether we can accomplish these three strategic goals," said Koch. "This is the time for private and public sector leaders to come together to attract, retain and grow high quality jobs in our County."

For more information about *Excellerate Broward*, please visit [www.browardalliance.org](http://www.browardalliance.org).

#### **CEO Council to Lead New Headquarters Initiative**

A major component of the The Broward Alliance's new *Excellerate Broward* campaign is an initiative to attract corporate and regional headquarters to Broward County. As part of the initial phase of the campaign, sixteen local CEO's and their companies have invested \$800,000 to launch the initiative and the companies have committed significant resources for

the next three years. More companies are expected to join. This CEO-led group is called the CEO Council of The Broward Alliance.

The group has already been busy with The Broward Alliance, hiring an economic development expert to oversee the headquarters initiative. Robin Ronne, a thirty year veteran in the economic development field has joined The Broward Alliance as Managing Director of the CEO Council. Ronne's background includes having directed the Tampa (FL) Committee of One Hundred, Hillsborough County's primary economic development agency. Ronne has personally coordinated 100 successfully closed projects for 7.55 million square feet of space, 28,898 direct new jobs and over \$1.3 billion in capital investment.

The CEO Council includes **George Rahael**, Amera Corporation; **Mike Jackson**, AutoNation; **Alan Levan**, BankAtlantic Bancorp, Inc.; **Raymond Southern**, Balfour Beatty Construction; **Keith Koenig**, City Furniture; **H. Wayne Huizenga**, Huizenga Holdings, Inc.; **Colin Brown**, JM Family Enterprises; **Bob Moss**, Moss/Miller Joint Venture; **Ray Ferrero, Jr.**, Nova Southeastern University; **James O'Connor**, Republic Services, Inc.; **Rick Case**, Rick Case Enterprises, Inc.; **Roy Krause**, Spherion; **Terry Stiles**, Stiles Corporation; **Howard Greenberg**, Sun Sentinel; **Jim Rasmussen**, SunTrust South Florida; and **David Horvitz**, WLD Enterprises.

In addition to the CEO Council, The Broward Alliance has also formed a Leadership Cabinet which will provide strategic guidance and input to the *Excellerate Broward* campaign. The members of the Leadership Cabinet are **Alan S. Becker**, Becker & Poliakoff, P.A.; **Gale Butler**, AutoNation; **Steven Hickman**, Florida Shores Bank; **Kathy Koch**, Ambit Advertising and Public Relations; **Allen Levine**, Becker & Poliakoff, P.A.; **Gerard Litrento**, Regions Bank; **Jo Moskowitz**, Citrix Systems; **Peggy Nordeen**, Starmark International; **Chuck Piscotta**, KPMG; **Andrew Pober**, The Mergis Group; **John Ruffin, Jr.**, JD Ruffin Associates; and **Ben Wesley**, Florida Power & Light.

"The Broward Alliance has had tremendous success in the past, including generating more than \$450 million in capital investment in Broward County in the past five years," said Koch. "But we must do better. Other economic development organizations that compete with us are well financed and are seeking to entice Broward companies to move away, or to attract the same companies and knowledge-based jobs of the future that we want to create here. Our goal with *Excellerate Broward* is to compete on a global stage and provide high quality jobs in Broward County now and in the future."



*Pictured at The Broward Alliance CEO Council meeting are (Front Row L-R) George Rahael, Amera Corporation; H. Wayne Huizenga, Huizenga Holdings, Inc.; Alan Levan, BankAtlantic Bancorp, Inc.; Ray Ferrero, Jr., Nova Southeastern University; David Horvitz, WLD Enterprises, Inc.; Terry Stiles, Stiles Corporation; (Back Row L-R) Jim Rasmussen, SunTrust Florida; Mike Jackson, AutoNation; Howard Greenberg, Sun-Sentinel; Raymond Southern, Balfour Beatty Construction; Rick Case, Rick Case Enterprises, Inc.; and Bob Moss, Moss/Miller Joint Venture.*

## Goodwin Biotechnology, Inc. Completes Major Expansion Project

Plantation-based Goodwin Biotechnology, Inc. (GBI) announced last week the completion of construction of their expanded manufacturing suites. This expansion included the doubling of the cGMP manufacturing space and the addition of a 200L and 500L stirred tank bioreactor train to their hollow fiber and perfusion capabilities. On April 23rd the GBI team, together with representatives of GBI's parent company, Wallace Pharmaceuticals and key invited guests celebrated the commissioning of their new facility with a ribbon cutting ceremony and champagne toast.

During her opening speech Stephanie Finnegan, CEO, remarked, "This is the culmination of a dream we envisaged a decade ago. This was finally made possible by the investment and support of our parent company, Wallace Pharmaceuticals. Our team is eager to scale up our operations to manufacture life-saving therapeutics for late-stage clinical trials. We are proud to be an integral component of the rapidly growing biopharmaceutical presence in Florida."

The decision to invest in expanded capacity and compliance was fueled by the need to keep up with the growing needs of the industry to outsource biological manufacturing. A vast segment of the biotechnology industry is comprised of product R&D entities that have no wish or need to develop core competence in GMP manufacturing. In June 2007, Neogenix, based in Great Neck, NY, selected GBI as its partner for manufacturing a monoclonal antibody, NPC-1C, for the treatment of advanced cancer of the pancreas, a non-recourse disease. In 2007, GBI was chosen by Q Therapeutics, based in Utah, to manufacture their IgM antibody, a key component used in the isolation of stem cells to treat debilitating diseases of the central nervous system. Other GBI clients with process development and GMP contract manufacturing needs include biopharmaceutical companies such as Menarini and Thallion as well as renowned cancer research institutions such as Memorial Sloan Kettering Cancer Center. Another rapidly growing and important service area for GBI involves the conjugation of antibodies and recombinant proteins to various linkers to be used in radio-immunotherapy and the delivery of chemotoxins in small doses directly to the patients' cancer sites. GBI is one of only a few manufacturers qualified to develop and perform this highly specialized procedure.

"The impressive GBI facility expansion is a reflection of the company's capabilities and flexibility in providing quality custom manufacturing services to the biopharm industry. Thallion is proud to have them as a manufacturing partner," commented Claire Thuning-Roberson, Director of Pharmaceutical Development of Thallion Pharmaceuticals Inc.

"On behalf of Neogenix Oncology, I would like to extend our congratulations to the team at Goodwin Biotech. Completing a major expansion like this is a major undertaking, and its completion marks an important milestone in the company's growth and development. We are particularly pleased to be working with a group of such dedicated and talented individuals, and we all look forward to the day when cancer patients will benefit from our hard work," said Tom Lytle, Chief Operating Officer, Neogenix Oncology.

At the conclusion of the ceremony, GBI Chairman Karl Pinto stated, "This achievement today culminates a multi-phased expansion at GBI over the past three years during which we have successfully manufactured Phase-III clinical material, upgraded our Process Development infrastructure and capabilities and now increased our cGMP manufacturing capacity and Quality Systems to include stirred tank bioreactors. GBI aims to fill a gap that exists within the industry, particularly catering to earlier stage pre-clinical and clinical manufacturing programs with the ability to take them through the various phases of clinical development at affordable cost levels while consistently meeting the highest levels of quality required by the regulatory agencies worldwide with the quickest turnaround times in the business."

GBI is one of the earliest biopharmaceutical contract manufacturing organizations (CMOs), established in 1992. GBI specializes in process development and cGMP compliant mammalian cell culture manufacturing of bio-therapeutics for pre-clinical studies through

Phase III clinical trials. The company and its predecessor, The Goodwin Institute for Cancer Research have been operating in the biologics CMO sector since the early 1980's. GBI's clients include small to midsized biotech companies throughout North America and Europe, universities, renowned cancer research institutes and various branches of the U.S. government. GBI was acquired in 2004 by Wallace Pharmaceuticals Pvt. Ltd., a multi-specialty pharmaceutical manufacturer and distributor based in Goa, India. GBI and Wallace together offer clients the experience of an established US Contract Manufacturing Organization together with the potential for timeline and cost-effective scale up manufacturing in India. For more information, visit [www.goodwinbio.com](http://www.goodwinbio.com).

### **Whole Foods Expands in Pompano Beach**

Whole Foods Market, the world's largest retailer of natural and organic foods, has leased 71,754 sq. ft. of space in Pompano Beach, Fla., under a 10-year lease brokered by CB Richard Ellis. Harry Tangalakis, senior vice president, William Waxman, senior vice president, and Doug Norton, senior vice president, exclusively represented the tenant in the lease negotiations, while Larry Diner with Industrial Developments International (IDI) represented building ownership, Pompano Business Center, LLC.

Founded in 1980, Whole Foods Market has more than 270 locations throughout North America and the United Kingdom, and approximately 54,000 employees. This new lease, located at 2700 NW 19th St., will be used as the company's South Florida distribution center.

### **Education & Workforce Development**

#### **World Class Faculty Award Presented**

The Broward Alliance named Dr. Lewis Temares as the recipient of its World Class Faculty Award during The Broward Alliance's recent Quarterly Meeting. The award was presented as part of The Broward Alliance's "Educational Excellence Builds Business" campaign which was launched in 2006 by The Education-Workforce Development Committee of The Broward Alliance. The campaign is designed to enhance perceptions of business decision makers about the quality of Broward's PreK-20 education system and tout the quality of Broward's workforce.

As Vice President of Information Technology/Chief Information Officer, and Dean of the College of Engineering at the University of Miami, Dr. Temares is responsible for central computing, applications development and telecommunications at the University. He is leading the effort to "webify" and enhance the legacy systems using products from Ariba, Vignette, MicroStrategy, IBM, and Computer Associates. As Dean of the College of Engineering, Dr. Temares leads the College's 60+ faculty members. He is also a frequent keynote speaker, author, and presenter at academic and information technology conferences, and he has consulted with governmental agencies, private companies, and multinational organizations.



*Picture (L-R) are World Class Faculty Award recipient Dr. Lewis Temares; Broward Alliance Education and Workforce Development Committee Chair Lynn Goldman; and Broward Alliance President and CEO James Tarlton (JT).*

## **Broward County Public Schools Named 2008 Finalist for \$1 Million Broad Prize**

The Eli and Edythe Broad Foundation have announced that Broward County Public Schools and Miami-Dade County Public Schools are among five school districts that have been chosen as finalists for the 2008 Broad Prize for Urban Education, an annual \$1 million award that honors urban school districts across the country that are making the greatest progress in raising student achievement.

The winner of The Broad Prize, to be announced on Tuesday, Oct. 14 at the Museum of Modern Art in New York City, will receive \$500,000 in scholarships for graduating seniors. Each of the four finalist districts will receive \$125,000 in scholarships. This year is the third consecutive year Miami-Dade has been a finalist and the first time for Broward. It is the first time in The Broad Prize's seven-year history that two Florida districts have been in the running.

## **William Dandy Middle School Wins National Award**

William Dandy Middle School is one of the winners of the 2008 National Excellence in Urban Education Award, an honor established exclusively to recognize public schools or public charter schools serving urban communities. The announcement was made by San Diego State University's National Center for Urban School Transformation (NCUST). Only ten other schools from across the country won the award this year.

Schools could apply for NCUST Award if the majority of their students met low-income criteria; the school was located in an urban area; and the school did not use any selective admissions criteria. In addition, achievement results had to exceed state averages and also exceed the average for 90 percent of schools with similar demographics. The schools had to meet and exceed all No Child Left Behind (NCLB) adequate yearly progress requirements and also maintain high student attendance and low suspension rates.

## **Rankings & Trends**

### **Florida Ranked Nation's #2 Pro-Business State**

When ranked against other states for pro-business climate, Florida places second, an increase from third place in 2007 and seventh in 2006. This is according to the Chicago-based Pollina Corporate Real Estate 2008 Top 10 Pro-Business States study. The study has been published yearly since 2004.

"Since making its first appearance in the Pollina Corporate Top 10 in 2005, Florida has steadily continued its climb to the top, coming in at a strong #2 for 2008," noted Brent A. Pollina, Esq., the author of the *2008 Pollina Corporate Top Ten Pro-Business States* study. "Florida's strong tax climate and low unemployment costs contributed to this high ranking in 2008."

The study evaluates 29 factors pertinent to each state's efforts to be pro-business. Among them are taxes, human resources, right-to-work legislation, energy costs, infrastructure spending, workers compensation legislation and jobs lost or gained.

### **South Florida a Megaregion of the Future**

South Florida has been designated a megaregion of the future and a driver of U.S. economic growth in Richard Florida's new book, "Who's Your City?." Noted strengths include considerable capability in arts and entertainment technology, an up-and-coming biotech and marine biology research center, and its status as a gateway for Latin American banking and investments.

### **South Florida Region High on List of Commercial Real Estate Deals**

According to a recent report from Real Capital Analytics, the South Florida region ranks 15th in the world for commercial real estate investment deals, with a total of \$13.82 billion, placing it just behind Hong Kong and ahead of Dallas, Houston and Philadelphia.

## Creative Economy & Film

### State Film Industry Financial Incentive Boosts County Film Revenue

More film production revenue was recorded during the 2<sup>nd</sup> quarter of the Broward Alliance's fiscal year than any quarter in the history of the film office. A total of \$18,169,850 was the total production expenditures recorded on Broward County and city film permits this quarter. Film permits are issued for filming on public property. The film permitting office was created in 1982 by administrative order of the County and was located in the Broward Economic Development Board, which is now The Broward Alliance.

The increase in production is attributed primarily to the number of projects that consider Florida because of the \$25 million the state offers in the form of a 15% rebate on expenditures made to Florida companies, crew and talent during film and television production.

Less than one year old, the \$25 million production incentive has already resulted in 48 certified productions in Florida with anticipated Florida expenditures totaling \$152,532,544. More than half of that is being spent in South Florida. So far this year, Broward has attracted the following projects that have qualified for the film incentive rebate. The first two were based in Broward where they set up production offices and housed out of town department heads and talent.

- *Bart Got a Room* starring William Macy and Cheryl Hines. This independent feature written and directed by a Broward native, Brian Hecker, is one of the main films chosen to screen at the Tribes Film Festival in New York this month.
- *Untitled Teen Road Trip* Movie spent more than \$11 million here and shot in Weston, Southwest Ranches, Dania, and Davie.
- *Dostana*, a film from India, will shoot through May and has shot at the North Broward Medical Center, CB Smith Park, a Davie residence, and Hollywood Beach and Broadwalk.
- *Marley and Me* starring Jennifer Aniston, Owen Wilson and Alan Arkin began their shoot in Broward at the Sun-Sentinel newspaper office. They are also using locations on Las Olas Blvd., Hollywood Beach and Miramar.
- *Confessions of a Shopaholic*, a Jerry Bruckheimer Film for Disney Studios, will film a week in South Florida. A Broward Community College auditorium will be one of their locations.
- *I Love You Phillip Morris* starring Jim Carrey and Ewan McGregor will also shoot for a week here. Broward locations include Hollywood Beach and Sheridan Street.
- *Pecados Ajenos* for Telemundo and *Valeria* for Univision are telenovela that have qualified to receive the state financial incentive. Broward locations are often seen in the popular soap operas that are spending approximately \$10 million on production in South Florida.

The '07-'08 State Film Incentive year ends June 30th. One of the last projects this year to benefit from the incentive in South Florida is USA Network's *Burn Notice*. The television series, an action thriller, is just beginning filming its second season shooting entirely in the region. Hollywood, Dania Beach and Pompano Beach locations were featured in last year's episodes.

Funding of The Florida Film Industry Incentive for '08-'09 is yet to be determined by the Florida Legislature.



*Production crew for Dostana (Friendship), a film production from India, sets up equipment in CB Smith Park where they filmed several scenes for the movie that will spend over \$2 million in South Florida during production.*

### **City Film Liaisons Learn From the Experts**

Nine of Broward's cities were represented at the City Film Liaisons' Workshop, a breakfast sponsored by the Isle Casino in cooperation with the City of Pompano Beach. The Broward Alliance Film Commission coordinates two workshops a year for the city representatives responsible for supporting filming requests.

The workshop's main purpose is to help the cities bring economic benefit to their jurisdictions through film, video and media production. A panel of four location managers participated in the workshop and addressed the question, "What can a city do to attract and support production so filmmakers want to return with another film shoot?" They also discussed how a city could minimize the disruption filming can sometimes cause in neighborhoods and other areas.

The location managers volunteering their time were Sandy Lighterman, now the Film Permit Coordinator for the Miami Dade Film Commission; Alexis Edwards, formerly the Miami Beach Film Commissioner; Leah Sokolosky, currently on location managing *Thank You Phillip Morris starring Jim Carrey*; and Michael Lehman, who has worked extensively in Philadelphia as a location manager.

The cities were represented by Katteri Johnson of Parkland, Cathy Abbott and Cathy Feller of Hollywood, Don Giancoli of Lauderhill, Denise Barrett of Weston, David Rafter of Oakland Park, Dean Decker of North Lauderdale, Karen Reese and Sergeant Charles Studders of Fort Lauderdale, Rami Alther of Deerfield Beach and Chris Clemens of Pompano Beach.

The next city film liaison workshop will be held in October.



*Discussion begins at the April City Film Liaisons' Workshop sponsored by Farraday's Restaurant at the Isle Casino and coordinated by The Broward Alliance Film Commission in cooperation with the City of Pompano Beach.*

### **Crowne Plaza Hollywood Beach Hosts Film Industry**

Crowne Plaza Hollywood Beach welcomed 150 South Florida filmmakers during the second regional reception for the film and television industry on March 26th. The Broward Alliance Film Commission coordinates the receptions. All of the region's film commissions participate and promote the event.

One of the goals of The Broward Alliance office for the past 10 years is to hold receptions at which industry members can meet with each other to discuss trends and develop working relationships. The written goal is: *Film Industry receptions help build a cohesive South Florida film and television industry where industry members can exchange information and build working relationships. Equally as important, it provides the opportunity for filmmakers to interact personally with film commission staff creating a two-way dialog that builds understanding and trust.*

"This year the receptions have been even more successful because of the cooperation of the film offices of Miami-Dade, Miami Beach, City of Miami, City of Hollywood, City of Fort Lauderdale, and Palm Beach," said Elizabeth Wentworth, Vice President of Creative Industries and Film Commission. "The Crowne Plaza Hollywood Beach was a gracious sponsor and threw a fabulous reception in a beautiful setting, poolside by the intracoastal."

The next South Florida film and television reception will be held Friday, June 27th at the Mardi Gras Casino in Hallandale.



*Robin Orrell, Director of Sales for the Crowne Plaza Hollywood Beach (Center) gets acquainted with Film Commissioners Robert Parente, City of Miami; Elizabeth Wentworth, Broward; Chuck Eldred, Palm Beach and Graham Winick, Miami Beach.*

## **Broward Alliance Welcomes New Investor to Who's Who in Economic Development**

Following is a Broward County/South Florida company who has been added to the "Who's Who in Economic Development" - joining the effort to lead Broward County in building a stronger and more diverse economy:

**Universal Travel-American Express** ([www.universal-travel.com](http://www.universal-travel.com)) – Karyn Berkley, Sales Representative - Universal Travel is a unique corporate travel agency and a full service leisure vacation specialist. Specializing in corporate travel, incentive travel, leisure travel, and group/meeting planning, their affiliation with American Express Travel Related Services provides their clients with a global presence while remaining dedicated to the smallest detail.

## **Stiles Completing Broward's First Multi-Tenant Leed Office Building**

Stiles Corporation is on track to complete the first LEED-certified multi-tenant office building in Broward County this month. 130,000-square-foot Lake Shore Plaza II in Sunrise has been pre-certified to receive Leadership in Energy and Environmental Design (LEED) certification by the U.S. Green Building Council (USGBC) at completion. USGBC is a national not-for-profit organization that encourages environmental responsibility.

"Being first-to-market in Broward demonstrates Stiles' companywide commitment to meet the region's growing demand for energy-efficient, sustainable commercial buildings," said Stiles President Doug Eagon. "We expect all our upcoming office, retail, industrial and mixed-use buildings to be designed and constructed with 'green' systems and features. We are also adopting environmentally friendly practices in every division of our company."

Located at 1300 Concord Terrace in Sawgrass International Corporate Park, at the intersection of I-75 and I-595 and the Sawgrass Expressway, Lake Shore Plaza II is a joint venture between Stiles Corporation and WLD Enterprises. Stiles Development is developing the project with Stiles Construction Co. serving as general contractor, and Stiles Realty Co. responsible for leasing the five-story building, which has 25,000 square feet of leasable space per floor. Stiles Property Management Co. will manage the facility after completion.

Lake Shore Plaza II will offer office tenants the benefits of greater workforce productivity as well as lower ongoing energy costs, according to Eagon. "LEED-certified buildings provide tenants an average annual energy savings of about 30 percent," he said. "National industry studies have also shown that a healthy building with good indoor air quality improves employee productivity and reduces absences," he said.

Eagon said that Stiles Corporation recognizes the educational role Lake Shore Plaza II can play as a model for property owners, developers and buildings seeking more information locally on LEED design and construction. The company is producing an educational video on the building's sustainable systems and building techniques, which will be shown at the directory in the building lobby and made available to other organizations. Tours of the building will be provided upon request.

For more information, please visit [www.stiles.com](http://www.stiles.com), or call 954-627-9377.

## **South Florida Ideas Exchange 2008 Sets Schedule of Events for May 8-11**

Where else but the South Florida Ideas Exchange can you find a world class international dive competition, health task force program on physical wellness, optimal nutrition and positive healthy lifestyles, cultural diversity programs, educational forums, transportation discussion, and environmental and conservational presentations? The 2008 program is the first of its kind in South Florida, combining elements from three neighboring counties - Palm Beach, Broward, and Dade, for future collaboration and coordination. "This year, the program is set up to showcase where we are as a community and how we can open discussion to further our programs and objectives. Essentially, we are setting the agenda for

communities to work together for the long haul”, says Devin Avery, Executive Director of VisionBROWARD.

Executive Committee Co-Chair of the Ideas Exchange program, Alan Levy notes, “VisionBROWARD was set up to be a visioning unit for Broward’s diverse region. This program takes the vision one step further to include the tri-county region to address the concerns and goals for the future.”

The “South Florida Ideas Exchange 2008” hosts an extraordinary line up of participants for their first ever campaign “Become the Solution.” While the Cultural Division is presenting a forum on “Animating Democracy Partners with Local Arts Agencies on NEA-Supported Arts and Civic Engagement Forums Nationwide”, the Nutrition and Fitness Task Force, led by the United Way, will promote its mission and vision to promote physical wellness, optimal nutrition and positive healthy lifestyles through community collaboration.

Other highlights include the International Swimming Hall of Fame Grand Prix diving exhibition, the 2<sup>nd</sup> most important diving event in the world where Olympic Divers from around the World compete prior to the Olympics, a Mardi Gras Gaming Hot Latin themed night open to the public in honor of Cinco de Mayo including entertainment, a buffet dinner, and a \$20 bonus card for \$20, and competitions for song, art, photo, poetry, and healthy meals, in which all can participate. For more information, please visit [www.sfideasexchange.com](http://www.sfideasexchange.com).



*Pictured at the Ideas Exchange Launch Event are (Front Row L-R) The Honorable Ilene Lieberman, Broward County Commissioner and Ideas Exchange Executive Committee Co-Chair; Shaun Davis, Managing Partner, S. Davis and Associates, P.A.; (Back Row L-R) Devin Avery, Strategic Development Manager, Broward County Office of Economic Development; Norman Taylor, Director, Broward County Office of Economic Development; James Tarlton (JT), President and CEO, The Broward Alliance; Bill Stanton, Managing Director, The Ft. Lauderdale Collection, LXR Luxury Resorts & Hotels; Alan Levy, President, Great American Farms, Inc. and Ideas Exchange Executive Committee Co-Chair; and Kareen Boutros-Vani, Executive Director, The Broward Workshop.*

### **Other Investor Briefs / News**

#### **International Events Held**

The Broward Alliance supported and participated in an informational seminar on Doing Business in Ghana and West Africa held on April 16th. The seminar was organized by Greater Fort Lauderdale Sister Cities International and Broward County’s Office of Economic Development. The seminar focused on the current economic opportunities and trends in

Ghana and other West African countries such as Nigeria. Mr. Johnson Adasi, Economic Attache from the office of the Ghanaian Ambassador to the U.S. was a special presenter.

On April 21st, The Broward Alliance coordinated a general market briefing on exploring business opportunities in the Czech Republic. Jan Kozubek, Director of the Enterprise Florida Czech Republic Office was the keynote speaker. The briefing was focused on the current incentives, industry trends and export and import opportunities for Florida companies considering penetrating other markets.

### **Brenner Real Estate to Represent Village at Gulfstream Park**

Brenner Real Estate Group has been awarded the office component listing for a new 55-acre mixed use project in Hallandale Beach. The Brenner team was chosen by developer Forest City Enterprises, Inc., a \$10 billion NYSE-listed national real estate company based in Cleveland, Ohio. The Village at Gulfstream Park is jointly owned by Forest City Enterprises, Inc. and Magna Entertainment Corporation (MEC), North America's largest owner of thoroughbred horse tracks and the owner of Hallandale Beach's Gulfstream Park racetrack since 1999.

The Village at Gulfstream Park is a new upscale mixed-use retail, entertainment, office, hotel and residential center surrounding Gulfstream Park thoroughbred racetrack. The development will be built over a 15-year period and is located at the intersection of US 1 and Hallandale Beach Boulevard. It is designed to consist of 1,500 residential condominiums, 750,000 square feet of retail space, 89,688 square feet of office space, a 500-room hotel and a 2,500-seat cinema. Phase I is now underway and will combine office space, high-end fashion and home accessory shops with signature restaurants, outdoor cafes and future residential spaces.

### **CBRE Capital Markets Arranges The \$46,000,000 Sale Of Lyons Tech Portfolio In Coconut Creek**

CBRE Capital Markets has arranged the \$46,000,000 sale of Lyons Tech Portfolio in Coconut Creek. The portfolio consists of five institutional grade office and flex properties totaling 310,779 square feet located in the prestigious Lyons Technology Park. Lyons Technology Park is a state of the art business campus strategically located and offering excellent access to a network of major roadways including the Sawgrass Expressway, Interstate 95, and Florida's Turnpike. The Lyons Tech Portfolio is 94% leased to 108 tenants. Major tenants include Steel Components, DEL Management, Motion Point Corp, and Alert Site.

### **Greater Fort Lauderdale Convention and Visitors Bureau Provides Luxury Hotels Update**

The Greater Fort Lauderdale Convention and Visitors Bureau recently provided an update on a number of upscale hotels now open and coming soon in Greater Fort Lauderdale/Broward County.

New hotels now open include:

- The 589-room Fort Lauderdale Grande Hotel & Yacht Club, formerly the Fort Lauderdale Marina Marriott, which has just completed a comprehensive \$70 million transformation.
- Il Lugano at the Intracoastal in Fort Lauderdale, an \$80 million project, stands 14-stories high and is located just north of Oakland Park.
- The Crowne Plaza Hollywood Beach, which just opened October 2007, is an upscale condo hotel boasting 311 well-appointed guestrooms overlooking the Intracoastal

Waterway.

- St. Regis Resort, Fort Lauderdale, Florida's first, opened May 1, 2007. Located on Fort Lauderdale beach, the new \$240 million landmark luxury resort features 166 elegantly appointed guestrooms and suites with ocean and Intracoastal Waterway views.
- The 25-story Hilton Fort Lauderdale Beach Resort features 373-well appointed studios and suites.

Those hotels coming soon include:

- Florida's first W Hotel. The \$205 million W Fort Lauderdale – a member of Starwood Hotels & Resorts' prestigious Luxury Collection – is scheduled to open in October 2008. The 482-room hotel will be located on a 4.5-acre site offering dramatic views of both the Atlantic Ocean and Intracoastal Waterway.
- Real estate mogul Donald J. Trump has a condo hotel development planned on Fort Lauderdale beach. Construction has begun on Trump International Hotel & Tower Fort Lauderdale, a 24-story building designed by world-renowned architect Michael Graves.
- Scheduled for completion in Fall 2009, the Hollywood Grande Resort, a boutique hotel is situated just steps from Hollywood Beach. European based, WorldHotels, will manage the new property featuring 225 luxuriously appointed guestrooms and suites.
- WCI Communities introduced plans for an ultra-luxury, oceanfront condo-hotel at the OceanSide project on Atlantic Boulevard in Pompano Beach. Expected to be the Fairmont Pompano Beach, the 22-story resort is planned to include such amenities as a 20,000 square foot spa; zero-entry pool; meeting space; and a public plaza with restaurants, boutiques, walking plazas, fountains and outdoor cafés.

Those hotels that recently completed makeovers include (chronologically):

- LXR Luxury Resorts' 384-room Hyatt Regency Pier Sixty-Six Resort & Spa, which has unveiled a \$30 million renovation to the 22-acre retreat.
- The 261-room Courtyard by Marriott Fort Lauderdale Beach, nestled between beautiful Blue Wave beaches and the picturesque Intracoastal Waterway, re-opened its doors October 2007, after receiving a multi-million dollar makeover.
- Hyatt Place, formerly Amerisuites, now features spacious guestrooms, signature Hyatt Grand Beds, and complimentary Wi-Fi throughout the hotel.
- Situated on the Intracoastal Waterway in Fort Lauderdale, Gallery One Fort Lauderdale, managed by Hilton Hotels Corporation as a Doubletree hotel, completed a two-year, \$25 million renovation project, which has transformed the property into a full-service boutique hotel.
- The new Hyatt Regency Bonaventure Conference Center & Spa in Weston (formerly the Bonaventure Resort & Conference Center) completed a \$100 million renovation.
- Holiday Inn Hotel and Suites, formerly the Hilton Fort Lauderdale Sunrise, is operated by Integral Hospitality Solutions. This 297-room property, which includes 90 suites and 6,960 square feet of flexible meeting space, has completed a \$20 million renovation.

## **Inc. 5000 Awards Applications Now Being Accepted**

Applications are now being accepted for the Inc. 5,000 awards. The Inc. 5,000 is *Inc.* magazine's and Inc.com's annual list of the fastest growing private companies in America. For 27 years, the Inc. list has featured many companies before they became world-renowned, including Microsoft, Domino's Pizza, and Oracle.

Every company honored on the Inc. 5,000 will be profiled on Inc.com, while the top 10% will be featured in Inc. magazine. The Inc. 5,000 also recognizes the top 100 companies in every major metro area and several other categories. Benefits include coverage in local and national media, as well as access to a broad alumni network courtesy of IncBizNet and Inc. events.

The Inc. 5,000 is an editorial award and there are no fees involved with entering or qualifying.

The deadline to apply is April 30th, 2008. For more information, please go to <http://www.inc.com/inc5000apply/index.html?partner=Broward>

## **Broward Alliance Committees in Action**

### **BRAVO Team Outreach to Area Companies**

Following are some of the companies visited by Broward Alliance BRAVO (Business Retention and Visitation Outreach Program) committee members and Broward Alliance staff during the first quarter of 2008. BRAVO is a program where representatives of The Broward Alliance, Broward County Office of Economic Development and local municipalities and chambers of commerce conduct visits to local businesses in an effort to strengthen the local economy.

**Advanced Green Technologies**, Fort Lauderdale  
**Thors Powder Coating, Inc.**, Oakland Park  
**Trendium**, Sunrise  
**Power Prize Corp.**, Fort Lauderdale  
**CubiCorp**, Fort Lauderdale  
**JL Audio**, Miramar  
**Trigger Fish**, Fort Lauderdale  
**Hyla (USA) Gassman, Inc.**, Deerfield Beach  
**Best Buddies**, Hollywood  
**KSA Environmental**, Miramar

A special thank you to the following BRAVO volunteers who assisted in these company visits: **Carolyn Childs**, Lindsay Group, Inc; **Bill Kyriakakis**, Broward County Office of Economic Development; and **Karen Reese**, City of Fort Lauderdale.

## **HEICO Executive Featured Speaker at International Committee Meeting**

**Thomas Irwin**, executive vice president and chief financial officer of HEICO Corporation was guest speaker at The Broward Alliance's International Committee meeting on April 3rd. Mr. Irwin talked about "HEICO's Transition to a Global Economy in a Global Economy." Hollywood-based HEICO is a successful and growing technology-driven aerospace, defense and electronics company. The company's products are found on most large commercial aircraft produced today, on many regional and business aircraft, as well as on a large variety of military aircraft, targeting systems, missiles and electro-optical devices. The company has been ranked as one of the 200 "Best Small Companies" and 200 "Hot Shot Stocks" by Forbes.

## **Upcoming Economic Development Meetings, Missions & Events**

### **Florida Regional Minority Business Council 23rd Annual Business Expo**

May 8-9, 2008

Broward County Convention Center, 1950 Eisenhower Blvd., Fort Lauderdale

The theme of this year's Expo is "Winning Strategies to Capitalize on Opportunities." For more information or to register, please visit [www.frmbc.org](http://www.frmbc.org).

### **Ideas Exchange 2008**

May 8-10, 2008

Events will be held at public locations in South Florida.

The Ideas Exchange 2008 is a festival from May 8 to May 11 whose purpose it is to entice the citizens of South Florida to help develop working solutions for the issues facing the region. Creatives, engineers, architects, business leaders, civic leaders, environmentalists, union leaders, educators, health industry leaders, lawyers, and average citizens will be asked to attend and participate in events where ideas will be discussed and working solutions discovered and implemented. These events will focus on the issues facing the region such as health, transportation, housing, education, business development, and diversity. For more information, please visit [www.sfideasexchange.com](http://www.sfideasexchange.com).

### **Enterprise Florida's Export Sales Mission to Mexico**

May 11- 16, 2008

Monterrey & Veracruz

As a result of NAFTA, Mexico has become a top trading nation in Latin America, and Mexican imports from the U.S. (and Florida) have increased exponentially. Florida exports to Mexico are up an incredible 34% versus the overall U.S. increase of less than 2%, making Florida one of the largest and most important exporting states to Mexico. Through November '07, Mexico imported almost \$3 billion worth of Florida origin exports.

Enterprise Florida's Export Sales Mission to Mexico is designed to help participants identify and initiate business relationships with customers in Mexico. For more information, please visit [www.eflorida.com/Events.aspx](http://www.eflorida.com/Events.aspx).

### **Smart Growth Partnership Presents Lee Sobel**

May 13, 2008 7:30 - 9:30 a.m.

Tower Club, One Financial Plaza, Fort Lauderdale

Lee Sobel, US Environmental Protection Agency Specialist, Real Estate Development and Finance Analyst, Dept. of Community & Environment Division will be speaking about Business Opportunities & Strategies of Mixed Use Development and Town Centers.

To RSVP or for more information, please contact Ana Zeinieh at [azeinieh@browardalliance.org](mailto:azeinieh@browardalliance.org) or at 954-524-3114, or register on The Broward Alliance website calendar at [www.browardalliance.org](http://www.browardalliance.org).

### **Florida Early Stage Venture Capital Conference 2008**

May 16, 2008

Orlando, FL

For more information, please visit [www.eflorida.com](http://www.eflorida.com).

### **Florida Economic Development Council Conference**

"Driving Transformation: Innovations Fueling Economic Development"

May 18-20, 2008

Tampa, FL

Join Florida's leadership in economic development, workforce development and education to share ideas and solutions, gain insight from thought provoking speakers, learn new tools and techniques and discuss policies to drive Florida's innovation economy. For more information, please visit [www.fedc.net](http://www.fedc.net).

### **The 2008 SBIR/STTR National Spring Conference**

May 27-30, 2008  
Orlando, FL

The 2008 SBIR/STTR National Spring Conference will bring together federal program administrators from all of the 11 SBIR participating agencies, venture capital and angel investors, secondary market and traditional lenders, university and federal laboratory representatives, prime contractors and others who provide assistance with the scale-up of early-stage ventures. You will also hear presentations by SBIR and STTR "Showcase Award Winners" who have successfully commercialized their research. For more information, please visit [www.sbirflorida.org](http://www.sbirflorida.org).

### **BIO International Convention**

June 17-20, 2008  
San Diego, CA

BIO is the world's largest biotechnology organization, providing advocacy, business development and communications services for more than 1,100 members worldwide. The mission of the Biotechnology Industry Organization (BIO) is to be the champion of biotechnology and the advocate for its member organizations-both large and small. For more information on the event and registration, please visit [www.bio2008.org](http://www.bio2008.org) or [www.eflorida.com/Events.aspx](http://www.eflorida.com/Events.aspx).

### **Broward Alliance Calendar of Events**

#### **VisionBROWARD Collaboration Committee**

Friday, May 2nd, 9:00 a.m.  
Location: The Broward Alliance  
For more information, please contact Elizabeth Wentworth at 954-627-0122 or at [ewentworth@browardalliance.org](mailto:ewentworth@browardalliance.org).

#### **Partner's Council (by invitation only)**

Wednesday, May 7th, 9:00 a.m.  
Location: Starmark International, 1815 Griffin Road, Dania Beach  
For more information, please contact Joan Goodrich at 954-627-0127 or at [jgoodrich@browardalliance.org](mailto:jgoodrich@browardalliance.org).

#### **Joint Meeting of The Broward Alliance's Business Development & International Committees**

Thursday, May 8th, 8:00 a.m.  
Location: City Furniture, 6701 N. Hiatus Road, Tamarac  
Featured speaker will be Keith Koenig, President, City Furniture  
For more information, please contact Helen Kulp at 954-627-0131 or at [hkulp@browardalliance.org](mailto:hkulp@browardalliance.org).

#### **Education/Workforce Development Committee**

Thursday, May 8<sup>th</sup>, 8:00 a.m.  
Location: The Broward Alliance  
For more information, please contact Ana Zeinieh at 954-524-3114 or at [azeinieh@browardalliance.org](mailto:azeinieh@browardalliance.org).

#### **Investor's Council (by invitation only)**

Thursday, May 8th, 4:00 p.m.

Location: Tower Club

Featured speaker will be Phil Allen, Port Director, Everglades Department; Broward County

For more information, please contact Joan Goodrich at 954-627-0127 or at [jgoodrich@browardalliance.org](mailto:jgoodrich@browardalliance.org).

**Investor Relations Committee**

Wednesday, May 14th, 8:30 a.m.

Location: The Broward Alliance

For more information, please contact Joan Goodrich at 954-627-0127 or at [jgoodrich@browardalliance.org](mailto:jgoodrich@browardalliance.org).

**Business Assistance Seminar**

Thursday, May 22nd, 4:00 p.m.

Location: The Broward Alliance

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

**Creative Economy and Film Commission Meeting**

Wednesday, May 28th, 4:00 p.m.

Location: The Broward Alliance

For more information, please contact Elizabeth Wentworth at 954-627-0122 or at [ewentworth@browardalliance.org](mailto:ewentworth@browardalliance.org).

Calendar subject to change without notice. Please visit [www.browardalliance.org](http://www.browardalliance.org) for the most current calendar of events and meetings and for more information regarding The Broward Alliance.