

**Southeast Florida
Regional Partnership**

Indian River - St. Lucie - Martin
Palm Beach - Broward - Miami-Dade - Monroe

PARTNERSHIP MEMBER GENERAL INFORMATION

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| Partnership Member (Name of Organization) | Economic Council of Palm Beach County, Inc. |
| Membership Status (Please indicate whether the organization is a General Partner or Consortium Member) | Consortium Member |
| Address | Suite 950, Regions Bank Building 1555 Palm Beach Lakes Blvd. West Palm Beach, Florida 33401-2375 |
| Main Contact Name | Mike Jones President and CEO |
| Telephone | 561 684-1551 |
| Are you part of proposed Consultant Team responding to the SOQ? | No |
| Email/Website | MJones@EconomicCouncilPBC.org www.EconomicCouncilPBC.org |
| Name of Chief Executive Officer or Director | Mike Jones |
| Number of Years in Business | 36 |

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PROJECT IDEA SUBMITTAL

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| <p>Overview and Form of Organization: A general overview of the Partnership and Consortium member and its staff, including form of organization.</p> | <p>The Economic Council of Palm Beach County, Inc. is a private non-profit, non-partisan organization of business owners and CEOs established in 1975 to address important public policy issues affecting the entire County. Its mission is to create an environment in which business can prosper. The Council undertakes projects that have a countywide impact by serving as the facilitator for numerous public-private partnerships. Some of these legacy projects have resulted in the creation of institutions or permanent programs such as the Business Development Board of Palm Beach County, the Business Forum of Palm Beach County, the William T. Dwyer Awards for Excellence in Education, the Education Foundation of Palm Beach County, Inc., the Housing Leadership Council of Palm Beach County, Inc., the Palm Beach County Criminal Justice Commission, etc. The Economic Council has a full time staff of three, and its operating revenues come from annual membership dues. Membership is by invitation only and is capped at 130.</p> |
| <p>Statement of Qualifications and Project Understanding: A statement of the Partnership Member's experience and qualification relevant to the proposed task</p> | <p>As a Consortium Member, the Economic Council originally secured support for the Southeast Florida Partnership Sustainable Communities grant application from members of the business community in Palm Beach County. The Economic Council and Mike Jones continue to serve as the primary liaison for other business organizations and leaders regarding the status of this project. Mike Jones was one of the participants in the Living Cities' Sustainable Communities Boot Camp.</p> |
| <p>General description of the proposed project, including desired outcomes and identification of responsibilities of key personnel</p> | <p>To help organize, educate, and gain support from the "business community" within the Treasure Coast and South Florida Regional Planning Councils for strategic plans that integrate transportation, land use, and economic development plans. This "mega region" extends from Vero Beach in the north to Key West in the south. The proposal is to utilize the Six Pillars process of the Florida Chamber Foundation to create a common language and framework for building cooperation and to support common goals. Responsibilities may include organizing or hosting various meetings or events and advocating broad, visible support for activities and positions among the region's top government, business and community leaders and their staff. The final outcome will be to develop support for regional goals and translate them into measurable actions (including legislation or funding) that stimulate the creation of more high-skill, high wage jobs, make our region more competitive in a global economy and sustain the natural resources of our vibrant community. Through this unique project, our county/region will unify around common, measurable goals; be recognized for its leading role in a highly visible</p> |

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| | <p>project: and support a movement to make Palm Beach County and Southeast Florida a leader among other Florida counties and regions. By mobilizing a large population around a common purpose, sharing scarce resources and building a sense of place and community in an otherwise fractured and divided county/region, we expect to engage a broad base of diverse community leaders in the support and implementation of plans and achievement of specific goals according to metrics being developed. We will join volunteers from many other community business, civic and government leadership groups to successfully secure "buy-in" by as many as possible.</p> <p>Successful completion of this project will align diverse interests around common goals and better insure success. It is difficult to predict the final goals of the plan under development but in other areas of the State, similar efforts have prompted the creation of the Central Florida Partnership and the Tampa Bay Partnership. These alliances of business and government leaders have, for example, secured additional state and federal funds to build SunRail connecting Orlando to Tampa; the development of the High Tech Corridor where the University of South Florida and the University of Central Florida have leveraged state resources to spawn new private entrepreneurial enterprises; and the regional assets from educational and medical institutions have been combined to become centers of excellence for future economic prosperity.</p> |
| <p>The partners who would need to be involved for the project to achieve success</p> | <p>A critical success factor will be developing regional cooperation in Southeast Florida between academia and business akin to the Florida High Technology Corridor Council linking UCF, USF and UF. Examples of potential partners and allies are:</p> <p><u>Academia/Education</u></p> <ul style="list-style-type: none"> • Colleges and universities including four year research institutions (FIU, FAU, UM, NOVA - the Florida Research Consortium) and community colleges, and private research institutes (Scripps, Max Planck, Torrey Pines) • Community Colleges • K-12 school districts • Many counties have a collaboration or alliance made up of representatives of all the above. In PBC, it is the Education Commission. <p><u>Not-For-Profit Business Organizations</u></p> <ul style="list-style-type: none"> • County-wide and regional business leadership groups. For example, Economic Councils of PB, Okeechobee, and Martin Counties, Broward Workshop, Business Forum of Palm Beach County, South Florida Regional Business Alliance, local chambers of commerce [Greater Miami Chamber of Commerce, Chamber of Commerce of the Palm Beaches, Delray Chamber of Commerce, Northern PB Chamber, Fort Lauderdale Chamber of Commerce, etc.]; |

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| | <p>other allied business, professional and trade groups including builders, contractors, realtors, developers, medical societies, South Florida Hospital & Healthcare Association, Bio Florida, ULI, APPA, Land Congress, etc.</p> <ul style="list-style-type: none"> • Economic Development Organizations. Enterprise Development Corp. of South Florida, Business Development Boards of Palm Beach and Martin Counties, Ft Lauderdale-Broward Alliance, Beacon Council, EDC of St. Lucie County, Economic Development Research Institute, etc. • Regional Workforce Boards. Workforce Alliance of Palm Beach County, Workforce One of Broward County, South Florida Workforce Board for Miami-Dade and Monroe, Workforce Solutions for Martin, St Lucie, Indian River and Okeechobee, etc. <p><u>Private Sector Companies</u></p> <ul style="list-style-type: none"> • Individual corporate leaders, sponsors and underwriters based upon the selected goals and initiatives. They will be recruited from existing contacts with leadership groups (members of the Economic Council, Business Forum, Regional Business Alliance, etc.) and allies (Chambers of Commerce, Associated Industries, ULI, etc.) <p>This is a massive endeavor that has never been successfully attempted before in our region. To be successful will require the efforts of credible individuals and organizations to serve as a liaison among the various entities and leaders of civic, government and business groups within Palm Beach County and the other counties of the region.</p> |
| <p>The tools and /or resources that would be needed to support the project</p> | <p>Extensive knowledge of public and private institutions and individual leaders from the federal, state, local and regional government and business sectors who are the key “decision-makers”. An established track record for building public-private partnerships and fostering collaboration. The flexibility to devote appropriate time and resources to educate and recruit others to support identified goals and plans. Strong organizational, team-building, and communication skills will be required. Patience, visionary-thinking, and persistence will also be essential for the leaders performing these tasks. The ability to build consensus and gain the commitment of multiple parties with diverse views to align around the Six Pillars goals will be critical to success.</p> |
| <p>Portfolio: Summary of no more than three (3) examples of successfully completed projects of a similar nature if applicable to the proposed work.</p> | <p>(1) <u>Six Pillars Initiative.</u> The Economic Council launched a project this year to help implement a vision and strategic goals for Palm Beach County as part of the statewide Six Pillars initiative of the Florida Chamber Foundation. Following years of collaboration and more than a million dollars in research by the Florida Chamber Foundation, “Six Pillars” or economic drivers have been identified as critical factors to guide Florida’s future economy which is expected to add 5-7 million people by 2030. The Six Pillars are: (1) Talent Supply and Education, (2) Innovation and Economic Development, (3) Infrastructure and Growth Leadership, (4) Business Climate and Competitiveness, (5) Civic and Governance Systems</p> |

and (6) Quality of Life and Quality Places. The Six Pillars System is a qualitative research program to develop the first state-wide strategic plan to help guide Florida toward a future economy that includes high-wage jobs, global competitiveness and vibrant communities.

The Six Pillars framework serves as an organizing force for strategic planning at local, regional and state levels. (See [Florida Chamber Foundation](#) and [The Florida Scorecard](#).) So far, over 300 Palm Beach County community leaders have used this framework to guide our local dialogue using a common language. Palm Beach County will be the first large urban county in the State of Florida to develop a written community plan utilizing the Six Pillars process when the statewide plan is previewed at the September 19-21, 2011 Future of Florida Forum in Orlando.

Utilizing a series of workshops during 2011, a diverse group of local business, government and civic volunteer leaders will produce the County's 2015 strategic vision, plan, goals, strategies and metrics for incorporation into the State's plan. The Collaborative Real-Time Record of the most recent workshop can be found at:

<http://asoft285.securesites.net/secure/economiccouncilpbc/index.php?src=gendocs&ref=Six%20Pillars%20Information>

The Palm Beach County vision and goals, including strategies, tactics and metrics, will be rolled out to the community later this fall. A proposal to the Leadership Palm Beach County is pending approval for the Class of 2012 to (1) help organize a major roll-out event for community partners in the fall of 2011 and (2) to represent Leadership Palm Beach County on one or more Six Pillar Task Forces executing the final plan during 2012.

Similar to the Sustainable Communities grant, special attention has been given to assure: individuals and groups from diverse industries with expertise in the issues aligned to the Six Pillars are represented; other volunteers representing the diversity of the County are included; representatives from small businesses, including minority-owned businesses, and large corporations participate; and there is an appropriate balance of representation from the private, public and not-for-profit sectors.

(2) **The Business Forum of Palm Beach County.** The Business Forum, an unincorporated alliance of more than twenty-five other membership organizations, was established by the Economic Council in 2004 to bring business leaders from Palm Beach County together to exchange information and ideas, to promote collaboration on public policy issues and to act collectively as the voice of business on issues of countywide significance.

Other members include local chambers of commerce and trade associations for realtors, builders, developers and the marine industry in Palm Beach County. Membership is limited to not-for-profit membership organizations, professional societies and trade. The Business Forum meets

monthly, each member organization has one vote and a majority vote is required to take action.

In 2004, the Business Forum organized an independent study committee that endorsed the ½-cent sales tax to raise \$560 million for school construction and modernization. The Business Forum support was conditioned on the tax sun-setting, the proceeds being used for capital construction only and an independent oversight board to monitor expenditures. The Business Forum subsequently created The Community and Education Partnership campaign committee to promote passage of the referendum. The Committee formed a grassroots coalition of community, business and civic leaders that raised more than \$700,000 in support of the measure which passed by 58 percent of the voters.

In 2006, the Business Forum helped create a new non-profit, the Housing Leadership Council, to address the shortage of affordable workforce housing. FIU Metropolitan Center was commissioned to complete a benchmark housing assessment study and employer survey that has been widely cited and used to identify solutions.

The Business Forum has taken public positions on numerous other issues relating to fees and taxes, economic development, constitutional amendments, proposed state and federal legislation, local growth and development regulations, and other rules, laws or regulations that have a county-wide impact on the business climate. In 2010, it actively mobilized the “No on 4” campaign to successfully defeat the proposed “Hometown Democracy” constitutional amendment and to enact ethics reforms through a local charter amendment referendum.

(3) **The South Florida Regional Business Alliance (RBA)**. The Economic Council co-founded the RBA in 2001 to promote coordination of efforts by other tri-county business groups. Its successes have included:

- Passage of legislation to create the South Florida Regional Transportation Authority in 2003.
- A partnership with the Housing Leadership Council of Palm Beach County, Inc., the Broward Housing Partnership and the Greater Miami Chamber of Commerce Housing Committee which utilized the FIU Metropolitan Center, FAU Center for Urban and Environmental Studies and Terwilliger Center of the Urban Land Institute to develop a regional assessment of workforce housing. Those findings were publicly presented in 2008 and culminated in the development of a regional action agenda prior to the collapse of the housing market.

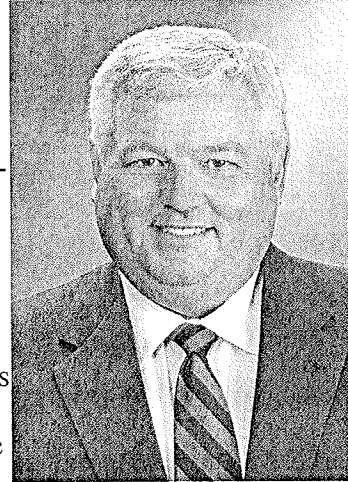
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Resume of Key Team Members (1 page each and will not count toward 5 page limit)

President and CEO: Michael Jones

Mike Jones is president and chief executive officer of the Economic Council of Palm Beach County, Inc., a position he has held since September 2001. The Economic Council is a private non-profit, non-partisan organization of business owners and CEOs established in 1975 to address important countywide public policy issues. Its mission is to create a healthy business climate and prosperous economy.



Mr. Jones' background spans law, government and public affairs. As an attorney in private practice, he represented cities and towns as well as agencies of local government, including a countywide public school system, a public housing authority and two statewide municipal power agencies. He was the first full-time attorney for the City of Wilmington, North Carolina. For eighteen years, he was a corporate public affairs executive for Carolina Power & Light Company and Progress Energy, an investor owned electric utility serving the two Carolinas and Florida, where he was responsible for state and federal governmental relations.

Mr. Jones has been active in a number of local, regional and national organizations for business and public affairs professionals including the Public Affairs Council, the Business-Industry Political Action Committee, National Association of Manufacturers, the United States Chamber of Commerce, the Edison Electric Institute and the Nuclear Energy Institute, all located in Washington, DC. He chaired the U.S. Chamber of Commerce's Southeast Public Affairs Group and helped found the South Florida Regional Business Alliance and the Business Forum of Palm Beach County. Prior volunteer community service has included: board member or chair of the Governor's Business Committee on Education; the Auditory Learning Center; the Aquarium Society; The Summit House; and the Center on Crime and Punishment. Mr. Jones graduated from the University of North Carolina where he earned a bachelor's degree and a juris doctorate. He also attended numerous post graduate, professional development and leadership programs including: the International Law Program at City College in London, England; Leadership Palm Beach County; Leadership Florida; the program for senior managers in government at Harvard University; the Darden Graduate School of Business Administration and the Curry School of Education Executive Leadership Program at the University of Virginia; the Public Affairs Institute; and the Washington, DC Campus program.

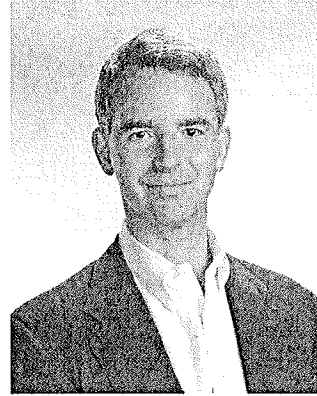
He and his wife, Gree, live in North Palm Beach and have one adult son.

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2011 Chair of the Board of Directors: Nat Roberts

Nat Roberts is the President of Managed Citrus, Inc., the general partner of Callery-Judge Grove L.P., the General Manager of Callery-Judge Grove, and the District Manager of Seminole Improvement District, an independent Chapter 298 Special District.



Callery-Judge Grove is a 3,800-acre orange, tangerine and grapefruit grove that is transitioning some of its diseased citrus land to peaches, pines, landscape trees, cattle, and row crops. The Grove is located in a rapidly growing suburb of Palm Beach County, about 14 miles west of West Palm Beach, Florida.

Located within the Grove are three (3) schools, one grocery anchored shopping center and agricultural/packing processing facilities.

On behalf of the Grove, Nat has proposed land use changes for a 150-acre business park development (1996) and a mixed-use development including over 3.5 million sf of non-residential development in 2005. Both were denied by the County.

Seminole Improvement District provides potable water, sewer, and reclaimed water service to the western communities and a variety of other surface water management and district services to lands within the District.

Nat serves or has served on the following boards: Indian River Citrus League as Chairman & President of the Board and as Board Member of the Florida Fruit and Vegetable Association, Vice-Chairman of the Economic Council of Palm Beach County, Business Development Board of Palm Beach County, Palms West Hospital, Chamber of Commerce of the Palm Beaches, the Palms West Chamber of Commerce, Western Communities Council, Palm Beach County Lands Acquisition Committee, Dewey Electronics Corporation, the Florida Citrus Packers and BIZ PAC.

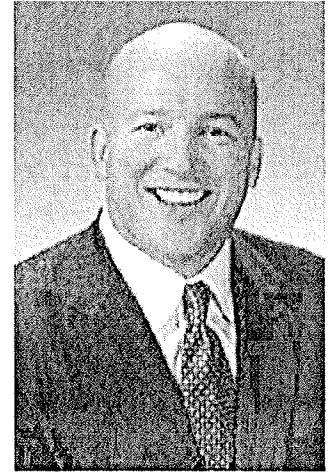
Nat is a graduate of the University of Pennsylvania with a degree in philosophy and history. He lives in West Palm Beach and is married to Laura. They have three children.

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2012 Chair-Elect of the Board of Directors: Jonathan R. Satter

Jonathan R. Satter, RPA, SIOR, has a broad and diverse real estate and financial background. Currently he serves as Principal of WGCompass Realty Companies, a regional realty services firm with offices in South and West Florida. Satter also serves as an independent receiver appointed by the civil court system in matters involving real estate assets. Mr. Satter previously served as Vice President and Senior Operations Officer for the management group of one of the nation's largest real estate investment trusts (REIT) with realty assets exceeding \$7 billion. In this position, Satter was directly responsible for the asset and property management, leasing and marketing, brokerage operations, construction, and risk management of a diverse office, retail, and residential portfolio located throughout the United States. Prior to his position in the investment real estate community, Mr. Satter served as Director of Finance for one of the country's largest specialty development firms. In this position he coordinated financial operations of the firm and served as asset manager for \$200 million in office and retail properties around the country.



A graduate of Rollins College with a degree in political science, Satter also received his Master of Business Administration from Nova Southeastern University.

He served as a member of the Board of Directors of the Better Business Bureau of South Florida from 1997-2003, and currently serves as a member of the Board of Governors of the Historical Society of Palm Beach County, the Board of Directors of Pathfinders of Palm Beach/Martin County Scholarship Fund, Inc., the Board of Directors of the Palm Beach Cancer Institute Foundation, and a Member of the Board of Directors, Executive Committee, and 2012 Chair-Elect of the Economic Council of Palm Beach County. In July 2005, and again in September 2006, Satter was appointed by Florida Governor Jeb Bush to serve as a Commissioner of the Health Care District of Palm Beach County where he currently serves as Chairman of the Board of Commissioners.

Satter holds the Real Property Administrator (RPA) designation from the Building Owners and Managers Institute and is a member of the Society of Industrial and Office Realtors (SIOR).

An active traveler, Satter enjoys filling his passport, and caddying for his wife, LPGA golfer Michelle McGann.