



MAF NEWSFLASH

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April 16, 2010

MAF NEWS

Register Now for MAF Post Session Briefing; Hotel Deadline April 22 for Briefing/ Board Meeting

A first this year is our MAF Post Session Briefing which will be held in conjunction with the Workforce Florida Board Meeting (May 12) and the MAF Board of Directors Meeting (May 14) at the Hyatt Regency Airport Hotel, Orlando, Florida on May 13. Topics on the agenda include: economic development incentives, training grants, education, energy, environment, space, film and ports, and the direction for Florida's Business Plan. Following the briefing will be a reception. All Florida legislators have been invited to attend, as well as legislative candidates from the Orlando area. Join us at this inaugural MAF event to get a jump start on changes in Florida law. Register now at www.mafmfg.com and make your hotel reservations for the MAF room block by calling by 1-888-421-1442 no later than April 22 to obtain the conference rate.

FUTMA 2010 Annual Conference

MAF partners with the Florida United Tax Managers Association and they are having their annual conference on May 12-13 at the Orlando World Center Marriott Resort & Convention Center. Since the FUTMA conference ends when the MAF Post Session Briefing begins, you can make them both! For more information contact Janice Surette, Janice.Surette@fpl.com.

Florida Biofuels Association Conference

MAF also partners with the Florida Biofuels Association and their annual conference is April 18-20 in Jacksonville, FL. Register **today** at www.waste-to-fuels.com.

MAF Welcomes New Member

Deltek is our newest MAF Affiliate Member. Sowmya Murthy and Donna Jones are the MAF representatives from the company. Headquartered in Herndon, Virginia, with more than 1,200 employees, Deltek is the leading provider of enterprise software solutions designed specifically for project-focused businesses. Deltek serves 12,000 customers worldwide. Welcome!

Florida Manufacturers and Service Providers Honored with Awards for Exporting

The Florida Chamber of Commerce and the U.S. Chamber of Commerce honored four Florida companies with a *Faces of Trade* recognition at the April 14 International Days at the Capital event, cosponsored by MAF. They were Pro-Poly Company, Ocala; King Authors Tools, Tallahassee; MyUS.com, Bradenton; and Teltronics, Inc., Bradenton.

Liz Reilly, Director of Trade Roots, U.S. Chamber of Commerce, shared the tough trade issues facing Congress on international trade. They included tariffs in South Korea, free trade agreements, Buy America policies, export controls, Chinese currency value, subsidizing cotton, and 100% U.S. produced steel policy. She said that SB 2862 currently in the U.S. Senate offers small business up to \$5,000 in grants for activities leading to trading internationally. Florida Senator George Lemieux is a key player on this legislation. She urged businesses to contact him regarding the bill and ask for his support.



MAF Safety Conference Gets A+

The MAF Safety Conference was held April 12-13 in Tampa, Florida and was labeled a total success by the 40 people who attended. Speakers talked about everything from safety in the workplace to workers' compensation to drug testing in the workplace. Keven Yarbrough, OSHA, spoke at dinner and gave an update on some of the new federal mandates which will be coming out soon. The speakers at the MAF Safety Conference were outstanding and provided attendees with a high quality experience. Thanks to Willie Tims, Mosaic, and John Wiley, URS Corporation, for their leadership on the conference. Thanks too to all our wonderful sponsors: URS Corporation, The Mosaic Company, The Doctors Centers, ANSA/ASSUNCAO LLP, The Phoenix Environmental Group, BASF, Ironwood Construction, Innovative Data Solutions, Inc., and ERM.

WORKFORCE & EDUCATION

Southwest Regional Manufacturers Association Pioneers Training for Manufacturers

Debbie McMullian, Workforce Florida, has designed a unique program for manufacturers in the Southwest Regional Manufacturers Association to address their needs for specialized training for new and existing employees. It is called a Consortium QRT Program and provides refunds to a group of manufacturers for training who wouldn't otherwise qualify alone. This program pools a number of small and medium sized manufacturing companies to meet the state's QRT guidelines. The customized training will be reimbursed up to \$1,200 per employee and is designed by the employer to meet individual employer needs. Thanks to Workforce Florida for their innovative solutions!

Florida Sterling Conference and Workforce Florida Team Up on June 1-4

The 2010 Florida Sterling Conference on June 1-4 in Orlando will be a great learning/networking opportunity for manufacturing employees. Workforce Florida is providing grant funding for skills upgrade training for Florida's private sector employers and has agreed to cover up to 50% of the eligible training costs for any company sending attendees that meet the criteria. If the employees reside in or employed by a Florida-based company their rate would be \$447.50 for the full conference with the Workforce Florida grant. Contact Gayle Thompson at Florida Sterling (gthompson@floridasterline.com) to participate in the discount. You may register for the event at www.floridasterling.com and the hotel at 1-800-576-5750.

Several MAF Board member companies will be making presentations at the Sterling Conference this year. This is a great opportunity to learn how others excel. Between the pre-conference sessions, the conference sessions, and the CEO Roundtable you are sure to get your money's worth. Also, the Executive Roundtable on June 4 from 8 – 12:30 will feature Lockheed Martin Missiles & Fire Control. If you received an invitation for the Sterling Executive Roundtable please RSVP; we hope to see you there!

Banner Center News

TBL Project –The Banner Center for Manufacturing is at the mid-point of the pilot test of the new TBL (technology-based learning) version of the Manufacturing Essentials curriculum. So far the students have taken two MSSC (Manufacturing Skill Standards Council) CPT certification assessments and the pass rate for Manufacturing Processes & Production was 85% and the Safety pass rate was 92.5%. Thanks go out to Knight's Armaments for offering subject matter experts to join the sessions and offer feedback. If you are interested in joining a session or reviewing one of the remaining instructional units, please contact us ASAP.

Focus Groups – The Banner Center for Manufacturing has held one Focus Group in Central Florida to collect industry feedback on the new Manufacturing/Logistics/Supply Chain curricula under development. They are seeking to schedule two more Focus Groups (one each in Southwest and Northeast Florida.)

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2010 High-Impact Technology Exchange Conference

High-Impact Technology Exchange Conference represents a cohesive effort of the National Science Foundation ATE Centers to promote excellence in career and technical education. This year's conference will be a true showcase for converging science, technology, engineering, and mathematics, and will be hosted by two NSF Centers, FLATE and SpaceTec at the Omni Orlando Resort at ChampionsGate from July 26-29, 2010.

Over 20 national ATE centers are attending and offering sessions, workshops and exhibits geared to refine curriculum, education and training in high-tech manufacturing. Featured technologies include: advanced manufacturing; agricultural, environmental and energy technologies; biomanufacturing; biotechnology; geospatial technologies; micro- and nanotechnologies; and optics and photonics technologies, to name a few. Main conference sessions on July 28-29 will highlight emerging technologies, workforce issues and integration of various advanced technologies.

For more information and/or to register visit www.highimpact-tec.org, or contact Dr. Marilyn Barger at 813.259.6578/barger@fl-ate.org.

BUSINESS NEWS

LEGOLAND® Comes to Florida

The Governor and Cabinet have approved the use of state lands at the old Cypress Gardens for Merlin Entertainment to build a LEGOLAND® family theme park. The new theme park will open in 2011 bringing some 1,000 jobs to Polk County with a \$300 million projected investment over the next 5 years. This will be the fifth LEGOLAND® in the world and the second one in the United States.

2010 Governor's Business Diversification Awards

The deadline for applying for these awards is June 25, 2010 at 5:00 p.m. EST. Awards will be presented during Industry Appreciation Week in September. Nomination forms (you can self nominate) at www.eflorida.com/govawards. The categories are:

Governor's Business Expansion Award: For Florida companies that expanded their operations in 2009, investing capital and creating jobs for Floridians.

Governor's Newcomer Award: For new-to-Florida companies that began operating in 2009.

Governor's Export Excellence Award: For Florida companies with a significant increase in documented export sales in 2009.

Governor's Entrepreneurship Award: For Florida start-up companies (less than 5 years old) that have set a standard for entrepreneurship and creativity.

Governor's Innovation Award: For Florida companies, organizations or institutions that through product or process best exemplified innovative leadership in 2009.

Governor's Green-to-Gold Award: For Florida companies, universities, or other organizations that through product or process best exemplified "green" leadership.

Companies in the following sectors are encouraged to apply, but all nominations will be considered:

- Aviation/Aerospace
- Clean Energy
- Corporate Headquarters
- Distribution/Logistics
- Education/Training
- Emerging Industries
- Financial/Professional Services

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- Homeland Security/Defense
- Information Technology
- Life Sciences
- Manufacturing
- Marine
- Trade/Export Services

Awards will be given in each of the following market categories:

Mid Market: County population up to 150,000

Major Market: County population 150,001 to 800,000

Mega Market: County population 800,001 and higher

E-mail completed nomination forms by **June 25, 2010 – 5:00 p.m. EST** to: GBDA@eflorida.com or fax: (407) 956-5562.

REGULATORY NEWS

EPA Video Contest

On April 15 EPA announced a video contest on rulemaking! EPA and the e-rulemaking program have partnered to sponsor the Rulemaking Matters! Video contest to highlight the significance of federal regulations and help the public understand the rulemaking process. With a short 60-90 second video, citizens should capture public imagination and use creativity, artistic expression and innovation to explain why regulations are important to everyone and motivate others to participate in the rulemaking process. Entries must be received by May 17, 2010. The winner will be awarded \$2,500! For more information see www.epa.gov/lawsregs/videocontest.

Safe Chemicals Bill Filed in Congress

On April 15 Senator Frank Lautenberg (D-NJ) introduced his "Safe Chemicals Act" (SCA), a bill that would increase regulatory scrutiny of chemicals. While the Toxic Substances Control Act (TSCA) has been protective of human health and the environment, industry has the ability to harness the scientific and technological advances of the past three decades to promote the continued assessment of the safety of chemicals, while fostering innovation and creating jobs. However, it must be done thoughtfully and comprehensively.

There are a number of concerning provisions to industry that need a great deal of improvement in the bill, including:

- enabling the Environmental Protection Agency (EPA) to take "expedited action" on high priority chemicals -- presumptively those data-rich chemicals for which prioritization may not be required;
- a decision-making standard that calls for "reasonable certainty" that a chemical causes no harm, regardless of use or potential exposure;
- equivalent safety standards and minimum data requirements for new chemicals that would seriously inhibit innovation in products, processes and technologies;
- allowing states to establish more stringent regulatory programs;
- a focus on both aggregate and cumulative risk.

Congressmen Henry Waxman (D-CA) and Bobby Rush (D-IL) have launched a formal stakeholder outreach process. The American Chemistry Council and the Safer Chemicals, Healthy Families (SCHF) coalition have convened a bi-lateral dialogue, which will include representatives from members of SCHF



and companies along the chemical industry value chain. The American Chemistry Council has also created a new section of their website to provide information on the issues (www.americanchemistry.com/safechemicals) and has been pushing their messages in digital and social media arenas. For more information, please visit the site.

EXPORTING

Upcoming Trade Mission Discounted for Florida Manufacturers

Enterprise Florida is offering manufacturers who apply through MAF a 10% discount for the upcoming Export Sales Mission to Colombia, August 9-14, 2010. No market other than possibly Brazil offers the opportunities for Florida that the Colombian market offers. To receive the discount you must be a small or medium sized manufacturer. Best prospects for the mission are those that manufacture or offer:

- Telecommunications equipment and services
- Computers and components
- Safety and security
- Medical equipment
- Construction and mining equipment
- Automotive parts and accessories
- Electrical power systems
- Travel and tourism
- Air cargo services
- Building materials
- Pollution control equipment
- Food and beverage processing and packaging equipment
- Plastic materials and resins
- Oil and gas machinery and services

Only twenty-five companies will be accepted for this mission. If your product is not on the above list, contact mmencia@eflorida.com so he can determine if your product would still be a fit for the country. Start packing!!

SUSTAINABLE COMMUNITIES

The Florida Economy

Enterprise Florida has released "The Florida Economy, March 2010" and a copy is posted to our website. Here are a few of the manufacturing statistics:

- Manufacturing represented 4.8% of Florida's Gross Domestic Product in 2008
- In 2008 the largest manufacturing industry was computer and electronic products (by employment) with 915 establishments, 47,934 employees and average wage of \$69,490. This group also represented the greater value of Florida exports.
- In 2009 Florida exported over \$13.4 billion worth of high tech products, accounting for nearly a third of its total exports of state-origin goods.

UPCOMING EVENTS for MANUFACTURERS

April 18-20

Florida Waste to Fuels Conference and Trade Show, Jacksonville, FL. Register at www.waste-to-fuels.com

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- May 3-5 Progressive Manufacturing Summit, The Breakers, Palm Beach, FL. NAM President John Engler will be the keynote speaker. 40% discount for NAM members. Request an invitation at managingautomation.com/register.
- May 12-13 FUTMA 2010 Annual Conference, Orlando World Center Marriott Resort & Convention Center, Orlando, FL. Contact Janice.Surette@fpl.com.
- May 13 Workforce Florida Board Meeting, 8 am – Noon, Orlando Airport Hyatt Hotel, Orlando, FL. MAF Members encouraged to attend!!!
- May 13 **MAF Post-Session Briefing and Reception to Meet Candidates**, Orlando Airport Hyatt Hotel, Orlando, FL. 2:00 p.m. – 7:30 p.m. Register now at www.mafmfg.com. A block of rooms has been reserved for MAF. The hotel deadline for rooms is April 22.
- May 14 **MAF Board of Directors Meeting**, 8:00 a.m. – Noon, Orlando Airport Hyatt Hotel, Orlando, FL. Hotel deadline for MAF rooms is April 22.
- June 1-4 Florida Sterling Council Annual Conference, JW Marriott, Orlando, FL. Check www.floridasterling.com for more information.
- November 3-4 **MAF 2010 Manufacturers Summit at the Orlando Airport Hyatt Hotel**. We will have an exhibit hall this year. Mark your calendars now!

IF YOU ARE INTERESTED IN JOINING MAF, contact nancy@mafmg.com, visit our website www.mafmg.com or call (850) 402-2954 for more information!