



TREASURE COAST
MANUFACTURERS
ASSOCIATION

TCMA VOICE

A Newsletter presented by the Treasure Coast Manufacturers Association

FALL 2021

TCMA CELEBRATES DIVERSITY, VITALITY OF MANUFACTURING SECTOR DURING OCTOBER

The first Friday in October launched **Manufacturing Month**, an initiative supporting the advancement of modern manufacturing across the United States.

The Treasure Coast is home to more than 900 manufacturing companies that provide almost 11,000 jobs and contribute \$1.2 billion to the region's economy. An amazing array of products are manufactured locally, from airplanes and boats [lots of boats] to juices, beer, pompano, submarines and much more.

The Treasure Coast Manufacturers Association will be showcasing the incredible diversity and vitality of its manufacturing sector daily on LinkedIn at [www.linkedin.com/company/treasurecoastmanufacturers](http://www.linkedin.com/company/treasurecoastmanufacturersassociation)

association and Facebook at www.facebook.com/TCMAmfg throughout October.

Nationally, Manufacturer's Day [MFG Day] is an initiative of The Manufacturing Institute. With the theme Creators Wanted, MFG Day kicks off a year-round effort toward building the workforce of the future, focusing on the rewards of building a career in modern manufacturing. Today's manufacturing careers are typically well-paid, secure and offer the opportunity to combine problem-solving with creativity, assisted by exciting technology, as manufacturing teams design and build a better tomorrow.

Follow TCMA's social media, and in addition to learning about the local companies that create an amazing variety of products,



Hog Technologies in Stuart is a worldwide market leader in waterblasting systems.

be among the first to learn about great-paying career opportunities with the region's manufacturers.

MANUFACTURING SPOTLIGHT: Southeast Elevator, Fort Pierce

Southeast Elevator is on the rise. Established in 1995, this Fort Pierce company grew from 24 employees in 2020 to 75 in 2021 after acquiring two other residential elevator companies, Palm Beach Lifts [Riviera Beach] in May and Gulfside Elevator & Cab Interiors LLC [Naples] in July.

Unlike many other companies that market and install residential elevators, Southeast Elevator designs and manufactures most components of its home elevators right at the company's 20,000-square-foot facility on Edwards Road, with each elevator made to meet the customer's needs.

Two generations of experience and craftsmanship go into Southeast Elevator's operation. Customers can select every aspect of their custom elevator, from wall panels and lighting to handrails and fixture furnishings. The company will build, install and provide ongoing full-service maintenance and support.

In addition to home elevators, it offers

commercial elevators, remodels elevator cab interiors and provides wheelchair lifts, stair chairs and dumbwaiters.

CEO Tim Fischer reports that the company has been very busy during the past months, with elevator installations for many newly constructed homes as well as for existing home renovations. In addition to working with the top homebuilders throughout Florida, it works with contractors and renovators to add elevators to existing homes by converting closets into elevator shafts for seamless integration. It also offers pneumatic, 360-degree-view vacuum elevators for installation in existing openings to minimize construction impacts.

Fischer also oversees Southeast Elevator's sister company, ADA Lift Rentals of



Customers can select every aspect of their custom elevator, from wall panels and lighting to handrails and fixture furnishings.

America. This company provides a variety of wheelchair lifts to allow full access for attendees with disabilities to major sporting and concert events, such as the Daytona 500, the Super Bowl, PGA tournaments and the Kentucky Derby.

For more information about Southeast Elevator, visit www.seelevator.com. For more information about ADA Lift Rentals of America, visit www.adaliftrentals.com.

Program reimburses companies for employee training

When workers lack needed training and businesses experience skill gaps, the company's ability to compete, expand and retain workers can be compromised.

Florida's Incumbent Worker Training [IWT] Program, funded by the federal Workforce Innovation and Opportunity Act and administered by CareerSource Florida addresses such needs.

The IWT Program was created to provide funding for continuing education and training of employees at Florida businesses. The program will provide reimbursement grants to businesses that pay for pre-approved direct training related costs. Currently, companies may receive a reimbursement rate up to 50% or 75%.

The program helps established Florida businesses upgrade the skills of their employees, which provides enormous benefits to include:

For employers: Increased competitiveness, skilled workforce, increased productivity, increased profits, company growth and reduced turnover.

For employees: Advancement opportunities, increased job opportunities, industry recognized credentials, job retention and transportable, transferable skills.

For the purposes of the IWT program, an incumbent worker is defined as follows:

At least one employee of the applicant business, working at least 37.5 hours per week and receiving a W-2 from the employer, at least 18 years of age, a citizen of the United States or a non-citizen whose status permits employment in the United States, a Florida resident working at a physical location in Florida and employed six months before the signature



Islamorada Beer Co. employee Lauren Shrum was awarded a quality control certificate after going through IWT training in 2019.

date of the application.

The amount of grant funding available from July to June 2022 is \$2.5 million, and the maximum grant is \$100,000 per company. Funding is available only to for-profit companies and hospitals in operation for a minimum of one year prior to application.

Funding priorities include targeted industries, training for many of the skills sought by local manufacturers, and small businesses with 25 or fewer employees.

Currently, companies may receive a reimbursement rate UP TO 50% or 75%

In 2019, Islamorada Beer Company and Silver-Line Plastics worked with the Economic Development Council of St. Lucie County to obtain IWT grants.

For more information, visit www.careersourceflorida.com/training-grant/#Grants. Manufacturers may contact their county's economic development organization for assistance.

IWT program information from CareerSource Florida

PRESIDENT'S LETTER

Manufacturing is a powerful economic driver on the Treasure Coast, providing 10,952 jobs with average earnings per job of \$60,850 and adding \$1.2 billion to the gross regional product in 2020, according to data from economicmodeling.com.



Jerry Jacques, general manager at Advanced Machine & Tool, is president of the Treasure Coast Manufacturers Association.

While the manufacturing sector's contribution to the GDP grew 17% between 2015-2020, the region is facing continuing challenges in finding and keeping both skilled and unskilled labor. COVID-related disruptions intensified labor issues but the underlying problem has been a widening gap between the needs of manufacturers and the existing skills of the workforce.

Since its inception, the TCMA has been working with regional economic development organizations, CareerSource Research Coast and local educators to address this skills gap and identify all the moving parts that go into building a talent pipeline.

Our approach includes reviewing the talent needs of local employers, identifying needed skills, grappling with the capacity of the local education system to teach these skills and understanding what role employers must take to support and extend this training.

In this issue of the newsletter, you'll read about the region's most recent boot camps for young people, which are just one of the tools used to ensure the youth coming out of local schools are aware of the many interesting and well-compensated career opportunities local manufacturers have to offer. Other initiatives include tours for high school counselors, close communications with local school systems and the college's career and technical program staff and more.

As many struggle with COVID-related supply chain disruptions as well as labor availability issues and growing demand for American-made products, the manufacturing industry is being pushed to adapt as perhaps never before, or at least not since World War II. And, that's part of the value of having and supporting an organization like the TCMA; working together we can make things happen. So, if you aren't a member now, please consider joining. If you are a member, we look forward to seeing you at our meetings and events — whether in-person or virtual.

In Memoriam



Stephen Farinacci

TCMA board member Stephen Farinacci died June 30 at the age of 57. In addition to the immense loss experienced by his loving family and friends, Steve's many contributions to the TCMA, Maverick Boat Group and Treasure Coast soccer will be truly missed.

HIGH SCHOOL STUDENTS, GRADUATES GET A GLIMPSE OF JOB OPPORTUNITIES AT LOCAL BOOT CAMPS

It's an exciting time to be entering the workforce on the Treasure Coast. And in June, a number of high school students and recent graduates went behind the scenes to learn about the numerous manufacturing, logistics and skilled trades opportunities open to them.

In Indian River County, 11 sophomores and juniors attended a weeklong manufacturing boot camp. The group visited Dragonfly Boatworks, Sun Aviation, Float-On Boat Trailers, M.A. Ford, Nylacarb, Aluma Tower, Girard Equipment, United Juice, Pusher Intake and Piper Aircraft.

They learned about welding at Treasure Coast Technical College and about technical training courses available through Indian River State College. Courses on financial literacy, career planning and employment soft skills were also part of the program.



Indian River County boot campers explore the high performance cutting tools made at M.A. Ford.

Boot camp partners included Indian River Chamber of Commerce Economic Development, CareerSource Research Coast, Treasure Coast Technical College and the county school district. The Treasure Coast Manufacturers Association underwrote a portion of the program costs.

In St. Lucie County, 13 recent high school graduates completed Ready to Work Boot Camp with most finishing out the week with employment offers in hand. The 18- and 19-year-olds also learned about finances, soft skills, resume preparation and more.

Expert Shutter Services, Indian River Select, Total Truck Parts, Southeast Elevator, Maverick Boat Group, Walmart Distribution Center, Pursuit Boats, Southern Eagle Distributing, A-1 Roof Trusses, Phoenix

Working with the students, businesses and our school partners on these boot camps is a lot of fun, of course, but, most importantly, the program helps build the local talent pipeline for today's in-demand careers.

— Jill Marasa, EDC vice president of business retention and expansion

Metal Products, Derektor Shipyard and California Closets hosted tours.

Dashawn Johnson and three other attendees went to work at California Closets after the camp. Johnson said he learned a lot, met cool people and would "work at all those places if I could."

St. Lucie County's program was a partnership between the TCMA, Economic Development Council of St. Lucie County and St. Lucie Public Schools.

The Treasure Coast Builders Association hosted a skilled trades boot camp in partnership with nonprofit Project LIFT for 22 young adults from Martin and St. Lucie counties. The camp provided hands-on training in 16 of the region's most in-demand trades, including many skills which cross over into manufacturing fields.

The attendees engaged in five days of high-touch skill acquisition in carpentry, masonry, roofing, electrical, automotive, welding, plumbing, HVAC and screening at Project LIFT's Palm City campus and nearby RDI Kitchens.



A TCBA boot camper learning from a Guaranteed Garage Repair technician.

"This project was fueled by local TCBA member businesses lending their time and talent to inspire and mentor the next generation of skilled workers," Project LIFT CEO Bob Zaccheo said.

The Porch Factory, Guaranteed Garage Repair, RDI Kitchens, Elite Electric and Air, Larry Neese Roofing & Construction, U.S. Paverscape, R.K. Hansen Construction Co., AAPEX Electric, J.H. Custom Painting, the Gutter Factory, Aqua Dimensions, AC Care Heat & Air, Florida Coast Equipment, CSCI, Team IP, and Samuel Construction all participated with the program. At the end of the week, all of the participants were offered employment with local businesses at a minimum starting wage of \$15 per hour.

"Working with the students, businesses and our school partners on these boot camps is a lot of fun, of course, but, most importantly, the program helps build the local talent pipeline for today's in-demand careers," said Jill Marasa, EDC vice president of business retention and expansion.



St. Lucie County boot campers don PPE prior to touring Expert Shutter Services' manufacturing facility.

"We love to participate in the boot camp readiness program for a variety of reasons, mostly because we want to ensure that the youth of our county have options after high school and opportunities for a meaningful career path — one that aligns with their personal goals and skill potential," said Maria Brown, director of human resources at A-1 Roof Trusses. "The boot camp offers employers in the area an opportunity to recruit from the high school students who will not be seeking secondary education but are interested in career pathways."

All three boot camps were offered free-of-charge to the participants. For information about 2022 boot camps, contact the EDC at 772.336.6250, Indian River County Economic Development at 772.567.3491, or the TCBA at 772.336.8222.

REDESIGNED WEBSITE OFFERS NEW JOB POSTING BOARD FOR MEMBERS




A-1 Roof Trusses LLC
4451 St. Lucie Blvd.
Fort Pierce FL 34946, US



Advanced Machine & Tool, Inc.
3900 Selvitz Road
Fort Pierce FL 34981, US



Aluma Tower
1639 Old Dixie Highway
Vero Beach FL 32961, US




Business Development Board of Martin County
1002 SE Monterey Commons Blvd., Suite 207
Stuart, FL 34994



CareerSource Research Coast
584 NW University Blvd., Ste 100
Port St. Lucie FL 34986, US



Carr, Riggs & Ingram
2112 South U.S. Highway 1, Suite 210
Fort Pierce FL 34950, US



CBIZ Accounting & Valuation
2255 Glades Road, Suite 321A
Boca Raton FL 33431, US



Clear SEM Solutions
693 SW Port St Lucie Blvd
Port St. Lucie FL 34953, US



D & D Welding & Fabrication LLC
5300 Steel Blvd.
Fort Pierce FL 34946, US



Dean, Mead, Minton & Moore
1903 So. 25th Street, Ste. 200
Fort Pierce FL 34947, US



Derektor Fort Pierce
101 Port Avenue
Fort Pierce FL 34950, US



EB Airfoils, LLC
3591 SW Deggeller Court
Stuart FL 34990

This summer, the Treasure Coast Manufacturers Association website was updated and redesigned. Check it out at www.tcmamfg.com.

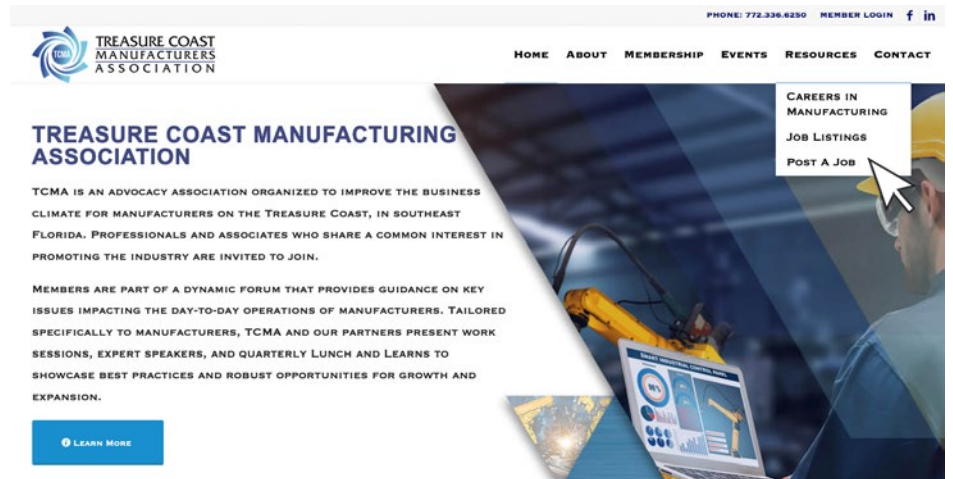
The redesign incorporates vertical scrolling and is mobile-friendly with easy navigation. TCMA affiliate member ClearSEM Solutions in Port St. Lucie developed the site.

In addition to detailed information about the organization, a calendar of events and a newsletter archive, the new website offers featured positioning for member news releases, a multifaceted member directory and job postings.

Members are encouraged to email news releases to msaltzer@youredc.com for inclusion on the website. All releases will appear on the press release page, in addition the two most recent will be featured on the home page.

The member directory home page is searchable and displays the member logo and address. A quick click on the tile opens a secondary page that can be shared via Facebook and Twitter with complete contact information for multiple company officials, plenty of space for a description of any aspect of the company

FREE JOB POSTINGS NOW AVAILABLE FOR MEMBERS



the member chooses to highlight, a map and multiple photos. TCMA members and affiliate members should have received instructions on accessing and updating this page. If not, or for questions, contact Candy Marlow at contact@tcmamfg.com or call 772.336.6252.

Last but not least, TCMA has added a job board for members to post open positions at no charge. Like the directory page, members will ultimately be able to log in to this section directly to add open

positions but, initially, email details about open positions to contact@tcmamfg.com.

The job board will be promoted by the TCMA's economic development partner agencies and can be linked to from social media posts. While all member companies are encouraged to utilize this feature to take advantage of ongoing TCMA career opportunity promotions, it can be of particular value to members who do not have an option to host a careers page on their own websites.

TREASURE COAST MANUFACTURERS ASSOCIATION 2021 MEMBERS

A-1 Roof Trusses LLC	HOG Technologies	Real Stone & Granite	Clear SEM Solutions
Advanced Machine & Tool Inc.	Hot Pie Inc.	Ross Mixing Inc.	Dean, Mead, Minton & Moore
Aerex Industries Inc.	Indian River Select/Freshco	Southern Sewer Equipment Sales	Economic Development Council of St. Lucie County
Aluma Tower	Islamorada Beer Co.	Southeast Elevator Inc.	Express Employment Professionals
Apple Machine & Supply Co.	Lenco Marine Solutions, LLC	St. Lucie Battery & Tire	Greater Treasure Coast Partnership
D & D Welding & Fabrication LLC	Maverick Boat Group Inc.	The Porch Factory	HBK CPAs & Consultants
Derecktor Fort Pierce	MP Manufacturing & Design Inc.	TNT Custom Boat Works LLC	Indian River State College
EB Airfoils, LLC	Natalie's Orchid Island Juice Co.	Triumph Aerospace Structures	Manpower
Expert Shutter Services	Nylacarb Corporation	Unique Tool & Die LLC	Marine Bank & Trust
Fasco Epoxies Inc.	OCULUS Surgical		Plastridge Insurance
Fastsigns Vero Beach	PAC Seating Systems	AFFILIATE MEMBERS	SouthState Bank
Florida Architectural Precast Inc.	Paradigm Precision Inc.	Business Development Board of Martin County	Spherion
Girard Equipment	Phoenix Metal Products Inc.	CareerSource Research Coast	UBU Brands
Helena Agri Enterprises	Piper Aircraft	Carr, Riggs & Ingram	
Hi-Tide Boat Lifts	Pursuit Boats	CBIZ	

Member News Briefs

On June 10, **Freshco** was named a 2021 Manufacturer of the Year finalist by the South Florida Manufacturers Association in the 31-75 employee category.

Southeast Elevator acquired Gulfside Elevator and Cab Interiors, a Naples-based company, in July and Palm Beach Lifts in May.

A-1 Roof Trusses appointed Peter Kransberger as its director of IT in August. Kransberger, who is from Michigan, previously served as chief information officer for Quest Solutions.

Duane Reiff, a leading manufacturing specialist, recently joined the **Florida SBDC at Indian River College**. Reiff is available to consult with local manufacturers regarding business assistance resources, sales, marketing, business growth and expansion.

In May, the **Maverick Boat Group** announced its Phase 2 expansion that will add 106,000 square feet of production facilities to its Fort Pierce campus. Slated for completion in January, the expansion will allow MBG to increase production by more than 30% to 16-plus boats per week.

EXPANDING YOUR BUSINESS?

Contact the economic development organization serving your county

Indian River County Chamber of Commerce,
Economic Development Division

www.indianrivered.com

Economic Development Council of St. Lucie County

www.youredc.com

Business Development Board of Martin County

www.bdbmc.org

TCMA Board of Directors

Jerry Jacques, Advanced Machine & Tool, TCMA president

Bill Wilcox, Phoenix Metal Products, TCMA vice president

Pete Tesch, EDC of St. Lucie County, TCMA secretary

Brian Bauer, CareerSource Research Coast

Helene Caseltine, Greater Treasure Coast Partnership

Jack Chadam, CBIZ

Lee Dobbins, Dean, Mead, Minton & Moore

Mike England, Express Employment Professionals

Tim Fischer, Southeast Elevator

Mike Gordon, Piper Aircraft

Tom Kindred, Florida SBDC @ IRSC

Bradd Lexer, Indian River Select/Freshco

Brooks Price, Phoenix Metal Products

Chad Rockefeller, Expert Shutter Services

Jarrold Trefelner, SouthState Bank

TCMA welcomes new director



Bradd Lexer, CMA,
president of Freshco

Bradd Lexer, CMA, president of Freshco in Fort Pierce has joined the TCMA board of directors. Freshco is an SQF-certified contract packaging facility that has partnerships with nationwide premium brands. Freshco is also producer of Indian River Select — a premium brand of orange and grapefruit juices and lemonade. Prior to taking over the helm at Freshco, Lexer was the company's chief financial officer and former CFO for Lenco Marine, a division of Brunswick Corp.



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