

Survey Results

Why is your manufacturing plant located in Florida?

Business Started Here

- Original founders lived in Florida.
- I grew up here and don't wish to live elsewhere.
- Been here for 58 years and the cost to move is extreme.
- Business from which this was purchased was located here.

Proximity to Customers

- Strong consumer products market.
- A large percentage of our customer base is here.
- Located close to the customer base.
- Proximity to targeted customers.

Labor

- Low labor costs.
- Direct labor pool is good and pay scale allows competitive labor costs.
- At time of startup the knowledgeable workforce for our type of manufacturing was located in Venice.
- Good supply of professional labor.

Business Climate

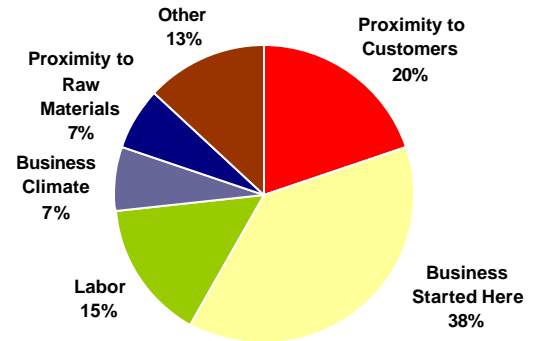
- Economic environment is good for small manufacturers.
- Incentives had a lot to do with site selection.
- Business environment is a positive one, particularly regarding costs of doing business.

Proximity to Raw Materials

- Proximity to phosphate ore body.
- Low cost fiber.
- Raw material resources.

Other

- Majority stockholder lives in area.
- Climate and quality of life.
- Corporation established a branch presence in Florida many years ago.
- Availability of water.



What do you like most about doing business in Florida?

Business Climate

- Friendly business climate for business and manufacturing.
- Existing manufacturing tax incentives.
- Proactive government at all levels within the state.
- Reasonable cost of doing business.

Quality of Life

- Weather.
- I get to live in paradise.
- Natural beauty of the state.
- Cultural and entertainment centers.

Labor

- Quality employees.
- Reasonable wages.
- Availability of workforce.
- Stable labor force.

Taxes

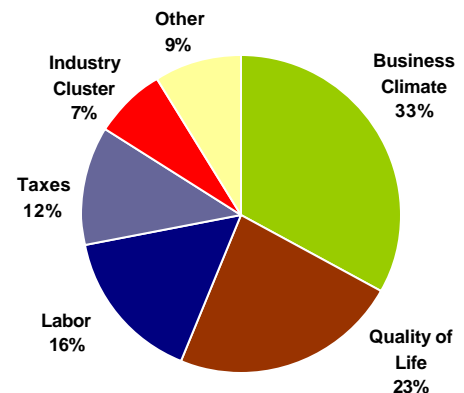
- No state personal income tax.
- Low overhead structure due to tax rate.

Industry Cluster

- Potential growth of synergistic support industries.
- Extensive business opportunities.
- Sufficient supplier and vendor base.
- Significant customer base in Florida.

Other

- Diverse culture.
- Relative low risk of weather-related business interruptions.
- Room for expansion.



List three issues of concern, in order of importance, that relate to the business climate in Florida and/or your community.

Insurance

- Workers compensation
- Health
- Property
- Tort reform

State & Local

- State and local support lacking.
- Increased regulation.
- Need more value add companies in manufacturing sector.
- Permitting delays.

Visibility

- Negative Florida perception to customers.
- Vilification of the manufacturing industry.
- No support or interest from legislators.

Workforce

- Workforce development.
- Availability of manufacturing labor.
- Concern with staffing to support growth (university graduate retention).
- K-12 education.

Taxes & Incentives

- Lack of incentives.
- Sales and property tax on equipment.
- Protecting existing sales tax exemptions.
- Sales tax on R&D equipment.

General Business Costs

- Electricity reliability and cost.
- Growing business and living costs.
- Rising property values in Florida / high land costs.

Other

- Trend to move manufacturing offshore.

