



## THE VOICE OF MANUFACTURERS

September 1, 2005



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### **Register NOW for the Second Annual Manufacturing Summit!**

Registration forms are out for the Second Annual Manufacturing Summit on December 1-2, Hyatt Orlando Airport Hotel, Orlando, FL. You can register online by going to: <http://www.nstephens.com/mfgsummit.php> or download forms to mail or fax. If you wish to sponsor the event, contact Becky Buice at [becky@nstephens.com](mailto:becky@nstephens.com).

Who should attend? CEO's, Plant Managers, Human Relations, Production, Governmental Relations, and Environmental Health and Safety Managers, economic development professionals, service providers, policymakers, and more!

We have a terrific agenda planned for manufacturers to talk about all the issues of importance to them: workforce development, workers' compensation, health insurance, tort reform, power reliability, affordable housing, environmental permitting, safety, moving and expansion considerations, the upcoming legislative session, and much more. Speakers invited include both manufacturers and policy leaders. Sessions are designed to be informational, best practice sharing, and policy development for advocacy.

We will begin the Summit with show and tell on what we've been doing for manufacturers over the last 12 months. Following the general session, we'll have three concurrent sessions on all the hot topics with top name speakers running for the next day and a half. The Manufacturers' Reception will top off the first day and all legislators will be invited to attend. The Summit will close with a lunch that brings all the great ideas and concepts together to chart our course for manufacturers in 2006.

Over 350 people are expected to attend. Make sure you are one of them! This is THE place to be to move the manufacturing advocacy agenda forward for 2006 and beyond.

### **Save Money on Purchases and Win More Contracts With Indigo Key**

Each year Florida loses \$\$ Billions in purchases to out of state contractors. Most of these monies leave the state with little or no effort made to link up Florida suppliers and purchasers.

At its August meeting in Ft. Lauderdale, the Enterprise Florida Manufacturing Advisory Council and the Florida Manufacturers Association (soon to become the Manufacturers Association of Florida (MAF) agreed to an alliance with Indigo Key, Inc., to begin a program aimed at keeping purchasing dollars in the state. The program will seek out and capture more purchasing contracts for Florida companies, saving buyers and sellers time, money and headaches.

The service is up and running and ready for business. Buyers pay nothing to connect to Florida suppliers. Vendors pay a 1% fee only when they receive a contract. It's easy to use, Indigo

Key does all the work of matching and outreach, and a portion of the fees will help underwrite the operation of the new Manufacturers Association of Florida coming in 2006!

For more information or to take advantage of this valuable service, contact Indigo Key directly at [info@indigokey.com](mailto:info@indigokey.com) or 954 424 7001. They will walk you through the simple and easy process, enter you into their database, and show you how this tremendous program can pay off for your company. Additionally, Indigo Key will be making a presentation at the 2005 Manufacturing Summit in Orlando on December 1-2, so you have several opportunities to get on board and start saving!

### **MAF Accepting Partners for 2006**

The Manufacturers Association of Florida (MAF) will take the place of the Enterprise Florida Manufacturing Advisory Council (EFMAC) and the Florida Manufacturers Association (FMA) beginning January 1, 2006. At this time, EFMAC and FMA are soliciting partners for the new association to serve on the Board of Directors. Manufacturing associations, manufacturing companies, and manufacturing service providers are all eligible to be partners. Partnership opportunities are available for \$10,000; \$15,000; or \$25,000. Benefits vary depending on the level of commitment.

If you'd like to show your support and commitment for the newly forming Manufacturers Association of Florida, the advocate for all manufacturers in Florida, contact [nancy@nstephens.com](mailto:nancy@nstephens.com). MAF Partners will be introduced at the Manufacturing Summit in Orlando on December 1-2. Be a part of this exciting advocacy initiative to move the manufacturing agenda forward in Florida.

### **Manufacturing Logo Contest Has Begun**

On December 31 when the Enterprise Florida Manufacturing Advisory Council and the Florida Manufacturers Association step into a Superman booth together and come out wearing a cape that says Manufacturers Association of Florida (MAF) they want to have a logo befitting of their mission. MAF will be the organization that represents all manufacturers in Florida on common issues of advocacy for years and years to come. We thought it fitting that we invite all of you to participate in a contest to design a logo for the new MAF. All you have to do is submit your proposed logo for MAF to [nancy@nstephens.com](mailto:nancy@nstephens.com) by Tuesday, September 27.

The EFMAC and FMA Board members will judge the logos and choose one at their September meeting. If yours is the winning logo, you win a free registration to the December 1-2 Second Annual Manufacturing Summit in Orlando. Hope we've got you thinking now!

### **Manufacturing Sales Tax Bills Filed for 2006**

The sales tax exemption bill for manufacturing machinery and equipment (HB 69) has been filed for 2006 by Rep. Meadows. This is a high priority for the Enterprise Florida Manufacturing Advisory Council and the Florida Manufacturers Association. EFMAC and FMA are working now to secure a sponsor for the Senate companion bill. We encourage all of you to ask your legislators to support the bills when they come before them and encourage their colleagues in legislative leadership positions to do the same. If you have an opportunity to talk to your Senator about this by all means do so. If you are willing to make an opportunity to do this and want help, contact [nancy@nstephens.com](mailto:nancy@nstephens.com).

The sales tax exemption bill for research and development for manufacturers (HB 77) has been filed for 2006 by Rep. Quinones. EFMAC/FMA/MAF will be supporting efforts to pass this bill too.

### **Potential Opportunity to Fill Manufacturing Positions**

The *Tampa Tribune* reported on August 25 that nearly 400 workers in Polk County will be laid off from the phosphate and citrus processing industries. With manufacturers statewide begging for qualified workers, if you have openings, please think about hiring these displaced workers. Contact your local workforce board and ask them to help you make the appropriate contacts. If anyone is looking for a manufacturing plant manager, we have recently received resumes for plant managers who are seeking employment opportunities. Contact [nancy@nstephens.com](mailto:nancy@nstephens.com).

### **Florida Times-Union Recognizes Value of Manufacturing Jobs**

The *Florida Times-Union* reported on August 24 that while manufacturing jobs aren't necessarily glamorous, wages are high, they are available to high school graduates, they are convenient to home, and they make high capital investments. They called for preserving and appreciating the manufacturing employment that is in Jacksonville and attracting more manufacturing jobs.

### **EFI Estimates Impact of Dominican Republic Central American Free Trade Agreement**

Enterprise Florida Inc. has researched the impact of the DR-CAFTA on Florida. CAFTA nations comprise Florida's largest export market worldwide, representing more than \$8.2 billion in export sales for Florida. The CAFTA agreement is expected to lead to 36,000 Florida jobs within 10 years. This could generate \$1.2 billion in personal income for Floridians.

### **FMA Joins Coalition to Protect Florida's Economy**

Floridians Against Inequities in Rates has proposed three amendments to the Florida Constitution for the 2006 ballot. The first would repeal most existing sales and use tax exemptions unless affirmatively reenacted by the Legislature; the second would impose a new tax on services that could be overcome by passage of legislation; and the third would make it tougher to enact future legislation granting or renewing sales tax exemptions.

Given that sales tax exemptions are important to manufacturers to remain competitive, the Florida Manufacturers Association is opposed to the proposed constitutional amendments and has joined the Coalition to Protect Florida's Economy to defeat the amendments. The Coalition is mounting a challenge at the Supreme Court level, as the amendments have received the 61,000 required signatures needed to obtain preliminary Supreme Court review. Manufacturers can ill afford to lose the sales tax exemptions they enjoy, or be hampered in obtaining additional exemptions that will help them be competitive. If you, too, would like to join the Coalition, contact Jennifer at [GreenJ@ficpa.org](mailto:GreenJ@ficpa.org).

### **Industry Appreciation Week Approaching**

Many of you are planning events for Industry Appreciation Week, September 19-23. Don't forget to include your legislators in these events!

### **Time to Register for Germany Trade Mission**

Florida's trade and business development mission to Germany is scheduled for November 12-17. High-tech, high-wage sectors such as information technology and life sciences are the focus of the mission which will be led by Governor Bush. The mission will present an opportunity to participate in two significant trade events: MEDICA, Europe's largest medical device trade show and Productronica 2005, an electronic components trade event. For more information, contact Sarah Deben, EFI, at (305) 569-2650. Over 1,000 Florida executives have participated in eight Team Florida trade missions netting more than \$700 million in business since 1999.

### **Last Call for Donations for Manufacturing Video Production**

The Marion Regional Manufacturers Association and the South Florida Manufacturers Association have made generous donations to help fund a manufacturing video being produced

by FL-ATE, Center for Manufacturing Technology, in Tampa, FL to promote manufacturing careers to students statewide. We are very thankful for their donations, and just need a little more to fully fund this project, which we plan to roll out at the Summit in December. If you would be willing to donate just a few hundred dollars, we'll be able to reach our donation goal of \$2,000. If you would like to make a donation, please contact Jim Whittaker, Collins Manufacturing, at [wirknhrd@aol.com](mailto:wirknhrd@aol.com).

### **Call For Survey Respondents**

The Florida Small Business Development Center Network (FSBDCN) would like you to complete their Small Business Needs Assessment Survey, a critical tool used to determine small business requirements and product/service needs from businesses. This national survey is the result of joint efforts between the National Association of SBDC's with over 1,200 member offices and the U.S. Small Business Administration. Surveys are in English and Spanish. The survey information is important so that they can meet the needs of existing businesses that are attempting to expand.

The FSBDCN has 31 offices and 60 outreach centers located across Florida. The FSBDCN has more than 150 professionals on staff, including over 85 full-time Certified Business Analysts who provide Florida businesses with confidential financial, technical and general business management advice at no cost to clients. Last year they provided one-on-one counseling to more than 12,300 businesses in Florida. They assisted these clients in raising \$95.2 million for expansion, which resulted in their ability to increase sales by \$128 million and create or retain 9,909 jobs.

The Needs Assessment is an on-line survey that is accessed by clicking on the following link for the English version <http://client.surveystandard.com/Invite.asp?S=3990E7> and <http://client.surveystandard.com/Invite.asp?S=40019D> for the Spanish version. The survey is completed on-line and immediately updates their survey database upon submission.

The surveys will only be accessible until October 31, 2005. Florida small businesses that complete the survey and provide their email address will receive a confirmation of their participation via email. This confirmation will serve as a 50% credit of up to \$25 toward the registration fee for any one FSBDCN workshop. The Florida SBDC Network convened 1,569 workshops last year that attracted 24,458 participants.

If you have any technical questions on the survey or this process, please contact Katherine Hoelscher, FSBDCN Assistant State Director, at [khoelsch@uwf.edu](mailto:khoelsch@uwf.edu) or 850.473.7802.

### **UPCOMING MANUFACTURING EVENTS (Send us your events to post!)**

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| September 14 | William C. Schwartz Industry Innovation Awards, 11:00 a.m. – 1:30 p.m., Wyndham Orlando Resort, Orlando, FL. You'll see Made in Central Florida products and the awards ceremony. Presented in cooperation by the Metro Orlando Economic Development Commission and the Manufacturers Association of Central Florida. To register, go to <a href="http://www.macf.cc">www.macf.cc</a>   |
| September 15 | Manufacturing Day, hosted by the South Florida Manufacturers Association and Marine Industries Association of South Florida. Includes Career Fair, Job Fair, Annual Business meeting, networking reception and dinner. 11:00 a.m. – 7:30 p.m., Signature Grand, 6900 State Road 84, Davie, FL. To register online check <a href="http://www.sfma.org">www.sfma.org</a> or for more information contact <a href="mailto:jwolfe@sfma.org">jwolfe@sfma.org</a> . |
| September 19 | Governor's Business Diversification Award Luncheon, Tallahassee, FL honoring companies that help diversify the state's economy. The awards  |

are: Entrepreneurship, Business Expansion, Newcomer, Export Excellence and Innovation Awards. Contact Cheryl Haney, Enterprise Florida, Inc., (407) 316-4617 or email her at [chaney@eflorida.com](mailto:chaney@eflorida.com) for more information.

September 27-30 Six Sigma Green Belt Training and Certification Program, Florida MEP and South Florida Manufacturers Association, SFMA Training Center, Pompano Beach, FL. It begins on September 27-30, and continues on October 11, 25, and November 7, 17 and 29. For more information contact [jwolfe@sfma.org](mailto:jwolfe@sfma.org) or call (954) 941-3558.

December 1-2 Second Annual Manufacturing Summit hosted by the Enterprise Florida Manufacturing Advisory Council and the Florida Manufacturers Association. Don't miss it! To register click on <http://www.nstephens.com/mfgsummit/index.php>

Contact [becky@nstephens.com](mailto:becky@nstephens.com) to have your manufacturing events advertised here!

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