

Hidden Gems

A Closer Look at Palm Beach County's Technology Success Stories

Palm Beach County is filled with "hidden gems," innovative and successful technology companies that operate "under the radar" compared with large corporations. Here are a few examples.



From fingerprint scanners to complete biometric screening solutions, Cross Match offers innovative options for every organization.

Cross Match Technologies: **Biometric Identity Management Solutions**

Cross Match Technologies, Inc. is a global provider of biometric identity management solutions, used to capture the unique physical characteristics of individuals and verify their identities.

"Cross Match equipment and services are used around the world today to protect people and property," says Jim Grau, president and CEO of the Palm Beach Gardens company. "Our products include imaging equipment to capture fingerprints, iris images and face images that are used for positive identification of individuals."

The U.S. Department of Defense uses Cross Match equipment in Iraq and Afghanistan. The Department of Homeland Security uses the company's systems at airports to check the identity of non-U.S. citizens entering the country. The Justice Department utilizes Cross Match devices to identify criminals, and the State Department relies upon the company's solutions at embassies and other areas where positive identification is critical.

In addition, Cross Match equipment is used by law enforcement officials throughout the US and the world to identify and register criminals. Cross Match systems are installed on school campuses to keep students and their schools safe and secure.

Founded in 1996, Cross Match is a global company with operations in Germany and Canada. Overall, Cross Match has 290 employees, including 165 in Palm Beach County.

"Cross Match's success is directly attributable to the men and women who work for our company," says Grau. "In Palm Beach County our employees find the environment and community amenities that provide a desirable quality of life. Our employees enjoy good neighborhoods, affordable housing, and a myriad of year-round recreational activities."

Florida Turbine Technologies: **Innovation in Aerospace**

With 300 patent applications, Florida Turbine Technologies, Inc. (FTT) is known for continuous innovation in the turbomachinery industry. The Jupiter-based company specializes in gas turbines, propulsion components and other systems for aircraft, space and industrial customers.

"We recently made history with the FTA37F, the first miniature two-spool turbofan engine of its kind," says Susan Cunningham, Ph.D., director of marketing and business development. Developed under the Army's High Efficiency Turbine Engine (HETE) program, the FTT design provides both high fuel efficiency and performance for increased range, more time in the air, or greater payloads.

Founded in 1998, the privately owned company has grown steadily and now has more than 200 people on its workforce. "That means our company produces about 1.5 patent applications per employee – an exceptionally high ratio," adds Cunningham.

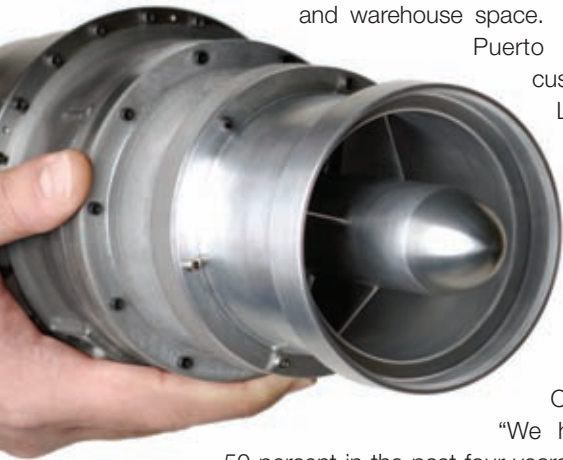
"Palm Beach County is the ideal location to work, play and golf year-round."

—Tom Weber,

President, Aquila Property Co., Inc.



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FTT recently moved into a larger, 188,000-square-foot facility that includes a component testing lab, offices and warehouse space. A satellite office in Puerto Rico helps serve customers in Mexico, Latin America and Europe.

"Palm Beach County and the BDB have been very helpful in the process of obtaining job training grants," Cunningham says.

"We have grown about 50 percent in the past four years, and we expect to continue that growth curve in 2010."

▲ Florida Turbine Technologies

Small enough to fit in the palm of your hand yet powerful enough to carry small UAV's over long ranges.

Little engines that deliver a big impact - designed for high performance and to use far less fuel than traditional jet engines. FTT has a developing product line that includes the world's first miniature dual-spool turbofan that was designed with efficiency in mind. The engine above is a true turbofan engine and is the first in a series of miniature turbofans that FTT is developing for use in unmanned aerial vehicles (UAV's).

FTA37F Miniature Turbofan Engine

Wafer World:
Solutions in Silicon

Technology companies around the world rely on Wafer World's chips for leading-edge solar, space, and telecommunication products and systems. "Demand for our gallium arsenide (GaAs), germanium, and silicon wafers continues to grow," says Sean Quinn, CEO and owner of the West Palm Beach company. Quinn started the company 13 years ago with a bank loan, paid off the debt in three years and has steadily expanded since then.

"We reclaim materials used in cell phone chips and satellite and military applications," Quinn says. "We service Lockheed Martin, Honeywell and almost anyone you can think of in aerospace." The company's wafers are also used as pressure sensors in race cars, airplanes and a host of military applications.

Wafer World retrofits existing wafers, treating and polishing them for new applications. "Everything today has a chip," says Quinn, "and we're part of that chain."

As a manufacturer with a diverse global customer base, Wafer World has maintained its 20-employee workforce through the economic downturn. Now, the weak dollar is helping the company's export operations. "Palm Beach County is a great location for us," Quinn says. "We can reach markets around the world, and you can't beat the high quality of life."

EnerFuel, Inc.:
Developing Green Technologies

EnerFuel, Inc., Florida's leading fuel cell company, is developing green technologies that can revolutionize the way energy is produced. With EnerFuel technology, electric-powered



"The important reasons I am doing business in Palm Beach County include a high quality of life, the strength of the workforce, and a favorable tax structure. It's also a great place to raise a family."

— Jim Williams, Principal, JMWA Architects

“With its entrepreneurial spirit, Palm Beach County provides countless opportunities for businesses to succeed and grow.”

—Peter Applefield, President, Applefield/Waxman, Inc.



vehicles can drive for longer distances, eliminating the need for a gas combustion engine, reducing the nation’s dependence on foreign oil.

EnerFuel was founded by Ener1, Inc. (NASDAQ: HEV) in 2004 to develop advanced fuel cell technologies. The firm’s product development, R&D, and prototype assembly operations are located in the West Palm Beach facilities formerly used by John Perry’s Energy Partners. In fact, many of EnerFuel’s employees began their careers at Energy Partners, a pioneer in the fuel cell sector.

“EnerFuel will make green cars greener by introducing a new type of fuel cell that is cheaper, more reliable, and can be powered with either traditional or green fuels,” says Daniel

Betts, principal engineer. “We believe our technology will lead the industry in advancing towards an electric car that surpasses customer expectations of efficiency, performance, and cost.”

Tom Pavlik, principal engineer, adds, “Palm Beach County’s Business Development Board is a dynamic agency that demonstrates a real readiness to bring the resources and key players together to promote local businesses. The BDB understands the need to promote alternative energy technologies as evidenced through its ‘Green Energy Cluster,’ where EnerFuel was honored to present our company and technology. The BDB is a valuable resource for local businesses for establishing new relationships.”

EnerFuel ►

EnerFuel is pioneering fully integrated electrochemical hybrid power systems, developing high temperature proton exchange membrane fuel cell systems in hybrid arrangement with lithium-ion batteries.

The hybrid technology can be used for extended range electric vehicles (EREV) or to provide back-up power and point-of-use energy storage for homes and businesses.

