

# Manufacturing

Producing innovation and  
assembling solutions in  
the perfect business climate



BUSINESS DEVELOPMENT BOARD



**PALM BEACH  
COUNTY'S**

Economic  
Development  
Resource

# In Palm Beach County WE MANUFACTURE INNOVATION AND SUCCESS

Quality of life and an inviting lifestyle are hallmarks of Palm Beach County – but we are also home to a diverse manufacturing industry cluster that produces everything from sophisticated aviation and marine components, to biomedical devices and pharmaceuticals, IT hardware and software, food and beverages, and much more. Palm Beach County is the gateway to delivering your goods and services to the world – from a wonderful place to call home.

Thanks in part to our pro-business policies, strong workforce, and trade infrastructure, Florida ranks among the nation's top 10 states for manufacturing. There are over 20,900 manufacturing jobs in Palm Beach County with average earnings of \$76,179. In total, Florida is home to over 19,000 manufacturers employing more than 331,000 workers.

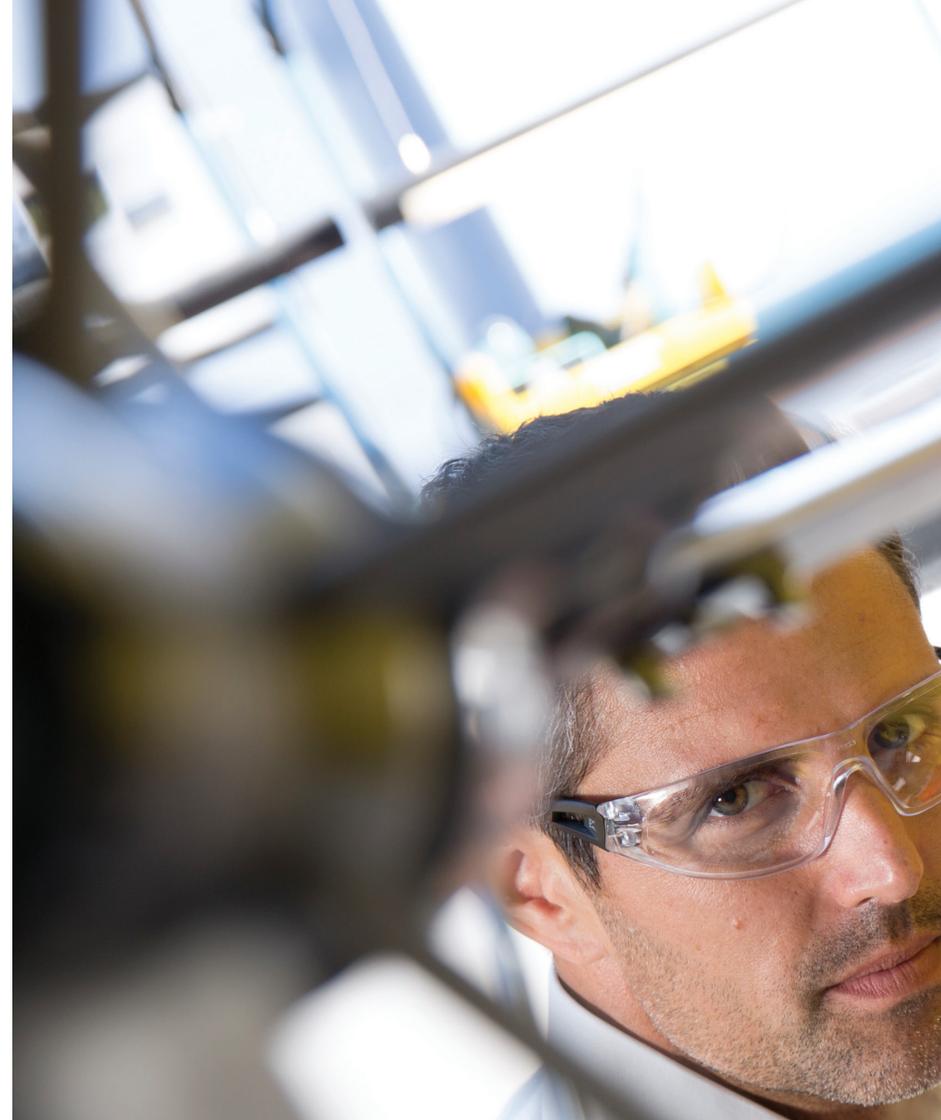
The Florida Legislature passed a sales tax exemption law for manufacturers purchasing machinery and equipment. In fact, Florida can rightly call itself an economic super-state: home to 20+ million residents and home-away-from-home for 100+ million annual visitors. And whether your manufacturing business services Florida's large market, the U.S., Latin America, or the globe, we can help you get your goods anywhere while collaborating with you on the search for new growth opportunities.

## Florida Offers Sales and Use Tax Exemptions On:

- Machinery and equipment used by a new or expanding Florida business to manufacture, produce, or process tangible personal property for sale
- Labor, parts, and materials used in repair of and incorporated into machinery and equipment
- Electricity used in the manufacturing process
- Certain boiler fuels (including natural gas) used in the manufacturing process
- Semiconductor, defense, and space technology based industry transactions involving manufacturing equipment
- Machinery and equipment used predominantly in research and development
- Labor component of research and development expenditures
- Commercial space activity – launch vehicles, payloads, and fuel, machinery, and equipment for production of items used exclusively at Spaceport Florida
- Aircraft parts, modification, maintenance and repair, sale or lease of qualified aircraft

## Infrastructure. It's All Here.

The state of Florida can boast one of the most extensive multi-modal transportation systems in the world — if you can make it or grow it, we can move it anywhere around the globe. In fact, the only thing easier than moving your manufacturing business to Palm Beach County is moving what you manufacture to the places it needs to go.



## Palm Beach County is home to many manufacturing companies including:

Aerojet Rocketdyne  
Aerospace Technologies Group, Inc.  
Bee Access Products  
GeoGlobal Partners  
Glades Sugar House  
Halo Technologies  
Hoffman's Chocolates  
KRS Global Biotechnology  
Locus Traxx  
Lumitec  
Okeelanta Corp.

Pratt & Whitney, a United Technologies Company  
Quantachrome Instruments  
Sancilio & Company  
Sikorsky, a Lockheed Martin Company  
Solartech Universal  
Sugar Cane Growers Co-Op of Florida  
SV Microwave  
Tellus Products  
Transdermal Delivery Solutions  
Wafer World, Inc.

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SolarTech Universal, Riviera Beach

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**TRANSPORTATION:** Palm Beach County has a state-of-the-art transportation and logistics system that includes I-95, Florida's Turnpike, commercial and private airports, and the Port of Palm Beach, with easy access to two major railways, FEC and CSX. In addition, Tri-Rail and Palm Tran are commuter-friendly transportation systems. Tri-Rail is the award-winning passenger rail system of the South Florida Regional Transportation Authority, with service from Miami to Fort Lauderdale and the Palm Beaches. Brightline, our new express train, launched service between Miami and West Palm Beach in 2018, with service from Miami to Orlando following.

**PALM BEACH INTERNATIONAL AIRPORT (PBIA):** Palm Beach International Airport, centrally located in West Palm Beach and easily accessible from I-95, was recently voted third-best airport in the U.S. and sixth-best in the world by the readers of *Condé Nast Traveler*. PBIA's services include a U.S. Customs and Immigration Port of Entry that is capable of processing 300 passengers per hour and handling aircraft up to the size of B747-400, private aircraft maintenance, air cargo, and international air. Twelve airlines currently offer nearly 160 daily scheduled flights from PBIA to destinations throughout the continental U.S., Puerto Rico, and direct international flights to the Bahamas and Canada. On average, about six million people a year pass through PBIA. Commercial airlines, including commuter aircraft, fly in and out of the airport about 57,000 times a year. General aviation, freight, and other flights average nearly 86,000 a year. [www.pbias.org](http://www.pbias.org)

**PORT OF PALM BEACH:** The Port of Palm Beach is the fourth-busiest container port in Florida and one of the top 20 busiest ports in the United States. The approximately 160-acre port is a full-service, diversified landlord port that provides services through its private-sector partners and is responsible for

## Top 5 Reasons to Manufacture in Palm Beach County:

1. Broad network of higher education, vocational education, and customized training programs.
2. Targeted industry incentives including sales and use tax exemptions, and tax credits and refunds for capital investment, R&D, and job creation.
3. Nationally recognized export assistance programs, robust financial and professional services industry, and strong logistics and distribution network.
4. Particular expertise in advanced materials, aerospace, biomedical, IT, defense, marine, and green technologies.
5. Unmatched access to Latin America and Caribbean markets via the Port of Palm Beach and Palm Beach International Airport. Consistently counted as one of the business-friendliest states, Florida is committed to keeping regulatory requirements reasonable and business taxes low.



## Florida Has:

- NO** corporate income tax on limited partnerships
- NO** corporate income tax on sub chapter S-corporations
- NO** state personal income tax (guaranteed by constitutional provision)
- NO** corporate franchise tax on capital stock
- NO** state-level property tax assessed
- NO** property tax on business inventories
- NO** property tax on goods-in-transit for up to 180 days
- NO** sales and use tax on goods manufactured or produced in Florida for export outside the state
- NO** sales tax on purchases of raw materials incorporated in a final product for resale, including non-reusable containers or packaging
- NO** sales/use tax on co-generation of electricity
- NO** sales tax on purchases of manufacturing equipment

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facilitating economic development within Palm Beach County and the State of Florida. The Port of Palm Beach is estimated to generate approximately 2,400 jobs in its community. It has three slips, 17 berths, and four roll-on/roll-off ramps for 6,500 linear feet of berthing space. The Port is an important distribution center for commodities shipped all over the world, particularly throughout the Caribbean Basin. The Port of Palm Beach is the only port in South Florida with on-dock rail capabilities. The Port also accommodates day, coastal, multi-day, and port-of-call cruises. Additionally, the Port has provided a Foreign Trade Zone to the region since 1987. [www.portofpalmbeach.com](http://www.portofpalmbeach.com)

## Workforce Development, Education, and Training

Success in the manufacturing industry is deeply tied to the quality, skill, and dedication of its workforce. With a talent pool exceeding 330,000, and training schools, certificate academies, community colleges, and universities, we have a qualified and ready workforce today, and tomorrow's workforce is already in training.

Palm Beach County attracts an abundance of skilled personnel drawn to our exceptionally diverse and appealing quality of life. Our workforce is industrious, committed, and tireless. A key element in enhancing worker development is utilizing business and community partners to ensure skilled and reliable employees are ready for Palm Beach County companies. The Business Development Board works closely with our local workforce board, CareerSource Palm Beach County, the School District of Palm Beach County, and our private schools, colleges, and universities to ensure that successful job preparation is available. Florida is one of only a few right-to-work states, as stipulated in the state's constitution.

## FLORIDAFLEX

- Eligible projects are companies relocating to, or expanding in, Florida that produce exportable goods or services, create new jobs, and employ workers requiring customized entry level skills training



Port of Palm Beach, Riviera Beach

## Who We Are

The Business Development Board of Palm Beach County is the official public/private economic development organization for Palm Beach County, and Palm Beach County partner of Enterprise Florida. Founded in 1982 as a not-for-profit corporation, our primary purpose is to attract and retain a spectrum of new industry, business investment, high-quality jobs, and workforce development through corporate relocations, expansions, and international trade, stimulating economic energy, promoting business diversity, and enriching the County's vitality. The Business Development Board is essentially your one-stop resource for information on relocating your business to or expanding in Palm Beach County.

### The BDB offers free and confidential services, including:

- Confidential project management assistance
- Site inventory on available industrial buildings, land, and office space
- Site tours conducted by our relocation and expansion staff
- Information on grants, financial assistance, and financial incentives available through the State of Florida, Palm Beach County, and local municipalities
- Introductions to CareerSource Palm Beach County's employee-training programs
- Tours of public and private educational institutions
- Introductions to government and business leaders
- Provide information on available housing and cost-of-living data
- Information on government zoning and permitting
- Local buyer and supplier information
- Demographics and labor market information
- Available services and rates for utilities, communications, and transportation
- Overview of Palm Beach County's lifestyle, including recreational and cultural amenities for relocating families

During the past five years, the BDB assisted relocation and expansion projects that helped create and retain more than 13,382 direct jobs with average salaries greater than \$69,923, resulting in more than \$668 million in capital investment to Palm Beach County and an overall economic impact exceeding \$7.33 billion.

Additional information can be found at the BDB's website, [www.BDB.org](http://www.BDB.org).



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## Statewide, Florida offers an extensive, multimodal transportation system to get things moving . . .

- 20 Commercial service airports
- 15 Deepwater seaports
- 3,000 Miles of freight rail tracks
- 122,000+ Miles of highway
- 2 Spaceports

- Training services are provided through Florida’s community colleges, school districts, area vocational-technical centers, state universities and, when approved, licensed and certified post-secondary private institutions; training limited to 24 months or less
- Program instructors are full- or part-time educators, or professional trainers from the business
- Trainee selection is the business’s responsibility
- New positions are expected to be high-quality jobs paying at least 125% of county or state wages, whichever is lower

## INCUMBENT WORKER TRAINING GRANT

- Business must have at least one full-time employee, be in operation for a minimum of one year prior to application date, and require training for existing employees
- Business must demonstrate financial viability and be current on all state tax obligations
- Training services provided through Florida’s community colleges, school districts, area vocational-technical centers, state universities, licensed and certified post-secondary private institutions, and subject matter experts, consultants, or trainers from the business
- Training conducted at business’s own facility, at training provider’s facility, or a combination of sites
- Business must provide a matching contribution to the training project

## CAREERSOURCE PALM BEACH COUNTY

CareerSource Palm Beach County is a private, non-profit organization providing a crucial link between businesses searching for qualified employees and local residents in need of career-advancing employment. Working closely with representatives from business, government, education, and community agencies, CareerSource Palm Beach County successfully balances the needs of both employers and potential workers. CareerSource Palm Beach County helps ensure Palm Beach County’s ability to compete in all economic markets. It provides valuable services for employers including recruitment, assessments/referrals of qualified candidates, facilities for accepting applications, screening and interviewing candidates, and grant applications for training new or existing employees. [www.careersourcepbc.com](http://www.careersourcepbc.com)

## Palm Beach County K-12 School District and Private Schools:

School District of Palm Beach County (SDPBC) is the eleventh-largest in the nation and the fifth-largest in the State of Florida with 185 schools, serving more than 183,000 students who speak 150 languages and dialects. As the largest employer in Palm Beach County, the school district has nearly 21,000 employees, including more than 12,000 teachers.

## WHAT’S GREAT ABOUT SDPBC SCHOOLS...

- The School District of Palm Beach County is one of the most highly regarded urban school districts in the nation, earning another “A” rating with the highest number of District-operated “A” schools compared with other large urban school districts.
- Three Palm Beach County public high schools ranked in the Top 100 nationwide on a list released by *The Washington Post* of the nation’s most challenging high schools: Suncoast High School, Boca Raton



- Community High School, and Alexander W. Dreyfoos School of the Arts. Suncoast is most consistently renowned with its four ultra-rigorous programs in Computer Science, International Baccalaureate, Innovative Interactive Technology, and Math/Science/Engineering
- The School District of Palm Beach County had 44 high schools on *Newsweek’s* Best High Schools in America for 2018
- *Education Week* recognized the District as having the eighth-highest graduation rate in the nation
- Fully accredited by AdvancED, the world’s largest education community using International Standards and it is the third-largest School District in the world to receive this distinction
- Palm Beach schools offer 279 award-winning Choice Programs and Career Academies
- Schools offer instruction in several languages including Chinese, French, Italian, Latin, Spanish, and American Sign Language [www.palmbeachschools.org](http://www.palmbeachschools.org)

Palm Beach County is also home to many well-respected private schools and faith-based schools of various denominations. These schools offer an array of educational opportunities for parents and students. They include alternative schools, schools with religious affiliation, academic academies, prep schools, independent schools, music- and art-oriented academies, Montessori education, and many others. [www.pbcedu.org](http://www.pbcedu.org)

## Colleges, Universities, and Technical Schools:

Recognizing that the key to a strong labor force lies in education and training, Palm Beach County is well-equipped to handle the ever-changing needs of contemporary students, anchored by . . .

- Florida Atlantic University
- Nova Southeastern University
- Keiser University
- Palm Beach Atlantic University
- Lynn University
- Palm Beach State College

Our local post-secondary educational opportunities are varied and reflect the growing high-tech and innovative programs needed at local companies.

# Launch Relocate Expand Develop

In The Perfect Business Climate

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