

**PALM BEACH COUNTY
BOARD OF COUNTY COMMISSIONERS**

AGENDA ITEM SUMMARY

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Meeting Date: 11/06/2007	<input checked="" type="checkbox"/> Consent	<input type="checkbox"/> Regular
	<input type="checkbox"/> Workshop	<input type="checkbox"/> Public Hearing

Department: Administration
Submitted By: Administration
Submitted For: Economic Development Office

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I. EXECUTIVE BRIEF

Motion and Title: Staff recommends motion to approve an Agreement with the World Trade Center Association Palm Beach, Inc. in the amount of \$99,000.

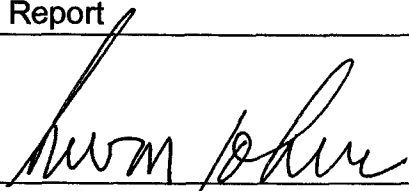
Summary: This Agreement with the WTCPB will provide funding to assist the EDO in promoting Palm Beach County internationally, assisting local businesses to grow internationally, and motivate foreign-based companies to expand into / invest in Palm Beach County. The scope of services outlined in the Agreement include: Market the Palm Beach Community College export-import courses to businesses in the County, provide eight seminars on international trade at the local chambers of commerce, set up and offer an on-line Export Management Certification Program, create a PBC Export Resource webpage, create an on-line trade lead webpage for all businesses to access, provide one-on-one business assistance to companies that want to build up their export/import capacity, conduct four familiarization tours or orientation programs for foreign banks and non-US-based bioscience companies, create an International Investment Council for the purpose of attracting foreign investment, present the Real Estate Steering Committee recommendations to the OEDP Committee, conduct one trade mission to assist local businesses in reaching global markets, market international events and business activities, and assist in broadcasting international activities in conjunction with Channel 20, and update the exporter-importer database and report the decline/growth of exports by industry. The term of this Agreement is retroactive from October 1, 2007 through September 30, 2008. Countywide (DW)

Background and Policy Issues: The World Trade Center Palm Beach Association, Inc. (WTCPB) is a not-for-profit Florida corporation. Its mission supports the expansion of business opportunities in Palm Beach County. Since the WTCPB's inception in 1999 and registering with the State of Florida's Division of Corporations in July 1999, the WTCPB has operated independently as a licensed center and has become the lead entity on international trade issues in this area. The WTCPB is a member of the World Trade Center Association and affiliated with more than 277 World Trade Centers in 74 countries worldwide. Leveraging this global network, the WTCPB facilitates business opportunities and global penetration by incorporating education, information, and the exchange of culture and civic responsibility with commerce.

Attachments:

Agreement
 WTCPB FY 2008 Proposal
 WTCPB FY 2007 Final Report

Recommended by:

	10-15-07
Economic Development Director	Date

Approved by:

	10-22-07
Assistant County Administrator	Date

II. FISCAL IMPACT ANALYSIS

A. Five Year Summary of Fiscal Impact:

Fiscal Years	2008	2009	2010	2011	2012
Capital Expenditures					
Operating Costs	<u>99,000</u>				
Operating Revenues					
Program Income (PBC)					
In-Kind Match (PBC)					
NET FISCAL IMPACT	<u>99,000</u>				
# ADDITIONAL FTE POSITIONS (Cumulative)					

Is Item Included In Current Budget? Yes X No

Budget Account Number:

Fund 1539 Department 764 Unit 1220 Object 3401 Program Code

B. Recommended Sources of Funds/Summary of Fiscal Impact:

\$99,000 from 1539-764-1220-3401

C. Departmental Fiscal Review:

[Signature] 10/19/07

III. REVIEW COMMENTS

A. OFMB Fiscal and/or Contract Dev. and Control Comments:

[Signature] 10-17-07
OFMB
10/17/07
10/17/07

[Signature] 10/18/07
Contract Dev. and Control
10/18/07
This Contract complies with our contract review requirements.

B. Legal Sufficiency:

[Signature] 10/22/07
Assistant County Attorney

The effective date of this contract is retroactive.

C. Other Department Review:

Department Director

This summary is not to be used as a basis for payment.

**Agreement between Palm Beach County and
World Trade Center Association Palm Beach, Inc.**

THIS AGREEMENT is entered into this _____ day of _____, 2007 by and between Palm Beach County, Florida, a political subdivision of the State of Florida, hereinafter referred to as "COUNTY", and **World Trade Center Association Palm Beach, Inc.**, a not-for-profit Florida corporation, having its principal place of business at Phillips Point, West Tower, 777 South Flagler Drive, Suite 800, West Palm Beach, Florida 33401, hereinafter referred to as "WTCPB", whose Federal I.D. number is **65-0976620**.

WHEREAS, COUNTY has determined that there is a need to enhance COUNTY'S prosperity and visibility in the international market by increasing international investment, import and export initiatives and trade competitiveness activities conducive to international business in order to provide a stronger, more balanced, and stable economy in the COUNTY; and

WHEREAS, WTCPB is a not-for-profit association whose mission is to expand international business opportunities in Palm Beach County, Florida; and

WHEREAS, WTCPB operates independently as a licensed center and has become the local lead entity on international trade issues; and

WHEREAS, WTCPB offers assistance to companies and government to identify and compete for international business; and

WHEREAS, COUNTY is desirous of expanding commerce that is international in scope and that pertains to banking, finance and investment, biotechnology research and development, and film and television production; and

WHEREAS, as a member of the World Trade Center Association, WTCPB is affiliated with more than 277 World Trade Centers in 74 countries worldwide; and

WHEREAS, since its inception in 1999, WTCPB has forged international and state alliances with and support from the business, education and governmental communities in which it serves; and

WHEREAS, COUNTY now finds and determines that it is in the public interest to enter into an Agreement with WTCPB to establish Palm Beach County as an international trade hub, to expand the COUNTY'S tax base, to expand the employment opportunities of the residents of the COUNTY and thereby reduce unemployment and associated burdens placed on local government and the private sector taxpayers; and

WHEREAS, WTCPB performs international regulatory, trade, diplomatic and business development activities which are not performed by the COUNTY and which are essential to successful business development in Palm Beach County; and

WHEREAS, COUNTY finds that WTCPB is an especially appropriate entity to facilitate international trade, finance and business development in Palm Beach County; and

WHEREAS, COUNTY finds that it is essential to the public interest to have an accounting of the expenditure of public funds by a non-public agency such as WTCPB.

NOW THEREFORE, in consideration of the mutual promises and covenants contained herein, the parties hereto agree as follows:

Recitals

The foregoing recitals are correct and true at the time of execution of this Agreement and are incorporated herein by reference.

PART I TERMS OF THE AGREEMENT

Scope of Services

WTCPB shall, in a satisfactory and proper manner as determined by the COUNTY, perform the tasks necessary to complete the Scope of Services outlined in Exhibit "A" and provide reports as shown in Exhibit "B", which are attached hereto and made a part hereof.

Effective Date and Term

The effective date of this Agreement shall be the 1st day of October 2007. The term of this Agreement shall be twelve (12) months from the effective date of this Agreement. This Agreement shall end on the 30th day of September 2008.

Funding

COUNTY hereby grants to WTCPB a total of **\$99,000 (ninety nine thousand dollars)** under the terms of this Agreement for WTCPB's international business development activities, conducted on behalf of the COUNTY as generally described in Exhibit "A." Any funds not obligated by the expiration date of this Agreement shall automatically revert to the COUNTY.

Performance Period

WTCPB shall have twelve (12) months from the effective date of this Agreement to fulfill the obligations as scheduled in Exhibit "A." Said services shall be performed in a manner satisfactory to COUNTY. In any event, all services required hereunder shall be completed by WTCPB no later than September 30, 2008.

Method of Payment

Payment of COUNTY'S obligation pursuant to this Agreement shall be made to WTCPB as follows: Payment of **\$8,250** each month upon submittal of a consulting service invoice, for a total amount not to exceed **\$99,000**. It is understood that payments remain subject to satisfactory achievement of the deliverables as stated in Exhibit "A."

Conditions on which Payment is Contingent

Financial Accountability

The COUNTY as it deems necessary, may at any time review WTCPB's financial systems, or conduct an audit of WTCPB or any of its subcontractors, to determine the capability of WTCPB to fiscally manage the Scope of Services in accordance with COUNTY requirements.

Reports

Reports shall be submitted to the COUNTY, postmarked no later than fourteen (14) days after the end of the reporting period, as outlined in Exhibit "C". The reports shall be to the satisfaction of the COUNTY and be subject to verification. The COUNTY reserves the right to request additional reports that are reasonable and fair from WTCPB, for any previous periods funded by the COUNTY upon ten (10)-business days notice. The final report produced and submitted by WTCPB will reflect quarterly and cumulative information.

PART II GENERAL CONDITIONS

Opportunities for Residents and Civil Rights Compliance

WTCPB agrees that no person shall, on the grounds of race, color, disability, national origin, religion, age, familial status, sex, or sexual orientation be excluded from the benefits of, or be subjected to discrimination under, any activity carried out by the performance of this Agreement. Upon receipt of evidence of such discrimination, the COUNTY shall have the right to terminate this Agreement. To the greatest extent feasible, low-income residents of the COUNTY shall be given opportunities for training and employment; and to the greatest extent feasible, businesses located in or owned by persons residing in the COUNTY shall be awarded contracts in connection with this Grant.

Opportunities for Small and Minority/Women-Owned Business Enterprises

In the procurement of supplies, equipment, construction, or services to implement this Agreement, WTCPB shall make a positive effort to utilize small and minority/women-owned business enterprises as sources of supplies and services, and provide these enterprises the maximum feasible opportunity to compete for contracts to be performed pursuant to this Agreement. To the maximum extent feasible, these small and minority/women-owned business enterprises shall be located in and/or owned by residents of Palm Beach County.

Federal and State Tax

The COUNTY is exempt from payment of Florida State Sales and Use Taxes. The COUNTY will sign an exemption certificate submitted by WTCPB. WTCPB shall not be exempted from paying sales tax to its suppliers for materials used to fulfill contractual obligations with the COUNTY, nor is WTCPB authorized to use the COUNTY'S Tax Exemption Number in securing such materials. WTCPB shall be responsible for payment of its own and its share of its employees' payroll, payroll taxes, and benefits with respect to this contract.

Governing Law and Venue

This Agreement shall be performed in accordance with applicable Federal, State, COUNTY laws, ordinances, and codes. These represent minimum regulations that may be supplemented by more restrictive guidelines set forth by the COUNTY. Venue in any action, suit or proceeding in connection with this Agreement shall lie in a Florida State Court of competent jurisdiction located in Palm Beach County.

Binding Effect

This Agreement shall be binding upon and shall inure to the benefit of the parties hereto and their respective legal representatives, successors, and assigns.

Construction of Agreement

No party shall be considered the author of this Agreement since the parties hereto have participated in extensive negotiations, drafting, and redrafting of this document to arrive at this final Agreement. Thus, the terms of this Agreement shall not be strictly construed against one party as opposed to the other party based on who drafted it. In the event that any section, paragraph, sentence, clause, or provision hereof shall be held by a court of competent jurisdiction to be invalid, such shall not affect the remaining portions of this Agreement and the same shall remain in full force and effect.

Recognition

WTCPB shall make a good faith effort to recognize COUNTY support for all activities made possible with funds available under this Agreement.

No Forfeiture

The rights of the COUNTY under this Agreement shall be cumulative and failure on the part of the COUNTY to exercise promptly any rights given hereunder shall not operate to forfeit or waive any of the said rights.

Default

In the event WTCPB fails or refuses to perform any term, covenant, or condition of this Agreement for which a specific remedy is not set forth in the Agreement, the COUNTY shall, in addition to any other remedies provided at law or in equity, have the right of specific performance thereof.

Failure to Comply

If WTCPB fails to comply with any of the provisions of this Agreement, the COUNTY may withhold, temporarily or permanently, all, or any, unpaid portion of the funding upon giving written notice to WTCPB, terminate this Agreement and/or demand a refund of the funding and the COUNTY shall have no further funding obligation to WTCPB under this Agreement.

Waiver

No waiver of any provision of this Agreement shall be effective against any party hereto unless it is in writing and signed by the party(s) waiving such provision. A written waiver shall only be effective as to the specific instance for which it is obtained and shall not be deemed a continuing or future waiver.

Termination

This Agreement may be terminated by WTCPB upon sixty (60) days prior written notice to the COUNTY'S representative in the event of substantial failure by the COUNTY to perform in accordance with the terms of this Agreement through no fault of WTCPB. It may also be terminated, in whole or in part, by the COUNTY, with or without cause, immediately upon written notice to WTCPB. Unless WTCPB is in breach of this Agreement, WTCPB shall be paid for services rendered to the COUNTY'S satisfaction through the date of termination.

In the event of termination prior to expiration of the term of this Agreement, all finished or unfinished documents, data studies, surveys, drawings, maps, models, photographs, reports prepared, and capital equipment secured by WTCPB with funds under this Agreement shall be returned to the COUNTY. In the event of termination, WTCPB shall not be relieved of liability to the COUNTY for damages sustained by the COUNTY by virtue of any breach of the Agreement by WTCPB, and the COUNTY may withhold any

payment to WTCPB until such time as the exact amount of damages due to the COUNTY from WTCPB is determined.

After notice of termination, and except as otherwise directed, WTCPB shall:

1. Stop working under the Agreement on the date, and to the extent specified, in the notice of termination.
2. Place no further orders or subcontracts for materials, services, or facilities, except as may be necessary for completion of such portion of the work under the Agreement as is not terminated.
3. Terminate and settle all orders and subcontracts relating to the performance of the terminated work.
4. Prepare all necessary reports and documents required by the terms of the Agreement up to the date of termination, including a final report due at the end of the project, without reimbursement for services rendered in completing said reports beyond the termination date.

Amendments

The COUNTY may, at its discretion, amend this Agreement to conform to changes required by Federal, State, or COUNTY guidelines, directives, and objectives. Such amendments shall be incorporated by written amendment as a part of this Agreement and shall be subject to approval of the Board of County Commissioners. Except as otherwise provided herein, no amendment to this Agreement shall be binding on either party unless in writing, approved by the Board of County Commissioners and signed by both parties.

Personnel

WTCPB represents that it has, or will secure at its own expense, all necessary personnel required to perform the services under this Agreement. Such personnel shall not be employees of or have any contractual relationship with COUNTY. All of the services required herein under shall be performed by WTCPB or under its supervision, and all personnel engaged in performing the services shall be fully qualified and, if required, authorized or permitted under state and local law to perform such services. Any changes or substitutions in WTCPB's key personnel must be made known to the COUNTY'S representative and written approval must be granted by the COUNTY'S representative before said change or substitution can become effective.

WTCPB warrants that all services shall be performed by skilled and competent personnel to the highest professional standards in the field. All of WTCPB's personnel (and all Subcontractors) while on COUNTY premises will comply with all COUNTY requirements governing conduct, safety and security.

Evaluation and Monitoring

WTCPB agrees that the COUNTY will carry out periodic monitoring and evaluation activities as determined necessary by the COUNTY and that the continuation of this Agreement is dependent upon satisfactory evaluation conclusions based on the terms of this Agreement and comparisons of planned versus actual progress relating to project scheduling, budgets, audit reports, and output measures. WTCPB shall submit information and status reports required by the COUNTY, on forms approved by the COUNTY. WTCPB shall allow the COUNTY to monitor WTCPB on site. Such visits may be scheduled or unscheduled as determined by the COUNTY.

Insurance

WTCPB shall, at its sole expense, agree to maintain in full force and effect at all times during the life of this Agreement, insurance coverage and limits (including endorsements), as described herein. The requirements contained herein, as well as COUNTY'S review or acceptance of insurance maintained by WTCPB are not intended to and shall not in any manner limit or qualify the liabilities and obligations assumed by WTCPB under this Agreement.

A. Commercial General Liability

WTCPB shall maintain Commercial General Liability at a limit of liability not less than \$500,000 Each Occurrence. Coverage shall not contain any endorsement excluding Contractual Liability or Cross Liability unless granted in writing by COUNTY'S Risk Management Department. WTCPB shall provide this coverage on a primary basis.

B. Professional Liability

WTCPB shall maintain Professional Liability or equivalent Errors & Omissions Liability at a limit of liability not less than \$1,000,000 Per Occurrence. When a self-insured retention (SIR) or deductible exceeds \$10,000, COUNTY reserves the right, but not the obligation, to review and request a copy of WTCPB's most recent annual report or audited financial statement. For policies written on a "Claims-Made" basis, WTCPB shall maintain a Retroactive Date prior to or equal to the effective date of this Contract. In the event the policy is canceled, non-renewed, switched to an Occurrence Form, retroactive date advanced, or any other event triggering the right to purchase a Supplement Extended Reporting Period (SERP) during the life of this Contract, WTCPB shall

purchase a SERP with a minimum reporting period not less than 3 years. WTCPB shall provide this coverage on a primary basis.

- C. *Worker's Compensation Insurance & Employers Liability*
WTCPB shall maintain Worker's Compensation & Employers Liability in accordance with Florida Statute Chapter 440. WTCPB shall provide this coverage on a primary basis.
- D. *Additional Insured*
WTCPB shall endorse the COUNTY as an Additional Insured with a CG 2026 Additional Insured - Designated Person or Organization endorsement, or its equivalent, to the Commercial General Liability. The Additional Insured endorsement shall read "Palm Beach County Board of County Commissioners, a Political Subdivision of the State of Florida, its Officers, Employees and Agents." WTCPB shall provide the Additional Insured endorsements coverage on a primary basis.
- E. *Certificate(s) of Insurance*
Prior to execution of this Agreement, WTCPB shall deliver to the COUNTY a Certificate(s) of Insurance evidencing that all types and amounts of insurance coverage required by this Agreement have been obtained and are in full force and effect. The Certificate(s) of Insurance shall include a minimum thirty (30) days endeavor to notify due to cancellation or non-renewal of coverage. The Certificate Holder shall read "Palm Beach County, C/O Economic Development Office, 301 N. Olive Avenue, 10th Floor, West Palm Beach, FL 33401."
- F. *Right to Review*
COUNTY, by and through its Risk Management Department, in cooperation with the contracting/monitoring department, reserves the right to review, modify, reject or accept any required policies of insurance, including limits, coverage, or endorsements, herein from time to time throughout the term of this Agreement. COUNTY reserves the right, but not the obligation, to review and reject any insurer providing coverage because of its poor financial condition or failure to operate legally.
- G. *Waiver of Subrogation*
WTCPB hereby waives any and all rights of Subrogation against the County, its officers, employees and agents for each required policy. When required by the insurer, or should a policy condition not permit an insured to enter into a pre-loss agreement to waive subrogation without an endorsement, then WTCPB shall agree to notify the insurer and request the policy be endorsed with a Waiver of Transfer of rights of Recovery Against Others, or its equivalent. This Waiver of Subrogation requirement shall not apply to any policy, which a condition to the policy specifically prohibits such an endorsement, or voids coverage should WTCPB enter into such an agreement on a pre-loss basis.

Indemnification

WTCPB shall protect, defend, reimburse, indemnify and hold the COUNTY, its agents, employees and elected officers harmless from and against all claims, liability, expense, loss, cost, damages or causes of action of every kind or character, including attorney's fees and costs, whether at trial or appellate levels or otherwise, arising during performance of the terms of this Agreement or due to the acts or omissions of WTCPB. WTCPB's aforesaid indemnity and hold harmless obligation, or portion or applications thereof, shall apply to the fullest extent permitted by law. WTCPB shall hold the COUNTY harmless and shall indemnify the COUNTY for the conduct or activities and administration of WTCPB.

Successors and Assigns

The COUNTY and WTCPB each binds itself and its partners, successors, executors, administrators and assigns to the other party and to the partners, successors, executors, administrators and assigns of such other party, in respect to all covenants of this Agreement. Except as above, neither the COUNTY nor WTCPB shall assign, sublet, convey or transfer its interest in this Agreement without the prior written consent of the other. Nothing herein shall be construed as creating any personal liability on the part of any officer or agent of the COUNTY, nor shall it be construed as giving any rights or benefits hereunder to anyone other than the COUNTY and WTCPB.

Remedies

This Agreement shall be governed by the laws of the State of Florida. Any legal action necessary to enforce the Agreement will be held in Palm Beach County. No remedy herein conferred upon any party is intended to be exclusive of any other remedy, and each and every such remedy shall be cumulative and shall be in addition to every other remedy given hereunder or now or hereafter existing at law or in equity,

by statute or otherwise. No single or partial exercise by any party of any right, power, or remedy hereunder shall preclude any other or further exercise thereof.

Conflict of Interest

WTCPB represents that it presently has no interest and shall acquire no interest, either direct or indirect, which would conflict in any manner with the performance of services required hereunder, as provided for in Chapter 112, Part III, Florida Statutes. WTCPB further represents that no person having any such conflict of interest shall be employed for said performance of services.

WTCPB shall promptly notify the COUNTY'S representative, in writing, by certified mail, of all potential conflicts of interest of any prospective business association, interest or other circumstance that may influence or appear to influence WTCPB'S judgment or quality of services being provided hereunder. Such written notification shall identify the prospective business association, interest or circumstance, the nature of work that WTCPB may undertake and request an opinion of the COUNTY as to whether the association, interest or circumstance would constitute a conflict of interest if entered into by WTCPB. The COUNTY agrees to notify WTCPB of its opinion by certified mail within thirty (30) days of receipt of notification by WTCPB. If, in the opinion of the COUNTY, the prospective business association, interest or circumstance would not constitute a conflict of interest by WTCPB, the COUNTY shall so state in the notification and WTCPB shall, at its option, enter into said association, interest or circumstance and it shall be deemed not in conflict of interest with respect to services provided to the COUNTY by WTCPB under the terms of this Contract.

Excusable Delays

WTCPB shall not be considered in default by reason of any failure in performance if such failure arises out of causes reasonably beyond the control of WTCPB or its subcontractors and without their fault or negligence. Such causes include, but are not limited to, acts of God, force majeure, natural or public health emergencies, labor disputes, freight embargoes, and abnormally severe and unusual weather conditions.

Upon WTCPB's request, the COUNTY shall consider the facts and extent of any failure to perform the work and, if WTCPB's failure to perform was without it or its subcontractors fault or negligence, the Agreement schedule and/or any other affected provision of this Agreement shall be revised accordingly, subject to the COUNTY'S rights to change, terminate, or stop any or all of the work at any time.

Arrears

WTCPB shall not pledge the COUNTY's credit or make it a guarantor of payment or surety for any contract, debt, obligation, judgment, lien, or any form of indebtedness. WTCPB further warrants and represents that it has no obligation or indebtedness that would impair its ability to fulfill the terms of this Contract.

Independent Contractor Relationship

WTCPB is, and shall be, in the performance of all work services and activities under this Agreement, an Independent Contractor, and not an employee, agent, or servant of the COUNTY. All persons engaged in any of the work or services performed pursuant to this Agreement shall at all times, and in all places, be subject to WTCPB's sole direction, supervision, and control. WTCPB shall exercise control over the means and manner in which it and its employees perform the work, and in all respects WTCPB'S relationship and the relationship of its employees to the COUNTY shall be that of an Independent Contractor and not as employees or agents of the COUNTY. WTCPB does not have the power or authority to bind the COUNTY in any promise, agreement or representation.

Access and Audits

WTCPB shall maintain adequate records to justify all charges, expenses, and costs incurred in delivering the services for at least three (3) years after completion or termination of this Agreement. The COUNTY shall have access to such books, records, and documents as required in this section for the purpose of inspection or audit during normal business hours, as often as the COUNTY deems necessary, at WTCPB's place of business. The COUNTY reserves the right to require submission of audited financial statements and/or to conduct a "limited scope audit" of WTCPB at any time or for any period.

Non-Discrimination

WTCPB warrants and represents that all of its employees are treated equally during employment without regard to race, color, religion, disability, sex, age, national origin, ancestry, marital status, or sexual orientation.

Severability

If any term or provision of this Agreement, or the application thereof to any person or circumstances shall, to any extent, be held invalid or unenforceable, the remainder of this Agreement, or the application of such terms or provision, to persons or circumstances other than those as to which it is held invalid or unenforceable, shall not be affected, and every other term and provision of this Agreement shall be deemed valid and enforceable to the extent permitted by law.

Public Entity Crimes

As provided in F.S. 287.132-133, by entering into this Agreement or performing any work in furtherance hereof, WTCPB certifies that it, its affiliates, suppliers, subcontractors and consultants who will perform hereunder have not been placed on the convicted vendor list maintained by the State of Florida Department of Management Services within the thirty-six (36) months immediately preceding the date hereof. This notice is required by F.S. 287.133(3)(a).

Availability of Funds

The COUNTY'S obligation to pay under this Agreement is contingent upon annual appropriation for its purpose by the Board of County Commissioners.

Data Becomes COUNTY Property

All reports, plans, surveys, information, documents, maps, and other data procedures developed, prepared, assembled, or completed by WTCPB for the purpose of this Agreement shall become the property of the COUNTY without restriction, reservation, or limitation of their use and shall be made available by WTCPB at any time upon request by the COUNTY. Upon completion of all work contemplated under this Agreement, copies of all documents and records relating to this Agreement shall be surrendered to the COUNTY if requested. In any event, WTCPB shall keep all documents and records for three (3) years after expiration of this Agreement.

Authority to Practice

WTCPB hereby represents and warrants that it has and will continue to maintain all licenses and approvals required conducting its business, and that it will at all times conduct its business activities in a reputable manner. Proof of such licenses and approvals shall be submitted to the COUNTY'S representative upon request.

Notice

All notices required in this Agreement shall be sent by certified mail, return receipt requested, hand delivery or other delivery service requiring signed acceptance.

If sent to the COUNTY, notices shall be addressed to:

Kevin Johns, AICP, Economic Development Director
Economic Development Office
301 North Olive Ave., 10th Floor
West Palm Beach, Florida 33401
Phone (561) 355-3624
Fax (561) 355-6017

With a copy to:

Dawn Wynn, Assistant County Attorney
County Attorney Office
P.O. Box 1989
West Palm Beach, Florida 33402-1989

And if sent to WTCPB shall be addressed to:

Louis Haddad, President
World Trade Center Association Palm Beach, Inc.
Phillips Point, West Tower, 777 South Flagler Drive, Suite 800
West Palm Beach, Florida 33401

Entirety of Contractual Agreement

The COUNTY and WTCPB agree that this Agreement sets forth the entire agreement between the parties, and that there are no promises or understandings other than those stated herein. None of the provisions, terms and conditions contained in this Agreement may be added to, modified, superseded or otherwise altered, except by written instrument executed by the parties hereto in accordance with Article 25-Modifications of Work.

Criminal History Records Check

WTCPB shall comply with the provisions of Ordinance 2003-030, the Criminal History Records Check Ordinance ("Ordinance"), if WTCPB's employees or subcontractors are required under this contract to enter a "critical facility" (if applicable) as identified in Resolution R-2003-1274. WTCPB acknowledges and agrees that all employees and subcontractors who are to enter a "critical facility" will be subject to a fingerprint based criminal history records check. Although COUNTY agrees to pay for all applicable FDLE/FBI fees required for criminal history record checks, WTCPB shall be solely responsible for the financial, schedule, and staffing implications associated in complying with Ordinance 2003-030.

Regulations; Licensing Requirements

WTCPB shall comply with all laws, ordinances and regulations applicable to the services contemplated herein, to include those applicable to conflict of interest and collusion. WTCPB is presumed to be familiar with all federal, state and local laws, ordinances, codes and regulations that may in any way affect the services offered.

IN WITNESS WHEREOF, the Board of County Commissioners of Palm Beach County, Florida has made and executed this Contract on behalf of the COUNTY and CONSULTANT has hereunto set its hand the day and year above written.

ATTEST:

SHARON R. BOCK
CLERK & COMPTROLLER

PALM BEACH COUNTY, FLORIDA, A POLITICAL
SUBDIVISION OF THE STATE OF FLORIDA
BOARD OF COUNTY COMMISSIONERS

By: _____
Deputy Clerk

By: _____
Addie L. Greene, Chairperson

WITNESS:

By: _____
(Signature)
Claudia Lopez
Name (type or print)

CONSULTANT:
WORLD TRADE CENTER ASSOCIATION
PALM BEACH, INC.

By: _____

APPROVED AS TO FORM
AND LEGAL SUFFICIENCY

By: _____
Assistant County Attorney

APPROVED AS TO TERMS
AND CONDITIONS

By: _____
Economic Development Director

EXHIBIT A
SCOPE OF SERVICES

OBJECTIVES

Establish Palm Beach County as a hub for world trade and finance by building an institutional framework that fosters international trade and investment and helps secure greater benefits, such as contributions to sustainable economic development and maximization of international competitiveness while opening world markets.

Promote Palm Beach County's capabilities, strengths and advantages, and enhance its image internationally to (a) stimulate economic growth, trade and international investment and (b) encourage partnerships that support the County's cluster industries.

Position Palm Beach County as an equal partner in the globalization of financial and commercial activity to generate greater communication with and between other nations by creating an International Finance District and a Consular Corp.

Help local, national and international businesses to grow locally and internationally by offering them wider range of business information, services, and opportunities.

PALM BEACH COUNTY STRATEGIES

In order to meet the goals of prosperity and positioning of Palm Beach County, the County's Economic Development Office has set the following strategies as part of one of the five strategic directions included in the BCC adopted Strategic Economic Plan:

- Education for:
 - Small business
 - Export companies
 - Minority businesses
 - Colleges, universities and school system
- Technical assistance to export-ready companies
 - One-on-one assistance
 - Business resources available in PBC
 - Arrange meetings between international and local companies
 - Introduction to consul generals, commercial trade officers
- Creating an appropriate business environment for international cluster formation:
 - Policy analysis
 - Trade missions
 - Attract financial institutions
 - Attract "industries of the mind" companies
- Private-public participation
 - International Investment Council
 - International Real Estate Council
 - Chambers of Commerce
 - Other international organizations (other WTC and private companies)
- Intergovernmental coordination (International/state/county/city)
 - Marketing
 - Financial incentives
 - Business regulation
 - Import/export with federal agencies
 - Service industries: identify RFPs, RFQs and bids
 - Participate in Enterprise Florida international meetings and program initiatives
- Business attraction & recruitment
 - Orientation programs for industry cluster companies
 - Orientation programs for banking institutions, insurance and equity companies
 - Orientation programs for foreign World Trade Centers in target countries to joint / venture in PBC opportunities
 - Identification of leads from global network
- Database collection to support policy decisions

SCOPE OF SERVICES

- A. WTCBPB agrees to work towards the accomplishment of the above objectives and strategies, and complete the following deliverables for FY 2008:

STRATEGY	DELIVERABLE	PERFORMANCE MEASURE	DATE	COST
EDUCATION				
	Market the PBCC Export-Import Courses WTCBPB will market 3 Palm Beach Community College export import courses to businesses on the export import database and listed with the office of small business. WTCBPB will identify through the office of small business the minority-owned businesses in the county for the purpose of encouraging their attendance at coursework and utilization of technical services. It will augment the marketing of this program by promoting it via e-announcements and its web site. It will promote actively in their speaking engagements and media relations programs.	# Courses marketed: 3 # Businesses contacted # Events in which the courses were marketed	Year round	\$2,000
	Provide Seminars on International Trade Chambers of commerce will be asked to support and collaboratively market international trade seminars. The seminars will be open to all businesses in the county, including marketing that will be directed toward chamber memberships, the businesses identified in the county's exporter/ importer database, and minority-owned businesses. The seminars will provide information about doing business in: the Caribbean, Canada, United Kingdom, Ireland, Germany, Italy, Spain, and Central America respectively. Seminars will be offered in the 2 nd and 3 rd months of each quarter. Each seminar will be conducted at a different chamber location until all eight chambers have had the opportunity to host one seminar. We will work with the North Palm Beach, Boca Raton, Palm Beaches, Palms West, Black, Hispanic, Cultural and Women's Chambers of Commerce in bringing these programs to fruition.	# Seminars offered: 8 # Attendees per seminar	Year round	\$10,000
	Offer an On-line Export Management Certification Program WTCBPB will offer an on-line export management certification program for the purpose of growing high-skill, high-pay jobs and a local pool of talent prepared to lead businesses into expansion opportunities beyond US borders. WTCBPB will add to its web site and the County's web site a complete 5-course on-line program culminating in Export Management Certification. WTCBPB will manage the site, which includes marketing, registration, collection of fees and issuance of certificates.	# Students registered # Students that received a certification Program outcome: Benefits to students in the job market and in finding business opportunities abroad	11/2007	\$10,000

STRATEGY	DELIVERABLE	PERFORMANCE MEASURE	DATE	COST
TECHNICAL ASSISTANCE TO EXPORT-READY COMPANIES				
	Create a PBC Export Resources Webpage WTCPB will create a County export resources webpage bringing together the exporting tools offered by the US Department of Commerce, International Trade Administration and Export USA. WTCPB will implement an internet landing page providing access to the tools by which an individual or company can assess his or her or their export readiness, as well as be provided with a multitude of resources to enter or expand upon export opportunities.	Webpage created # Hits	11/2007	\$1,600
	Create an On-line Trade Lead Webpage WTCPB will create an on-line trade lead page that will be open to all county businesses. Trade leads will be drawn from the "member only" files of WTCA. To the extent possible, WTCPB will differentiate the list into buy-sell categories by industry. The trade leads will announce goods and services to be bought or sold from around the world.	Webpage created # Hits	1/2008	\$15,000
	Provide Individualized Assistance to Businesses WTCPB will assign an international trade strategist whose technical assistance will be available upon demand from businesses listed with the County Office of Small Business as well as to business owners directly. WTCPB will provide services up to 15 hours per week with individual companies desirous of building export or import capacity.	# Hours per week worked by consultant # Clients assisted in chronological order and type of assistance (business/individual name, date, assistance needed, assistance provided and outcome in terms of international trade)	11/2007	\$7,500
	Assist with Protocol WTCPB will assist as needed with protocol advice regarding visits by foreign dignitaries, most notably here for an orientation to the County as a premiere location into which their country's businesses could expand. At the direction of the County, WTCPB will assist in handling the issues of protocol that may arise during the visit of a foreign dignitary.		Year round	\$0
BUSINESS ENVIRONMENT				
BUSINESS ATTRACTION & RECRUITMENT				
	Conduct Familiarization (FAM) Tours WTCPB will recruit and conduct 4 county orientation programs (FAM Tours) for foreign banks and non-US-based bioscience companies from the same countries, in coordination with the Business Development Board. These are 2-day orientations and will introduce ministers of trade, Consul Generals and representative business leaders to the local business market and key attractions for foreign CEOs.	# of FAM tours: 4 Report of FAM tours	9/2008	\$4,000
PRIVATE-PUBLIC PARTICIPATION				
	Create an International Investment Council WTCPB will create and facilitate an International Investment Council. It will chair and facilitate a committee, setting forth its charge, and meet as needed in the months of October, November, January, April, and August.	Report on the creation of the International Investment Council (Members, type of businesses recruited, mission, objectives, etc.) Minutes from the four meetings.	10/2007	\$15,000

STRATEGY	DELIVERABLE	PERFORMANCE MEASURE	DATE	COST
	Continue working with the Real Estate Steering Committee WTCPB will convene the Real Estate Steering Committee as needed to bring forward its recommendations for data collection regarding foreign investment in non-residential real estate in the county. The steering committee will meet with the OEDP to identify the most important piece of information from among the committee's five recommendations. If such information is best collected via an added field of inquiry on the county's Business Tax Receipts, then the OEDP will make a presentation along with the steering committee to the proper authorities.	List of recommendation made by the Real Estate Steering Committee Meeting minutes	9/2008	\$0
INTERGOVERNMENTAL COORDINATION				
	Conduct a Trade Mission WTCPB will conduct one outbound and inbound trade mission that assists local businesses in penetrating global markets. Missions will be open to all industry representatives and will include on-location orientations and business matchmaking. Missions will announce the industries of interest and geographic locations that focus on those countries which are in the top of the ranks with regard to local business investments.	# Trade Missions: 1 Report the outcome of the trade mission (participants, potential investments, benefit to local businesses, etc.)	3/2008	\$11,375
	Market International Events and Business Activities WTCPB will work collaboratively with the County's Department of Public Affairs to provide an average of 2 press releases per month (up to 30 days beforehand) that highlight a forthcoming event of significant business interest, or a success that has or will have a positive economic impact, or a study we have conducted that has meaning to the local business community.	# Press releases Copies of press releases	10/2007	\$4,800
	Assist in Broadcasting International Activities WTCPB will assist in the creation of community television programming that will highlight international business development activities and accomplishments. Channel 20 will be provided consultation and materials specific to the creation of a series of 30-60 minute programs designed to introduce industry experts who will discuss their cluster's developments. Channel 20 and The League of Cities will be invited to participate in the FAM Tours. Thirty days lead time will be provided to facilitate scheduling and marketing.	# TV shows that WTCPB assisted in creating Summary report of all activities	Year round	\$7,973
DATABASE COLLECTION				
	Update Exporter-Importer Database WTCPB will update and maintain the existing Exporter/Importer database and provide an annual report regarding the decline/growth of exports by industry and dollar volume.	Updated exporter-importer database	09/08	\$9,752
TOTAL			\$99,000	

B. The COUNTY Agrees to:

1. Provide ninety nine thousand dollars (\$99,000) funding for consulting services.
1. Provide technical assistance to ensure compliance with applicable State, Federal and COUNTY regulations and this Agreement.

EXHIBIT B
REPORTING FORM

Date _____

Signature _____

Quarterly Reports	Reporting Period	Due Date
<input type="checkbox"/> 1 st Quarter	Oct. 1 - Dec. 31, 2007	January 15, 2008
<input type="checkbox"/> 2 nd Quarter	Jan. 1 - March 31, 2008	April 15, 2008
<input type="checkbox"/> 3 rd Quarter	April 1 - June 30, 2008	July 15, 2008
<input type="checkbox"/> 4 th Quarter	July 1 - Sept. 30, 2008	October 15, 2008

PERFORMANCE MEASURES

Provide *cumulative quarterly* information and supportive documentation about the contract deliverables and performance measures specified in Exhibit "A." Report the *status of completion* of each performance measure as completed, ongoing or pending.



World Trade Center
Palm Beach

September 1, 2007

Mr. Kevin Johns
Director, Economic Development
Palm Beach County, Florida
301 North Olive Avenue, 10th Floor
West Palm Beach, Florida 33401 USA

Dear Mr. Johns:

We are pleased to have the opportunity to propose a 12-month agreement for the period October 1, 2007 through September 30, 2008. It is in the amount of \$150,000. This twelve (12) month proposal is a successor to **Agreement R2006-2317** due to expire on September 30, 2007. This successor proposal is specific to the county and the funding that is proposed is the only funding that will be received to accomplish these objectives. We are eager to contribute to the success of the county's future.

Moving forward based on results from our **Agreement R2006-2317** during fiscal year 2006-2007, and in keeping with the outcomes of the county's 2005 economic summit, we believe that there is a mandate to continue our business relationship. Specifically, for the successor year, we have identified the following areas:

- Implement a trade development system. Educational offerings will be expanded in outreach and be marketed directly by us. Additionally, we will provide technical assistance to local exporters/importers and small businesses that will create and implement a custom plan for the purpose of increasing annual sales volumes. Trade missions will be designed to correspond to industry interests and geographic locations.
- Update and maintain the exporter/importer database and provide an annual report that will demonstrate outcomes in keeping with the county's desire to increase company sales volumes and companies entering the export/import markets.
- Lead a steering committee (comprised of a cross-section of business, political, and financing institution interests) that will be charged with recommending strategies designed to attract international funding sources to the county.
- Lead a steering committee that will be charged with implementing its prior recommendations for data collection specific to foreign investments in local non-residential real estate.
- Conduct familiarization tours that will attract international banking interests and non-US-based bioscience interests to a county orientation.
- Assist the county with marketing and branding specific to its international economic development objectives. This will include public relations and media coverage assistance and recommendations, as well as specific content development advice.

We have demonstrated our ability in solving challenges you face, and we continue to provide leading-edge expertise with a record of success.

Sincerely,

Mr. Louis Haddad, President

INTERNATIONAL BUSINESS DEVELOPMENT PALM BEACH COUNTY, FL USA

PRESENTED TO:

Mr. Kevin Johns, Director, Economic Development
Palm Beach County, Florida

PRESENTED BY:

Mr. Louis Haddad, President
World Trade Center Association Palm Beach, Inc.

September 1, 2007

PALM BEACH COUNTY INTERNATIONAL TRADE SYSTEM STRATEGIES

The WTCPB will continue working towards the goals of prosperity and positioning of Palm Beach County as part of one of the five strategic directions included in the BCC adopted Strategic Economic Plan.

- Education for:
 - Small business
 - Export companies
 - Minority businesses
 - Colleges, universities and school system
- Technical assistance to export-ready companies
 - One-on-one assistance
 - Business resources available in PBC
 - Arrange meetings between international and local companies
 - Introduction to consul generals, commercial trade officers
- Creating an appropriate business environment for international cluster formation:
 - Policy analysis
 - Trade missions
 - Attract financial institutions
 - Attract "industries of the mind" companies
- Private-public participation
 - International Investment Council
 - International Real Estate Council
 - Chambers of Commerce
 - Other international organizations (other WTC and private companies)
- Intergovernmental coordination (International/state/county/city)
 - Marketing
 - Financial incentives
 - Business regulation
 - Import/export with federal agencies
 - Service industries: identify RFPs, RFQs and bids
 - Participate in Enterprise Florida international meetings and program initiatives
- Business attraction & recruitment
 - Orientation programs for industry cluster companies
 - Orientation programs for banking institutions, insurance and equity companies
 - Orientation programs for foreign World Trade Centers in target countries to joint / venture in PBC opportunities
 - Identification of leads from global network
- Database collection to support policy decisions

WORLD TRADE CENTER PALM BEACH FY 2008 SCOPE OF SERVICES

The proposed WTCPB Scope of Services will accomplish the above County's objectives and strategies for international trade. Some of the deliverables fit more than one objective; however, it will be listed only once.

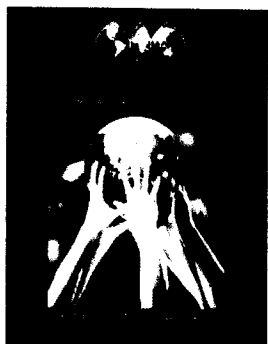
STRATEGY	DELIVERABLE	MEASURE/HOURS	DATE	COST
EDUCATION				
	PBCC export import courses will be marketed to businesses on the export import database and listed with the office of small business. We will identify through the office of small business the minority-owned businesses in the county for the purpose of encouraging their attendance at coursework and utilization of technical services.	We will augment the marketing of this program by promoting it via e-announcements and our web site. We will promote actively in our speaking engagements and media relations programs.	On-going	\$2,000
	Chambers of commerce will be asked to support and collaboratively market international trade seminars. The seminars will be open to all businesses in the county, including marketing that will be directed toward chamber memberships, the businesses identified in the county's exporter/ importer database, and minority-owned businesses.	Eight seminars will be offered. The eight seminars will provide information about doing business in: the Caribbean, Canada, United Kingdom, Ireland, Germany, Italy, Spain, and Central America respectively. Seminars will be offered in the 2 nd and 3 rd months of each quarter. Each seminar will be conducted at a different chamber location until all eight chambers have had the opportunity to host one seminar. We will work with the North Palm Beach, Boca Raton, Palm Beaches, Palms West, Black, Hispanic, Cultural and Women's Chambers of Commerce in bringing these programs to fruition.	On-going	\$10,000
	WTCPB will offer an on-line export management certification program for the purpose of growing high-skill, high-pay jobs and a local pool of talent prepared to lead businesses into expansion opportunities beyond US borders.	We will add to our web site and link to the county web site, a complete 5-course on-line program culminating in Export Management Certification. World Trade Center Palm Beach will manage the site, to include marketing, registration, collection of fees and issuance of certificates. This effort will take 33 hours to plan and execute, as well as 100 hours to create and to maintain the on-line facility.	11/2007	\$10,000
	WTCPB will create a County export resources page bringing together the exporting tools offered by the US Department of Commerce, International Trade Administration and Export USA.	We will implement an internet landing page providing access to the tools by which an individual or company can assess his or her or their export readiness, as well as be provided with a multitude of resources to enter or expand upon export opportunities. This effort will take 5 hours to plan and execute, as well as, 10 hours to create and to maintain the on-line facility.	11/2007	\$1,600

STRATEGY	DELIVERABLE	MEASURE/HOURS	DATE	COST
TECHNICAL ASSISTANCE TO EXPORT-READY COMPANIES				
	WTCPB will create an on-line trade lead page that will be open to all county businesses. Trade leads will be drawn from the "member only" files of WTCA. To the extent possible, we will differentiate the list into buy-sell categories by industry.	We will create a trade lead page on-line and make it accessible to everyone. The trade leads will announce goods and services to be bought or sold from around the world. This effort will take 25 hours to plan and execute, as well as 300 hours to create and to maintain the on-line facility.	1/2008	\$15,000
	WTCPB will assign an international trade strategist whose technical assistance will be available upon demand from businesses listed with the County Office of Small Business as well as to business owners directly.	We will provide services up to 5 hours per month as requested to reinforce training via scheduling one-on-one consulting with individual companies desirous of building export or import capacity. We will document the consultations and the international alliances they foster.	11/2007	\$7,500
	WTCPB will assist as needed with protocol advice regarding visits by foreign dignitaries, most notably here for an orientation to the County as a premiere location into which their country's businesses could expand.	We will assist the County in handling the issues of protocol that may arise during the visit of a foreign dignitary. This assistance will be provided freely and at the direction of the County.	On-going	\$0
BUSINESS ENVIRONMENT				
BUSINESS ATTRACTION & RECRUITMENT				
	WTCPB will recruit and conduct county orientations for foreign banking and non-US-based bioscience interests. We will work with the BDB as appropriate to the expressed interests of a business.	Construct and operate a county orientation program (FAM Tours) for foreign banks and bioscience companies that are from the same countries as those who will be participating in our FAM tours. These are 2-day orientations and will introduce ministers of trade, Consul Generals and representative business leaders to the local business market and key attractions for foreign CEOs. The Palm Beach County Business Development Board will participate.	9/2008	\$4,000
PRIVATE-PUBLIC PARTICIPATION				
	WTCPB will create and facilitate an International Investment Council.	We will chair and will facilitate a committee, setting forth its charge, and meet as needed in the months of October, November, January, April, and August.	10/2007	\$15,000
	WTCPB will convene the real estate steering committee as needed to bring forward its recommendations for data collection regarding foreign investment in non-residential real estate in the	The steering committee will meet with the OEDP to identify the most important piece of information from among the committee's five	9/2008	\$0

STRATEGY	DELIVERABLE	MEASURE/HOURS	DATE	COST
	county.	recommendations. If such information is best collected via an added field of inquiry on the county's Business Tax Receipts, then the OEDP will make a presentation along with the steering committee to the proper authorities.		
INTERGOVERNMENTAL COORDINATION				
	WTCPB will conduct one outbound and inbound trade mission that assists local businesses in penetrating global markets.	Missions will be open to all industry representatives and will include on-location orientations and business matchmaking. Missions will announce the industries of interest and geographic locations that focus on those countries which are in the top of the ranks with regard to local business investments.	3/2008	\$11,375
	WTCPB will work collaboratively with the County's Department of Public Affairs.	We will provide an average of 2 press releases per month (up to 30 days beforehand) that highlight a forthcoming event of significant business interest, or a success that has or will have a positive economic impact, or a study we have conducted that has meaning to the local business community.	10/2007	\$4,800
	WTCPB will assist in the creation of community television programming that will highlight international business development activities and Accomplishments.	Channel 20 will be provided consultation and materials specific to the creation of a series of 30-60 minute programs designed to introduce industry experts who will discuss their cluster's developments. Channel 20 and The League of Cities will be invited to participate in the FAM Tours. Thirty days lead time will be provided to facilitate scheduling and marketing.	On-going	\$7,973
DATABASE COLLECTION				
	WTCPB will update and maintain an Exporter/Importer database and provide an annual report.	Update existing database and provide an annual report regarding the decline/growth of exports by industry and dollar volume.	09/08	\$9,752
TOTAL			\$99,000	

CORPORATE HISTORY AND OVERVIEW

- **State of Florida Background**
- Over 160,000 Florida jobs depend on the export of manufactured goods and export related jobs pay higher wages than non-export related jobs
- Florida's exports have increased 64% to 24 billion dollars in the past ten years or so
- Florida accounts for 5.5% of the nations total services exports (education being primary)
- Foreign affiliated companies in the region today are 1040 in Miami Dade, 245 in Broward, and 101 in Palm Beach County. But Palm Beach County is on the move because in the past year this area had the highest percentage affiliated business growth
- Palm Beach County has 6% of Florida's 18,133 manufacturers, 5% of the 2,540 exporters and processes over \$1 billion in exports about 4% of Florida's \$34.5 billion overall. **So as you can see there is ample opportunity for local business growth and development**
- Palm Beach County can have a large role in the FTAA the world's largest free market with combined GDP of \$13 trillion in 34 countries and nearly 800 million consumers. Regardless of individual viewpoints, FTAA is here to stay, and if Miami is successful in landing the Secretariat, South Florida will become the Brussels of the western hemisphere.
- The five key areas of the FTAA negotiations include industrial goods, agriculture, services, investment, government procurement and consumer goods.
- Virtually every society in the world depends on business to prosper, and success in business for most countries means success in world business. Our world is increasingly competitive, with many regions working hard to increase their share of the marketplace.
- The successful regions in the future will be those with the most modern and effective facilities and services for the world of commerce. It is not surprising, then, that modern industrialized and industrializing nations all over the world have embraced the World Trade Center concept. It is a state-of-the-art version of the central marketplace concept that has served business so well almost since time began.
- **World Trade Center Palm Beach Background**



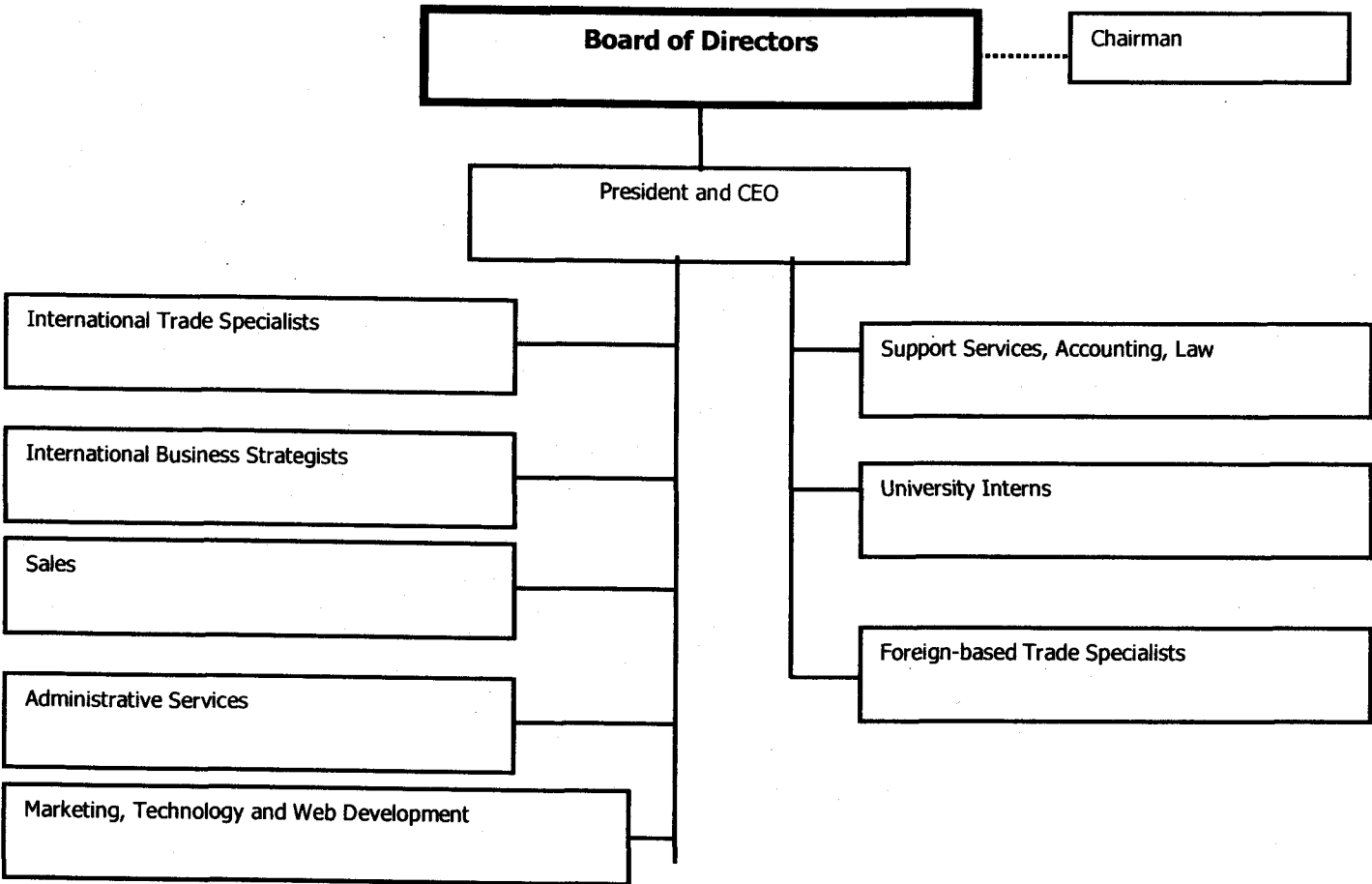
The World Trade Center Palm Beach operates independently as a licensed center and has become the lead entity on international trade issues. We focus on an area comprised of the counties of Palm Beach, Martin, St. Lucie, Indian River, Okeechobee and Hendry, with a written agreement to manage activities for the Fort Lauderdale world trade center. We offer to our members reciprocal agreements worldwide, access to facilities and services and in short assistance to companies and government to identify and compete for international business.

- Established in 1999, one of what are today about 278 trade center licenses in over 78 countries.
- WTC Palm Beach is a 501 [c](6) corporation registered in the state of Florida.
- Its mission is to add wealth and jobs in its economic region through international trade, export/import development, and allied activities. Its motto is "Peace and Stability Through Trade".
- A membership-based, non-profit economic development organization operating under a 25-person board of directors.
- The WTC Palm Beach offers a wide range of international trade promotion, educational, and legislative programs and services. Trade events are regularly targeted to over 6,000 individuals and their companies throughout South Florida and the Treasure Coast via e-mail, fax, and hard-copy announcements, flyers, and newsletters. Additional outreach is achieved through press releases, advertising, and its website www.wtcpalmbeach.com.
- We offer to our members reciprocal agreements worldwide, access to facilities and services and in short assistance to companies and government to identify and compete for international business.
- Last year we held more than 27 events designed to address topical issues for local businesses interested in expansion. By virtue of affiliation with us a business such as UEM Group in West Palm Beach, a multi-disciplined environmental services company specializing in providing turn-key design and construction

services in water and wastewater for industries and municipalities, has immediate access to Sao Paulo, Beijing, the Caribbean and the countries of the European Union for example.

- We have hosted several economic development summits in Palm Beach County for various dignitaries and investors from foreign countries: Japan, Italy, Chile, Germany, Mexico, Argentina, Canada, Brazil, Uruguay and South Africa and organized trade delegations to Mexico, Argentina, Italy, Canada, St. Lucia, and Japan; participated in the Free Trade America Agreement meeting in Brazil; traveled with the governor on Enterprise Florida missions to Brazil and Costa Rica; and organized two dozen luncheon and dinner events for the Diplomatic Corp in West Palm Beach.
- We have created custom market research reports such as one for a Chinese-based US textile firm desiring identification of finished goods markets that match their criteria and western hemisphere cut and sew factories.
- We are proud of receiving the international business of the year award for 2003 from the International Business Council of South Florida in Fort Lauderdale, for having the founder recognized by CEO magazine as one of south Florida's 101 most influential people in international trade two years in a row, and for recognition by the US Department of Commerce as a significant contributor to our economic region. In fact, the US foreign commercial service brought its western hemisphere outlook conference and training program to Palm Beach County. This was the first time that an outside agency had been entrusted with the operation of the Outlook program.
- The law firm of Richard Lehman and Associates and the firm of RSM McGladrey are examples of local companies that have used our capabilities to pull together a program at which they are featured, such as *Money Beyond Borders*.
- World Trade Center Palm Beach and the Port of Palm Beach joined forces in 2005 to host the North American regional meeting of 54 world trade centers from the United States and Canada. The mid-week conference luncheon presented *The State of Florida Ports: Trade and Transportation* and was attended by 250 local business, government and community leaders.

World Trade Center Palm Beach Organizational Table



▪ **World Trade Center Palm Beach Board of Directors**

Randy Avon	President, Asia Pacific Development Corporation
Peter Bozetarnik	Managing Partner, RSM McGladrey
Lawrence Casey	PBC Staff, Congressman E. Clay Shaw
Jeffrey Codella	President, Blue Water Coastal International Properties, Inc
Nathaniel Harrington	P.I.O., Palm Beach County School District
Richard Lehman	Esquire, Richard Lehman and Associates
Chip Lubeck	Lubeck Real Estate and Realtors Association of the Palm Beaches
William Metzger	Executive Director, Film Institute
Anita Mitchell	President, The Mitchell Group
Edward Oppel	Commissioner, Port of Palm Beach
Fred Rustmann	Chairman, CTC International Group
Robert Sanders	Esquire, Greenburg Traurig
Brenton Schillenger	M.D.
Rudy Easterling	Regional Manager, United Parcel Service
Charles Teboul	European Representative/Consultant
William Wilkins	City Manager, Riviera Beach, FL
Alfred Zucaro	International Council of Advisors, LLC
Maria Zucaro	International Council of Advisors, LLC,

▪ **World Trade Center Palm Beach Leadership Team**

CHAIRMAN

ALFRED ZUCARO, an attorney practicing in immigration and nationality law since 1986. As Counsel to the law firm of Devore & Devore, P.A., West Palm Beach, Florida and London, England, he founded World Trade Center - Palm Beach in 1999. He served as its first President and acquired the World Trade Center license for Palm Beach County, the Treasure Coast and the Glades areas of Florida.

Mr. Zucaro served on the West Palm Beach City Commission 4/95 thru 11/02. His local initiatives were the economic development master plan, Brownfield development areas, Front Porch Florida, Business Incentive Districts, and support for City-Place, Annexation, and Commercial Incentive Districts (continues to call for a series of community charities to discuss the unwanted impacts of encroachment into residential neighborhoods). Among his economic initiatives internationally are Foreign Trade Zone Legislation, Increased import/export via the Port of Palm Beach, and Tourist development. Mr. Zucaro has hosted several economic development summits in West Palm Beach for various dignitaries and investors from foreign countries: Japan, Italy, Chile, Germany, Mexico, Argentina, Canada, Brazil, Uruguay and South Africa

Mr. Zucaro organized trade delegations to Mexico, Argentina, Italy, Canada, St. Lucia, and Japan; participated in the Free Trade America Agreement meeting in Brazil; traveled with the governor on Enterprise Florida missions to Brazil and Costa Rica; organized two dozen luncheon and dinner events for the Diplomatic Corp in West Palm Beach.

Education:

- Bachelor of Science degree in Economics - Fordham University in New York - 1983
- Juris Doctor degree - Nova Southeastern Law School in Fort Lauderdale, Florida 1993

PRESIDENT

LOUIS HADDAD, an innovative business executive, has extensive experience in the public and private sectors, key strengths in areas of organizational development, problem solving and operations improvement. Mr. Haddad serves as a consultant to boards of directors and is an effective negotiator and mediator. His leadership in education, healthcare and business has benefited Connecticut school districts where he served as teacher, principal and superintendent, and hospitals where he served as administrator/CEO. He served as the Palm Beach County Florida School District's chief negotiator and in the same capacity with the City of West Palm Beach. Mr. Haddad has authored publications centered about his envelope of skills, to include: education, learning, planning, media technologies, systems, management, marketing and organization.

Education:

- Bachelor of Science in English and Education from Eastern Connecticut State University, Willimantic, CT in 1969
- Master of Arts in Secondary Education from University of Connecticut, Storrs, CT in 1973
- Pre-Doctoral certification in Administration from the University of Connecticut, 1975
- Advanced Management Studies from Yale University, School of Management, New Haven, CT in 1988.

Barbara Fiedor oversees international market research/strategies, and foreign business/culture outlook intelligence. With more than 15 years of experience, Ms. Fiedor holds a Bachelor of Arts in International Studies/Political Science from the University of South Florida and a Master of International Affairs from the University of Miami. Her specializations include Regional Economic Models, Impact and Country Risk Analysis, International Finance, Credit Markets, Economics, Trade, and Management. She has spearheaded projects for the Florida International Affairs Commission, and the Small Business Administration, as well as her own company.

Kristian Weis oversees Brand Management, Marketing, Technology, and Web Development. Mr. Weis has over 20 years of experience with computers, more than a decade of professional experience in the Graphic Arts, and holds a bachelor degree in English. An accomplished illustrator, writer, and Flash programmer, Mr. Weis' broad technical and artistic background brings creative vision and strategy to the Management team. Mr. Weis has managed projects for such Fortune 500 companies as Audi, VW, Dunlop, Motorola, Schering-Plough, Exxon, and Disney, among others.

Anthony Russo oversees Market Entry, Trade Missions, Trade Development, and Education. Mr. Russo has a Bachelor degree in Marketing from Charleston Southern University and eight years of significant experience in marketing management, two of which were in the capacity of Education and Trade Services Manager with the South Carolina World Trade Center.

Julie E. Meyer oversees event marketing and management. Miss Meyer has produced shows from Hong Kong to Nova Scotia to Madrid and has events for many Fortune 500 companies and Consul Generals. As a Certified Special Event Professional, Julie holds an MBA and MA from Webster University in Saint Louis, Missouri and Geneva, Switzerland, and a BA in Communications from University of Missouri, Saint Louis.



World Trade Center
Palm Beach

Fourth Quarter
Report
2006-2007

Final
Report
Received
10-5-07
C.L.

World Trade Center Association Palm Beach, Inc.

Contact Information

Louis Haddad, President
World Trade Center Palm Beach
Phillips Point, West Tower
777 South Flagler Drive, Suite 800
West Palm Beach, FL 33401
(561) 644-1717
www.wtcpalmbeach.com

Agreement R2006-2317	
4th Q Start Date: July 1, 2007	4th Q Completion Date: September 30, 2007
Lead Researcher/Project Manager Name: Louis Haddad Institution: World Trade Center Palm Beach	
Other Research/Project Team Members	
Al Zucaro	World Trade Center Palm Beach

A. Construct a Trade Development System by first implementing export/import curricula that provides training sessions to local businesses and, to the extent possible, in cooperation with local chambers of commerce	<ol style="list-style-type: none">1) Course catalog will be published evidencing Exporter/Importer non-certificate courses during the spring semester at the PBCC Boca and Gardens Campuses. World Trade Center Palm Beach will design the courses and recruit 3 instructors and various guest speakers.2) World Trade Center Palm Beach will conduct bi-monthly export/import seminars. Half-day programs will be scheduled in November, January, March, May, July, September.3) Provide technical assistance to the office of small business. We will document the number of minority-owned businesses in the county and make contact to encourage their attendance at coursework and utilization of technical services. We will ask chambers of commerce to support and participate in the training of minority-owned businesses.
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A 1) We met this deliverable

World Trade Center Palm Beach voluntarily assisted PBCC's fall course promotional efforts. Class enrollment was sufficient for the exporting course in Lake Worth to be offered.

BUSINESS, INDUSTRY & GOVERNMENT

INTERNATIONAL TRADE



The World Trade Center Palm Beach (WTC-Palm Beach) has partnered with PBCC to offer an International Trade Program. Our mission is to expand business opportunities in Palm Beach County. The WTC-Palm Beach is the hub for international business activity in any industry, bringing efficiency and productivity to both global and local marketplaces. As we incorporate education, information and the exchange of culture and civic responsibility with commerce, we invite you to join us by participating in our International Trade Program. This Spring, we are launching three courses with a focus on Import and Export. Our courses can also be customized to meet your business needs.

Introduction to Export/Import IEO 0010

\$75.00

This course provides an overview of international trade and is designed for those interested in trading internationally. An overview of the export/import function to include: export/import policies; government programs and initiatives to promote exports; tariff systems; choosing export markets and analyzing exports and imports; developing an export program; setting up an export organization; export/import financing; export/import documentation; export pricing; packaging, shipping, traffic and insurance. All course materials included in fee. (9 hours)

108285 M 9-17-10 6:00p-9:00p BR
108286 T 9-18-10 6:00p-9:00p LW

Import Compliance IEO 0012

\$65.00

This course is designed to cover the key requirements for U.S. commercial importing, providing a broad overview as well as opportunities to discuss specific areas of interest. Learn steps for import entry documentation, requirements for foreign invoices, packing lists, customs bonds and other import matters. All course materials included in fee. (8 hours)

108287 MW 10-8-10 6:00p-8:00p LW
108288 TR 10-2-10 6:00p-8:00p BR

Export Documentation Preparation, Shipping and Insurance IEO 0011

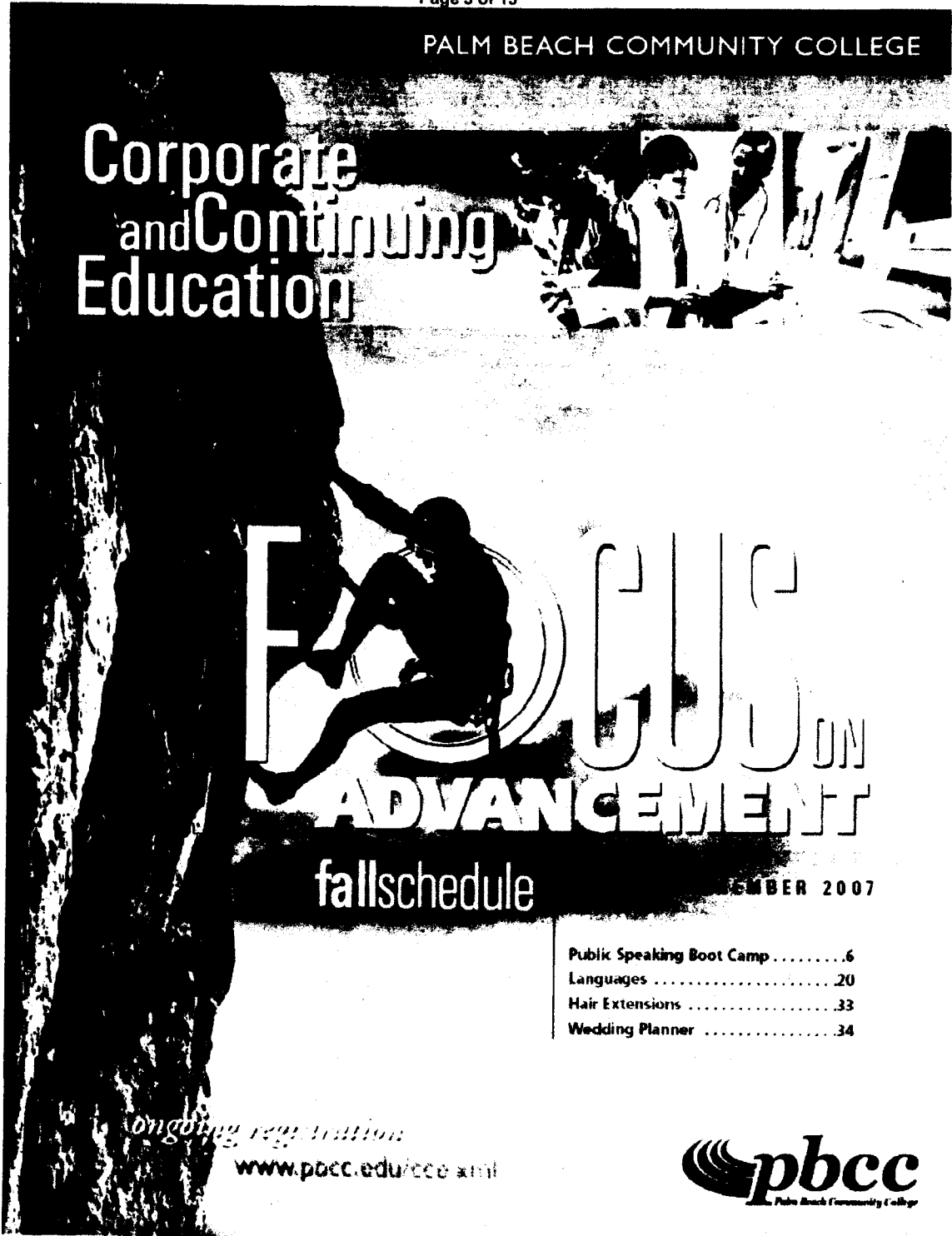
\$65.00

This course identifies and explains all of the documents required for international shipping and how they impact your ability to efficiently move products around the globe. Experts provide in-depth review and real world examples. Learn how to select the right product or services to export, licenses and limitations as you get familiar with exporting out of the United States. All materials included in fee. (8 hours)

108310 TR 9-18-9-27 6:00p-8:00p BR
108311 MW 9-17-9-26 6:00p-8:00p LW

PALM BEACH COMMUNITY COLLEGE

Corporate
and Continuing
Education




**FOCUS ON
ADVANCEMENT**

fallschedule

SEPTEMBER 2007

Public Speaking Boot Camp	6
Languages	20
Hair Extensions	33
Wedding Planner	34

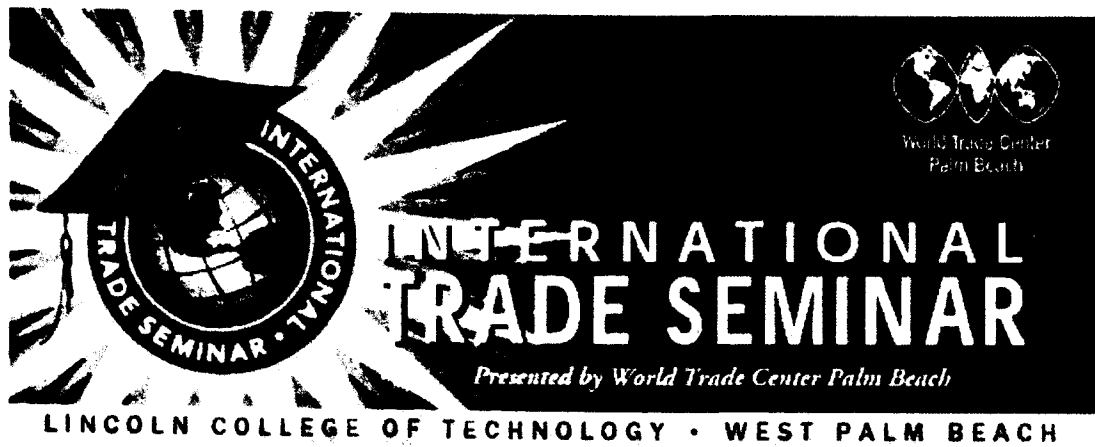
ongoing registration
www.pbcc.edu/cee.xml



Palm Beach Community College

A 2) We met this deliverable.

World Trade Center Palm Beach conducted export/import seminars bi-monthly beginning November 2006. Classes were held at Lincoln College of Technology. A total of 65 area business men and women enrolled.



Note: Classes have been videotaped by the PBC Film Institute, compliments of Mr. William Metzger. It is intended that the tapes be converted to DVD for later broadcasting on the county's television channel, the school district's television channel and WTC-TV.

"Exporting and Importing in Today's Business Environment"

Join us for a discussion of the basics of setting up an export or import business program with a practitioner with over 35 years experience. Whether you are a newcomer or an experienced businessperson, here is an opportunity to keep abreast of necessary information you'll need to make your international transactions more profitable and problem-free.

Presentation by Albert J. Redhammer, President of Seariders Group and a licensed Customs Broker and Freight Forwarder. Subject matter will cover import and export requirements in a relaxed and participatory environment with emphasis on practical and valuable information.

Joining Mr. Redhammer is Jerry Watterworth, Senior Vice President, of Regents Bank. Mr. Watterworth will address and answer your questions about some of the most important financial issues that exporters face including getting paid, managing risk and various other aspects of financing for exporters.

We hope to see you
there.

WHEN

Friday, September 28, 2007 9:00 AM - 12:00 PM

WHERE

Lincoln College of Technology
2410 etrocentreBlvd. Room 113

A 3) We met this deliverable.

We have an agreement with the Palms West Chamber of Commerce to collaborate in offering international trade-based education to their members including those who are listed with the county Office of Small Business. It is anticipated that this will lead to cooperation among the remaining chambers of commerce including cultural chambers. The Hispanic Chamber is already on-board. Future offerings will focus on geographic specific classes such as, How to Do Business in the Bahamas, or Costa Rico, etc.

We have worked with the county's office of small business through Hazel Oxidine. We participated with her on the September 18 program operated by the office and supplemented her seminar with an international trade class offering an overview of: understanding letters of credit, steps for exporting, introduction to importing, etc.

At this time, Hazel has not made an electronic file of her businesses available to us. We will continue to work with her and to provide information she can distribute.

We met with BDB's Gary Hines on Friday, June 16. BDB has now included a link to the WTC Website on their website under "Partners". Gary will "survey" his members pertaining to their level of interest in having onsite workshops.

<p>B. 1. Update and maintain an Exporter/Importer database</p> <p>B. 2. Facilitate the established committee that will design a Real Estate Repository of Information Regarding Purchases by Foreigners</p>	<p>1) Update existing database by adding companies with less than \$1M dollars per year in revenue and provide an annual report regarding the decline/growth of exports by industry and dollar volume.</p> <p>2) Facilitate the established committee that will design a Real Estate Repository of Information Regarding Purchases by Foreigners. World Trade Center Palm Beach will chair and will facilitate the committee, setting forth its charge, and meet in the months of October, November, January, April, and August.</p>
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B 1) We have met this deliverable.

As of June 2007 the county has grown its exporters/importers doing greater than \$1M/year from 329 companies to 456 companies. Additionally, we identified 72 companies doing less than \$1M/year. The county has been provided a CD containing an interactive access database as well as an excel database for its use. The database identifies the companies, their locations in county, and their industry codes.

Annual Report

Over the past three years, Florida has experienced continued growth in its level of exports. By the end of 2006, Florida ranked sixth in the nation with a total of \$38.55 billion. Also during this period, Palm Beach County experienced increased growth in its exports, with a total value of \$1.24 billion by the end of 2006. During the first quarter of 2007, Palm Beach County's exports were valued at \$3,352,320 million and Florida's were valued at \$10,476 billion.

Florida Origin Exports	Palm Beach County Exports
2004 \$29.00 billion	\$.93 billion
2005 \$33.38 billion	\$1.07 billion
2006 \$38.55 billion	\$1.24 billion
1 st quarter	
2007 \$10,476 billion	\$3.3 billion

Source: U.S. Department of Commerce; Enterprise Florida

Enterprise Florida estimates that for every \$1 billion in export goods of Florida origin, 11,000 jobs are directly supported. In 2006, the value of Palm Beach County exports accounted for approximately 13,627 jobs. According to the Economic Development Research Institute, the total number of non-farm employment in Palm Beach County at the end of 2006 was 599,700. Therefore, 2.3% of Palm Beach County's total non-farm employment is directly supported by international trading activity.

The industry export breakdown is an important element to Florida's continuation of export growth. In 2006, Florida's largest industry of exports was in the high technology area, accounting for 29% of all Florida's origin exports.

The table below shows the industry breakdown of Florida's exports.

Florida's Manufacturing Industry Exports - 2006			
NAICS	Industry	Florida -Origin Exports (\$ millions)	% of Total Florida Origin Exports
334	Computer & Electronic Products	11,060	28.7%
336	Transportation Equipment	6,541	17.0%
333	Machinery, Except Electrical	4,353	11.3%
325	Chemicals	3,948	10.2%
339	Miscellaneous Manufactured Commodities	2,187	5.7%
335	Electrical Equip., Appliances, & Comp.	1,571	4.1%
311	Food and Kindred Products	1,124	2.9%
332	Fabricated Metal Products, Nesoi	982	2.5%
322	Paper	968	2.5%
326	Plastics and Rubber Products	628	1.6%
313	Textiles and Fabrics	493	1.3%
331	Primary Metal Manufacturing	439	1.1%
327	Nonmetallic Mineral Products	252	0.7%
321	Wood Products	229	0.6%
323	Printing, Publishing, and Similar Prod.	186	0.5%
315	Apparel and Accessories	179	0.5%
337	Furniture and Fixtures	176	0.5%
312	Beverages and Tobacco Products	167	0.4%
316	Leather and Allied Products	162	0.4%
324	Petroleum and Coal Products	141	0.4%
314	Textile Mill Products	104	0.3%
	Total All Manufacturing Industries	35,890	93.1%
	Total Florida-Origin Exports, All Indus	38,545	100.0%

Source: Enterprise Florida, "Florida's Economy at a Glance, June 2007"

In Palm Beach County, the industry breakdown is a bit different. Based upon the data collected in the 2005 - 2007 Palm Beach County Export/Import Databases, the leading sector for exports of Palm Beach County Origin is the construction, building materials, and home supply industries; products used to construct/build and furnish buildings and homes. The second leading industry for exports was high technology and information technology, followed by miscellaneous product manufacturing. The marine and boat industry was fourth.

This was based on the number of Palm Beach County companies (identified in the databases) involved in manufacturing products within these industries, not dollar or market share value. Of the total number of identified Palm Beach County companies involved in exporting and importing, 91% were export oriented. Of this percentage, 69% exported goods manufactured within Palm Beach County.

Palm Beach County Export/Import Databases 2005-2007

Palm Beach County Origin Exports

Industry	Number of Companies	Percentage
Construction/Bldg. Materials/Supplies	102	35.7%
High Tech & Information Tech.	57	20.0%
Miscellaneous Manufactured Goods	44	15.43%
Boating & Marine	21	7.30%
Agriculture/Food	15	5.26%
Water/Environmental/Air	14	4.90%
Medical Equipment/Supplies	14	4.90%
Printing Equipment & Publications	7	2.50%
Apparel & Accessories	5	1.80%
Aviation & Aerospace Parts	3	1.05%
Transportation	3	1.05%
Total Number of Companies	285	100%

Palm Beach County Non-Origin Exports

Industry	Number of Companies	Percentage
Services	28	21.8%
General Merchandise	26	20.3%
Transportation Vehicles	16	12.5%
Construction/Building	15	11.7%
High Tech	11	8.50%
Tile	7	5.46%
Food/Agriculture	7	5.46%
Heavy Equipment & Auto	6	4.60%
Home Accessories	5	3.90%
Medical Equipment/Supplies	4	3.12%
Aviation	3	2.30%
Total Number of Companies	128	100%

B 2) We have met this deliverable.

The committee concluded its initial charge on April 4 and reports the below results and action plan. More specifically, the committee will meet with OEDP and discuss its primary recommendation of data fields to the information collected by the county on its business tax receipt forms. In concert with OEDP, if any recommendation move forward they will move jointly to a recommendation being made to county administration.

Agenda

STEERING COMMITTEE Non-residential Real Estate Foreign Investment

04/04/2007

3:00 PM

Government Center

12th Floor Conference Room

Minutes

Confirmed Attendance

Madeline Evans-Ervin
Chip Lubeck (absent)
Tom Milana
Greta vonUnruh (absent)
Al Zucaro

Excused: Troy McLellan, Tony Macaluso, Gwendolyn Asia-Williams, Steve Balestra, Harvey Goldberg, Scott Grody, Melody Sanger, Gary Hines, Ytonna Finnegan
Dropped: Jim Giuseffi, Gail Hughes, Don Lanman

ACCESSIBILITY ACTIVITY REPORT

Activity	Owner	Completion Date
Identifying principals via customs point of entry. WTC will draft letter seeking assistance from Customs and Immigration. Letter will be signed and sent from the County.	Lou	April 4
Homeland Security will exempt this information from public records reporting/requests. Property purchases are not linked to visa applications. Immigration regional offices will have E-2, investor visa information. It is believed that we should meet with the professional association leaders within the areas of Law, Real Estate, Tax, International and International Business Law, etc.		
BDB and Workforce Alliance construct various reports that may contain information of interest for our purpose.	Gary/Greta	April 4
We need to identify which reports are available from which agency to accomplish this goal.		
Title companies, attorneys, and commercial realtors may voluntarily report if asked. A sampling of each will be contacted to gauge their interest and likelihood of success.	Chip/Tom	April 4
Based on a sampling, Title Companies may volunteer to have clients complete a survey form. The form will need to be confidential, capture no identifying information, and be a county-created form and request. Such form would be part of the closing documents and closing instructions. Overall, this could be part of the "doc stamp" paperwork. Use of information will be critical to explain as well as defining "international buyer".		
Review information available from CB Richard Ellis	Lou	April 4
This international brokerage has a wealth of data that yields information like that which we seek but by nation, state and region. There are no county specific reports or reporting mechanisms.		
Contact a sampling of local multinational companies in an effort to elicit what information specific to our task they have provided officially and on what forms they provided it.	Lou	April 4

<p>Spoke with Pete Bozetarnik at RSM McGladrey. He said the problem would be that information is considered proprietary and would be "blocked", security issues - if we had asked 2 years ago, no problem. I asked if he would send me a form sample of what they use to gather data- said he would get with his foreign guy - may take a couple of days.</p> <p>Spoke with Bravo Foods Int'l. Since they are a Public company, they have a reporting requirement to the Securities Exchange</p>		
Discuss with the County Division of Occupational Licenses the likelihood of adding a NACIS data field to their Business Tax forms	Kevin	April 4
This remains a possibility.		
Verify County access to Dun and Bradstreet reports that identify applicable business information	Kevin	April 4
Identify applicable information available and source from NAR, FAR, International Realtors Association, national or international programs and events, or other real estate related associations or agencies	Chip/Tom	April 4
See CB Richard Ellis response above.		
Meet with Bruce Thompson with the County for purposes of identifying existing GIS capabilities related to task	Lou	April 4
Spoke with Bruce at length. The GIS system is sophisticated but can only plot based on data provided. County does not now collect the type of information being sought herein.		

Note: The committee has identified five key areas to initiate data collection. In no particular order they are:
1) NAICS Code; 2) Origin Country; 3) Purchase Price/Lease Terms; 4) What Purchased and Size; and 5) Number of US Workers vs. Total Workforce On-site.

Note: It is the committee's recommendation that initial data collection trials be provided from sources on a voluntary basis with the possible exception of data fields that can be added to Business Tax Forms. In preparation for writing a set of specifications for database creation, committee members will explore accessibility to information based on their areas of expertise. There are repositories of information that currently exist that may or may not yield county specific target data. Above is an activity table that corresponds to what we believe are existing information pools.

Future activity: Contact consul offices to provide known information specific to task. For example, Canadian consulate publishes a report on Canadian business interests in Florida. Other consuls of interest would include: Germany, Netherlands, UK, Venezuela, Italy and Spain.

Also, check in with the bi-national chambers of commerce and the heads of local cultural councils.

C. Organize International Banking Interests With Whom We Have Held Initial Meetings	Construct and operate a county orientation program for 4 foreign banks of not more than 2-days duration in conjunction with the Palm Beach County Business Development Board.
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C We have met this deliverable

On April 24, 2007, met with representatives from two European banks at The Governors Club. They were:

Ms. Ingeborg Warschle, Bankdirektorin, International Real Estate, Helaba Bank (Germany)
Mr. Georg Blaschke, VP, Intl. Real Estate, Helaba Bank (Germany)
Mr. Erik Van Den Pol, Premier Conseiller, Secretariat Engagements, Banque Degroof, Luxembourg (Belgium)
Mr. Uwe Stelter, S & K Worldwide Realty, Frankfurt Office (Miami and Germany)

Topics discussed:

- Palm Beach County, West Palm Beach, Palm Beach, & South Florida history & establishment
- Past Economic Status – Retirement & Tourism
- Present Economic Status – Cited the PB county econ. development plan
- Desire by County Commission to establish an international banking area beyond private wealth management
- Water, water technology, Everglades Restoration, bioscience, high technology, agriculture, film & television, energy (wind, solar, renewable)
- Consulate FAM Tours
- Immigration Concerns
- Real Estate Growth area – PB County "ready to take off"
- Opportunities for investment – best geographic location to service the Western Hemisphere

We have established contact with and will be inviting:

From Italy:

Mr. Paul Koch General Manager
Banco Sella
801 Brickell Ave., Suite 1970, Miami, FL
33131.
Tel: 305-539-1000
Fax: 305-530-1603

From Spain:

Mr. Agustin Garcia
Managing Director
Caixa Galicia
1111 Brickell Ave., Suite 2100
Miami, FL 33131
Tel: 305-349-3965
Fax: 305-579-1889
agarcia@caixagalicia.es

Mr. Dario Fuentes Alvarez
Vice President – Deputy General Manager
Caja Mediterraneo (CAM) – Miami Agency
701 Brickell Avenue, Suite 1750
Miami, FL 33131

Tel: 305-421-6600
Fax: 305-381-7912
dfuentes@cam-miami.com

Palm Beach County Familiarization (FAM) Tour Report

The purpose of the Consulate Familiarization (FAM) Tours is to introduce Palm Beach County to the Consul Generals and the Trade Commissioners. To showcase the various economic, industry, cultural, and educational aspects of Palm Beach County that will foster increased business/trade opportunities between Palm Beach County companies and those from the countries the consulates represent. To demonstrate that Palm Beach County is an international business destination. The FAM Tours are consulate specific; no FAM Tour is completely the same; although some similarities occur. After meeting with the Consul General and Trade Commissioner, it is determined what industry clusters the consulate is interested in. The FAM tour is developed around their interest areas. Where appropriate, the notion of international financing is explored with an eye toward recruiting such from their country.

October 2006: Consulate of Germany FAM Tour

Kristian Wolf, President of the German American Chamber of Commerce, the official German government trade agency in the U.S., attended. Industries of interest were international banking, film and television, bioscience, renewable energy, and water & water technology.

October 2006: Bavaria, Germany Educational FAM Tour:

Karl Freller, Secretary of State for Bavaria, Germany and Jurg Fischer, President, Bavarian Teacher's Association attended. The purpose of the tour was to meet with university level administrators and professors and learn about educational techniques and new curriculum ideas currently being used.

November 2006: German Solar Energy Companies Meeting

Over 25 German solar energy companies participated in the Florida Solar Energy Conference in Orlando. WTC Palm Beach and the Florida Research Park, arranged for five of these companies to visit the Florida Research Park, give presentations and meet with local companies before returning to Germany.

December 2006: Consulate of Germany FAM Tour

Consul General Eva Countess Kendeffy, Kristian Wolf, President and Dr. Eike Jordan, Chairman of the Board of the German American Chamber of Commerce, the official German government trade agency in the U.S. participated. Industries of interest were international banking, film and television, bioscience, renewable energy, and water and water technology.

Resulting from this visit, the German Chamber decided to hold its annual meeting in Palm Beach in May 2007. Over thirty companies, out of state and country, attended the three day event. A concluding conference business lunch was held which included Palm Beach County businesses and government/industry representatives.

March 2007: Consulate of the Netherlands FAM Tour

Vice Consul Arend Gouw and Esther van Geloven, Commercial Officer attended. Industries of interest were water and water technology, environment and bioscience. The two day tour resulted in the Consulate advocating to the Dutch Water Department in the Netherlands to advance their week long inbound water trade delegation mission to May 2007 instead of December 2007.

April 2007: European International Bank Luncheon

WTC Palm Beach met with senior level representatives from two European Banks, Helaba Bank and Banque Degroof, Luxembourg. Main focus of discussion was the current economic environment of Palm Beach County, the plan for increased international banking presence, beyond private wealth management, the county's shift in economic focus of the past to the new international strategic plan, industry clusters, and opportunities for investment.

May 2007: German/American Chamber of Commerce Annual Members Meeting

This organization is the official German government agency responsible for all trade matters in the U.S. This office, based in Atlanta, covers all the Southern U.S. states.

Due to the participation in the two German FAM Tours and direct conversations with WTC Palm Beach encouraging this organization to hold this meeting here in Palm Beach County instead of Mobile, Alabama or Charlotte, North Carolina., Palm Beach County was selected. Over thirty out of state companies attended the three day conference. The direct economic impact was filling beds out of season in a Palm Beach Hotel, as well as, increasing Palm Beach County's visibility to visiting CEOs that Palm Beach County as an international business destination.

May 2007: UK FAM Tour:

Consul General Keith Allen, Ximena Prella, Vice Consul Trade and Investment, and Michael Towner, President of the British/American Business Council attended. Industries of interest were: high technology, bioscience, and renewable energy. Of additional interest was the Port of Palm Beach and the Florida Research Park from the perspective of manufacturing and logistics.

The British/American Business Council is extremely active in Palm Beach County. It is headquartered in Boca Raton, and holds monthly networking events throughout the County to facilitate greater trade opportunities between Palm Beach County and the UK.

June 2007: Dutch Inbound Water Trade Mission

This inbound trade mission was facilitated by the Consulate of the Netherlands in Miami. Due to the extremely positive result from the FAM Tour, the consulate advocated this mission to come six months earlier than originally planned. Over thirty Dutch based companies from the water and water technology industry, as well as, senior level Dutch representatives from the National Water Department participated. Two days of meetings with the South Florida Water Management District and the US Army Corps. of Engineers took place. One additional day was spent meeting with Palm Beach County companies.

The direct economic impact resulting from this visit was filling beds for three nights at a Palm Beach hotel during the "off" season, having two dinners at local Palm Beach restaurants, significant business matchmaking at the concluding cocktail reception, and increasing the visibility of Palm Beach County as an international business destination.

June 2007: Consulate of Finland FAM Tour

The Consulate General of Finland, New York office, organized the participation of five significant international Finnish companies.

Those attending the FAM Tour were: Ambassador Osmo Lipponen, Consul General of Finland, Honorary Consul Peter Makila, Consulate of Finland, Palm Beach County, Professor Dan Steinbock, Director of Research, ICA Institute, Jukka Titinen, President, North America, Metso, Kalle Virtanen, Relationship Mgr., Corporate Banking, Nordea, Brian Renehan, Principal, Global Clean Tech. & Preseco, Frank Donnelly, Pres., North America, Wartsila.

This FAM Tour was dedicated to fostering matchmaking initiatives for the participating companies. Industries of interest were energy, international banking, high technology, environmental technologies, and shipping.

Local Finnish interest is still very strong. Lake Worth stills has the second largest Finnish or of Finnish descent population in the U.S. The FAM Tour was covered by the Finnish newspaper, Amerikan Uutiset, Editor in Chief, Mikko Koskinen, who wrote two full pages about the FAM Tour. Circulation of the paper is throughout the U.S., Canada, and Finland.

D. Organize Non-USA-Based Bioscience Interests With Whom We Have Had Initial Contact	Construct and operate a county orientation program of not more than 2-days duration in conjunction with the BDB for 3 non-US-based bio companies.
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D. We have met this deliverable

World Trade Center Palm Beach met with representatives from the countries of Germany, Netherlands, and the United Kingdom. Please refer to the FAM Tour report above.

On September 26 and 27, World Trade Center Palm Beach hosted Dietmar Goetz, a director of the Heidelberg Technology Park, a senator in the European Economic Senate, the President of the World Trade Center Confederation of Germany and a member of the board of the World Trade Center Association. The purpose of his visit with us was to open line of communication and dialogue for the expansion of the Heidelberg global network through our local world trade center.

The Heidelberg Technology Park is the center of one of the leading bioclusters in Germany. The World Trade Center Confederation of Germany and the Heidelberg Technology Park will in particular focus on a worldwide partnership with bioclusters in America, Asia, Africa and Europe. There will be a strong link to the 22 international sisterparks on the Heidelberg Technology Park all over the world and to the cooperating World Trade Centers like that of World Trade Center Palm Beach.

Dr. Klaus Plate, CEO of the Heidelberg Technology Park: "As former President of the International Association of Science Parks I have experienced the tremendous value of the global networks we are part of. Let's create new win-win-stories - WTCs, Science and Technology Parks together."

ACORD CERTIFICATE OF LIABILITY INSURANCEDATE (MM/DD/YYYY)
2/21/2007

PRODUCER (561) 655-5500

Wells Fargo Insurance Services Southeast, Inc.
501 South Flagler Drive, Suite 600
West Palm Beach, FL 33401-5914THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION
ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE
HOLDER. THIS CERTIFICATE DOES NOT AMEND, EXTEND OR
ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW.INSURED World Trade Center Association Palm Beach Inc
777 South Flagler Drive
Suite 800
West Palm Beach, FL 33401-

INSURERS AFFORDING COVERAGE

NAIC #

INSURER A Auto-Owners Insurance Co

INSURER B Evanston Insurance Company

INSURER C

INSURER D

INSURER E

COVERAGES

THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING
ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR
MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH
POLICIES. AGGREGATE LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

NSR ADD'L LTR INSRD	TYPE OF INSURANCE	POLICY NUMBER	POLICY EFFECTIVE DATE (MM/DD/YY)	POLICY EXPIRATION DATE (MM/DD/YY)	LIMITS	
A X	GENERAL LIABILITY					
	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY	7268023907	2/28/2007	2/28/2008	EACH OCCURRENCE	\$ 1,000,000
	<input type="checkbox"/> CLAIMS MADE <input checked="" type="checkbox"/> OCCUR				DAMAGE TO RENTED PREMISES (Ea occurrence)	\$ 300,000
					MED EXP (Any one person)	\$ 10,000
					PERSONAL & ADV INJURY	\$ 1,000,000
					GENERAL AGGREGATE	\$ 2,000,000
					PRODUCTS - COMP/OP AGG	\$ 2,000,000
	GEN'L AGGREGATE LIMIT APPLIES PER					
	<input checked="" type="checkbox"/> POLICY <input type="checkbox"/> PRO- JECT <input type="checkbox"/> LOC					
		AUTOMOBILE LIABILITY				
	ANY AUTO				COMBINED SINGLE LIMIT (Ea accident)	\$
	ALL OWNED AUTOS				BODILY INJURY (Per person)	\$
	SCHEDULED AUTOS				BODILY INJURY (Per accident)	\$
	HIRED AUTOS				PROPERTY DAMAGE (Per accident)	\$
	NON-OWNED AUTOS					
	GARAGE LIABILITY					
	ANY AUTO				AUTO ONLY - EA ACCIDENT	\$
					OTHER THAN AUTO ONLY: EA ACC	\$
	EXCESS/UMBRELLA LIABILITY				AGG	\$
	<input type="checkbox"/> OCCUR <input type="checkbox"/> CLAIMS MADE				EACH OCCURRENCE	\$
					AGGREGATE	\$
	DEDUCTIBLE					\$
	RETENTION \$					\$
	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY					
	ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED?				WC STATU- TORY LIMITS	OTH- ER
	If yes, describe under SPECIAL PROVISIONS below				E.L. EACH ACCIDENT	\$
	OTHER				E.L. DISEASE - EA EMPLOYEE	\$
					E.L. DISEASE - POLICY LIMIT	\$
3	Professional Liability	EO833166	5/12/2007	5/12/2008	\$2500 Deductible	\$1,000,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES / EXCLUSIONS ADDED BY ENDORSEMENT / SPECIAL PROVISIONS

Intro Date: May 12, 2005. Certificate Holder is additional insured with respect to General Liability

JUN21 07 8:04AM

CERTIFICATE HOLDER

Palm Beach County
Claudia Lopez
c/o Economic Development Office
301 N. Olive Avenue, 10th FL
West Palm Beach, FL 33401-

CANCELLATION

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION
DATE THEREOF, THE ISSUING INSURER WILL ENDEAVOR TO MAIL 30 DAYS WRITTEN
NOTICE TO THE CERTIFICATE HOLDER NAMED TO THE LEFT, BUT FAILURE TO DO SO SHALL
IMPOSE NO OBLIGATION OR LIABILITY OF ANY KIND UPON THE INSURER, ITS AGENTS OR
REPRESENTATIVES.

AUTHORIZED REPRESENTATIVE



ACORD 26 (2001/08)

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September 8, 2007

Claudia López
Economic Development Specialist
Palm Beach County Government
301 N. Olive Avenue, 10th Floor
West Palm Beach, FL 33401

Dear Ms. López:

Please be advised that the World Trade Center Association Palm Beach has less than four employees. My understanding is that as a result, no workers compensation is necessary to enter into a contract with the county. If there are any questions, please do not hesitate to call.

Sincerely,

Louis
Haddad
Louis Haddad
President

Digitally signed by Louis Haddad
DN: cn=Louis Haddad, c=US,
o=WTC Palm Beach, ou=President,
email=lhaddad@wtcpalmbeach.
com
Date: 2007.09.08 14:38:03 -04'00'