

**PORT OF PALM BEACH DISTRICT
REQUEST FOR DISCUSSION AND
COMMISSION ACTION**

**CONSENT AGENDA
ITEM H-7**

September 20, 2018

PREPARED BY: Jarra Kaczvara Sr. Director, Business Development/Communications
Venice Howard District Clerk/Records Administrator

SUBJECT: Business Development

BACKGROUND: The following items are presented for approval and/or ratification:

Caribbean American for Community Involvement	29th Annual Friendship Ball (Ticket at \$100.00)	September 15, 2018
Hispanic Chamber of Commerce of PBC	Job Fair & Business Expo (Sponsorship at \$800.00)	September 27, 2018
Fiscal Year 2019 Business Development/Marketing Program Policy and Procedure		

Trade Events

Forum Club	Tickets & Events	September/October 2018
Economic Council	Tickets & Events	September/October 2018
Economic Forum	Tickets & Events	September/October 2018
Business Development Board (BDB)	Tickets & Events	September/October 2018
Convention & Visitors Bureau	Tickets & Events	September/October 2018
Member Chambers of Commerce	Tickets & Events	September/October 2018
Navy League	Tickets & Events	September/October 2018
International Business Council	Tickets & Events	September/October 2018
Women's Transportation Seminar (WTS)	Tickets & Events	September/October 2018

Conferences and Seminars

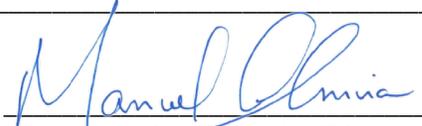
American Association of Port Authorities	2018-2019 Conference and Training Schedule
Florida Ports Council	2018-2019 Conference and Training Schedule

FINANCIAL IMPACT: These items are funded from the FY18 Operating Budgets.

ADDITIONAL INFORMATION ATTACHED: No Yes

RECOMMENDATION: Motion to approve and/or ratify the listed events, sponsorships, seminars, conferences and the Fiscal Year 2019 Business Development/Marketing Program Policy and Procedures.

Respectfully Submitted By:


Manuel Almira, Executive Director

DATE ACTION TAKEN:

Approved: _____
Disapproved: _____
Deferred To: _____
Incorporated into Minutes: _____

Motion By: _____
Seconded By: _____
Unanimous: Yes _____ No _____
By: _____



Caribbean American For Community Involvement, in Florida, Inc.

A 501(c)(3) Organization - (EIN #65-0965408)

675 Royal Palm Beach Boulevard • Room 134 • Royal Palm Beach, FL 33411

www.cafcipbc.org • E-mail: cafcib@south.net • Phone: 561.790.4002

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29th Annual FRIENDSHIP BALL

Hilton Palm Beach Airport

150 Australian Avenue, West Palm Beach, FL 33406

Saturday, September 15, 2018 at 7 pm

SPONSORSHIP OPPORTUNITIES

(Due by August 17, 2018 for inclusion in Friendship Ball Journal)

BRONZE SPONSOR: \$1,000

- Two (2) tickets for the Annual Friendship Ball
- Full page color advertisement in Ball Journal
- Recognition in video presentation
- Acknowledgment in Ball Journal

SILVER SPONSOR: \$2,500

- Four (4) tickets for the Annual Friendship Ball
- Full page color advertisement in Ball Journal
- Recognition in video presentation
- Acknowledgment in Ball Journal

GOLD SPONSOR: \$5,000 or more

- Six (6) tickets for the Annual Friendship Ball
- Full page color advertisement in Ball Journal
- Recognition in video presentation and in Ball Journal
- Recognition as a Gold Sponsor on CAFCI's website for one year with direct link to sponsor's website

ADDITIONAL SUPPORT OPPORTUNITIES

I/We would like to support CAFCI's Annual Friendship Ball and its mission with a contribution of:
\$500 \$250 \$100 \$_____

I/We would like to purchase ___ tickets at \$100 each.

I/We would like to reserve a table of ten (10) for \$1,000

Tickets are also available via our website at www.cafcipbc.org.

Name: _____

Address: _____

City: _____

State: _____

Zip: _____

Phone: _____

E-mail: _____

Check enclosed in the amount of \$ _____

Please make check payable to **Caribbean American for Community Involvement**

Mail: *Attention - Sponsorship & Journal Committee,*

1030 Royal Palm Beach Blvd. P. O. Box 11, Royal Palm Beach, Florida 33411

Charge my credit card the amount of \$ _____ Visa MasterCard Discover

Card Number: _____

Expiration Date: _____

Name on Card: _____

Signature: _____



HISPANIC CHAMBER OF COMMERCE
PALM BEACH COUNTY

Business Expo & Job Fair Sponsorship Opportunities

September 27, 2018 – Airport Hilton

Connect with the Hispanic Community by taking part in the Hispanic Chamber Business Expo and Job Fair. Join national, regional, and local companies including non-profit, government, cultural, media, and more, while interacting with the ever-growing Hispanic Market. As the Hispanic market continues to grow so as the need to qualified bilingual employees and this is the perfect opportunity to connect with potential and qualified candidates.

This expo is open to the public and provides the perfect environment for businesses to enhance their relationships, research the market for the leading products and services and learn about the latest best business practices.

Here are a few reasons why every Palm Beach County business needs to exhibit at the Business Expo and Job Fair:

- Business exposure to connect with potential and qualified employees
- Network with hundreds of potential new customers.
- Direct interaction with local movers and shakers, fellow business owners and decision makers.
- Develop new sales leads and relationships.
- Reconnect with past customers and clients and the opportunity to present and introduce new products and services.
- Enhance your company image.





Exhibit Booth

Exhibit booths begin at **\$250** for Chamber members and **\$350** for non-members and include an 8-foot table with skirting and two chairs. Please contact Maria Antuña for Booth and membership packages.

Presenting Sponsor

\$1000- Includes:

- Business name in title of event and logo on all signage in all event sections
- PRIME Double booth space –positioned as an end cap so that the booth is accessible from three sides
- Company logo on all marketing material including email blasts, web page display, event signage, one page on the program.
- One-year banner ad on chamber website with link to company website (\$1,000 Value)
- Company name mentioned in all media outlets
- Opportunity to speak during the event – 3 minutes
- Featured prominently in expo program
- Logo placed on expo map showing booth location
- Right of first refusal for the 2019 event

After Hour Mixer Sponsor

From 5 pm to 7 pm

\$800- Includes:

- VIP Reception sponsor helps pay for After Hour Networking light appetizers and complementary drink (Beer and Wine)
- Complimentary exhibit booth space.
- Recognized at the event with professional signage at the mixer's door and during the event with ongoing announcements over the PA system.
- Recognized in the Chamber's *Que Pasa* e-newsletter.
- Recognized on the Chamber's website.
- Recognized in the Business Expo program distributed at the door of the event.

Seminar Sponsor

\$600- Includes:

During the public hours of The Business Expo & Job Fair, four one-hour seminars are offered to Chamber members and the public. This sponsorship allows the seminars to be complimentary to attendees.

- Recognized on Business Expo & Job Fair invitation to sponsors.
- Complimentary exhibit booth space.
- Exclusive opportunity corporate signage and information in the seminar room – seminars will be given at a separate room.
- Recognized during the event with ongoing announcements over the PA system.
- Recognized in the Chamber's *Que Pasa* e-newsletter.
- Recognized in The Business Expo & Job Fair program
- Recognized on the Chamber's website.

Exhibitor Application form must be filled out completely accompanied by payment before space will be assigned.

Company/ Organization name: _____

Contact Name: _____ Title: _____

Address: _____

City: _____ State: _____ Zip: _____

Phone: _____ Cell Phone: _____

E-Mail: _____ Web Site: _____

CC: _____ Expiration Date: _____

Zip code: _____ Security code: _____

BOOTH needed # _____

For more information contact Maria Antuña at
mantuna@hispanicchamberpbc.com or Dianni Mendez @
dmendez@hispanicchamberpbc.com. By phone at 561-832-1986.



HISPANIC CHAMBER OF COMMERCE
PALM BEACH COUNTY

BUSINESS EXPO & JOB FAIR

September 27, 2018

10 am to 2 pm

Exhibitors Mixer at 5 pm

Where connections are made!
Featuring Local Businesses and
potential on-site Employers.

Open to the public!

Hilton Palm Beach
Airport

Interested? Register by calling the chamber office at
561-832-1986 to reserve your space and learn about
the seminars and activities throughout the Expo.

Space is limited!

Sponsorship Opportunities Available!

Executive Trustee Partners



Joe DiMaggio
AT MEMORIAL Children's Hospital



PORT OF PALM BEACH DISTRICT BUSINESS DEVELOPMENT PROGRAM

PROCEDURES:

Notices of upcoming meetings, conferences, training seminars, and committee meetings received by the District offices will be distributed to the Commission and/or District management for consideration.

All authorized and eligible requests for travel as determined by the Port's Charter, Policies and Procedures and Florida Statute will be processed. Requests occurring between regular meetings will also be processed and placed on the next Board Meeting agenda for approval or ratification.

The following list is submitted for consideration and approval:

- American Association of Port Authorities
- Army Corps of Engineers
- Breakbulk Conference
- Congressional Meetings
- Fact Finding/Trade Missions
- Enterprise Florida
- Florida Association of City Clerks (FACC)
- Florida Bureau of Archives and Records Management
- Florida Caribbean Cruise Association (FCCA)
- Florida Chamber of Commerce
- Florida Department of Transportation
- Florida Engineering Society
- Florida Government Finance Officers Association
- Florida Legislative Meetings
- Florida Records Management Association
- Florida Seaports Council
- Florida Transportation Commission
- Florida Seaport Transportation and Economic Development
- Governor's Security Council
- Institute of Government
- International Council of Cruise Lines (CLIA)
- National Association of Foreign Trade Zones
- Power-Gen Trade Show
- Preferred Government Insurance Trust (PGIT)
- Public Risk Management Association (PRIMA)
- SeaCargo Americas International Congress
- Seaport Security
- SeaTrade Cruise Shipping Convention
- Sister Seaport Visits
- South Atlantic & Caribbean Ports Association
- South Atlantic Marine Terminal Association
- Tampa Steel Conference
- TransComp Intermodal Expo
- U.S. Commercial Services

**PORT OF PALM BEACH DISTRICT
BUSINESS DEVELOPMENT/MARKETING PROGRAM**

Notices of upcoming Business Development/Marketing and industry related events received by the District offices will be distributed to the Commission and/or District management for consideration.

The following list is submitted for consideration and approval for monthly ticketed events:

Business Development Board (BDB)
Economic Council
Economic Forum
Forum Club
Florida Customs Brokers & Forwarders Association
International Business Council
Leadership Business Council Palm Beach County
Marine Industries Association
Chambers of Commerce
Palm Beach County Convention & Visitors Bureau / Discover The Palm Beaches
Palm Beach County Tourist Development Council

Event Tickets/Tables Policy

2 Tickets per Commissioner, per Event; any additional tickets can be purchased at the commissioners own cost.

\$1,000 maximum per commissioner per year can be spent on tickets from Business Development – Community Outreach for Board approved events.

Ads/Sponsorships – 501(c)(3)

Ads and/or sponsorships for 501(c)(3) organizations can be paid from Business Development – Community Outreach if approved by the Board of Commissioners.

Vacancies for Events are filled as follows:

- 1) Commissioners
- 2) Potential Users/Tenants
- 3) Senior Staff

2018-2019 AAPA Seminars
October 1, 2018 thru September 31, 2019

2018

Marine Terminal Management Training Program

October 1-5, Long Beach, CA

107th Annual Convention

October 7-10, Valparaiso, Chili

2019

Planning for Shifting Trade

January 30-31, Tampa, FL

Port Administration & Legal Issues Seminar

February 12-13, Ft. Lauderdale, FL

AAPA Spring Conference

March 19-21, Washington, DC

Facilities Engineering Seminar

April 24-26, Jacksonville, FL

Executive Management Conference

May 6-10, San Diego, CA

Special Seminar for Members of Port Authority Governing Boards & Commissions

June 18-20, San Francisco, CA

Workforce Development Seminar

June 25-26, Long Beach, CA

Port Security Seminar & Expo

July 24-26, Philadelphia, PA

Communications & Marketing Seminar

September 11-12, Montréal, QC, Canada

2018-2019 Florida Ports Council Calendar
October 1, 2018 thru September 31, 2019

2018

Breakbulk Americas 2018

October 2–4, Houston, TX

AIF Water Forum

October 4-5, Kissimmee, FL

TPM Asia Conference

October 9–11, Shenzhen, China

Gulf Power’s 22nd Economic Symposium

October 11-12 – Miramar, FL

FDOT-FTP-SIS Implementation Committee

October 16-17, Daytona Beach, FL

2018 Multimodal Americas

October 16-18 – Toronto, Canada

41st Annual Joint Meeting of the Japan-US SE & SE US/Japan Associations

October 18-20 – Tokyo, Japan

Florida Retail Federation 2018 Fall Retail Summit

October 22-24 – Orlando, FL

MPOAC-Board of Directors Meeting

November 1, Orlando, FL

Enterprise Florida’s Export Trade Mission to Kenya and Tanzania

November 2-9 – Location TBD

Enterprise Florida’s Export Sales Mission to Dominican Republic

November 14-16 – Santo Domingo, Dominican Republic

Florida Tax Watch 39th Annual Meeting

November 14-16 – Ponte Vedra Beach, FL

Asphalt Contractors Association of Florida 42nd Annual Asphalt Conference & Tradeshow

November 27-28 – Orlando, FL

FL Chamber of Commerce – Business Development & Trade Mission

December 3-6, Ireland & UK

AIF's 2018 Building Florida's Future – A Vision on Transportation, Infrastructure & Economic Development

December 5-6, Port Canaveral, FL

Florida Chamber of Commerce Transportation and Infrastructure Summit

December 11, Babcock Ranch, FL



2019

Planning for Shifting Trade

January 30-31, Tampa, FL

Florida Supply Chain Summit

February 6-7, Orlando, FL

Port Administration & Legal Issues Seminar

February 12-13, Ft. Lauderdale, FL

AAPA Spring Conference

March 19-21, Washington, DC

FPC Annual Spring Meeting

March 26-27, Tallahassee, FL

Florida Ocean Day – Legislative

April 2, Tallahassee, FL

Facilities Engineering Seminar

April 24-26, Jacksonville, FL

JAXPort – Trade & Logistics Conference

April 29-May 1, Ponte Vedra, FL

Executive Management Conference

May 6-10, San Diego, CA

FDOT-Transplex/FTP SIS Implementation

May 7-9, Jacksonville, FL

Special Seminar for Members of Port Authority Governing Boards & Commissions

June 18-20, San Francisco, CA

Workforce Development Seminar

June 25-26, Long Beach, CA

Port Security Seminar & Expo

July 24-26, Philadelphia, PA

FPC Summer Meeting

August 27-29, (Location TBD)

Communications & Marketing Seminar

September 11-12, Montréal, QC, Canada

