



MAF NEWSFLASH

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June 18, 2010

MAF NEWS

Summit Planning in Full Swing

Each year we add a new feature to the Annual Manufacturers Summit and this year we will have a Global Marketplace. The MAF Global Marketplace booth registration and Summit Sponsor forms have been posted to the MAF website at www.mafmfg.com. We encourage companies to have a display or a table to exhibit their products. We are promoting business to business transactions between participants and we are hoping to attract foreign buyers. The buyers tell us that the sooner we can supply them with a list of exhibitors, the more likely we will be able to attract buyers. If you are interested in exhibiting to increase your potential sales or expand your business opportunities, please apply for a booth before the end of July!

Regional manufacturing associations wishing to showcase their organizations at the MAF Summit should let Nancy Stephens know at their earliest convenience. We have dedicated a spot on the agenda for just that.

Awards Applications Being Accepted

The deadline for MAF Manufacturer of the Year awards is August 1, 2010. Please forward your nominees to phil.centonze@pos-impact.com.

MAF Board Meetings for Last Half of 2010

The next meeting of the MAF Board will be by **teleconference** on Tuesday, September 21 at 2:00 p.m. – 3:30 p.m. An agenda will follow in September, but please mark your calendars now!

The MAF November Board Meeting will be held **in person** on the afternoon of November 2, 2010, in Titusville, FL the day before the Summit and Global Marketplace open in Orlando. We are pleased that Knight's Armament Company has invited MAF Board Members to tour their Titusville plant facility and museums and hold our Board meeting at their facility. The tour is scheduled from 1:30 p.m. – 3:30 p.m. and the Board meeting will begin at 3:30 p.m. and end at 5:30 p.m. If you have never seen their facility and museum, this is a real special treat for the MAF Board. Mark your calendars now!

MAF Website Has New Look and Highlights Florida Manufactured Products

Take a look at the new MAF website at www.mafmfg.com. We are still populating the content but we wanted to draw your attention to a marketing tool for participating manufacturers. MAF manufacturing members and MAF regional manufacturing association members may have their company name, website address, and key products posted to our web page, named *Manufactured in Florida*. Marion County manufacturers were the first to submit their postings. How about you? Email your information to nancy@nstephens.com. This is another benefit for MAF and MAF Regional Manufacturing Association members.



Tour of Kennedy Space Center

Nancy Stephens, MAF, took part in a VIP tour of Cape Kennedy on May 20. The tour was offered to the lobbyists who worked with Space Florida, NASA and Brevard County on legislation to benefit the space industry and supporting businesses in Florida. The tour of the assembly facilities and space shuttle were impressive. In June the Center will open a business park to encourage space and other businesses to co-locate there. Assembly facilities have been renovated for state of the art assembly and are ready for space related assembly businesses to locate there.

Contribute to MMAD

Campaign season is in full swing and MAF's political committee, Manufacturers Making a Difference, is soliciting contributions so that it can make campaign contributions to deserving candidates. If you would like to make a contribution to our political committee, please make your checks out to MMAD and send them to Manufacturers Association of Florida at the address below.

Sales Tax Exemption/Refund Opportunities Presented to MRMA

On June 10 Nancy Stephens, Executive Director, was invited to speak to the Marion Regional Manufacturers Association (MRMA) about the sales tax changes in law. A bonus was a tour of the Cheney Brothers distribution facility. Cheney Brothers has state of the art monitoring equipment for their fleet of trucks and inventory and distribution center. And who knew you could find below zero weather in Florida, but we did in Cheney Brothers storage rooms! Thank you to Cheney Brothers and MRMA for hosting the event.

LEGISLATIVE

STATE

Senator Haridopolis to Moderate Energy Summit

On July 8 in Orlando Senator Haridopolos will moderate a renewable energy Summit, similar in format to the Jobs Summit he moderated in preparation for the 2010 Session of the Florida Legislature. As you will recall, that resulted in a "Jobs" bill that passed. The goal of the Summit is to see "how we can provide an all-energy solution for the state of Florida," Haridopolos said. The summit is being sponsored by the Citizens for Clean Energy. As details unfold we will send them along.

Senate Select Committee on the Economy Looking at Impacts to Business

Senate President Jeff Atwater has tasked the Senate Select Committee on Florida's Economy to study whether or not any legislative actions are needed to help businesses hurt by the Gulf oil spill. At the same time, MAF would be interested to know if manufacturers are feeling any business or regulatory impacts as a result of the oil spill, so that we can be ready to respond to legislative questions. If any of our manufacturers are experiencing business problems related to the oil spill, please drop an email to nancy@mafmfg.com.

SB 1752 Approved by Governor

The "jobs" bill that contains the manufacturers' sales tax refund program for machinery and equipment was approved by the Governor on May 28. A bill signing is being planned in Titusville at Cape Kennedy for June 25 after the groundbreaking for Exploration Park, a new business park at the Cape. MAF is planning to have a representative at the signing. Details are still taking shape.



Sales Tax Refunds

As you all know, the Legislature and Governor approved \$43 million over the next 2 years in sales tax refunds for manufacturers. The program begins on July 1, 2010 and ends on June 30, 2012. It is a first come first served program and so we encourage manufacturers to reserve their refund allocation as soon on or after July 1 as possible. Refunds are limited to \$50,000/per year/per company; eligible purchases are those over the amount you purchased in 2008; and this applies to state sales tax only.

Here is how the process works: You apply for your sales tax refund reservation allocation, you purchase your machinery and equipment, you submit your paperwork showing your purchase and apply for the refund, you receive the refund. **REFUND RESERVATION ALLOCATION FORMS WILL BE POSTED ON TWO WEBSITES AT 12:01 A.M. ON JULY 1, 2010.** They are www.eflorida.com and www.flgov.com. Later that day we will have it posted to the MAF website at www.mafmfg.com.

The Governor's Office of Tourism, Trade and Economic Development is responsible for the sales tax refund reservation allocation application. The Florida Department of Revenue is responsible for the refund application after you have purchased your machinery and equipment. If you have difficulty, please contact our office and we will help you interface with these agencies.

It is VERY IMPORTANT that Florida manufacturers use every penny of the money that the Legislative has set aside for machinery and equipment sales tax refunds. If we don't use it, we will not get another chance any time soon!

Crowe Horwath hosted a webinar on this very topic on June 17. To make sure that manufacturers have the information they need, Crowe Horwath will host another webinar on this topic June 24. Watch for more details from us.

FEDERAL

Federal Disclosure Act – The House of Representatives is looking to pass a bill by July 4 that is a threat to the First Amendment rights of businesses across the country. HR 5175 bans campaign related activity by companies that have contracts with the federal government valued at \$50,000 or more. At the same time, the bill relieves unions from the stifling regulatory pressures they would place on corporations. corporations with more than 20% foreign ownership or that are American subsidiaries of foreign corporations are prohibited from participating in political activities. NAM opposes the bill.

Tax Extenders Bill – The provisions in the current version of HR 4213 opposed by NAM include \$14 billion in changes to international tax laws, increased taxes on oil and gas companies and permanent denial of the punitive damages deduction. On the other hand, NAM supports extension of the R&D tax credit, energy efficiency and renewable energy tax credit and other incentives, and a provision that will allow struggling companies to use their alternative minimum tax credits.

Health Care Reform - Interim final regulations clarifying which plans will be considered grandfathered under the new health care law have been released. Among other mandates, the regulation would limit grandfathered plans' options for annual limits, benefits plans and cost sharing.

Independent Contractors – S 3254, opposed by NAM, would impose burdensome recordkeeping requirements on independent contractors and levy disproportionate fines for paperwork violations. There would be additional penalties for misclassifying certain individuals as contractors rather than employees. These burdens will adversely impact companies who legitimately use independent contractors.



REGULATORY

STATE

Statewide Stormwater Rule

Today, June 18, is the last day for submitting written comments to Doug Fry and Eric Livingston at DEP on the statewide stormwater rule (doug.fry@dep.state.fl.us and eric.livingston@dep.state.fl.us). Three public workshops were held in May of this year on the proposed rule. DEP is looking for public comments and data in the following areas: water quantity impacts, performance standard for phosphorus and nitrogen, calculating nutrient loads for wetlands, data on the effectiveness of various best management practices, and how best to operate and maintain stormwater systems.

A few of the proposed rule provisions follow:

- Regulates the quality of stormwater running off property with unintended consequences for water quantity.
- Creates standards designed to reduce post-development nutrient loads for phosphorus and nitrogen. The loads must be reduced by 85% or such that post-development loads equal pre-development nutrient loads – whichever is easier to meet.
- Requires post-development nutrient loads in wetlands to be reduced by 85% for both phosphorus and nitrogen.
- Contains best management practices that provide credits for nutrient load reduction.

DEP is looking for solutions to improperly maintained stormwater systems such as recertification every few years. If you have information you would like to provide, please do so. DEP expects to post a revised rule and handbook on its website in October 2010, hold additional workshops later this year and produce yet another draft rule and handbook in the first quarter of 2011. A final rule will not be adopted sooner than July 1, 2011.

FEDERAL

Emissions Limits for Boilers – NAM is commenting on EPA's proposed rule that would impose stricter emissions standards on industrial boilers (boiler MACT rule). The proposed rule will impose additional compliance costs on manufacturers, hindering their ability to add jobs. NAM is also urging EPA to rely on more flexible work practice standards in lieu of emissions limits for all gas-fired boilers. The rule is likely to be finalized this year.

ENERGY

MAF Getting Daily Reports on Oil Spill

By way of Rep. Trudi Williams, MAF is receiving daily reports on the oil spill – statistics, status, etc. If you would like to receive this information we will gladly forward it to you. Just drop us a line!

NAM Weighs in on Drilling Moratorium

The oil and gas drilling moratorium in the Gulf has already had an inverse impact on small and medium sized manufacturers. As you know, the moratorium shut down 33 deepwater rigs in the Gulf of Mexico, including 22 near Louisiana. Louisiana estimates this action could cost 3,000 – 6,000 jobs in Louisiana in the next two to three weeks and potentially 20,000 by the end of 2011. Estimates show lost wages



per month from direct and indirect jobs are \$165 million to \$330 million and the idle offshore service vessels used by the 33 platforms represent \$1 million in lost revenue per day. Manufacturers who make and supply the equipment, services and materials needed by the drilling platforms can expect additional economic losses. NAM is urging the Administration to lift the drilling moratorium and help get Americans back to work.

SUSTAINABLE COMMUNITIES

Manufacturers Present at Sterling Conference

We wish to thank Lockheed Martin, Mitsubishi Power Systems and .decimal for making presentations at the June 1-4 Florida Sterling Council Annual Conference in Orlando. Nancy Stephens, MAF, attended the Conference and the Sterling Executive Roundtable, where Lt. Gov Kottkamp and Lockheed Martin shared the stage. Congratulations to the Florida Sterling Council for a great conference! Next year's conference is scheduled for May 31-June 3, 2011.

INTERNATIONAL

Columbia Trade Mission

Al Stimac will represent Florida manufacturers and MAF on an EFI led trade mission to Columbia on August 9-14, 2010. We are delighted to have him participate as he will be able to share first hand knowledge with other manufacturers about the trade mission process and Columbia business potential.

UPCOMING EVENTS for MANUFACTURERS

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| July 7-8 | 2010 Chemical Sector Security Summit, Baltimore Maryland. For more information contact ChemicalSector@dhs.gov . |
| August 1 | MAF Manufacturer of the Year Awards Application Deadline. Applications may be found at www.mafmfg.com under Awards. Email your completed application to phil.centonze@pos-impact.com . |
| August 9-14 | Enterprise Florida Export Sales Mission to Colombia. Contact mmencia@eflorida.com for more information. |
| August 11-13 | Florida Farm to Fuel Summit, August 11-13, Rosen Shingle Creek Hotel, Orlando, FL. The Summit is for those interested in renewable energy. For more information visit http://www.FloridaFarmToFuel.com . |
| September 2 | MAF Board of Directors' Teleconference, 2 – 3:30 p.m. Eastern. Board Members mark your calendars! |
| November 2 | MAF Board of Directors Meeting, 1:30-5:30, Titusville, FL. |
| November 3-4 | MAF 2010 Manufacturers Summit and Global Marketplace at the Orlando Airport Hyatt Hotel. We will have an exhibit hall this year and encourage manufacturers to exhibit. The sooner you reserve your booth, the more likely we |



are to attract foreign buyers. Exhibit and Sponsor forms are on our website at www.mafmfg.com.

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!