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BAMA Board of Directors
- President; Cliff Csulik, Jabil Circuit
- Past President: Steve Meitzen, S.C.M Inc.
- Vice President: Rick Concotelli, Lockheed Martin Aeronautics
- Treasurer: Ann Paxton, PDR Certified Public Accountants
- Mike Brewster, Monin Gourmet Flavorings
- James Long, Sypris Electronics
- Grant Petersen, Oleetree Deakins, P.A.
- Jeff Perkins, Seal Dynamics
- Dennis Piotrowski, BELAC, LLC.
- Dennis Stotts, Lewis, Longman & Walker, P.A.
- Rob Wallace, Environmental Engineering Consultant
- Dru Wilson, USI Insurance Services

Bay Area Manufacturers Association
BAMA Briefing

Attendance High at BAMA Annual Awards and Scholarship Dinner

With more than 70 in attendance, the Annual Awards, Scholarship and STEM dinner was a great success. BAMA members and area students were honored for their work at the dinner.

BAMA Award winners were:
- Distinguished Service Award: Dave Stailey; Honorary Life Member: Steve Meitzen, SCM, Inc.; Member of the Year: Lockheed Martin, Pinellas Operations; Emerging Leader: Mike Brewster, Monin Gourmet Flavorings; and Associate of the Year: Dennis Stotts, Lewis, Longman & Walker, P.A.

Upon accepting his award, Steve Meitzen expressed his gratitude towards BAMA and its members, “I am honored to receive the Honorary Life Member award. I love my work with manufacturers both large and small.

My time with BAMA has been a life changer due to the quality, brains and hard work I have seen from Manufacturers and Associate members both. If I can help any of you, just give me a call! I will be there for any fellow member!”

Mike Brewster expressed his gratitude for winning, "I’m honored to be recognized by BAMA as an emerging leader. It likely means that my association workload just increased. I intend to work hard to contribute and add value to BAMA.

Dennis Stotts expressed his win, "While it may mean that I have spent too much time with my fellow BAMA members, it is an honor to be chosen Associate of the Year. BAMA is truly an organization that cares about its members, and the hard work of the volunteers is a testament to that value.”

Lockheed Martin expressed this message on winning its BAMA award, “We are very much honored to have been selected by the Bay Area Manufacturers Association as Member of the Year. It is truly our pleasure to be a member of the BAMA as they continue to support the community each year through scholarships, grants and gifts in support of the Manufacturing Industry throughout the Bay Area. Thank you again for this honor and we look forward to continuing to work and serve with you in the future.”

Three speakers for this year’s event spoke positively about the economic outlook in Florida and the Tampa Bay area. This year’s speakers were Congressman David Jolly, Pinellas County Commissioner Karen Seel, and Michael Shiffhauer, Vice President, international trade & field operations for Enterprise Florida.* see Shiffhauer’s article on page 6.

Manufacturing continues to be a top employer of people throughout Tampa Bay and stressing the importance of education and resources available to manufacturers is important.

Commissioner Seel spoke about the latest educational efforts underway between manufacturers, local colleges and high schools, as well as the collaboration on both sides of the Bay to promote industry. “Our team at Economic Development is focused on increasing international exports from our region. In 2012, Tampa Bay had over 13.3 billion dollars of exports. According to the Brookings Metropolitan Export Initiative, we can and should be doing better. In our region exports account for 7.7 percent of regional GDP, if we increased that percentage to the 100-metro average of 11.9 percent, the region would see an increase in the gross regional product of 4.8 percent that could potentially create 40,000 new jobs.

Based on this research, Pinellas has joined with the Tampa Hillsborough EDC to form the Tampa Bay Export Alliance. This year, the Tampa Bay Export Alliance is planning a mission to Toronto, Canada, from October 19-23. My colleague Commissioner Charlie Justice will be leading the

Congressman David Jolly

See pages 4 and 5 for more photos from the event
Welcome new members!

From April - July, we welcomed the following as new manufacturer members:

- Florida Graphics Supply
- Baymar Solutions LLC
- Kenco Manufacturing

Board Spotlight: Jeff Perkins

Jeff Perkins has been a BAMA Board Member for four years and currently is the General Manager and Vice President of Seal Dynamics LLC, a division of Heico Aerospace.

Jeff began his career in manufacturing, working in military aircraft simulator design and space based defense systems for several years after graduating from Purdue with a degree in Aeronautical and Astronautical Engineering. Fifteen years ago, Jeff started Seal Dynamics LLC, which was acquired in 2005 by a billion dollar publicly owned engineering and manufacturing company called Heico Aerospace. Under Jeff’s direction, they have grown to nearly 30 people and generating 25+ million in revenue. With his position at Seal, Jeff has complete P&L responsibility for the New Product Development Division (NPDD), including responsibility for all the PMA/STC activities, Reverse Engineering, Quality Assurance and manufacturing.

Seal Dynamics is a world leader in global distribution representing some of the best known names in the aviation industry. They have distribution agreements in place with Circor Aerospace, Triumph Controls, Greene Tweed, Cox & Company, Meggitt Aerospace, CCS, GKN, Harco, and Tecknit, to name but a few. Our customer base includes the worldwide civil airline aftermarket and MRO facilities.

In addition to the distribution logistics operation, Seal Dynamics technically supports these world-class companies with engineering solutions through our (NPDD). Their capabilities include FAA/PMA approved engineering design and manufacturing supported by in-house DER/DAR/DMIR services. Seal offers solutions to some of the most challenging problems in the aviation industry.

With more than 30 years of experience dealing with airline and aerospace OEM Engineering and Purchasing personnel, Jeff’s positions have included senior design engineer, field sales engineer, National Sales Manager, Business Unit Manager, and Vice President & General Manager. His experience ranges from having key decision making positions at aerospace OEM manufacturers (Shaw Aero Devices, Pall Aerospace) to aerospace distribution companies (Seal Dynamics, PAS/Russell Associates), to

Oct. 2 is #MFGDAY15

If you’d like to offer a tour of your manufacturing facility to middle or high school students on Friday, Oct. 2 (or sometime in October) please email becky@bama-fl.org and I will put you in touch with FLATE to make the arrangements.

Mark your calendar:
Third Annual Manufacturing Month Dinner
Guest Speaker Bill Johnson, Florida Secretary of Commerce
President/CEO Enterprise Florida
Theme: It’s A Whole New World
Thursday, October 1, 6-9 PM
Location: Nielsen, 501 Brooker Creek Boulevard, Oldsmar
Registration Fee $60
Questions, contact jcustin@utbchamber.com
Click here for more information

Jeff analyzes results from a part being measured on the Coordinate Measuring Machine (CMM).
What’s New in 3D Printing

Many of you are familiar with 3D printing or additive manufacturing. For those who aren’t, it is a process of making three-dimensional solid objects from a digital file. The creation of a 3D printed object is achieved using additive processes, which is where an object is created by laying down successive layers of material until the entire object is created. Each of these layers can be seen as a thinly sliced horizontal cross-section of the eventual object.

3D printing is commonly used to make some niche items, such as medical implants, and to produce plastic prototypes for engineers and designers but the decision to mass produce a critical metal-alloy part to be used in thousands of jet engines is a significant milestone for the technology. And while 3-D printing for consumers and small entrepreneurs has received a great deal of publicity, it is in manufacturing where the technology could have its most significant commercial impact.

A new member of BAMA, Florida Graphic Supply, Inc. (FGS) is a wholesale large format printing company located in Clearwater. They have been in business more than 25 years and have a 30,000 square foot climate-controlled production facility that contains the most advanced printing and finishing technologies available. FGS is helping those creative garage inventors with their 3D printing business processes, like a Pasco company doing 3D photography for people and pets and using gypsum printer. The toy and game figurine industry is one of the most common business using 3D printing; developing a prototype to do their own creation then manufacturing and selling direct.

Architects and designers have been slow to 3D printing although now they print models for marketing and error checking before going to construction. In a recent project, FGW printed a building model for an architect to use for a $100 million building government project and roadway corridors for FDOT projects display models.

Another common type of 3D printing is with medical devices and products for use in actual medical parts.

Not only medical devices, but medication is on the forefront of 3D printing. Epilepsy drug Spriti-tam may be one of many custom-made medicines that will use the technology*. "For the last 50 years we have manufactured tablets in factories and shipped them to hospitals and for the first time this process means we can produce tablets much closer to the patient," Dr. Mohamed Albed Alhnan, a lecturer in pharmaceutics at the University of Central Lancashire in the United Kingdom, explained in an interview with BBC News. By making slight adjustments to the software before printing, hospitals could adjust the dose for individual patients, he said. Without 3D printing, such personalized medicine would be extremely costly.

*Read the full article on WebMD

Manufacturing Focus Groups Provide Interesting Insight Into Jobs

BAMA and UTBMA partnered with CareerSource Florida and the Center for American Manufacturing Excellence in conducting statewide focus groups. The objective was to obtain manufacturers candid input on the challenges and issues facing regional manufacturing in developing a world-class workforce.

These Focus groups were geared to gather information on a wide variety of topic areas relevant to the manufacturing sector. The topic areas included: defining the talent gap; how is technology changing the industry; what skill sets are in demand, emerging and fading; gathering, retaining and spreading tribal knowledge; what methods of sourcing are used, and which is best; how does the Florida education and training system compare nationally, and globally; and how do societal influences impact recruitment?

Three focus groups were conducted and the information gathered will be compiled into a report and disseminated to help CareerSource and MAF Center for Advanced Manufacturing Excellence.

MAF Annual Summit

The 2015 Annual Summit and Marketplace will be held November 4-6 in West Palm Beach. Register now to secure a seat at this much anticipated event.

The 2015 theme is “Connecting The Dots” as the speakers will talk about Best Practices, Economic Development and International Trade. Also, the Manufacturers and Distributors of the Year Awards will be presented and MAF will recognize Florida’s best in manufacturing!

For event information and registration, click here.
More Photos from our Annual Awards

Mike Brewster (left) accepts the BAMA award for Emerging Leader; and Dennis Stotts was given the BAMA award for Associate of the year.

We had a full house for the Annual Awards and Scholarship Dinner.

Pinellas County Commissioner, Karen Seel, emphasized the importance of economic development on both sides of the Bay.

Steve Meltzen was given the BAMA Honorary Life Member; and Dunia Villaverde accepted the Manufacturer of the Year for Lockheed Martin.

Interested in helping BAMA grow?

Consider being on a committee!
- Golf
- Sponsorships
- Programs
- Membership

Email Becky@BAMA-fl.org with your interest.

Summer 2015
Middleton High School Robotics Team demonstrated their robotics and presented BAMA with an appreciation plaque for contributions made to their team.

Scholarships of $1,000 were awarded to three students this year. From left, Dennis Stotts, STEM chairman; David D’Angelo, Hillsborough Education Foundation; Samantha Engelhardt, Pinellas Education Foundation; Zoltan Szabady, BAMA Scholarship; and Cliff Csulik, BAMA president.

STEM winners present were Alfonso Vargas-Boggiano, Pinellas County and Anya Patidar, Hillsborough.

Highlights from STEM

Congratulation to this year’s BAMA Award Winners

♦ Distinguished Service Award: Dave Stailey
♦ Honorary Life Member: Steve Meitzen, SCM, Inc.
♦ Member of the Year: Lockheed Martin, Pinellas Operations
♦ Emerging Leader: Mike Brewster, Monin Gourmet Flavorings
♦ Associate of the Year: Dennis Stotts, Lewis, Longman & Walker, P.A.
Job Openings?

Did you know you can post manufacturing jobs on the BAMA website?

To post a job, log into the BAMA website (located on the bottom of the home page) and go to bama-fl.org/jobpostings. If you are unable to log in, send the job to Becky.

The jobs you post are not only viewable to the public, they are shared with the local colleges.

If the job has any specific certifications or criteria; or if you give hiring preferences to individuals with certifications, please state that along with the contact person or how someone can apply for the job.

There is no cost for this service.

Wear your BAMA support proudly!

BAMA shirts are now for sale and can be purchased at events or by emailing becky@bama-fl.org with your request*. 

Specifics are as follows:

Men’s $35
Sport-Tek Black Nike Golf Royal Blue

Women’s $30
Port Authority Raspberry Nike Golf Royal Blue

We also have backpacks for $50

*Shipping charges may apply

Happy Anniversary!

The following members celebrated anniversaries with BAMA during the second quarter of 2015:

Five years:
Jabil Circuit
Seal Dynamics

One year:
Sign-Age of Tampa Bay, Inc.
The ENSER Corporation Customer Driven Staffing
NOVA Engineering & Environ
APS Temps
Hillsborough Community College
Hoffstetter Tool and Die
MICON Packaging
Seko Logistics
Amzur Technologies Inc
Gulf-Atlantic Powder Coating
NATURZONE PEST CONTROL
Plasma Therm LLC

BAMA & APICS members participated in a Leadership Workshop presented by Kim Moore on June 12.
Florida exporting manufacturers can lower their effective overall federal tax rate on foreign trade income by an amount of 5-10% with the establishment of a “Foreign Sales Corporation” (FSC). Therefore, a C corporation in the highest tax bracket of 34% could actually realize an effective federal tax rate of between 24% and 29% on their foreign sales. An FSC provides an income exclusion on its foreign trade income.

Small FSC Requirements

Listed below are some of the more important FSC requirements (although not all inclusive):

The FSC must be organized under the laws of a foreign country. This foreign country must have a tax-sharing agreement with the United States. The most common foreign countries for FSCs are the U.S. Virgin Islands, Barbados, Bermuda and Guam. These countries impose minimal taxes on the FSC. It is not beneficial to incorporate in a country that taxes an FSCs net income because these taxes would not be fully creditable for U.S. Purposes.

A corporation must elect to be a Small FSC on Form 8279. The election can be made at any time, including in the middle of its parent's taxable year. The FSC benefits begin accruing immediately thereafter.

One of the FSCs directors must be a U.S. non-resident, no preferred stock may be issued and there is a maximum of 25 shareholders.

The annual FSC benefit should be at least $5,000 to offset the annual costs and to receive a net benefit. A Small FSCs formation fee should be approximately $2,500 and the annual management fee should be approximately $2,000. Couple these costs with a foreign country's minimum tax and accounting fees, and the annual costs should be between $5,000 and $6,000.

The Small FSC rules offer a terrific tax subsidy for U.S. exporters of goods and services without incurring significant administrative costs.

Enterprise Florida is considering establishment of a Florida Shared Foreign Sales Corporation which would allow Florida companies to participate and receive the direct benefits at a lower annual administrative cost collectively.

Michael Schiffhauer can be reached at mschiffhauer@eflorida.com.

Reference: Feeley & Driscoll, PC.

Did you miss our Roundtable?

So, you missed our Roundtable Discussion on July 30? No worries, we will have another one this Fall. In the meantime, you can read some of what you missed and find recommended reading and videos on our website: www.bama-fl.org/round-table

Florida SBDC at University of South Florida

The Florida Small Business Development Center (SBDC) at University of South Florida, assists existing and emerging businesses in 10 Tampa Bay counties, through no-cost confidential business consulting, information, and low-cost training.

Whether starting, buying, growing or selling a business, Florida SBDC at USF consultants can assist entrepreneurs in a variety of business areas, including: marketing, business certification, capital access, market diversification, developing strategic business plans, export services, and web optimization.

For more information, contact: Stacey Pierce, Muma College of Business, 813.905.5819 or staceyp1@usf.edu.
Jeff Perkins, continued from page 2

aerospace engineering design companies (SAIC) to the leading PMA development company in the world (Seal Dynamics LLC/Heico). His background is a myriad of aeronautical design and technology.

Jeff enjoys overseeing the entire development cycle of the commercial airframe and engine parts that they sell – from identifying the opportunity at the airline customers that they support around the world, to reverse engineering the part, to getting the FAA approval, and ultimately to getting the part through the manufacturing process successfully. Jeff explains, “I enjoy dealing with the engineering, maintenance and purchasing personnel at airlines all over the world.”

The best part of BAMA for Jeff is being around people who have a passion for manufacturing and who want to learn ways to improve themselves, in order to be more effective at their jobs, and learn ways to improve their organizations. “BAMA offers a lot of opportunities to learn about the best practices of other industries and then take those ideas and apply them to your own company.”

October is Manufacturing Month

Manufacturing Month is a month-long celebration of the manufacturing industry. Academic institutions, manufacturers, workforce development leaders and associations come together to introduce the world of manufacturing to the state of Florida.

National Manufacturing Day is Friday, October 2, 2015. Manufacturing Month is the entire month of October.

What happens during Manufacturing Month? Everything! There are 31 days to show why we love manufacturing. Manufacturers host open houses, offer plant tours, visit K-12 schools and show Florida’s youth how interesting it is to work in manufacturing. What else? Associations and workforce development leaders host job fairs, specifically targeted at manufacturing and our academic institutions offer open houses to let students see their labs and equipment. Every year the event in Florida gets bigger and better; there really is no limit to what can be done!

Manufacturers can offer to host an open house, offer a plant tour, or speak to a PTA/PTO about manufacturing careers.

Find other ways you can help by going to the Manufacturing Day website: http://www.mfgday.com/resources or email becky@bama-fl.org to host a student tour.

Manufacturing Job Openings?
Send them via email to becky@bama-fl.org

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NIST funds FloridaMakes

The Hollings Manufacturing Extension Partnership (MEP), a program of the U.S. Department of Commerce’s National Institute of Standards and Technology (NIST), will fund a new center in Florida dedicated to helping the state’s small and medium-size manufacturers innovate and grow.

The Manufacturers Association of Florida Center for Advanced Manufacturing Excellence (CAME) will operate the new center, called FloridaMakes, to offer manufacturers services that will help them develop new products and customers, expand into new markets, adopt new technologies and more.

The center will join MEP’s national network of 60 centers and more than 1,200 technical experts who help manufacturers solve their challenges and identify opportunities for growth.

FloridaMakes will work with Florida’s 12 Regional Manufacturing Associations (RMAs) to serve manufacturers statewide. This collaborative structure will allow the center to take advantage of the economies of scale that the existing RMA networks provide.

To read more about FloridaMakes, visit www.nist.gov/mep

Have news to share?
Email: Becky Burton at becky@bama-fl.org

Looking for something specific on the website but can’t find it?
Use our site search feature located on the upper right-hand corner of the home page, or view the site map page: www.bama-fl.org/site-map.

Bay Area Manufacturers Association
www.bama-fl.org

DRIVE TO 1000!
The FL TRADE Consortium has launched a state-wide campaign to place 1000 FL TRADE students into manufacturing jobs by April 1st, 2016.

Track our progress as we DRIVE TO 1000!

FLORIDA TRADE Advanced Manufacturing
www.fltrade.org

@bamafla