



Photo by Ken Henson – ken@whitehotmedia.com

**The Alliance E-Newsletter  
February 28, 2011**

**Top Stories**

**Off Grid Solar Leases 59,912 Square Feet in Fort Lauderdale**

Off Grid Solar, Inc. has signed a five-year lease for the entire 59,912-square-foot freestanding building located at 2775 NW 63rd Ct. in Fort Lauderdale. The company will be manufacturing solar energy panels and plans to hire 150 employees and make a capital investment of \$11.7 million. “The Alliance was pleased to work with the company as it made its decision to locate in Fort Lauderdale,” said David Coddington, Vice President – Business Development of the Alliance. “The new jobs Off Grid Solar will create are a great addition to an important industry cluster for our region.” The City of Fort Lauderdale, Broward County and State of Florida were also involved in the project and will provide Qualified Target Industry incentives to the company once the jobs are filled.

Keith Graves of Berger Commercial Realty Corp. represented the landlord, Seagis Property Group LP, and Marianne Winfield of Brickell Bay Realty Group represented the tenant in the real estate transaction.

**Twelve Companies Receive Grants to Train and Retain Employees**

The Alliance and WorkForce One are proud to announce that twelve local companies are recipients of state grants to train their current staff. Workforce Florida awarded a total of \$304,035 in Incumbent Worker Training grants to assist in training and retaining 1,026 jobs in Broward County. A big congratulations goes out to the following companies who received the grant:

Southern Prosthetic Supply, Inc.

JetBlue Airways Corporation  
Paul N. Gardner Company, Inc.  
Marina Medical Instruments, Inc.  
Aquatic systems, Inc  
Hollywood Woodwork, Inc.  
Peerless Instrument Co., Inc  
Valeda Company  
Chen and Associates Consulting Engineers, Inc.  
Nipro Diagnostics, Inc.  
Ricera American Corporation  
Epoxytec International, Inc.

For information about available training programs, please contact Ana Zeinieh, Director of Workforce Development for the Alliance and WorkForce One, at 954-524-3114 or via email at [azeinieh@browardalliance.org](mailto:azeinieh@browardalliance.org).

### **Alliance Participates in Mobile World Congress and CoreNet Global Event**

Bob Swindell, President and CEO of the Alliance; David Coddington, Vice President of Business Development; and Wayne Burns, Assistant Director of the Broward County Office of Economic and Small Business Development just returned from attending the Mobile World Congress in Barcelona, Spain. The Mobile World Congress is the mobile industry's "must attend" event each year and provided the Alliance with a prime opportunity to tell many of the world's leading wireless companies why they should consider Greater Fort Lauderdale as their location of choice for future expansions and relocations. With some of the leading wireless companies in the world already located here, including Motorola, Research in Motion, Foxconn and General Dynamics C4 Systems, the Alliance was able to tell others in this industry about the benefits of locating in our strong and successful cluster.

Additionally, earlier this month Robin Ronne, Managing Director of the Alliance's CEO Council, attended and served as the primary sponsor of the CoreNet Global NYC Discovery Forum at Hearst Corporation headquarters with 40+ directors of corporate real estate in the New York City area. Ronne also met with active headquarter prospect contacts and corporate real estate/site selection consultants while in New York City. He will also be attending the CoreNet Global Summit May 1–3, 2011, in Chicago.

### **Florida Trend Features Greater Fort Lauderdale on 100<sup>th</sup> Anniversary**

The March edition of *Florida Trend* magazine features a thirty-five page special section on Greater Fort Lauderdale in this centennial year of the founding of Fort Lauderdale. The section describes Greater Fort Lauderdale as "right sized and well placed" and talks about the Alliance's headquarters attraction efforts, and many of the amenities the area offers companies located here or considering a relocation to or expansion in the area. In addition to the section on headquarters attraction, some of the other sections include: infrastructure, tourism, marine industry, technology, quality of life, arts and culture, and education. The article ends with a look at the future of the area and some of the business and community leaders working to create a thriving business, cultural and residential community.

### **Passenger Traffic Increases for 16 Consecutive Months at Fort Lauderdale-Hollywood International Airport**

Fort Lauderdale-Hollywood International Airport's (FLL) total passenger traffic for the month of December 2010 was up 10.3% over December 2009. International traffic was up 16.1% for the same period. Overall passenger traffic increased 6.4% for the year.

December marked the 16th consecutive month of positive growth in passenger traffic. It was also the 4th consecutive month of double-digit growth. In addition, December was the busiest on record for total passenger traffic. December was also the busiest month on record for international traffic.

Year end 2010 total traffic was 22,412,627, up 6.4% over 2009. International traffic was 3,447,393, up 13.9% over 2009.

Aviation Director Kent George said, "FLL's 16 months of passenger growth and 6.4% increase over 2009 shows the economy continues to improve and the airlines are adding capacity to meet the growing demand in our market. Broward County is one of the most desirable destinations in the country, and we are honored to provide a gateway to affordable air service."

### **Palm Beach Strategic Forum: Thriving within the New Economic Cycle**

The first annual Palm Beach Strategic Forum, scheduled for April 4, 2011, will bring some of the world's leading experts together to address current issues and provide ways in which companies can thrive in the new economic cycle.

The forum, which will be held at the Palm Beach County Convention Center, will provide a realistic and comprehensive snapshot of the current international economy and its projections for the future as well as strategic information on how business leaders can succeed by taking advantage of trends in the international marketplace. It will also reflect how private and public businesses, entrepreneurs and companies can contribute to the recovery and development of strategic sectors of the economy.

Guest speakers include the former President of Panama, Martín Torrijos; Bank of America Chief Economist Mickey D. Levy; Federal Reserve Bank of Atlanta President and Chief Executive Officer Dennis P. Lockhart; and former U.S. Senator George Lemieux. The Alliance is one of the partners in this event.

For more information about the forum, please visit [www.pbstrategicforum.com](http://www.pbstrategicforum.com).

### **Alliance Sets April 8th as Date for Second Stage Growth Company Event**

Second stage growth companies in Broward County should make plans now to attend the Alliance's Economic Gardening Forum for Second Stage Companies set for April 8th at the Signature Grand in Davie. Second stage companies are those that have 10-50 employees and revenues of \$1 million to \$25 million a year. Companies that meet this criteria, along with other qualifications, may be able to receive a free suite of economic gardening support services including technical assistance and up to a \$250,000 business loan, access to CEO Forums, events and a statewide referral network. For more information please [click here](#).

### **Mark Your Calendar - Alliance's COUNCIL CONNECT Exclusive Member-to-Member Networking Event**

Members of the Alliance are invited to join fellow members in building stronger business relationships at a complimentary **members only** evening reception on Wednesday, March 30th. The event will be held from 5:30 p.m. to 7:30 p.m. at the **B Ocean Fort Lauderdale**, 999 North Fort Lauderdale Beach Boulevard, Fort Lauderdale, FL 33304. For more information and to RSVP, please [click here](#). B Ocean is one of our newest Alliance members, coming in at the Corporate Council level. If you have any questions about this event, please contact Gail Bulfin at 954-627-0127 or Liz Taschereau at 954-627-0133.

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

### **Atlantic Technical Center's Toyota TTEN Program Earns National Recognition**

Atlantic Technical Center's Director Robert Crawford has once again been notified by Toyota Motor Sales, USA, Inc. that the school's TTEN (Technician Training & Education Network) program is the best in the nation. Toyota established the annual TTEN School Recognition Award to honor the five highest performing schools from among the 42 programs throughout the country. Over the years, Atlantic's program has consistently been in the top five in this rigorous selection process.

As recipients of the 2010 award, Ken Bergmann, TTEN program coordinator, Tom Keller and Ken Williams, TTEN teachers and students will have a corporate-sponsored celebration where Toyota executives will present a plaque and special gift of a Techstream diagnostic computer for the program.

The Toyota TTEN program is a partnership between Toyota and selected technical schools across the United States to identify and train the highly skilled technicians needed at Toyota/Lexus/Scion dealerships. The two-year program teaches advanced automotive theory, practical hands-on applications and provides direct dealership experience working alongside Toyota/Lexus/Scion technicians. Instruction aligns with the eight ASE (Automotive Service Excellence) certifications, and graduates must earn a minimum of two ASEs prior to completion of the program. Moreover, they can earn an excellent job at a local dealership and exceptional opportunities for corporate advancement.

### **Cypress Bay High School Helps Florida Lead the Nation in Advanced Placement Participation**

Cypress Bay High School is among five Florida high schools that helped the State achieve a number one ranking in the nation for the percentage of 2010 seniors taking Advanced Placement (AP) exams while in high school, according to the 7th

Annual *AP Report to the Nation* by The College Board. Cypress Bay is highlighted in the report for their exemplary programs to increase access to AP courses among traditionally underserved students. No other state has as many recognized schools. Florida's AP progress continues to be largely driven by the solid gains in participation and performance of Florida's African-American and Hispanic students who experienced increases in both the percent taking and the percent passing AP exams.

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

Two **Broward County** agencies, the **Office of Economic and Small Business Development** and the **Purchasing Division**, are currently presenting an annual series of free informational workshops designed to assist entrepreneurs in accessing County procurement opportunities. The workshops are being held on the third Thursday of each month from 3:00 to 5:00 p.m. at the African-American Research Library and Cultural Center, 2650 Sistrunk Blvd., Fort Lauderdale. The next workshop will be held on March 17th. For more information on the workshop series, contact the Office of Economic and Small Business Development at 954-357-6400(voice), 954-357-5664(TTY) or visit [www.broward.org/econdev](http://www.broward.org/econdev) and click on "How to do Business with Broward County and Upcoming Events."

**Duke Realty Corporation**, a leading industrial, office and medical office property REIT (Real Estate Investment Trust), has now closed on 43 of 56 properties recently acquired from Premier Commercial Realty. The 4.9 million-square-foot property portfolio, acquired for \$450 million, consists of 51 bulk warehouse/distribution buildings and five office buildings. The acquisition increases Duke Realty's total holdings in South Florida to more than 7 million square feet, positioning the company as the largest owner of commercial/industrial space in both Broward County and Palm Beach County. The properties are a combined 85.7% leased, and part of Duke Realty's corporate strategy to increase its investment in industrial assets in higher-growth markets such as South Florida. The remaining 13 assets from the Premier portfolio are expected to close by the end of the first quarter 2011. Indiana-based Duke Realty now owns and operates more than 139 million square feet of industrial and office space, including medical office space, in 18 major U.S. cities.

Congratulations to Alliance members **Baptist Health South Florida, Balfour Beatty Construction, JM Family Enterprises, Inc., and Publix Super Markets** for being named to *Fortune* magazine's list of the "100 Best Companies to Work For" in America. This is JM Family's 13th consecutive year on the list, and it continues to be the highest ranked company headquartered in Florida.

The **South Florida Business Journal** will honor South Florida's best and brightest young professionals under the age of 40 for their professional success and community involvement with the 40 Under 40 awards. The deadline for nominations is Friday, April 15<sup>th</sup>. For more information, or to make a nomination, please [click here](#).

### **Spotlight on Recently Joined Alliance Members**

**Nipro Diagnostics** joins the ranks of the **Alliance CEO Council**. **Scott Verner**, named President of Nipro Diagnostics when Home Diagnostics, Inc. and Nipro Diabetes Systems, Inc. merged, is currently Chairman of the Board of Nipro Diagnostics, Inc. and Applied Sciences Corporation. He serves on the national Board of Directors of Prevent Blindness and is Finance Director and Marketing committee member for the Juvenile Diabetes Research Foundation. Nipro Diagnostics is a wholly-owned subsidiary of Nipro Corporation, headquartered in Osaka, Japan. They are the leading supplier of co-branded blood glucose monitoring systems throughout North America and are rapidly expanding internationally. Their product line is co-branded under the house names of Walgreens, CVS, Rite Aid and many other regional and independent pharmaceutical companies. Nipro's Fort Lauderdale locations house corporate, manufacturing, packaging and R&D facilities. [www.niprodiagnostics.com](http://www.niprodiagnostics.com).



Scott Verner

New to the **Leadership Council** is **Crowe Horwath, LLP**, one of the top 10 public accounting and consulting firms in the United States. Crowe can trace its roots back to 1942, and since that time has grown to over 2,400 personnel in 26 offices - two in Fort Lauderdale - and more than 140 international affiliates in over 400 offices globally. **Bob Benson**, CPA, Partner, will serve on the Leadership Council; **Chuck Laetsch**, CPA, Partner, Corporate Council; **Marc Wilson**, CPA, Senior Manager, Entrepreneur Council; and **Hugh Reynolds**, CPA, Partner, will play the role of alternate while he continues to travel between the Midwest and South Florida. All four are active in the community serving in leadership positions with the Boys & Girls Club, Broward Partnership for the Homeless, American Red Cross, Women in Distress, Leadership Broward Foundation and the United Way. [www.crowehorwath.com](http://www.crowehorwath.com).



Bob Benson



Chuck Laetsch



Hugh Reynolds

Welcome new **Corporate Council** members **TD Bank/TD Insurance**. With total assets of \$176 billion and 1,250 retail stores, TD Bank is one of the 10 largest banks in the U.S. **Marcel Summermatter**, VP, Senior Loan Officer will represent the company at the Corporate level, bringing with him his knowledge of the industry and an ability to speak German, Spanish and French. TD Insurance is a full service insurance agency and the 15th largest bank-owned insurance agency in the country. While prominent in the mid-Atlantic and North East, TD Insurance is staking a claim in South Florida under the leadership of Alliance Entrepreneur council member **Tammy Lane**, VP Health & Welfare Practice. **Fedra Vimercatin**, VP Private Banking, rounds out their membership with her role in the Grow Florida action team. [www.tdbank.com](http://www.tdbank.com).

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

#### **Enterprise Florida Events:**

##### **Africa Export Sales Mission**

March 1, 2011

Kenya and Rwanda

Event Type: International Trade and Investment

Industry Sector: Various

##### **Dubai International Boat Show 2011**

March 1-5, 2011

Dubai, United Arab Emirates

Event Type: International Trade and Investment

Industry Sector: Marine

##### **Sanctuary Cove International Boat Show**

May 19-22, 2011

Brisbane, Australia

Event Type: International Trade and Investment

Industry Sector: Marine

**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:**

##### **State of Florida Office of Small Business Advocate: Small Business Issues Forum**

March 2, 2011 9:00 a.m. - 12:00 p.m.

Location: Florida Atlantic University, 111 East Las Olas Boulevard, HEC Bldg, Room 1110, Fort Lauderdale

To register, please call 954-762-5235 or email [teri.takahashi@floridasbdc.org](mailto:teri.takahashi@floridasbdc.org).

##### **Renewable Energy World Conference & Expo North America**

The Renewable Energy World Conference & Expo North America has been the event leading the way for the renewable industry for eight years. The event features insightful discussions and presentations during technical sessions related to technology, markets, business strategies and policy covering the wind, solar, biomass, hydro, geothermal, ocean/tidal/wave, bio-power, bio-fuels and hydrogen energy sectors.

March 8-10, 2011

Location: Tampa Convention Center

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

### **Subtropical Cities 2011 - Subtropical Urbanism: Beyond Climate Change**

The Subtropical Cities 2011 Conference will discuss the future of subtropical cities around the world as experts exchange world-changing ideas and advancements, along with best practices, to support responsible growth and environmentally sustainable subtropical design.

March 8-11, 2011

Location: Florida Atlantic University, 111 East Las Olas Boulevard, Fort Lauderdale

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

### **Second Annual Health, Wealth and Entrepreneurship Women's Conference**

This year's conference will focus on "The New Realities, and How to Still Work Your Dreams."

March 10, 2011 9:00 a.m. - 5:00 p.m.

Location: Ana G. Méndez University System, South Florida Campus, Miramar Park of Commerce, 3520 Enterprise Way, Miramar

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

### **BioNetwork East 2011**

Key industry biopharma partnering event that provides the essential meeting place for pharma and biotech companies to develop relationships and move programs forward.

March 14-16, 2011

Location: Eden Roc Renaissance, Miami

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

### **Southern Florida Minority Supplier Development Council: 26th Annual Business Expo**

March 17-18, 2011

Location: Broward County Convention Center, 1950 Eisenhower Boulevard, Fort Lauderdale

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

### **International CTIA WIRELESS 2011**

The International CTIA WIRELESS® show is the premier wireless event representing a \$1 trillion global marketplace that brings together wireless and converged communications, wireless broadband and mobile web.

March 22-24, 2011

Location: Orange County Convention Center, Orlando

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

### **Florida Medical Device Symposium**

The Florida Medical Device Symposium is Florida's premier event for medical device manufacturing companies.

May 2-3, 2011

Location: Hilton St. Petersburg Carillon Park

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

### **Alliance Calendar of Events**

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

**Topic:** Obtaining ROI from IT Investments

Thursday, March 3, 2011 8:30 a.m. - 10:00 a.m.

Location: Technological University of America, 3700 Coconut Creek Parkway, Coconut Creek

For more information, please contact Kathleen Weekes at 954-627-0132 or at

[kweekes@gfalliance.org](mailto:kweekes@gfalliance.org).

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

**Topic :** What Brownfields Can Do For You: Advantages and Successes

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

Location: Garfield Community Center, 300 Connecticut Street, Hollywood

For more information, please contact Helen Kulp at 954-627-0131 or at

[hkulp@gfalliance.org](mailto:hkulp@gfalliance.org).

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

**Topic :** Downtown Development Authority of Fort Lauderdale – a look into the future

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

Location: SunTrust Bank, 515 East Las Olas Blvd., 2nd Floor Meeting Room, Fort Lauderdale

For more information, please contact Helen Kulp at 954-627-0131 or at

[hkulp@gfalliance.org](mailto:hkulp@gfalliance.org).

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

**Topic:** Targeted industry: Life sciences. The growing Bio/Pharma/Medical device industry as told through one Broward company's rapid ascent. Scott Verner, CEO, Nipro Diagnostics. Executive (1/2 hr) tours of manufacturing facility will be available.

Tuesday, March 22, 2011 8:00 a.m. - 9:30 a.m.

Location: Nipro Diagnostics, 2400 N.W. 55th Court, Fort Lauderdale

For more information, please contact Liz Taschereau at 954-627-0133 or at

[lizt@gfalliance.org](mailto:lizt@gfalliance.org).

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

**Topic:** An intimate conversation with Sheriff Al Lamberti.

Wednesday, March 23, 2011 8:00 a.m. - 9:30 a.m.

Location: BSO Public Safety Building, 5th Floor, 2601 W. Broward Boulevard, Fort Lauderdale

For more information, please contact Liz Taschereau at 954-627-0133 or at

[lizt@gfalliance.org](mailto:lizt@gfalliance.org).

### **Alliance Council Connect (For members only)**

Wednesday, March 30, 2011 5:30 p.m. - 7:30 p.m.

Location: B Ocean Fort Lauderdale, 999 North Fort Lauderdale Beach Boulevard, Fort Lauderdale.

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

### **Alliance Mid-Year Meeting**

Thursday, May 5, 2011 11:30 a.m. - 1:30 p.m.

Location: Hyatt Regency Pier Sixty-Six Resort & Spa, 2301 Southeast 17th Street, Fort Lauderdale

For more information and for sponsorship opportunities, please contact Gail Bulfin at 954-627-0127.

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

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

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

## **THE ALLIANCE: *PARTNERSHIP FOR ECONOMIC GROWTH***

Broward County's Official Economic Development Partnership

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[www.gfalliance.org](http://www.gfalliance.org)