## PALM BEACH COUNTY BOARD OF COUNTY COMMISSIONERS

3A-4

## AGENDA ITEM SUMMARY

| Meeting Date: | October 20, 2009 | [X] Consent  | [ ] Regular        |
|---------------|------------------|--------------|--------------------|
|               |                  | [ ] Workshop | [ ] Public Hearing |
| Department:   | Administration   |              |                    |
| -             | Administration   |              |                    |
|               | Economic Develop | ment Office  |                    |
|               | Economic Bevelop |              |                    |
|               |                  |              |                    |

### I. EXECUTIVE BRIEF

Motion and Title: Staff recommends motion to approve: a contract extension for the World Trade Center Association Palm Beach (WTCPB), from October 1, 2009 to December 15, 2009.

Summary: A three month contract extension has been requested by the WTCPB. This contract extension will allow the WTCPB to complete their deliverables specifically with regard to the Memorandum of Understanding's signed between WTCPB and the German Federation of World Trade Centers (WTC). This Memorandum represents a partnership with nine WTC members in the cities of Berlin, Munich, Heidelberg, Cologne, Leipzig, Hamburg, Bremen, Dusseldorf and Frankfurt. The extension will allow the facilitation of four trade meetings in these cities. Over 1000 businesses from the participating WTCs will be invited to attend, with joint invitations sent from the WTCPB and the Federation of German WTCs in cooperation with the International Science Park Association. German based Max Planck Institutes and their commercial partners are being invited to participate in the trade discussions. In addition, the WTCPB hosted one new consulate global visit to Palm Beach County on October 1, 2009. Countywide (DW)

**Background and Policy Issues:** The World Trade Center Palm Beach (WTCPB) is a member of the World Trade Center Association, whose affiliation includes over 300 World Trade Centers in 100 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. Since the WTCPB's inception in 1999, the WTCPB has become the lead entity on international trade issues in Florida.

Outbound trade missions were postponed due to economic uncertainty surrounding the upcoming elections in Germany. Due to the worldwide economic slowdown, one new consulate global visit to PBC required additional time to occur.

## Attachments:

Amended Agreement, Exhibits A and B R2008-1591

## II. FISCAL IMPACT ANALYSIS

| A. Five Year Summary  | of Fiscal Imp             | act:                |                                      |                    |                 |
|---|---------------------------|---------------------|--------------------------------------|--------------------|-----------------|
| Fiscal Years Capital Expenditures   | 2010                      | 2011                | 2012                                 | 2013               | 2014            |
| Grant Expenditure Operating Revenues Program Income (PBC) In-Kind Match (PBC) | 0                         |                     |                                      |                    |                 |
| NET FISCAL IMPACT # ADDITIONAL FTE POSITIONS (Cumulative)                     | 0 - * 5                   | eezeloro            |                                      |                    |                 |
| is item included in CULREA  | √ Budget?                 | Yes _>              | <u>(</u> No                          |                    |                 |
| Budget Account Number:  |                           |                     |                                      |                    |                 |
| Fund 1539 Department  | <u>764</u> Un             | it <u>1221</u> C    | bject <u>3401</u>                    |                    |                 |
| B. Recommended Source   | s of Funds/S              | Summary of          | Fiscal Impa                          | ct:                |                 |
| C. Departmental Fiscal Re   | 1                         | 9 28 09<br>W COMMEN | тѕ                                   |                    | <del></del>     |
| A. OFMB Fiscal and/or C   | 016/09                    | 1                   | Comments:                            | Jave Js<br>Control | <u> 1017109</u> |
| B. Legal Sufficiency:   |                           |                     | nis amendment c<br>ar review require |                    |                 |
| Senior Assistant Cour   | 0 1 1/0 9<br>hty Attorney |                     |                                      |                    |                 |
| C. Other Department Re  | view:                     |                     |                                      |                    |                 |
| Department Director   |                           |                     |                                      |                    |                 |

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

# AMENDMENT NO. 1 – TO CONTRACT (R 2008-1591) BETWEEN PALM BEACH COUNTY AND THE WORLD TRADE CENTER ASSOCIATION PALM BEACH, INC.

THIS AMENDMENT NUMBER NO. 1, dated this 1<sup>st</sup> day of October, 2009 to the Contract of October 1, 2008 by and between Palm Beach County, a political subdivision of the State of Florida, by and through its Board of Commissioners, hereinafter referred to as "COUNTY", and the WORLD TRADE CENTER ASSOCIATION PALM BEACH, INC., hereinafter referred to as the "WTCPB."

WHEREAS, the parties entered into a Contract dated October 1, 2008 (R2008-1591) under which the WTCPB is 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. Activities also include assisting companies and governments to identify and compete for international business; and

WHEREAS, in accordance with Part I of the Contract, the COUNTY desires to extend the term of the Contract and revise the Scope of Services (See Exhibit "A") for the period of October 1, 2009 through December 15, 2009.

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

- 1. The term of the Contract, as set forth in Part I is hereby extended from October 1, 2009 through December 15, 2009.
- 2. The Scope of Services (see Exhibit "A") as set forth in Part I is revised as attached hereto.

Except as expressly modified above, the Agreement is hereby confirmed and remains in full force and effect.

IN WITNESS WHEREOF, the Board of County Commissioners of Palm Beach County, Florida has made and executed this Amendment No. 1 on behalf of the COUNTY and the World Trade Center Association Palm Beach, Inc. has hereunto set its hand the day and year above written.

| ATTEST:   | PALM BEACH COUNTY, FLORIDA                     |
|---|--|
| SHARON R. BOCK, Clerk & Comptroller   | BY ITS BOARD OF COUNTY<br>COMMISSIONERS        |
| Ву:   | By:  |
| Deputy Clerk  | John F. Koons, Chairman                        |
| WITNESS:  | WORLD TRADE CENTER ASSOCIATION PALM BEACH INC. |
| By:Signature  | By: Her Haller<br>President/CEO                |
| APPROVED AS TO FORM AND LEGAL SUFFICIENCY   | APPROVED AS TO<br>TERMS AND CONDITIONS         |
| Sounty Attorney   | Department Director                            |
| $G: \label{lem:condev} G: \label{lem:condev} G: \label{lem:condev} WPDATA \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ $ | mendment I.doc                                 |

## **EXHIBIT A**

## **SCOPE OF SERVICES**

## **SCOPE OF SERVICES**

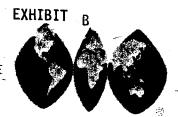
A. WTCPB agrees to complete the following deliverables for this unfunded FY 2009 amendment extension:

| DELIVERABLE  | PERFORMANCE<br>MEASURES   | DATE                             | COST        |
|--|---|----------------------------------|-------------|
| Host One New Consulate Global Commerce Tours to Palm Beach County  WTCPB will conduct one new Consulate Global Commerce Tours in Palm Beach County to expand the diplomatic community's awareness of Palm Beach County, its various industry clusters, the potential business opportunities, and international relationships. The four tours will focus on the PBC industry clusters, specifically life science, agriculture, aerospace, marine and water science, financial, IT, tourism, and film & television. In addition, the tours will be a means to present the proposed Inland Port to world markets.   | Report the global commerce tours and the business opportunities resulting from it  List of business leads   | On/before<br>October<br>31, 2009 | \$3,000.00  |
| Conduct two outbound trade missions to Western European countries  WTCPB will develop linkages in cities with Max Planck Institutes and World Trade Centers together where well-established relationships exist between WTCPB and foreign WTCs. WTCPB will network with at least 19 WTC cities that have Max Planck Institutes with cluster industries related to Palm Beach County, as detailed in the WTCPB's 2009 Proposed Palm Beach County Services. The result of these trade missions will be to gather leads for the Business Development Board and the Economic Development Office to follow up. The relationships built among the network of World Trade Centers will assist in matching business opportunities for both the Max Planck Institutes and the County's targeted cluster industries. | Report the outbound trade missions and the business opportunities resulting from it  List of business leads | By<br>December<br>15, 2009       | \$25,000.00 |

## REPORTING FORM AMENDED NON FUNDED CONTRACT EXTENSION

| Date                      |                                       |                   |
|---------------------------|---------------------------------------|-------------------|
| Signature                 | · · · · · · · · · · · · · · · · · · · |                   |
| Quarterly Reports         | Reporting Period                      | Due Date          |
| □ 4 <sup>th</sup> Quarter | October 1, 2009 -                     | December 15, 2009 |
|                           | December 15, 2009                     |                   |

Identify each report specifically for Amended Non Funded FY 2009 Contract. Prepare cumulative reports for each one of the deliverables and performance measures listed in Exhibit A, and attach supportive documentation.



## World Trade Center Palm Beach

## Institutes (Biology and Medicine Section):

MPI of Biochemistry, Martinsried MPI of Biophysics, Frankfurt am Main MPI for Biophysical Chemistry, Göttingen MPI for Brain Research, Frankfurt/Main MPI of Molecular Biomedicine, Münster MPI for Biological Cybernetics, Tübingen MPI of Molecular Cell Biology and Genetics, Dresden MPI for Developmental Biology, Tübingen MPI for Chemical Ecology, Jena **MPI** of Experimental Endocrinology, Hannover

MP Research Unit for Enzymology of Protein Folding, Halle/Saale MPI for Evolutionary Biology, Plön The Friedrich Miescher Laboratory of the Max Planck Society, Tübingen MPI for Molecular Genetics, Berlin MPI for Heart and Lung Research, Bad Nauheim MPI of Immunobiology, Freiburg MPI for Infection Biology, Berlin MPI for Experimental Medicine, Göttingen MPI for Marine Microbiology, Bremen

MPI for Medical Research, Heidelberg MP Research Unit for Structural Molecular Biology at DESY, Hamburg MPI for Terrestrial Microbiology, Marburg MPI of Neurobiology, Martinsried MPI for Neurological Research, Köln MPI for Ornithology, Seewiesen MPI of Molecular Plant Physiology, Potsdam MPI of Molecular Physiology, Dortmund MPI of Psychiatry, München MPI for Plant Breeding Research, Köln

# Institutes (Chemistry, Physics and Technology Section):

MPI for Astronomy, Heidelberg MPI for Astrophysics, Garching MPI for Bioinorganic Chemistry, Mülheim an der Ruhr MPI for Biogeochemistry, Jena MPI for Chemistry, Mainz MPI of Coal Research, Mülheim an der Ruhr MPI of Colloids and Interfaces, Potsdam-Golm MPI of Microstructure Physics, Halle (Saale) MPI for Chemical Physics of Solids, Dresden MPI for Extraterrestrial Physics, Garching

MPI for Dynamics of Complex Technical Systems, Magdeburg MPI for Dynamics and Self-Organization, Göttingen Fritz Haber Institute of the MP Society, Berlin MPI for Gravitational Physics, Golm MPI for Gravitational Physics (Hannover), Hannover MPI for Software Systems, Kaiserslautern, Saarbrücke MPI for Nuclear Physics, Heidelberg MPI of Physics, München MPI for the Physics of Complex Systems, Dresden

MPI for Iron Research GmbH,
Düsseldorf
MPI for Informatics, Saarbrücken
MPI for Mathematics, Bonn
MPI for Mathematics in the
Sciences, Leipzig
MPI for Metals Research,
Stuttgart
MPI for Meteorology, Hamburg

MPI for Plasma Physics, Garching MPI for Polymer Research, Mainz MPI of Quantum Optics, Garching MPI for Radio Astronomy, Bonn MPI for Solar System Research, Katlenburg-Lindau MPI for Solid State Research, Stuttgart

## World Trade Center Paim Beach

## Exhibit B continued)

## **Institutes (Humanities Section):**

MPI for Evolutionary Anthropology, Leipzig

MPI for the Study of Religious and Ethnic Diversity, Göttingen

MPI for Human Development, Berlin

MPI for the History of Science, BerlinMPI for Intellectual Property, München MPI for European Legal History, Frankfurt/Main

MPI for Comparative and International Private Law, Hamburg

MPI for Foreign and International Criminal Law, Freiburg

MPI for Comparative Public Law and International Law, Heidelberg MPI for Psycholinguistics, Nijmegen, Niederlande

MPI for the Study of Societies, Köln

MPI Social Law, München

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|            |               | GENERAL LIABILITY   |                                       |                                     | DATE GRADOW TY  | EACH OCCURRENCE   | _   |
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|            | ĺ             | CLAIMS MADE X OCCUR   |                                       |                                     |   | MÉD EXP (Any one person)  | s 10,000  |
|            |               | <u> </u>  |                                       |                                     | ļ   | PERSONAL & ADV INJURY   | \$ 1,000,000  |
|            |               | GENTI ACCRETANCE INC.   |                                       |                                     | ĺ   | GENERAL AGGREGATE   | \$ 2,000,000  |
| _          |               | GEN'L AGGREGATE LIMIT APPLIES PER.  X POLICY PRO- JECT LOC  |                                       |                                     |   | PRODUCTS - COMP/OF AGG  | \$ 2,000.000  |
| À          |               | AUTOMOBILE LIABILITY  ANY AUTO  | 7268023909                            | 2/28/2009                           | 2/28/2010   | COMBINED SINGLE LIMIT<br>(Fe accident)  | \$ 1,000,000  |
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|            |               |   |                                       |                                     |   | PROPERTY DAMAGE<br>(Per accident)   | 4   |
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|            |               |   |                                       |                                     | 5/12/2010   | \$1,000,000 EC/\$1,00<br>Deductible: \$2,500  | 00,000 Agg<br>Each Claim                                |
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5/13/2009

## **IMPORTANT**

If the certificate holder is an ADDITIONAL INSURED, the policy(les) must be endorsed. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

### **DISCLAIMER**

The Certificate of Insurance on the reverse side of this form does not constitute a contract between the issuing insurer(s), authorized representative or producer, and the certificate holder, nor does it affirmatively or negatively amend, extend or alter the coverage afforded by the policies listed thereon.

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World Trade Center Association Palm Beach

## R 2008 1591 Agreement between Palm Beach County and The World Trade Center Association Palm Beach, Inc.

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 affiliated to the World Trade Centers Association, which includes nearly 300 World Trade Centers in 85 countries and whose mission is to expand international business opportunities in Palm Beach County, Florida; and

WHEREAS, WTCPB offers assistance to companies and governments to identify and compete for international business, and create alliances and support from businesses 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, thereby expanding the COUNTY'S tax base; and

WHEREAS, WTCPB performs international regulatory, trade, and diplomatic activities which are not performed by the COUNTY and which are essential to expanding the COUNTY's international business opportunities; and

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

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  $1^{st}$  day of October 2008. 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 2009.

#### **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 <u>September 30, 2009</u>.

#### 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 "B". 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, sexual orientation, or gender identity or expression 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 Agreement.

## 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, 10<sup>th</sup> 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, gender identity or expression, 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., 10<sup>th</sup> 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

If sent to WTCPB, notices 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:

R 2 0 0 8 15 91 SEP 2 3 2008

SHARON R. BOCK CLERK & COMPTROLLER

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

By: Deputy Cleft Deputy Cleft

Addie L. Greene, Chairperson

WITNESS:

(Signatura)

Name (type or print)

**CONSULTANT:** 

WORLD TRADE CENTER ASSOCIATION

PALM BEACH, PAC

Bv

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 expanding the COUNTY's international business opportunities.

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

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

## **SCOPE OF SERVICES**

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

| DELIVERABLE  | PERFORMANCE<br>MEASURES  | DATE              | COST        |
|--|--|-------------------|-------------|
| Host Four New Consulate Global Commerce Tours to Palm Beach County  WTCPB will conduct four new Consulate Global Commerce Tours (one per quarter) in Palm Beach County to expand the diplomatic community's awareness of Palm Beach County, its various industry clusters, the potential business opportunities, and international relationships. The four tours will focus on the PBC industry clusters, specifically life science, agriculture, aerospace, marine and water science, financial, IT, tourism, and film & television. In addition, the tours will be a means to present the proposed Inland Port to world markets. | Report the global commerce tours and the business opportunities resulting from it  List of business leads  | Quarterly         | \$12,000.00 |
| Conduct two follow-up Global Commerce Tours to Palm Beach County  WTCPB will conduct two Global Commerce Tours with consular agents and foreign business groups that previously visited the county and newly appointed diplomats. These customized business tours will provide the information and contacts that the consular corps, commercial agents and foreign businesses need to trade with Palm Beach County companies and agencies.   | Report the global commerce tours and the business opportunities resulting from it  List of business leads  | Semi-<br>annually | \$4,000.00  |
| Conduct one outbound trade mission at the World Trade Centers Association's 39 <sup>th</sup> General Assembly  WTCPB will participate in the WTCA 39 <sup>th</sup> General Assembly scheduled for November 7 – 10, 2008 in Dubai & Abu Dhabi. This event brings together 300 World Trade Centers and WTC representatives from all over the world, offering opportunities to network and promote Palm Beach County. WTC Palm Beach will represent Palm Beach County and make a presentation about the County's international business destination and will highlight all of its industry clusters and economic opportunities.       | Report the outbound trade mission and the business opportunities resulting from it  List of business leads | November<br>2008  | \$32,500.00 |

| DELIVERABLE   | PERFORMANCE<br>MEASURES  | DATE              | COST        |
|---|--|-------------------|-------------|
| Conduct two outbound trade missions to<br>Western European countries  | Report the outbound trade missions and the business  | Semi-<br>annually | \$25,000.00 |
| WTCPB will develop linkages in cities with Max Planck Institutes and World Trade Centers together where well-established relationships exist between WTCPB and foreign WTCs. WTCPB will network with at least 19 WTC cities that have Max Planck Institutes with cluster industries related to Palm Beach County, as detailed in the WTCPB's 2009 Proposed Palm Beach County Services. The result of these trade missions will be to gather leads for the Business Development Board and the Economic Development Office to follow up. The relationships built among the network of World Trade Centers will assist in matching business opportunities for both the Max Planck Institutes and the County's targeted cluster industries. | opportunities resulting from it  List of business leads  |                   |             |
| Conduct two inbound trade missions  WTCPB will conduct two inbound trade missions resulting from the outbound trade missions. WTCPB will coordinate with the participating WTC Network affiliates and consulates to introduce business trade, the emerging capital market and international finance exchanges.  | Report the inbound trade missions and the business opportunities resulting from it  List of business leads | Semi-<br>annually | \$8,000.00  |
| Provide quarterly reports of international trade strategies  WTCPB will provide quarterly reports to assist the Economic Development Office with presenting progress on International Trade strategies and marketing. This may include but not be limited to preparation of an electronic magazine that displays the various industry clusters, or a WTC Media Port in collaboration with WTC Cologne Television to produce segments covering Palm Beach County, or other media.  | Report a summary of the international trade strategies at work and marketing efforts                       | Quarterly         | \$6,000.00  |
| Market international events and business activities  WTCPB will work collaboratively with the County's Department of Public Affairs through the Economic Development Office to provide press releases of forthcoming inbound and outbound trade missions or other international activities listed in or resulted from the WTCPB's 2009 Proposed Palm Beach County Services.   | Press releases   | Year round        | \$5,000.00  |
| Assist in broadcasting international activities  WTCPB will provide the Economic Development Office with footage of international events in Palm Beach County resulting from this Agreement.  | Film footage of international events   | Year round        | \$2,500.00  |

| DELIVERABLE  | PERFORMANCE<br>MEASURES         | DATE       | COST       |
|--|---------------------------------|------------|------------|
| Assist in developing the Palm Beach County's international financial industry cluster  WTCPB will continue working with the Capital Markets Advisory Group to foster the development of an international financial industry cluster in Palm Beach County. WTCPB will support the Economic Development Office in efforts to promote the Capital Markets Advisory Group. WTCPB will identify contacts for Sovereign Funds, global insurance and banking interests. | insurance and banking interests | Year round | \$4,000.00 |
|  |                                 | TOTAL      | \$99,000   |

## B. The COUNTY Agrees to:

- 1. Provide ninety nine thousand dollars (\$99,000) funding for consulting services.
- 2. 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         |
|---------------------------|-------------------------|------------------|
| □ 1 <sup>st</sup> Quarter | Oct. 1 - Dec. 31, 2008  | January 15, 2009 |
| □ 2 <sup>nd</sup> Quarter | Jan. 1 - March 31, 2009 | April 15, 2009   |
| □ 3 <sup>rd</sup> Quarter | April 1 - June 30, 2009 | July 15, 2009    |
| □ 4 <sup>th</sup> Quarter | July 1 - Sept. 30, 2009 | October 15, 2009 |

Prepare cumulative reports for each one of the deliverables and performance measures listed in Exhibit A, and attach supportive documentation.



## 2008/2009 PROPOSED PALM BEACH COUNTY SERVICES

Submitted to: Office of Economic Development

Submitted by: Lou Haddad, President

August 11, 2008

WTC Palm Beach is pleased to continuing working with the Palm Beach County Economic Development office. For fiscal year 2008/2009, WTC Palm Beach will assist Palm Beach County in the following wavs:

## I. HOSTING GLOBAL COMMERCE TOURS AND TRADE MISSIONS

## GLOBAL COMMERCE TOURS

(a) <u>Host Four New Consulate Global Commerce Tours to Palm Beach County</u>. Four new Consulate Global Commerce Tours (one per quarter) in Palm Beach County will be conducted to further expand the diplomatic community's awareness of Palm Beach County, its various industry clusters, the potential cross border business opportunities, and stimulating increased international relationships.

The four Global Commerce Tours will focus on the PBC industry clusters, specifically including life science, agriculture, aerospace, marine and water science, financial, IT, tourism, and film & television. In addition, the tours will be a means to present the proposed Inland Port to world markets.

(b) Conduct two follow-up Global Commerce Tours to Palm Beach County. Two Global Commerce Tours will be conducted with consular agents and foreign business groups that previously visited the county and newly appointed diplomats. These business tours will be customized exclusively to provide the information and contacts that the consular corps, commercial agents and foreign businesses seek to trade with Palm Beach County companies and agencies.

## TRADE MISSIONS

- (c) Conduct three outbound trade missions
  - (i) Conduct one outbound trade mission to Dubai. WTC Palm Beach will participate in the annual WTCA General Assembly scheduled for November 7 10, 2008 in

Page 1 of 3

Dubai. This event brings together 300 World Trade Centers and WTC representatives from all over the world, offering opportunities to network and promote Palm Beach County. WTC Palm Beach will create a presentation showcasing the county as an international business destination, as well as, highlighting all the industry clusters and economic opportunities.

(ii) Conduct two outbound trade missions to Western European countries to develop linkages in cities with Max Planck Institutes and World Trade Centers together where well established relationships exist between WTC Palm Beach and foreign WTCs. The connectivity within the WTCA network offers an entry into foreign markets more easliy and at a higher level. WTC will network with at least 19 WTC cities that have Max Planck Institutes with cluster industries related to Palm Beach County. The end product of these specific trade missions will be to gather leads for the Business Development Board and the Economic Development Office to follow up on. The relationships built among the network of World Trade Centers will be used to mine business opportunities from the Max Planck Institute 80 offices, and additionally to opportunities that are presented that correspond to the cluster industries.

The outbound trade missions will meet with foreign government officials and companies to promote Palm Beach County for being an international business destination, and to lay the ground work for the two inbound trade missions. Presentations will be conducted, and marketing material distributed.

A report will be generated for each trade mission and for each WTC affiliate with corresponding interest or relationships with Max Planck Institute cities and businesses. The report will try to match businesses from the Max Planck Network with the Palm Beach County cluster industries. The WTC network will be utilized as effective intermediaries to assist in the systematic development of relationships, trade and business partnerships. The purpose is to maximize the large county financial investment made on Max Planck by capitalizing on its network. The objective is to attract Max Planck related companies and European investments to trade and partner with local businesses. The WTC will assist Palm Beach County in matching businesses and/or projects to the extent possible with the cluster industries of interest. The global 80-institute network provides extensive opportunities for local knowledge based business in the areas of technology transfer and partnerships in, but not exclusive, to the following:

- Plant biotechnology, Bio physics, Plant breeding
- Diagnostics, Cell biology, Molecular research, Gene analytics, Genetics, Medical research
- Oceanology, Marine science, Water technologies
- Aerospace, Astrophysics, Plasma physics, Particle physics, Infrared and Radio astronomy
- Infection Biology, Microbiology, Theraputics
- Advanced engineering in surface materials

Page 2 of 3

## Quantum Optics

WTC will coordinate with the Business Development Board to initiate discussions with the corresponding businesses and contacts identified in this process.

## (d) Conduct two inbound trade missions

Conduct two inbound trade missions resulting from the outbound trade missions. Coordination with the participating WTC Network affiliates and Consulates will be used to faciliate these missions. The inbound trade missions will strenghthen business trade and provide introduction to emerging capital markets, and international finance exchanges.

## II. PROVIDE QUARTERLY REPORTS OF INTERNATIONAL TRADE STRATEGIES

WTC will provide quarterly reports to assist the Economic Development Office with presenting progress on International Trade strategies and marketing. This may include but not limited to preparation of an electronic magazine that showcases the various industry clusters, or a WTC Media Port in collaboration with WTC Cologne Television to produce segments covering Palm Beach County, or other media.

## III. MARKET INTERNATIONAL EVENTS AND BUSINESS ACTIVITIES

WTC will work collaboratively with the County's Department of Public Affairs through the Economic Development Office to provide press releases of forthcoming inbound and outbound trade missions or other international activities listed in or resulted from this proposal.

## IV. ASSIST IN BROADCASTING INTERNATIONAL ACTIVITIES

WTC will provide footage of international events in Palm Beach County to the Economic Development Office.

## V. INTERNATIONAL FINANCIAL INDUSTRY CLUSTER DEVELOPMENT

WTC Palm Beach will continue working with the Capital Markets Advisory Group to foster the development of an international financial industry cluster in Palm Beach County. The WTC will support the Economic Development Office efforts. The WTC will identify contacts for Sovereign Funds, and global insurance and banking interests for inclusion in the project. WTC will support EDO in efforts to promote the Capital Markets Advisory Group.

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|                                     | DEDUCTIBLE   |  |  |   |   | \$  |
|                                     | RETENTION S  | İ  |  |   |   |   |
| wo                                  | ORKERS COMPENSATION AND  |  |  |   |   | \$  |
| EMI                                 | PLOYERS' LIABILITY   |  |  |   | WC STATU- OTH-  | •   |
| OFF                                 | Y PROPRIETOR/PARTNER/EXECUTIVE FICER/MEMBER EXCLUDED?  | ļ  |  |   | E.L. EACH ACCIDENT  | \$  |
| I If va                             | es, describe under<br>ECIAL PROVISIONS below   |  | 1  |   | E.L. DISEASE - EA EMPLOYEE  |   |
| ОТН                                 | HER  |  |  |   | EL DISEASE BOUGHT   |   |
| 1                                   | efessional Liability   | BINDER   | 5/12/2008  | 5/12/2009   | \$2,500 Deductible  | \$  |
| RIPT<br>O Da                        | non-of operations / Locations / Veh<br>ate: May 12, 2005. Certificate i  | CLES / EXCLUSIONS ADDED BY ENDOR:<br>lolder is additional insured wi   | SEMENT / SPECIAL PROVISI<br>ith respect to Gener                                 |   |   |   |
| RTIF                                | ICATE HOLDER   |  |  |   |   |   |
|                                     | Palm Parata  |  | CANCELLATIO  |   |   |   |
|                                     | Palm Beach County Claudia Lopez  |  | SHOULD ANY OF 1  | HE ABOVE DESCRIE                                  | ED POLICIES BE CANCELLED BE   | FORE THE EXPIRATION                                       |
|                                     | C/O Economic Povels  | and Off  | DATE THEREOF, T  | HE ISSUING INSUREI                                | RWILL ENDEAVOR TO MAIL 30   | DAYS WRITTEN  |
|                                     | c/o Economic Developm<br>301 N. Olive Avenue, 10<br>West Palm Beach, FL 33   | h FI   | MOTICE TO THE CI   | ERTIFICATE HOLDER<br>ATION OR LIABILITY           | NAMED TO THE LEFT, BUT FAILU<br>OF ANY KIND UPON THE INSURE                             | URE TO DO SO SHALL  |
|                                     |  |  | REPRESENTATIVE   | S.  | . 2   |   |
|                                     |  |  |  |   | hm L. En.   |   |

September 2, 2008

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 DN: cn=Louis Haddad, c=US Date: 2008.09.02 15:17:00 -04'00'

Louis Haddad **President**