

## Tiny Science (Continued from front page)

Clinical applications include tissue repair, artificial organs, drug delivery systems and surgical instrumentation. Draper will also fund two graduate research fellowships at USF.

The Multi Chip Module (MCM) pilot facility in St. Petersburg positions Draper to meet an increasing demand for custom designed, developed and produced specialty MCMs. Multichip modules are tiny, specialized, electronic packages where multiple integrated circuits and semiconductor elements work in unison. Draper commands a unique technology position in MCMs and novel sensor designs integrated with complex electronics and RF communications equipment. Collaboration with Progress Energy



will focus on improvement in efficiency of coal burning power plants in Florida.

Draper's arrival is the result of collaboration between USF, Hillsborough County, Greater Tampa Chamber

of Commerce Committee of 100, City of St. Petersburg, Pinellas County Economic Development, Pinellas County Board of County Commissioners, Progress Energy, Florida High Tech Corridor Council, Tampa Bay Partnership, Enterprise Florida, the Governor's Office of Tourism, Trade and Economic Development.

## Tampa Bay Company Gaining Altitude



The world's largest manufacturer of crash-protected recorders, ("black boxes") used in the aviation and marine industries, has signed a 10-year lease on an existing 100,000-square-foot facility with plans to expand their Sarasota operations.

L-3 Aviation Recorders, which produces more than 70 percent of the world's cockpit voice and flight data recorders and 80 percent of the world's marine recorders, plans to renovate and expand their current facility by 35,000-square-feet.

Although the company considered an array of locations, company president Bruce Coffey cited support of local economic development entities and regional lawmakers, as well as a positive business climate for retaining the company, which planted roots in Sarasota 50 years ago.

L-3 Aviation Recorders, a division of New York-based L-3 Communications, saw sales and investment in research and development more than triple during the past decade. With new aerospace data management and maritime automatic identification systems products on the horizon, the company hopes for double-digit growth in the next five years.

## Tampa Bay Closures & Opportunities for Workforce/Sites

Source: Florida Agency for Workforce Innovation WARN Notices as of 9-25-08

| COMPANY NAME                            | INDUSTRY SECTOR  | # OF JOBS |
|---|--|-----------|
| Allstate Insurance Company              | Finance and Insurance  | 173       |
| Wachovia Corporation                    | Finance and Insurance  | 57        |
| G&K Services                            | Other Services (except Public Administration)                            | 59        |
| ExxonMobil CORS                         | Retail Trade   | 196       |
| Fowler White Boggs Banker P.A.          | Professional, Scientific, and Technical Services                         | 148       |
| Baxter Healthcare Corporation           | Manufacturing  | 42        |
| Coca-Cola Enterprises Inc.              | Manufacturing  | 59        |
| United Rentals, Inc.                    | Real Estate and Rental and Leasing                                       | 25        |
| Financial Insurance Mgmt. Corporation   | Professional, Scientific, and Technical Services                         | 93        |
| Community Edu. Partners Oak Park School | Educational Services   | 62        |
| Sun Microsystems, Inc.                  | Wholesale Trade  | 4         |
| Albertsons Distribution Center          | Transportation and Warehousing   | 121       |
| King Pharmaceuticals                    | Manufacturing  | 10        |
| Sun Path Products, Inc.                 | Manufacturing  | 40        |
| ACCENT Marketing Services, LLC          | Administrative and Support and Waste Management and Remediation Services | 180       |
| Safe Children Coalition Operations      | Health Care and Social Assistance  | 93        |
| Hapag-Lloyd                             | Transportation and Warehousing   | 50        |
| National Gypsum Company                 | Manufacturing  | 73        |
| LEAR Corporation                        | Manufacturing  | 108       |
| GE Healthcare                           | Health Care and Social Assistance  | 72        |
| Florida Radiology Associates, P.A.      | Health Care and Social Assistance  | 49        |
| Roadlink Company                        | Transportation and Warehousing   | 35        |
| ARAMARK                                 | Accommodation and Food Services  | 68        |
| Pilgrim's Pride PFS Distribution Center | Wholesale Trade  | 84        |
| Saxon Mortgage                          | Finance and Insurance  | 140       |
| Preferred Home Mortgage Company         | Finance and Insurance  | 75        |
| Westshore Glass Corp.                   | Wholesale Trade  | 113       |
| Bank Of America: Deposit Contact Ctr.   | Finance and Insurance  | 154       |
| Bank Of America: Sales Fulfillment      | Finance and Insurance  | 70        |
| Genmar Holdings, Inc.                   | Manufacturing  | 224       |
| Film Technologies International Inc.    | Manufacturing  | 95        |
| ChoicePoint                             | Administrative and Support and Waste Management and Remediation Services | 82        |
| Bill Heard Chevrolet                    | Retail Trade   | 145       |



Issue III • 2008

## Tiny Science. Big Announcement.

Charles Stark Draper Laboratory, one of the world's leading independent research and development laboratories engaged in applied research, engineering and development, announced it will establish a BioMEMS R&D Center at the University of South Florida (USF) in Tampa and a Multi Chip Module (MCM) Center in St. Petersburg. The expansion creates 165 jobs with an average wage of \$75,000.

Forming the nucleus of a Tampa Bay micro-technology cluster, Draper will partner with the University of South Florida, SRI and others for research and will work with Progress Energy on energy production efficiency improvements. Draper qualified to receive \$15 million for the multi-location/county project from Florida's Innovation Incentive Fund, established in 2006, to attract world class research institutes to Florida.

In partnership with the USF Medical School, the lab will work on the application of microelectromechanical systems (MEMS) technologies. BioMEMS enables the creation of smaller and more functional devices to improve medical diagnostics and therapies.



Dr. Len Polizzotto, Principal Director of Strategic Business Development at Draper Laboratory, discusses developments in tissue engineering with biomedical engineer Joe Charest.

*(Continued on back page)*

## Prescription for Expansion

Colorado-based pharmaceutical benefits management company, WellDyneRx, Inc. has announced plans to more than triple their prescription mail service capacity with the opening of a new 62,000-square-foot facility in Lakeland, Fla. The expansion creates 673 new jobs with an annual average wage of more than \$41,000. WellDyneRx will invest \$20 million in the new facility.

According to 2006 figures, bulk purchasing and the convenience associated with mail order prescriptions, make it a high growth industry accounting for nearly \$44 billion in total prescription sales in the United States. The



company cited Lakeland's business-friendly environment, impressive workforce and community atmosphere as notable factors in the site selection over other locations in North and South Carolina and

Orlando. The Lakeland location provides immediate access to major drug distribution centers and national transportation services for timely, cost effective shipments to WellDyne's nationwide client base. The new facility will use an advanced robotic dispensing and distribution system capable of filling more than 30 million prescriptions annually.



## Tampa Bay Region Project Activity

- 106 Announced Projects
- More than \$600 million in capital investment
- Over 7 million-square-feet of new/expanded facilities
- 7,495 new jobs

*Jan. 2007 - Sept. 2008*

## Tampa Bay Relocations & Expansions

"Relocations & Expansions" is a tool for identifying specific activity within our market and represent a sampling of relocation and expansion announcements in Tampa Bay between Q1 2007 and Q3 2008. Given that all relocations and expansion decisions include an evaluation of available labor, we've also included a list of recently documented closures. The Tampa Region includes the counties of Hillsborough, Hernando, Manatee, Pasco, Pinellas, Polk and Sarasota as well as the metropolitan areas of Tampa/St. Petersburg/Clearwater, Lakeland, Bradenton/Sarasota/Venice.



### Distribution/Warehouse

\*New to market indicated in **Bolded Blue**. Sorted by investment dollars.

| COMPANY NAME                | INDUSTRY SECTOR – PRODUCT OR SERVICE                      | INVESTMENT           | # OF JOBS   | FACILITY          |
|-----------------------------|---|----------------------|-------------|-------------------|
| <b>Aldi Foods Market</b>    | <b>DISTRIBUTOR – HQ/Dist/Warehouse - retail groceries</b> | <b>\$40 million</b>  | <b>100</b>  | <b>500,000 sf</b> |
| <b>Ferguson Company</b>     | <b>DISTRIBUTOR – Industrial pipe</b>                      | <b>\$30 million</b>  | <b>150</b>  | <b>450,000 sf</b> |
| Saddle Creek Corporation    | DISTRIBUTOR – Third party logistics provider              | \$30 million         | 30          | 489,000 sf        |
| Premier Beverage Co.        | DISTRIBUTOR – Alcoholic beverages                         | \$20 million         | 600         | 575,000 sf        |
| FedEx                       | DISTRIBUTOR – Regional package delivery                   | \$17.3 million       | 12 FT/88 PT | 123,367 sf        |
| <b>HH Gregg</b>             | <b>DISTRIBUTOR – Consumer goods</b>                       | <b>\$10 million</b>  | <b>60</b>   | <b>282,000 sf</b> |
| <b>United Natural Foods</b> | <b>DISTRIBUTOR – Organic foods</b>                        | <b>\$5 million</b>   | <b>250</b>  | <b>352,000 sf</b> |
| Empire                      | DISTRIBUTOR – Wood molding                                | \$4 million          | 100         | 160,000 sf        |
| Saddle Creek Corporation    | DISTRIBUTOR – Third party logistics provider              | \$3.178 million      | 25          | 98,600 sf         |
| ABC Supply                  | DISTRIBUTOR – Wholesale roofing supplies                  | \$2.5 million        | 13          | 84,000 sf         |
| <b>Best Buy</b>             | <b>DISTRIBUTOR – Retail</b>                               | <b>\$2.2 million</b> | <b>40</b>   | <b>200,000 sf</b> |
| Sarah Coventry, HPP, Inc.   | DISTRIBUTOR – HQ, Jewelry                                 | \$1.165 million      | 100         | 7,000 sf          |
| EDI Express, Inc.           | DISTRIBUTOR – Expedited freight services                  | \$800,000            | 15          | 32,500 sf         |
| Gamefly                     | DISTRIBUTOR – Computer games                              | \$400,000            | 30          | 10,000 sf         |
| Scotts Lawn Service         | DISTRIBUTOR – Lawn service                                |                      | 10          | 15,000 sf         |
| V&C Technology              | DISTRIBUTOR – Circuit boards                              |                      | 15          | 17,000 sf         |
| Land O' Lakes Purina Feeds  | DISTRIBUTOR – Animal nutrition                            |                      |             | 104,000 sf        |
| Williams Sonoma             | DISTRIBUTOR – White glove delivery for Pottery Barn       |                      | 15          | 33,862 sf         |
| Bealls Inc.                 | DISTRIBUTOR – Retail Warehouse                            |                      |             | 200,000 sf        |

### Office

| COMPANY NAME                           | INDUSTRY SECTOR – PRODUCT OR SERVICE                                    | INVESTMENT            | # OF JOBS  | FACILITY          |
|--|---|-----------------------|------------|-------------------|
| Bright House Networks LLC              | SERVICES – Cable/Internet Services                                      | \$20 million          | 180        | 102,795 sf        |
| <b>WellDyneRx</b>                      | <b>SERVICES/DISTRIB. – SE HQ; Mail order prescriptions, Rx benefits</b> | <b>\$20 million</b>   | <b>673</b> | <b>62,000 sf</b>  |
| Bealls Inc.                            | SERVICES – Retail HQ  | \$10.322 million      | 160        | 149,000 sf        |
| <b>Charles Stark Draper Laboratory</b> | <b>RESEARCH – R&amp;D/Biotech- BioMEMS R&amp;D Center</b>               | <b>\$10 million</b>   | <b>100</b> | <b>10,000 sf</b>  |
| ISPC                                   | FINANCE & INSURANCE – Financial services                                | \$8.8 million         | 50         | 41,369 sf         |
| Coastal Caisson Corporation            | SERVICES – Site/Civil engineering                                       | \$8 million           | 32         | 41,600 sf         |
| American Consulting Engineers          | SERVICES – Engineering  | \$7.5 million         | 20         | 45,000 sf         |
| Fawley Bryant Architects               | SERVICES – Professional services HQ                                     | \$5.2 million         | 28         | 32,000 sf         |
| <b>Enza Zaden Research USA</b>         | <b>RESEARCH – Agricultural research facility</b>                        | <b>\$5 million</b>    | <b>20</b>  | <b>10,000 sf</b>  |
| AAA Auto Club South                    | SERVICES – Insurance  | \$4.5 million         | 87         | 27,000 sf         |
| Coca Cola Enterprises, Inc.            | SERVICES – Shared Services Center                                       | \$2 million           | 200        |                   |
| Clayton Holdings                       | FINANCE & INSURANCE – Financial services                                | \$1.5 million         | 275        | 55,000 sf         |
| Dialysis at Sea                        | SERVICES – Healthcare   | \$1.5 million         | 15         | 10,000 sf         |
| <b>True Partners</b>                   | <b>SERVICES – SE Regional HQ; tax &amp; business advisory</b>           | <b>\$1.27 million</b> | <b>15</b>  | <b>7,000 sf</b>   |
| United Rentals, Inc.                   | SERVICES – US HQ  | \$1 million           | 200        | 30,000 sf         |
| Professional Site Development          | SERVICES – Business services  | \$925,000             | 20         | 3,300 sf          |
| Alaka'i Consulting & Engineering       | SERVICES – R&D; defense   | \$300,000             | 10         |                   |
| BobCAD-CAM                             | INFORMATION TECHNOLOGY – IT-Software development                        | \$300,000             | 24         |                   |
| Johnson Engineering                    | SERVICES – Engineering  | \$250,000             | 45         | 9,000 sf          |
| Tandel Systems                         | INFORMATION TECH. – Software/hardware engineering solutions             | \$234,000             | 36         |                   |
| Baskerville-Donovan, Inc.              | SERVICES – Engineering  | \$100,000             | 15         |                   |
| Jet ICU                                | SERVICES – Healthcare - Air ambulance                                   |                       | 15         | 20,000 sf         |
| Citizens Property Insurance Corp.      | FINANCE & INSURANCE – Insurance   |                       | 100        | 60,000 sf         |
| Sagicor Life Insurance Co.             | FINANCE & INSURANCE – Insurance   |                       | 20         | 18,000 sf         |
| <b>College Hunks Hauling Junk</b>      | <b>SERVICES – US HQ, national call center</b>                           |                       | <b>12</b>  | <b>1,000 sf</b>   |
| Pegasus TSI                            | SERVICES – Engineering, procurement/Constr. mgmt.                       |                       | 28         |                   |
| <b>ViaSat, Inc.</b>                    | <b>SERVICES – Regional HQ-Satellite/digital comms equip.</b>            |                       | <b>20</b>  | <b>6,000 sf</b>   |
| <b>PEMCO World Air Services</b>        | <b>SERVICES – Aviation maintenance</b>                                  |                       | <b>410</b> | <b>150,000 sf</b> |
| APAC Customer Service, Inc.            | SERVICES – Customer Service Outsourcing (UPS)                           |                       | 200        |                   |

### Manufacturing/Industrial

| COMPANY NAME                           | INDUSTRY SECTOR – PRODUCT OR SERVICE                          | INVESTMENT            | # OF JOBS  | FACILITY          |
|--|---|-----------------------|------------|-------------------|
| GTECH                                  | MANUFACTURER – Print Lotto tickets                            | \$42 million          | 221        | 98,000 sf         |
| Zephyrhills Spring Water Co.           | MANUFACTURER – Bottled water                                  | \$39 million          | 20         | 165,000 sf        |
| Cellynne                               | MANUFACTURER – Paper products                                 | \$37 million          | 22         | 125,000 sf        |
| Pepperidge Farm                        | MANUFACTURER – Commercial bakery                              | \$23 million          | 45         | 20,000 sf         |
| Firmenich                              | MANUFACTURER – Flavors/essences                               | \$21 million          | 82         | 12,000 sf         |
| Gemesis Corp.                          | MANUFACTURER – Cultured diamonds                              | \$20 million          | 60         | 30,000 sf         |
| B&M Precision, Inc.                    | MANUFACTURER – Surgical & medical instruments                 | \$15 million          | 100        | 65,000 sf         |
| <b>Mobile Modular</b>                  | <b>MANUFACTURER – Modular buildings</b>                       | <b>\$15 million</b>   | <b>150</b> | <b>122 acres</b>  |
| PrecisionAire                          | MANUFACTURER – Air Filters                                    | \$10 million          | 358        | 255,000 sf        |
| The Lever Edge                         | MANUFACTURER – Solar heating equipment                        | \$8.45 million        | 50         | 94,111 sf         |
| Sun Publications of Florida, Inc.      | MANUFACTURER – Printing-newspaper & shopping guides           | \$8.2 million         | 65         | 37,635 sf         |
| Pepsi                                  | MANUFACTURER – Refurbish vending machines                     | \$7.5 million         | 80         | 109,000 sf        |
| <b>Elite Group</b>                     | <b>MANUFACTURER – Fences, gates, posts</b>                    | <b>\$5.5 million</b>  | <b>55</b>  | <b>106,000 sf</b> |
| Oscor                                  | MANUFACTURER – Medical devices                                | \$5.1 million         | 55         | 40,000 sf         |
| Lemonex                                | MANUFACTURER – Juice products                                 | \$5 million           | 50         | 200,000 sf        |
| <b>Graham Packaging</b>                | <b>MANUFACTURER – Plastic bottles</b>                         | <b>\$5 million</b>    | <b>15</b>  | <b>80,000 sf</b>  |
| <b>Charles Stark Draper Laboratory</b> | <b>MANUFACTURER – Multi Chip Module Center</b>                | <b>\$5 million</b>    | <b>65</b>  |                   |
| Polaris Sales Co.                      | MANUFACTURER – Electrical connectors                          | \$4.5 million         | 50         |                   |
| Outdoor Technologies, Inc.             | MANUFACTURER – Vinyl fence, deck, rail products               | \$3 million           | 35         | 70,000 sf         |
| Ratec LLC                              | MANUFACTURER – Steel forms concrete precast products          | \$3 million           | 28         | 34,000 sf         |
| Beacon Products, Inc.                  | MANUFACTURER – LED lighting                                   | \$2.5 million         | 50         | 36,250 sf         |
| <b>Elite Building Products</b>         | <b>MANUFACTURER – Grout and mortar</b>                        | <b>\$2.5 million</b>  | <b>20</b>  | <b>40,000 sf</b>  |
| Conax Florida Inc.                     | MANUFACTURER – Aerospace/defense                              | \$2.484 million       | 37         |                   |
| Durlach Industries                     | MANUFACTURER – Precast cement stairways                       | \$2.2 million         | 23         | 25,000 sf         |
| Advanced Microwave Components          | MANUFACTURER – Waveguide/microwave components                 | \$2 million           | 25         | 20,000 sf         |
| Orbeco-Hellige                         | MANUFACTURER – Water testing instruments                      | \$2 million           | 8          | 15,000 sf         |
| Express Printing                       | MANUFACTURER – Commercial printing                            | \$1.85 million        | 16         | 12,500 sf         |
| Vortex                                 | MANUFACTURER – Motorcycle parts                               | \$1.8 million         | 20         | 24,000 sf         |
| <b>Agri Source Fuels, LLC</b>          | <b>MANUFACTURER – Alternative fuel</b>                        | <b>\$1.75 million</b> | <b>20</b>  | <b>18,000 sf</b>  |
| L-3 Communications                     | MANUFACTURER – Black boxes                                    | \$1.7 million         | 210        | 135,000 sf        |
| R&M American                           | MANUFACTURER – Prefab. cabins for psgr. ship & ferry market   | \$1.5 million         | 15         | 16,000 sf         |
| Rochester Electro-Medical, Inc.        | MANUFACTURER – Medical devices                                | \$1.5 million         | 22         | 7,500 sf          |
| JP Lamborn Company                     | MANUFACTURER – Duct manufacturer                              | \$1.5 million         | 45         | 50,000 sf         |
| PPI Technologies                       | MANUFACTURER – Packaging machinery                            | \$1.5 million         | 20         | 14,000 sf         |
| Pierce Manufacturing                   | MANUFACTURER – Fire Trucks/Ambulances                         | \$1.2 million         | 140        | 400,000 sf        |
| Accuform Signs, Inc.                   | MANUFACTURER – Industrial identification products             | \$1 million           |            | 10,000 sf         |
| Design Services, Inc.                  | MANUFACTURER – Templates for remodeling                       | \$1 million           |            | 10,000 sf         |
| VLOC                                   | MANUFACTURER – Laser components                               | \$1 million           | 12         | 1,020 sf          |
| <b>Outback Essentials</b>              | <b>MANUFACTURER – Composite counter tops/metal structures</b> | <b>\$1 million</b>    | <b>36</b>  | <b>24,000 sf</b>  |
| <b>Corsicana</b>                       | <b>MANUFACTURER – Mattresses</b>                              | <b>\$1 million</b>    | <b>60</b>  | <b>40,000 sf</b>  |
| Hile's Specialty Curtains, Inc.        | MANUFACTURER – Blinds, draperies & curtains                   | \$915,000             | 20         | 9,500 sf          |
| Purel, LLC.                            | MANUFACTURER – R&D; plastic resins                            | \$900,000             | 15         | 20,000 sf         |
| GT Covers                              | MANUFACTURER – Auto seat covers                               | \$400,000             | 30         | 6,720 sf          |
| All Craft Marine, LLC                  | MANUFACTURER – Fiberglass boats                               | \$300,000             | 25         |                   |
| Advanced Biotechnologies               | MANUFACTURER – Biopharmaceuticals                             | \$160,000             | 32         | 5,000 sf          |
| Aeronautical Systems Engineering       | MANUFACTURER – Flight simulators                              | \$100,000             | 10         | 1,680 sf          |
| Talon Industries, Inc.                 | MANUFACTURER – Can ink manufacturer                           | \$100,000             | 13         | 14,400 sf         |
| <b>Rockford-Etco Procuier</b>          | <b>MANUFACTURER – Niche machine tool</b>                      | <b>\$75,000</b>       | <b>10</b>  | <b>30,000 sf</b>  |
| Intrepid                               | MANUFACTURER – Aerospace components                           |                       | 15         | 15,000 sf         |
| Green World Path                       | MANUFACTURER – R&D; organic fertilizers                       |                       | 10         | 17,000 sf         |
| Living Water                           | MANUFACTURER – Bottled water                                  |                       | 30         | 20,000 sf         |
| MicroMatic                             | MANUFACTURER – Beverage dispensing equipment                  |                       | 20         | 50,000 sf         |
| Seating Constructors                   | MANUFACTURER – Bleachers/seating                              |                       | 20         | 15,000 sf         |
| Composite Motors                       | MANUFACTURER – Electronic motors                              |                       | 90         | 11,500 sf         |
| Cott Corporation                       | MANUFACTURER – US HQ; non-alcoholic beverages                 |                       | 150        | 60,000 sf         |
| Work Tools International               | MANUFACTURER – Manufacturing- specialty paint applicators     |                       | 10         | 43,600 sf         |
| Coca-Cola Main Street                  | MANUFACTURER – Orange juice                                   |                       | 40         |                   |
| Gyrocams Systems                       | MANUFACTURER – Camera systems                                 |                       | 30         | 25,000 sf         |