

Aerospace, Aviation and Engineering Stakeholders Meeting

Growing at the Speed of Flight



Students from Palm Beach Central High School's Engineering Technology Academy listen to speakers talk about future job opportunities

(L) Larry Shaw, President and CEO of BRPH, Inc. (Center) Ray Malcom, VP of Sales and Marketing, Coastal Optical Systems (R) Sean Quinn, President and CEO of Wafer World, Inc.

Palm Beach County Business Leaders Participate in Roundtable Discussion at the Aerospace Stakeholders Meeting.

Palm Beach County business leaders received an inside look at Aviation, Aerospace and Engineering projects in Florida at the Aerospace Stakeholders Meeting held December 5, 2007 at the Palm Beach Gardens Marriott.

Keynote speaker Steve Kohler, President, Space Florida, talked about factors driving the growth of the Space Industry in Florida and Palm Beach County.

The meeting, "Growing at the Speed of Flight", also gave business leaders specific information about doing business with the aviation and space industry. Representatives from NASA, Lockheed Martin and Harris Corporation explained how they utilize small businesses for many of their projects.

Students from the Palm Beach Central High School's Engineering and Technology Academy joined the audience to hear more about future educational requirements and job opportunities.



Steve Kohler, President Space Florida outlines future projects for the crowd

www.BDB.org



310 Evernia Street, West Palm Beach FL 33401
P 561.835.1008 www.bdb.org

The PROSPECTOR

A QUARTERLY PUBLICATION OF THE BUSINESS DEVELOPMENT BOARD

IBM Southeast Employees' Federal Credit Union Looking Ahead in 2008

In This Issue:

Wealth Management: A Team-Based Approach

Legal Profile: Dedicated to Individuals and Businesses with 25 Years of Service

The Hallmark Of Business: Personal Relationships

Inside The BDB: Aviation, Aerospace & Engineering

Leading Research Institute Makes Palm Beach County Its First US Headquarters





KELLY SMALLRIDGE
President & CEO

Dear BDB Members:

As we mark the beginning of calendar year 2008, it has been a productive time for the Business Development Board. Among our efforts:

- World-renowned bio science research Institute, The Max Planck Society will open its first US headquarters in Palm Beach County. This will create a broader economic base for Palm Beach County and a wealth of new, knowledge-based, high-level job opportunities.
- The Business Development Board assisted Audio Enhancement, Inc., with its Job Growth Incentive Fund Application to Palm Beach County. The Utah Company is proposing to establish its first Eastern US headquarters in West Palm Beach, creating 50 new jobs.
- With the assistance of the Business Development Board, Atlantis Foods, Inc., recently received approval for a grant from the State of Florida to train existing employees. The training grant will enable current employees to upgrade their skills, making them eligible for higher level positions within the company.
- The BDB is ramping up its Visitation and Incentives Program (VIP) Task Force. The Task Force is helping to expand the reach of the BDB's Business Retention and Expansion Program by contacting companies that may not be aware of the services offered by the BDB. Partnering with Enterprise Florida to conduct interviews with local companies, the BDB is obtaining the pulse of industries and evaluating their economic progress. This program provides an opportunity for companies to give direct feedback to Enterprise Florida while strengthening their connection to the BDB.

The Business Development board is able to continue its economic development efforts thanks to continued public and private support. Thank you for your efforts and leadership. Be sure to check our website, www.bdb.org, for updates on these and other projects. As always I look forward to seeing you at upcoming membership events.

KELLY SMALLRIDGE
President & CEO

BDB MISSION

The mission of the Business Development Board (BDB) is to stimulate economic energy, promote business diversity and enrich the vitality of Palm Beach County through the relocation, retention and expansion of companies to our area.

Although autonomous, the BDB works closely with the county commission and county staff, Enterprise Florida, chambers of commerce, business organizations, Community Redevelopment Agencies, Downtown Development Authorities and municipalities to achieve economic development goals in the areas of business recruitment, retention, expansion, job creation, workforce development, infrastructure and availability of capital.

Founded in 1982 by several Chambers of Commerce, the Economic Council and other business leaders, the Business Development Board is a private, not-for-profit corporation designated by the state and county as Palm Beach County's public-private economic development organization.

The BDB is charged with bringing new, job-generating investments to the community, while assisting existing businesses in their efforts to expand.

The BDB's economic development programs and services are partially funded through an annual contract with the Palm Beach County Board of County Commissioners. Additional funds are raised from private industry through membership dues and events. The BDB operates on a fiscal year of October 1 through September 30.



BDB MEMBERSHIP

BOARD OF ADVISOR MEMBERS

AFLAC
Akerman Senterfitt
Alexandria Real Estate Equities, Inc.
Anspach Effort, Inc.
Bank of America
BIOMET 3i, Inc.
BNY Mellon Wealth Management
Edwards Angell Palmer & Dodge LLP
Flagler Real Estate Development
Florida Crystals Corporation
Florida Power & Light Company
Florida Trend Magazine
Gunster, Yoakley & Stewart, P. A.
Hedrick Brothers Construction Co., Inc.
Nova Southeastern University
Palm Beach Aggregates, Inc.
Palm Beach County Board of County Commissioners
Plastridge Insurance Agency
Pratt & Whitney Rocketdyne
Regions Bank
RSM McGladrey / McGladrey & Pullen
SunTrust Bank
Templeton & Company
Wachovia Bank, N. A.
Workforce Alliance, Inc.

CORPORATE MEMBERS

1st United Bank
All-Ways Advertising Company
Applefield Waxman, Inc.
Aquila Property Company, Inc.
Baron Sign Manufacturing
Broad and Cassel
CB Richard Ellis, Inc.
Coldwell Banker Residential of Florida-
Florida Relocation Services
Commerce Bank
DoubleTree Hotel in the Gardens
Express Personnel Services
Florida Public Utilities Company
Greenberg Traurig, P.A.
Greenspoon Marder
Hardrives, Inc.
Hodgson Russ LLP
JFK Medical Center
K&L Gates (Kirkpatrick & Lockhart Preston
Gates Ellis LLP)
Kailan International Consultants, Inc.
Lockheed Martin Corporation
LRP Publications
Office Depot Foundation
Palm Beach Gardens Marriott
Rendina Companies
RML Video Production Services
Rutherford Mulhall, P.A.
South Florida Business Journal
Sun-Sentinel
Ward, Damon & Posner, P.A.
West Palm Beach Marriott

PRESIDENTS LEVEL MEMBERS

11i Networks Inc.
Advantage Advertising Agency, Inc.
AirLiance Materials
Ameribank
Anixter
Ballet Florida
BankAtlantic
BankUnited
Bernstein, Richard S. & Associates, Inc.
BFW Advertising
BioFlorida
BNY Mellon
Boca Raton Resort & Club
Boca Raton, City of
Calvin, Giordano & Assoc., Inc.
CareersUSA
Carey O'Donnell Public Relations Group
Carlton Fields, P.A.
Catalfumo Construction and Development, Inc.
CBIZ, Boca Raton Office
Collins Development Company
COMCAST
ComDesign
Comerica Bank
CommScope Inc.
Copylab, Inc.
Costco
Cushman & Wakefield of Florida, Inc.
Dale Carnegie Training
Dawhurst Associates, Inc.
DPR Construction, Inc.
Eagle Vision Performance Solutions, Inc.
ETM Roofing, Inc.
First Industrial Realty Trust, Inc.
Flagler Bank
Florida Atlantic University
Florida Research Park
Freedom Steel Building Corporation
Gardens Mall, The
Governors Club of the Palm Beaches
Hoffman's Chocolate Shoppes
Holland & Knight LLP
IBM Southeast Employees' Federal Credit Union,
Parent Company of PGA Credit Union
Image International
Inter-Tel, Inc.
James A. Cummings, Inc.
Johnston Group Land Development Consultants, Inc.
Joseph White Marketing Associates
Junior Achievement of the Palm Beaches, Inc.
Jupiter Medical Center
Keyes Company/Realtors, The
Land Design South
Lehman Brothers Inc.
Lots of Yachts/Lots of Spots
MaasMedia, Inc.
McCraney Property Company
MDG Advertising
Mirzam Holdings, LLC
Money Concepts
Morgan Stanley
Moss & Associates
MSI Consulting
National City
Navarro Lowrey, Inc.
Network Solutions
Oasis Outsourcing
Ocean Properties, Ltd. Hotels & Resorts
Page Group Commercial Real Estate
Palm Beach Community College
ParCost Reduction, LLC
Perkins & Will
PGA of America
Port of Palm Beach
Preferred Printing & Graphics
ProActive Training & Consulting
Procacci Development Corporation
Rachlin Cohen & Holtz LLP
REG Architects
Regent Bank
Reichel Realty & Investments, Inc.
Related Companies
Resort at Singer Island, The
Ruden McClosky
Shutts & Bowen LLP
Slaton Insurance
Squire, Sanders & Dempsey L.L.P.
Steve Paige
STH Architectural Group, Inc.
Suffolk Construction Company, Florida Division
Tequesta Agency
Ultimate Specialty Foods, Inc.
Wackenhut Corporation, The
Walgreens Distribution
Webmaster For Hire, LLC
Weitz Company, LLC., The
Wells Fargo Insurance Services
West Palm Beach/CRA WPB City Center/
Downtown District
West Palm Beach/N.W. Pleasant City District
Workplace Resource

IN THIS ISSUE:

Looking Ahead in 2008



This issue of The Prospector is dedicated to Palm Beach County companies that are "Looking Ahead in 2008" and continue to infuse our community with economic energy and vitality.

Your business name has been placed on your copy of Prospector.



It's All About Relationships

Comerica Bank wants you to consider a team-based approach to wealth management

2



Image International

Bringing Skin Care Regimes to Your Doctor's Office

3



Coastal Limousine

A Driving Force in South Florida's Personal Transportation Needs

3



Page Group: Long Range Outlook and Attention to Detail

Development, leasing, management and construction of institutional grade office and industrial properties.

4



Webmaster for Hire

Helping Companies Reach the World

5



Legal Profile: Greenspoon Marder

Dedicated to individuals and businesses with 25 years of service

6



Tequesta Agency: The Hallmark of Business

What local company says the hallmark of business is personal relationships?

7



Max Planck: US Headquarters

Leading research Institute Max Planck Society makes Palm Beach County its first US headquarters

9



Growing at the Speed of Flight

Inside the BDB's Aviation, Aerospace & Engineering Stakeholders' Meeting

Back Cover

Comerica Bank:

It's All About Relationships

Comerica Bank has been providing wealth management solutions to the most sophisticated investors for over 150 years with 27 years in Florida. Our clients are seeking the expertise of someone they can trust to help them navigate the increasing complexities of their finances.

While many financial service providers offer these services, Comerica offers something unique - an integrated, team based approach to wealth management that places a premium on understanding the needs, goals, aspirations and family dynamics of the client.

"At Comerica, it's all about relationships."

*"We Listen,
We Understand,
We Make it Work."*



Tim Cahill
VP, Wealth Advisor
Singer Island Bridge
561-204-1558



Our Philosophy:

Our approach- while flexible and responsive - follows a set of enduring principles. We believe that achieving your goals, financial or otherwise, requires careful planning based on an in-depth analysis of your ideal outcomes, your current financial situation, and the economic and tax environments. We work with you every step of the way to develop and implement a well-planned strategy.

Our Process:

Once your goals are clear, we work with you and your advisors to assess your current position, future feelings and family dynamics in order to determine your needs and provide the right advice.

We do this in a comprehensive manner - not fragmented. We feel it is important to include all of the client's advisors to ensure our advice is not only comprehensive, but complimentary to their existing wealth plan..." It all has to fit together."

Financial Services:

Comerica offers an unusually broad spectrum of wealth management services, including planning, investment management, trust, private banking, and insurance. With Comerica everything works in concert to help you meet your goals effectively and efficiently.

Comerica Bank Florida

Comerica has nine offices in the state with six offices on the east coast- from Ft. Lauderdale to Stuart. There are plans to add additional offices in Palm Beach County in Boca Raton and Jupiter over the next 12 to 18 months. Comerica has been providing wealth planning and commercial lending solutions to our clients for over 27 years in Florida and all decisions are made locally.



Image Skincare

Skincare products from Palm Beach to the world



Image Skincare, manufacturer of professional skincare products sold exclusively to plastic surgeons, dermatologists, skincare professionals and licensed aestheticians in medical spas has recently moved its headquarters to West Palm Beach. Janna Ronert, founder, CEO and president of Image Skincare, has led her skincare company into a new era as the company moved from Houston to Palm Beach County. Within 5 years, Image Skincare established an international distribution to 27 countries, including the US, Russia, Switzerland and even countries in the Middle East. "Palm Beach is the perfect place for our shipping facility and calling center", says Janna Ronert.



"Our office is just 10 minutes away from the airport and downtown with shopping and entertaining options for clients and employees." The team consists of board certified plastic surgeons and chemists who perform medical and clinical studies to constantly improve and develop new ingredients and products. The latest product development is "Or-medic", an organic product line with medical effectiveness-showing the strong interaction between skincare and the organic trend in the marketplace today. The different product lines range from anti-wrinkle and anti-aging crèmes, products to fight rosacea and acne as well as moisturizers with built-in sun blocks and body firming crèmes, peeling and facial treatment protocols.

"The unique aspect of our product line is in the clinically-proven effectiveness and the results driven ingredients not available over the counter", adds Marc Ronert, M.D., PhD, Clinical Director of Image Skincare. "The company is known for its strong relationship with clients, offering training and advanced education for skincare professionals. Image Skincare is simple to use, simple to educate and simply sells. It's our company's philosophy."



www.imageskincare.com
1 (800) 791-SKIN (7546)

To find our products, please call our customer service team to get a list of licensed retailers in your area, since we do not sell directly or over the internet.



Coastal Limousine

A Driving Force in South Florida's Personal Transportation Needs

In the South Florida limousine business, one name stands out for customer service and quality: Coastal Car & Limousine. From online reservations to prompt and punctual pick ups and arrivals, the company ensures the highest level of quality service for clients on every trip. With the largest fleet in both Palm Beach and Broward County, the company continues to exceed the expectations of business leaders in South Florida.

The company has made a commitment to cutting-edge technology starting at the reservation system where clients can make safe, secure reservations online. Behind the scenes, GPS tracking and mapping capabilities allow Coastal to monitor its entire fleet of more than 50 vehicles, ensuring prompt and punctual pick ups for scheduled rides as well as closest vehicle availability for all those last minute reservations. Wireless mapping also ensures chauffeurs take the correct route, and alternative routes are provided in case of traffic delays.

Recently, the company signed a three year agreement with the Bank Atlantic Center and the Florida Panthers Hockey Club.

Coastal Car & Limousine will become the official luxury transportation provider for both entities and will become a sponsor for the venue.

"We are very excited to partner with both the Bank Atlantic Center and the Florida Panthers Hockey Club," explains Evan Michaels, President of Coastal Car & Limousine. "This agreement further demonstrates our commitment to the growing business community of South Florida."

Coastal Car & Limousine has a diverse fleet to meet business needs in the tri-county area consisting of sedans, SUV's, limousines, van and buses. Coastal provides local transportation services as well as reservations across the globe.



For more information please call (954) 946-2500 or visit their website at www.coastalcar.com.

Long Range Outlook and Attention to Details



(L to R) Tim Page, President and Mark Burger, CEO

Established in 2000, Page Group Commercial Real Estate, Inc. is a full service real estate firm specializing in the development, leasing, management and construction of institutional grade office and industrial properties.

Tim Page, founder and president of the firm, developed his passion and expertise for commercial real estate while working for three of South Florida's leading firms in commercial brokerage, construction and development from 1986 through 2000. For nine years, Tim specialized in the sale and leasing of industrial and office properties in Palm Beach County while at CB Richard Ellis, South Florida's largest commercial real estate brokerage firm. From 1994 to 1998, Tim led the effort at Catalfumo Construction & Development as the director of development to expand the company's build-to-suit program throughout Palm Beach County and into Broward County. This experience proved invaluable, as all aspects of the development cycle from acquisition and entitlement of land through construction to disposition, were his responsibility.

The dramatic increase in Catalfumo's market share led to an opportunity to become the director of operations in

Palm Beach County for Stiles Realty, Ft. Lauderdale's largest and most respected commercial developer. "We built the first class "A" office building in the PGA Boulevard market and have thrived in that market ever since. "I have learned how a sophisticated approach to development, as well as all other disciplines required to succeed in commercial real estate, begins by having a long range outlook and end by being attentive to details", said Page. Reputation is paramount at the Page Group, but we do not stop at wanting our clients to say nice things about us. We want our clients to proudly share their personal story of how the Page Group delivers. It remains our goal that we consistently add all those with whom we do business to an ever increasing list of satisfied clients.

During our tenure, Page Group, has partnered with and/or represented some of the biggest names in the business including, Cabot Properties, AMB Properties, RREEF, Eastgroup Properties, Autobuilders, Hedrick Bros. and Clark Construction to name a few. We have recently completed build-to suit projects for Harley-Davidson, All States Fireproofing and Triangle Industries. We have represented and/or acquired, built and sold several hundred million dollars worth of real estate in Palm Beach County. With the addition of Mark J. Burger, CPA as the firm's Chief Operating Officer, the Page Group adds to its level of sophistication by bringing experience and expertise in accounting and tax standards related to the real estate industry, paving the way for the Page Group to assist clients in all aspects of purchasing, developing, leasing, holding and selling commercial property.

Please visit our project web site at www.ThePointePBG.com to preview our latest project under development. The Pointe Corporate Office Park is a 70 million dollar class "A" office project in Palm Beach Gardens, fronting on I-95.

For more information call Tim Page or Mark Burger at (561) 471- 4290.

**FLORIDA
CRYSTALS**

Organic & Natural Sugar

Renewable Energy

100% Made in the USA

Environmentally Friendly Farming

**Growing a Brighter Future,
Naturally...**

Webmaster For Hire

Helping Companies Reach the World

When Lynelle Chauncey Zelner began her organization Forgotten Soldiers Outreach, she needed to reach people all over the world and that meant creating a place on the Internet. So she turned to Elizabeth Varian at Webmaster for Hire, a web development company headquartered in Palm Beach County.

Zelner says by working with Webmaster for Hire, it launched her organization into "another level" and has now grown into an international organization. The organization is now reaching people all over the world.

Elizabeth Varian, founder of Webmaster for Hire, hears that often. She has been helping businesses create their own success stories for more than a decade. Varian says Webmaster for Hire specializes in Internet consulting, including site design development and maintenance.

An expert in Internet marketing, search engine optimization and target audience design skills, Elizabeth Varian has been assisting companies on the Internet with strategic marketing plans and in-person coaching sessions since 1997.

Web design is not a one-size-fits-all service — so that means offering many solutions. When Zen Rabbit Bakery

Company needed a web site that allowed them to add, edit, update and expand without having to call the webmaster every week, the owners turned to Webmaster for Hire.

"I can better serve my customers because of all the features Elizabeth built into the site and taught me how to use," said Lori Saitz, President of Zen Rabbit Baking Company. "We also have a more secure site, which is extremely important for online commerce, and we can run reports at any time to know what's going on with sales."

Varian specializes in Intranet/Internet consulting that includes producing custom site design and development, quality assurance and site maintenance. She is quite familiar and effective in putting strategies to use on the Internet that enhance real world marketing efforts and strategies.

If you have website or Internet marketing needs, contact Elizabeth Varian at www.webmasterforhire.us or call (561) 822-9931.



BDB Newswire

In its fourth year in Palm Beach County, Scripps Florida has infused \$230 million into the Florida economy. It helped sustain more than 2,000 jobs, according to the state board monitoring its progress.

The Scripps Florida Funding Corporation which monitors the state's \$310 million investment found that the facility also forged new business and educational collaborations. The institute created its first spinoff company this past year, graduated its first doctoral student, initiated 13 new patent applications and reached a collaboration deal with the pharmaceutical company Pfizer.

Templeton & Company, a CPA and consulting firm, was ranked 18th among South Florida's largest accounting firms according to *The South Florida Business Journal*. The rankings were categorized by 2006 South Florida billings and ties were broken by number of CPAs.

Atlantis Foods plans to add approximately 23 new jobs in the next 6 months. The family-owned business, managed by Tim and Hope DeLong, has been located in Palm Beach County for 19 years and employs approximately 150 people. The company makes specialty soups, sauces and dips with clients based across the US.

Schwab, Twitty & Hanser Architects (STH) has relocated its headquarters to 1400 Centrepark Boulevard, Suite 500, in West Palm Beach, Florida. The firm and its staff of 50 occupy the entire 5th floor of the building located off Australian Avenue, just north of Belvedere Road.

RSM McGladrey | McGladrey & Pullen has announced the promotions of several staff members in its Florida practices. In the South Florida Tax Practice, promotions include Aleyda Pino to Tax Supervisor and Leigh Keaton to Senior Tax Associate. In the South Florida Audit Practice, promotions include

Dana Eschenburg and Jacquie Montooth being named Manager. Jenny Blackwell, Camille Douglin and Adam Nelson were named Audit Supervisors. Valerie Colimon, Karina Frangulyan, Jenny Hecheverria, Shari Mello, Carlos Ruesta, Brenda Varela and Dian Zapata were named Senior Audit Associates.

Florida's Blood Centers (FBC) and the Enterprise Development Corp. of South Florida (EDC) have agreed to offer wet lab incubator space for emerging life science companies at FBC's Northlake Blvd. facility in Lake Park.

AssureImmune LLC, a company specializing in collecting and preserving adult stem cells, today announced its launch of premier banking services in South Florida. AssureImmune, which began in early 2007, is one of the few adult stem cell collection and preservation companies in the world that uses state-of-the-art automated equipment to collect, test and preserve stem cells from newborn cord blood, children and adults.

Greenspoon Marder, P.A.

Attorneys At Law



Integrity and Legal Advice for South Florida

As a senior partner at Greenspoon Marder, P.A., William Berger co-chairs the firm's litigation department and is instrumental in the firm's marketing growth and development. Mr. Berger joined the firm in September 1995.

William Berger received his undergraduate degree from the University of Buffalo in 1965 and graduated from Brooklyn Law School in 1970. Mr. Berger is admitted to practice in the state and federal courts of New York and Florida, 11th Circuit Court of Appeals and the Supreme Court in the United States. He is a member of the Florida Bar, the Bar Associations of Broward and Palm Beach Counties, New York State Bar Association and the New York County Lawyers Association.

As an accomplished litigation attorney, Mr. Berger has litigated and tried over 50 jury and 350 non-jury trials which span the areas of commercial, probate, trust, real estate, title insurance, construction litigation and domestic matter cases throughout the State of Florida as well as in the State Supreme Court of New York in the counties of New York, Kings and Queens. During the course of his 36 year career, he has built a solid client base which includes country clubs, banks, insurance companies, real estate development and various business corporations as well as individuals.

Greenspoon Marder is a full service law firm that has been doing business in South Florida for 25 years. They have earned the reputation as valued legal and business advisors who counsel their clients on various matters in their personal and professional lives. They are dedicated to serving legal needs of individuals and businesses. Their vision was to create a mid-sized law firm that would stand out above all others, having the capability to deal with large and complex cases and transactions, but small enough to handle each and every client matter focused and dedicated attention to detail. Paramount to their success has been the inclusion of business savvy attorneys with high levels of integrity, talent and knowledge to provide high quality comprehensive legal services and effective representation with a personal touch. This approach allows their attorneys and considerable support staff to become immersed in their clients' business needs and issues in order to assess potential problem areas and provide practical cost-effective solutions.

Greenspoon Marder, P.A. has become a full-size firm with the resources and capabilities that rival the largest law firms. They have offices in Adventura, Boca Raton, Orlando and West Palm Beach, Florida.

You can Reach Greenspoon Marder P.A. at www.greenspoonmarder.com



William Berger, Partner in charge of Litigation and Business Development



Gerald Greenspoon, Co-Managing Partner



Michael Marder, Co-Managing Partner

Tequesta Agency

Insurance as a Personal Business the Hallmark of Success

Unlike other insurance agencies, their representatives are not compensated by commissions and therefore are motivated only by the client's best interest.

Charles "Punch" Martyn, founder of Tequesta Agency is a man of vision who saw growth potential in northern Palm Beach County. In 1965, he began the area's first insurance agency. To this day, Tequesta Agency remains focused on "Punch" Martyn's original philosophy: "...to be fair, honest and professional and to cultivate relationships for the long term..." Indeed through decades of growth, Tequesta Agency has never lost sight of its most essential element of success: Insurance is a relationship business.

Tequesta Agency has 34 professional employees committed to that philosophy and they stand ready to assist customers with risk identification, risk management, claims analysis and every day problem solving. One of the most unique characteristics about Tequesta Agency is this: Unlike all other insurance agencies, their representatives are not compensated by commissions and therefore are motivated only by the client's best interest. This personalized commitment ensures an unparalleled level of responsiveness. It's one reason why many of Tequesta Agency's clients have been with them for more than 20 years.

Tequesta Agency is known for its expertise in the construction and real estate development industries. In addition, they work with many local professional service firms, marine businesses, country clubs, residential condominium associations and manufacturers. Through the industry's leading carriers, the agency provides its commercial and individual clients with health, life, disability and dental coverage - offering a full range of group benefits including 401 K plans, Flex Spending, Medical Savings plans and Section 125 plans.

Because Tequesta Agency has an understanding of the unique needs of area residents, the company formally opened its Private Client Group. Mark J. Colton, Vice President of the Private Client Group leads the department that specializes in providing insurance for high-valued coastal properties, secondary residences, fine arts collections, jewelry and yachts.



Charles "Punch" Martyn (seated) is surrounded by four new partners at Tequesta Agency: Mark Kasten, Geoff Mayfield, Patti Sullivan and Todd Hutchison

Tequesta Agency has been invigorated by the addition of four new partners: Mark Kasten, Todd Hutchison, Patti Sullivan and Geoff Mayfield. They continue the vision started by "Punch" Martyn and maintain Tequesta Agency as one of South Florida's successful businesses, setting new standards for personal service relationships and responsiveness. It's that philosophy that distinguishes it from other insurance firms.



You can Reach Tequesta Agency at (561) 746-4546, www.tequestaagency.com

BDB News and Events

Business Development Board Focuses on International Business Relationships

Business Development Board's Senior Vice President of Business Recruitment, Retention and Expansion, Andrew Duffell has been meeting and discussing trade opportunities with international officials. Recently, Andrew was in Miami to promote Palm Beach County businesses with the British Consul General in Miami, and the British Consul General from New York, who is also the Director General of UK Trade & Investment for the entire US.

The BDB discussions also focused on trade and business opportunities for Palm Beach County companies as the Olympics in London 2012 draws near. This meeting follows a successful South Florida Regional Trade mission to Canada where Duffell joined representatives from the Broward Alliance and the Miami-Dade Beacon Council, in a three part initiative to the North: Business development, outreach to existing Canadian business in South Florida and a comprehensive regional marketing program.

Left: Keith Allan, HM Consul General in Miami, Middle: Sir Alan Collins, KCVO, CMG, HM Consul General in New York, Right: Andrew Duffell, BDB Senior Vice President of Business Recruitment, Retention & Expansion



Events at a Glance

MARCH 2008

March 12 Realtors Round Table, 8 am, Florida Research Park
 March 19 Coffee Talk w/ President Kelly Smallridge, 9am, BDB Offices

MAY 2008

May 8 3rd Quarter Luncheon- PACE, 11am, WPB Marriott
 May 16 Golf Tournament, PGA National
 May 22 Coffee Talk w/ President Kelly Smallridge, 9am, BDB Offices

You can R.S.V.P for BDB events online. It's Fast. It's Easy. www.BDB.org

Max Planck Society Leaders Visit Palm Beach County



Kelly Smallridge, Pres. & CEO, BDB and Dr. Peter Gruss, President, Max Planck Society



(L) Dr. Harry Orf, Scripps Florida
 (R) Shannon LaRocque-Baas, Asst. PBC Administrator



(L to R) Florida Sen. Ken Pruitt, Dr. Peter Gruss, President, Max Planck Society, Florida Senator Jeff Atwater



(L) Dr. Peter Gruss, President, Max Planck Society
 (R) Bud Osborne, BNY Mellon & BDB Board of Director Chairman

Governor Crist supports the establishment of US Headquarters in Jupiter

The Business Development Board welcomed members of the Max Planck Society in a two-day event that stretched from West Palm Beach to Tallahassee.

President of the Max Planck Society, Dr. Peter Gruss, BDB President and CEO Kelly Smallridge and Senator Ken Pruitt flew to Tallahassee December 18, 2008 to meet with Florida Governor Charlie Crist. Governor Crist announced his intention to approve the Max Planck Society's application for Innovation Incentive funds effectively giving the green light for the establishment of the Max Planck Institute in Palm Beach County. In September 2007, the Palm Beach County Commission conceptually approved funding for the institute and authorized the BDB to apply for matching funds from the Innovation Incentive Fund.

Later that afternoon, the Business Development Board introduced members of the Max Planck Society to Palm Beach County leaders at a luncheon at the Kravis Center. The Governor sent a message via satellite to the gathering of more than 400.

Based in Germany, the research institutes of the Max Planck Society employ approximately 23,400 people worldwide and perform basic research in the interest of the general public in the natural sciences, life sciences, social sciences and the humanities. The Society counts 17 Nobel Prize winners since 1948.

Commercial Properties for Sale/Lease

	<p>Riviera Beach 12,400± SF Class "A" Office/Showroom Bldg. configured currently into 4 units. Has terrific I-95 exposure. Interiors upgraded with marble floors, extensive build-out, CBS construction. Price \$3,200,000</p>		<p>Haverhill Business Park North Palm Beach Class "A" Brand New Industrial 20ft Clear. Grade Loading. Up to 25% office - from 1,900sf to 20,000sf from \$8.95psf. Delivery Now-Also Build to Suit Land! From 45,000 to 90,000sf Distribution Building.</p>
	<p>Port St. Lucie 31,448 SF Industrial/Light Manufacturing Building on 2.79 acres. Outside Storage, heavy power, 30ft clear, 3,687sf Office. Excellent Location. Price \$2,995,000</p>		<p>West Palm Beach Westchesser Square located on Military Tr & Community Dr. Minutes from PBI Airport, I-95 and Downtown WPB. 1150sf of build-out medical space, 1500sf beauty salon, 1500 & 1242sf of Retail.</p>
	<p>Fort Lauderdale Freestanding 12,700sf two story Commercial Restaurant Bldg. on 32,000sf site plus adjacent 9,643sf parking lot located on Commercial Blvd. Boat dockage allowed with outside patio bar. Price \$7,000,000</p>		<p>Lake Worth 18,000sf Commercial Building on 1.8 acres. Property has frontage on Military Trail, excellent signage. Property includes yearly income from billboard. New roof, A/C, etc. Building is in excellent condition. Price \$2,500,000</p>

Since 1987—Real Estate Expertise for Today's Market

8845 N. Military Trail, Suite 100
 Palm Beach Gardens, FL 33410 • (561) 478-4440 • Phone (561) 478-4442 Fax • www.reichelrealty.com
 Leasing • Management • Disposition • Work Outs / Capital Recovery