



MANUFACTURING & SUPPLY CHAIN
ALLIANCE
OF
MID FLORIDA

MSCA Monthly news & updates

May 2022

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Coming Events:

- 3rd Annual Challenge Cup.
October 3rd
Grasslands Country Club
- Next Membership Meeting:
July 21st
NuCycle Energy

**Save the Dates / Details to
Follow**

**Registration is open for both
events: [Click Here](#)**

Membership Benefits

- Bi-Monthly meeting with
Keynote speakers
- Networking Events
- Access to Florida Makes
[services](#)
- Access to Connex, the State
wide manufacturing
[database](#)
- Legislative updates

**Welcome to the MSCA May
Newsletter.**

New Members:

- **Hudson Pump**

We will also feature:

- Feature Member:
- Member news
- News, data and information
for the manufacturing and
supply chain world.
- Florida Makes Updates
- Area Economic Development
Councils
- Area Chambers of
Commerce
- Information on other Florida
regional Manufacturing
Associations

**3rd Annual Manufacturer's Challenge Cup is set for October 3rd at Grasslands
Golf & Country Club.**

Save the Date and Pre-register [here](#) (and pay later).



Inaugural Cup winner Kevin Bailey of MaxPak presents the Cup to Jose Rivera of Florida's Distillers, the 2021 winner.

Who will hold the Cup in 2022?



New Member: Hudson Pump

Click here for: [Web Site](#)

Contact: Tony DeJesus
tdejesus@tencarva.com

Industrial

[Home](#) > [Industrial](#)



INDUSTRIAL LINE
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TECHNICAL SERVICE
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**Hudson Pump
& Equipment**
A Division of Tencarva Machinery Company

is now an authorized distributor for the state of Florida
for all of ARO® Fluid Products, and piston pump distributor
for all other locations within their network.

ARO®

Hudson Pump strives to be the most user-friendly liquid handling supplier and industrial pump repair shop in Florida serving from locations in Lakeland and Jacksonville. In pursuit of this goal, we are pleased to offer:

[layerslider id="2"]

- An extensive inventory of pumps and replacement parts.
- A well-equipped pump repair facility to overhaul your pumps.
- Custom fabrications and packaged units.
- System engineering assistance.
- Field-service and start-up assistance.
- Over 50 experienced engineers and technicians to do the job.
- We are available 24 hours a day, 7 days a week to provide emergency service.
- Original OEM Pumps and Parts Distributor.
- [ANSI Pumps Request A Quote](#)

Hudson Pump provides the best fluid handling products and pump repair service to customers in Florida.



Member in the News

Auburndale Coca-Cola facility set to add 50 new jobs, invest \$51 million in Polk

Maya Lora

The Ledger

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BARTOW — The Coca-Cola factory in Auburndale is going to add 50 jobs at its facility, in addition to \$51 million in capital investment.

The facility, located at 705 Main Street, specializes in non-carbonated beverages, such as Dasani water, Vitamin Water and Simply Orange Juice. It also supplies a large amount of drinks to Walt Disney World properties.

On Tuesday, the Polk County Board of County Commissioners unanimously voted to approve a 10-year, 50% ad valorem tax exemption for the Coca-Cola facility. Ad valorem tax exemptions are incentives that can be provided for business improvements and expansions.

"I want to go on record saying that while I oppose tax abatements and incentives, I am going to vote for this because it is the law of the land," Commissioner Neil Combee said.

Other news: **[Polk County government taking over trash collection in some areas](#)**

According to the county's agenda packet, 25 of the 50 new jobs at the facility will pay wages at 115% of the county's 2022 average annual wage. The company would have needed to add 300 or more jobs at the 115% wage to receive a 100% exemption.

The 25 incentivized jobs will offer about \$55,000 a year, said Deputy County Attorney Sandra Howard.

There are currently between 600 and 650 employees at the Auburndale facility.

Coca Cola is going to invest \$51M in new capital for Polk County

Additionally, Coca Cola is going to invest \$51 million in new capital for the county "through the purchase of equipment and other tangible personal

property for the expansion of its beverage manufacturing operations." The company has to invest at least \$15 million to qualify for the tax exemption. "They are looking to bring in \$51 million capital investment into an existing facility and existing building, so it's all tangible property that's going to be brought in for two new production lines," Alex Price, the business development manager with the Central Florida Development Council, told commissioners at Monday's agenda study.

The county is going to lose \$159,770 in ad valorem taxes each year of the 10-year exemption, which will run from 2024 until 2033, according to the agenda . But the county is expected to gain \$322,000 in annual new tax revenues for the school board and the Southwest Florida Management District.

A Coca-Cola spokesperson provided the following emailed statement on the company's planned investment:

"Through this planned expansion at our Mainstreet production facility, we're excited to contribute to the economic development of the Polk County community with new investment and jobs while simultaneously growing our business and improving our supply chain," the statement read.

Early last year, Coca-Cola Beverages Florida announced it was moving its Lakeland facility to Winter Haven and adding 170 new jobs.



Check out the re-designed website of the CFDC [Click Here](#)

Please find the latest edition of the CFDC Economic Activity Report [here](#).

April newsletter, here's the [link](#).

Continued Growth in Polk County Fuels Economic Development Opportunities

March 31, 2022 • [News](#)

Ranked as the fastest-growing county in Florida, Polk County continues to top the charts.

Polk County continues to make population growth news and new statistics from the U.S. Census Bureau confirm it. The county is now ranked as the fastest-growing county in Florida and the fifth fastest-growing county in the country. Polk's population grew 3.35%, adding 24,287 people between July 2020 and July 2021. The county's population is now 753,520, according to the **U.S. Census Bureau**.

Such growth provides many economic opportunities for the county, especially in terms of having a ready workforce. In February 2022, the county's labor force stood at 332,457, up 2.3% over the year. Additionally, non-agricultural employment in the Lakeland-Winter Haven MSA was 262,100, an increase of 9,900 jobs – 3.9% – over the year.

CFDC President & CEO Sean Malott said Polk is uniquely positioned to be the best place for business in Florida.

"Polk's regulatory environment is welcoming, and our community hasn't imposed any additional regulations on business outside of what the state requires. We're a haven for companies that want to control their own destinies."

The county is taking proactive steps to deal with the influx of people, Malott said.

Upgrading and building roads, addressing water needs, and ensuring industries locating or expanding here have enough of the natural resource now and in the future are just a few examples.

Additionally, Polk County will need 65,866 new jobs in the next 10 years to keep up with the population growth, according to JobsEq/Chmura.

How Hot is Polk County?

The CFDC has more than 60 projects in the pipeline, according to vice president of business development, Javier Marin.

The projects represent 6,662 potential jobs with an average wage of \$50,708, he said. That is 108% of the county's average wage of \$46,763. However, there's competition, locally with South and Northeast Florida and nationally with Arkansas, Georgia, North Carolina, South Carolina and Texas.

"The bigger projects are definitely the most competitive ones because they can potentially contribute large amounts to the Gross Regional Product through their capital investment and total wages, as reflected by the number of new jobs and wages," Marin said.

That's the direct impact. There's also a ripple effect because new companies "consume local products and services, which help existing industries grow. Employees of the new companies will also consume local products and services, generating an induced economic increase. While small projects are important to us, and we want to continue supporting any company that creates new high-skill/ high-wage jobs in Polk County, the economic impact of large companies can quickly be substantial."

Manufacturing Tops the List

There are no better industries to be in right now than manufacturing and logistics, which are among the strongest employers in the county, Malott said. "Everything we're working on is manufacturing projects, not logistics because they're already here and successful." Polk's central location, close to major highways, airports, seaports and rail, makes it an ideal area for many, Malott said.

"Manufacturing is hot right now because of the global supply chain challenges. Specifically, in food manufacturing, those looking to get into the market in Florida want to be closer to their end clients to shorten the supply chain and logistics time to be able to supply their customers."

Publix is a big player in that, he said, because they attract food manufacturers who have or want to have agreements with the grocery store chain. "They are a magnet for many opportunities that come to the area. They are a great testament to why you want headquarters in the market."

In 2018, to support its continued growth, Publix announced plans to expand its corporate headquarters in Lakeland.

Health sciences are also booming. "Every major health provider is looking at the Polk County market right now. With the population growth we are experiencing, it makes for anyone offering services in Florida or the Southeast to consider locating here."

Much of the manufacturing is now highly tech-enabled, and there's a reason why, Malott said. "Many traditional companies are adopting new technology into their operations because of the nationwide labor challenges they may be experiencing. The changes in our world since the pandemic started have really forced companies to be more tech-centric."

Pipeline Growth

Attracting new industry takes time; some in the pipeline now have been there for more than two years, mainly because "decision-makers have been unable to analyze and quantify the risk related to COVID-19 and its lasting effects," Marin said. He said the CFDC has identified three main reasons, all of which "bring uncertainty to the market and related risk as companies are projecting their cost associated with new locations":

- Labor cost fluctuations, including minimum wage issues and wages in general. Both are settling. "These remove the uncertainty and allow companies to budget more appropriately in terms of wage costs. The labor availability remains an issue, but our current migration has kept the pace of available labor as opposed to other regions, so we remain competitive."

- Companies are being cautious in projecting their construction costs as a result of material cost fluctuations. “In general, financial managers seem to be estimating 10% to 20% cushions on their construction estimates.”
- “The current logistics delays are causing a waiting game where companies don’t know when their product will arrive. On the other hand, logistics cost increases are forcing companies to rethink their approach. Some are looking at logistics hubs (Polk County) to reduce their logistics cost exposure. Others are identifying areas closer to ports (again, Polk) to be able to move them quickly. Other companies are contemplating co-manufacturing and co-packaging opportunities to reduce time/cost exposure. Polk County is well prepared and has the community assets and infrastructure to support all these options.”



FloridaMakes is the official representative of the MEP National Network and NIST MEP in the state of Florida.

The MEP National Network™ is a unique public-private partnership that delivers comprehensive, proven solutions to U.S. manufacturers, fueling growth and advancing U.S. manufacturing.

Focused on helping small and medium-sized manufacturers generate business results and thrive in today’s technology-driven economy, the MEP National Network comprises the National Institute of Standards and Technology’s Manufacturing Extension Partnership (NIST MEP), the 51 MEP Centers located in all 50 states and Puerto Rico. Our services are designed to help further your goals for profitability and growth and position you for the future. Depending on your needs and goals, that may include helping you solve a specific manufacturing problem, increase your productivity, adopt best practices, determine how your core capabilities might be used to enter a new market, or enhance your processes through appropriate advanced technology or training.

Our operational values

- We deliver customer-centric service with top and bottom line results
- We create **partners**, not competitors
- We increase access to and successful use of outside resources
- We raise all ships by increasing the performance and responsiveness of the entire manufacturing ecosystem
- We “walk the talk” by leveraging and employing technology in our services
- We exist for public good
- We exist to add value and make a measurable difference for Florida manufacturers
- We invest our time, energy and resources in companies that invest in themselves

Service Offerings

- Performance Assessments
- Executive Services
- Technology Acceleration & Innovation
- Cybersecurity
- Market Development
- Continuous Improvement

- Supply Chain Optimization
- Talent Development
- Standards & Regulatory Compliance
- Disaster Resources

As part of your membership with the Manufacturing & Supply Chain Alliance of Mid Florida, MSCA, you have full access to your local FloridaMakes Business Advisor, Dave Dragon.

Dave is a 30+ year manufacturing veteran who provides advisor services to your company at no cost.

Your MSCA membership also provides you to access to the FloridaMakes board network of Third Party Providers, i.e. Consultants. FloridaMakes carefully vets the consultants to make sure we are providing you with the best possible consulting organization for your projects.

Please reach out to Dave if you would like to discuss the services of FloridaMakes.

Dave Dragon

FloridaMakes Business Advisor

David.Dragon@FloridaMakes.com

630.248.3375

POLK COUNTY, FL

has your blueprint for success

With access to an unrivaled distribution network, extensive multimodal infrastructure and next-generation talent, Polk County manufacturers are poised to succeed.

-  **300+**
MILES OF RAIL
IN POLK COUNTY
-  **10**
MILLION PEOPLE
WITHIN 100 MILES
-  **3**
DEEPWATER SEAPORTS
WITHIN 75 MILES
-  **3**
INTERNATIONAL AIRPORTS
WITHIN 60 MILES

FEATURED EMPLOYERS:

- NUCOR
- Coca-Cola
- Mosaic
- FLORIDA CARIBBEAN DISTILLERS
- PEPPERIDGE FARM
- PECK RIVER CIDER PRODUCTS
- HPP Fresh Florida
- MISSION
- 

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CENTRAL FLORIDA DEVELOPMENT COUNCIL
Polk County's Economic Development Partnership

Total Sales
(new/retained)
\$985.5M

New Investment
\$341.6M

Cost Savings
\$128.4M



Totals
\$1.45B

Average Impact
per Client
\$4.46M

Jobs Created
& Retained
9,137



Florida ManuFacts

Florida manufacturers produce a variety of goods including aerospace products, food and beverages, batteries, communications equipment, pharmaceuticals, medical devices, semiconductors, boats and more.

80% of Florida Manufacturers have **20** or fewer employees.

Manufacturing accounts for **4.95%** of Florida's Gross State Product and over **380,000** high-wage jobs in Florida, with an average wage of **\$61,735**.

Florida is home to more than **20,000** manufacturing companies.

Every **\$1** in manufactured goods produces **\$3.60** in other sectors.

Florida 2030: The Blueprint to Secure Florida's Future

Key Targets & Strategies Initial Recommendations

FLORIDA 2030
THE BLUEPRINT TO SECURE FLORIDA'S FUTURE

KEY TARGETS & STRATEGIES

FLORIDA CHAMBER
Foundation

50
YEARS
1964 - 2014

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