

WHY AN ASSOCIATION?

- MANUFACTURERS ARE AN IMPORTANT PART OF THE UTB ECONOMY
- THERE ARE A VARIETY OF GRANTS, INCENTIVES, TRAINING AND HIRING PROGRAMS NOT FULLY UTILIZED
- THERE ARE POTENTIAL LOCAL VENDOR/SUPPLIER AND PARTNERSHIPS UNEXPLORED
- A HEALTHY MANUFACTURING BASE MEANS A HEALTHY ECONOMY

HOW'S IT WORK?

- BY-LAWS ENSURE ASSOCIATION IS LED ONLY BY MANUFACTURERS
- ONLY MANUFACTURERS CAN BE PART OF THE ASSOCIATION
- SELECTIVE ADVISORY ORGANIZATIONS PARTNER WITH THE ASSOCIATION AS SERVICE PROVIDERS
- FLORIDA MEP PROVIDES WORLD CLASS TECHNICAL EXPERTISE, TRAINING, INNOVATION AND ACCESS TO FUNDING
- THE UTB CHAMBER PROVIDES ADMINISTRATIVE SERVICES AND ACCESS TO GOVERNMENT OFFICIALS, ECONOMIC DEVELOPMENT AGENCIES, WORKFORCE PROVIDERS AND OTHER KEY COMMUNITY AGENCIES AS NEEDED



**UPPER TAMPA BAY
MANUFACTURERS
ASSOCIATION**

MAKING THE CONNECTION BETWEEN

REGIONAL MANUFACTURERS

AND

KEY SERVICE PROVIDERS

- CAREER SOURCE AGENCIES
- SCHOOLS AND COLLEGES
- ECONOMIC DEVELOPMENT AGENCIES
- ENTERPRISE FLORIDA
- US TRADE AUTHORITIES
- POLICY MAKERS

UPPER TAMPA BAY CHAMBER OF COMMERCE

101 STATE STREET W SUITE 1
OLDSMAR, FL 34677
PHONE: 813-855-4233
FAX: 813 854-1237
E-MAIL: JCUSTIN@UTBCHAMBER.COM



**UPPER TAMPA BAY
MANUFACTURERS
ASSOCIATION**

**DEDICATED TO THE
DEVELOPMENT,
ADVANCEMENT AND
SUSTAINMENT OF
MANUFACTURING IN THE
UPPER TAMPA BAY AREA**



**"JUST IN TIME"
TO LEAD THE REVIVAL OF
MANUFACTURING IN
FLORIDA.**

GET OUT OF THE BOX AND INTO THE GAME!!!



CHAMBER PRESIDENT JERRY CUSTIN RELATES, "I'M BASICALLY A CAREER MILITARY GUY AND LIKE TO SEPARATE SYMPTOMS FROM CAUSES AND FIX

THE CAUSE OF THE ISSUES NOT JUST TREAT THE SYMPTOMS. I KNOW HOW VALUABLE MANUFACTURERS ARE TO OUR ECONOMY AND OUR PRODUCTIVITY AS A COUNTRY. THROUGH OUR EFFORTS WITH MANUFACTURERS I SEE FOUR MAIN FACTORS WE NEED TO FOCUS ON TO STRENGTHEN MANUFACTURING IN OUR REGION AND THE COUNTRY. THEY ARE:

- DEVELOP A SUSTAINABLE WORLD CLASS WORKFORCE
- DEFINE A PATH TO ADD NEW MARKETS AND NEW PRODUCTS AND SERVICES TO PROMOTE BUSINESS GROWTH
- CONSISTENTLY IMPROVE BUSINESS PRACTICES AND EFFICIENCIES
- LEVERAGE FEDERAL, STATE AND LOCAL INCENTIVES TO THE MAXIMUM IN DOING THE ABOVE...USE OTHER PEOPLES MONEY

OUR ASSOCIATION HAS MADE THE CONNECTIONS WITH ALL THE PERTINENT AGENCIES AND RESOURCES IN THE COMMUNITY TO SUCCESSFULLY WORK IN ALL OF THESE AREAS. OUR FOCUS IS ON BRINGING RESOURCES TO THE TABLE THAT CAN SOLVE PROBLEMS QUICKLY AND COST EFFECTIVELY WHETHER THEY INVOLVE WORKFORCE, PRODUCT DEVELOPMENT, MARKET EXPANSION OR MANAGEMENT. ALL WE NEED IS YOU TO MAKE IT HAPPEN!

THE CIRCLE OF SUCCESS

- **DEVELOP A SUSTAINABLE WORLD CLASS WORKFORCE:** WE PARTNER WITH LOCAL WORKFORCE BOARDS AND COLLEGES TO RECRUIT AND TRAIN YOUR WORKFORCE LEVERAGING VARIOUS GRANTS AND INCENTIVES TO REDUCE YOUR COSTS. WE'RE ALSO WORKING WITH LOCAL HIGH SCHOOLS AND MIDDLE SCHOOLS TO RAISE AWARENESS OF THE REWARDING CAREER PATH IN MODERN MANUFACTURING
- **PATH TO NEW MARKETS AND PRODUCTS.** ONE OF THE BEST AND COST EFFECTIVE WAYS TO ACCOMPLISH THIS IS FOSTERING LOCAL PARTNERSHIPS. EXPORTING IS BIG BUSINESS FOR FLORIDA MANUFACTURERS AND OUR RELATIONSHIPS WITH ENTERPRISE FLORIDA AND US TRADE OFFICIALS MAKE IT EASY. THE USF COLLEGE OF ENGINEERING IS AN OUTSTANDING AND WILLING RESOURCE TO CREATE, DEVELOP AND FIELD NEW OR IMPROVED PRODUCTS
- **IMPROVE BUSINESS PRACTICES AND EFFICIENCIES.** WE HAVE A STABLE OF EXPERIENCED EXPERTS TO PROVIDE YOU TRAINING RELATED TO ENTERPRISE TRANSFORMATION, LEAN METHODOLOGIES, THE MOBILE OUTREACH SKILLS TRAINING VAN, SUPPLY CHAIN MANAGEMENT, PERFORMANCE BASED TRAINING, INNOVATION AND TECHNOLOGY ROADMAPS
- **LEVERAGE FEDERAL, STATE AND LOCAL INCENTIVES.** WHETHER YOU NEED TO TRAIN YOUR WORKFORCE, EXPAND YOUR BUSINESS OR OPEN NEW MARKETS THERE MAY BE A GRANT OR INCENTIVE AVAILABLE TO REDUCE OR OFFSET THE COSTS.

GET IN THE CIRCLE
TODAY !

THE CHAMBER AND COMMUNITY PARTNERS

A ONE-STOP SHOP FOR WHAT YOU NEED TO MOVE FORWARD

TRI-COUNTY ECONOMIC DEVELOPMENT

INCENTIVES, GRANTS, FUNDING SOURCES, TRAINED BUSINESS COUNSELING

TRI-COUNTY WORKFORCE DEVELOPMENT

HIRING ASSISTANCE AND INCENTIVES, STAFF UPGRADE TRAINING GRANTS, ON SITE TRAINING TO YOUR SPECS

GOVERNMENT ACCESS

LOCAL, COUNTY, STATE, FEDERAL CONTACTS TO CUT THROUGH THE RED TAPE

EDUCATION AND RESEARCH

APPRENTICESHIPS, INTERNSHIPS, ADVANCED TRAINING, RESEARCH FROM THE HIGH SCHOOL TO USF GRADUATE ENGINEERING LEVEL

NETWORKING AND PARTNERING

MANUFACTURING PEERS ONLY, MONTHLY MEETING, PLANT TOURS. LOCAL DIRECTORY

"THESE MEETINGS CAN BE SO HELPFUL IN TODAY'S BUSINESS CLIMATE. DUE TO MY EXPERIENCE IN NETWORKING AND BECOMING INVOLVED WITH THE CHAMBER, I WAS ABLE TO RECRUIT A TOP NOTCH QUALITY ASSURANCE MANAGER, A QUICK BOOKS ADMINISTRATOR, AND A DOCUMENT CONTROL SPECIALIST ALL FROM GETTING INVOLVED AND LISTENING." Keleen McDevitt, Gasco