



- [Current Issue](#)
- [Past Issues](#)
- [Calendar](#)
- [Our Sponsors](#)

SEPTEMBER 2009 EDITION

THIS MONTH...

Cut Costs, No New Taxes

FCMA, the only business organization to take an active stance on the city budget situation, is taking a leadership role in the Jacksonville business community by urging the mayor not to raise taxes. FCMA's belief is that this administration needs to utilize best practices as well as develop a better management process before putting an additional financial burden on Duval citizens, especially during this tough economic time.

At a special meeting on Friday, August 7, 2009, the FCMA Board of Directors, with input from our Government Relations Committee, approved a motion to actively engage in the City of Jacksonville's 2009-2010 Budget. The motion contains a list of cost-cutting recommendations which were sent to Mayor John Peyton and City Council Finance Committee Chairman Stephen Joost in order to avoid property tax increases in Duval County. This includes offering specific recommendations to reduce costs and public presentations in support of reducing expenses to balance the budget.

Presentations of FCMA's position were made at the City Council President Richard Clark's Town Hall meeting at FCCJ Wilson Center on August 10, as well as, to President Clark at the Government Relations Committee meeting on August 12. Currently, we are scheduling appointments to meet with each individual member of the City Council, the City Council Finance Committee, and the Mayor Peyton to present our position and discuss our recommendations.

The FCMA budget recommendations are as follows...

1. Review Activities/Goals/Mission/Processes of Departments

A. 2009-2010:

- (1) Eliminate duplicative positions and departments.
- (2) Consider privatizing certain departmental operations.
- (3) Combining departments with similar activities.
- (4) Consider deferral of capital improvements.

B. 2010 and Beyond:

- (1) Establish a joint committee of Mayor and Council
- (2) Mayor should appoint a taskforce to evaluate government processes.
- (3) Establish a Budgetary Review Commission.

2. Budget Process and Allocation of Overhead

A. 2009-2010:

- (1) Focus attention on the major items in the budget.
- (2) No department should be exempt modification in pay and benefits.
- (3) Direct attention to the allocation of G&A.

B. 2010 and Beyond:

- (1) See recommendations in 1, B (above).



Mike Templeton
 Director, Manufacturing &
 Jacksonville Plant Manager
 LyondellBassell Industries

(2) Review recommendations in the JCCI report on City Finances.

3. Employees, Salaries and Benefits

A. 2009-2010:

- (1) Implement an across the board payroll reduction.
- (2) Consider a mandatory 2-5% reduction in actual headcount.

B. 2010 and Beyond:

- (1) Conduct an annual salary and benefit schedule.
- (2) Restructure all the pension plans to a Defined Contribution Program.
- (3) Don't allow retirees to maintain accounts guaranteed return pension plan.
- (4) Flatten the organizational structure.
- (5) Focus on the processes as opposed to the manpower level.

4. Outsourcing, Land Use, Miscellaneous

A. 2009-2010: Consider outsourcing or privatizing of specific departments (Other recommendations have been outlined in 1 A, 2 A, and 3 A).

B. 2010 and Beyond:

- (1) No capital improvement implemented without allocation for ongoing maintenance and operation.
- (2) Consider use of private facilities for governmental operations.

Visit our [blog](#) for more about FCMA's position on the budget and feel free to leave comments.

THIS MONTH...

FCMA Gives Endorsements in Special Election Races

The Board of Directors has endorsed **John Thrasher** for Florida Senate, District 8, and **John Meserve** for Jacksonville City Council, District 13.

Under the direction of Blair Wygle, chairman of government relations committee, the committee conducted interviews and candidate research. The result showed that Thrasher and Meserve represent the best choices for public service.

“John Thrasher can bring the leadership and experience we sorely need in Northeast Florida, with the passing of Jim King and the term limits facing our current delegation,” said Ron Avery, FCMA TriChairman. “John has served in many political capacities in county and state government, including past Speaker of the House. We need him back in the legislature representing Northeast Florida.

“John Meserve has a similar background in government on a municipal level,” Avery added. “Right now the city is going through a very tough time with budget issues. John has served four terms as Mayor of Atlantic Beach and is CEO of Fleet Landing retirement community, giving him, not only government experience but business experience as well.”

NEW MEMBERS

Welcome to...

Ameris Bank

Contact:Michelle McCorvey, City President

Phone: 904-996-1184

4835 Town Center Blvd

Jacksonville, FL 32246

Ameris Bank provides its business and individual customers with a full range of services - including free checking, Internet Banking, Mortgage Banking, IRAs, CDs and more.

Sponsor: Colonel Charles Dixon, True House, Inc.

Danis Construction LLC

Contact:Kyle Kovacs, Project Manager

Phone: 904-724-6045

10748 Deerwood Park, S., Suite 175

Jacksonville, FL 32256

Danis serves Ohio, Indiana, Kentucky and Florida, specializing in public and private building and industrial projects.

Sponsor: FCMA**The Jacksonville Bank****Contact:** Joseph Scott, SVP, Commercial Banking**Phone:** 904-562-1214

100 North Laura Street

Jacksonville, FL 32202

The Jacksonville Bank has a positive and meaningful impact on the lives of our employees, customers and shareholders, as well as on the communities we serve.

Sponsor: FCMA**North Florida Shipyards****Contact:** Robert Wilson, Vice-President & CFO**Phone:** (904)302-5480

2060 East Adams Street

Jacksonville, FL 32206

North Florida Shipyards, Inc. is a privately owned, small business company that operates ship repair and conversion facilities in Mayport and Jacksonville, Florida.

Sponsor: FCMA**Port City Promotions****Contact:** Susan Todaro, President**Phone:** (904)731-9229

8638 Phillips Highway, Suite 8

Jacksonville, FL 32256

Port City is a preferred Distributor for many Promotional Products. They work within a network of thousands of manufacturers to offer approximately 1 million different products.

Sponsor: FCMA**Trident Supply Company****Contact:** Don Presley, Vice President/General Manager**Phone:** (904)781-6082

1180 Lane Avenue North

Jacksonville, FL 32254

Trident's primary focus is to take care of the hose assemblies for the marine industry. They can identify any hydraulic hose or fitting need and come up with a solution.

Sponsor: FCMA**UPCOMING EVENTS****Procurement/Sales Seminar****Sell Your Services to Major Manufacturers****Atlantic Marine, CSX, Gerdau Ameristeel, and Vistakon want to do business with local companies**

On **September 11th**, FCMA is hosting a workshop/luncheon to give FCMA members the opportunity to network one-on-one with purchasing directors of four of Jacksonville's largest manufacturers. The seminar is limited to 100 people. There will also be an opportunity to play golf with the key manufacturers' representatives.

[Click here](#) for more information

2009 Crane Awards

Outstanding Employee Award Banquet

UNF University Center, Jacksonville, Florida

September 18, 2009 6:30 PM - 9:00 PM

[Click here](#) for more information about the Crane Awards or contact [Maria Corby](#) at the FCMA office.

Members Only Networking Event

Our Members Only Networking Event for September will be held at the Ivy Ultra Bar located at 113 East Bay Street. It will be on September 24th from 5:00pm to 7:00pm, entry will cost \$5 and all money collected will be put into a special drawing.

Corporate sponsorships are still available for this event. Sponsorships cost only \$400 plus a door prize to raffle. If you are interested in sponsoring this event, please contact [Maria Corby](#) at the FCMA office.

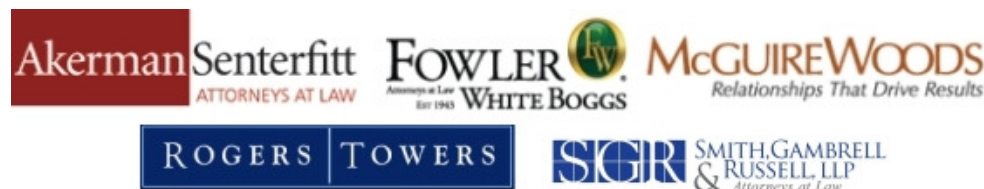
Fair Pay Act Workshop

FCMA's September Workforce Development workshop will be held on September 30th at Golder & Associates. The topic will be the Fair Pay Act and strategies for dealing with wage claims. [Click here](#) for more information.

2009 Wage & Benefit Survey

The 2009 Wage & Benefit Survey has been released Member companies can receive a copy of the survey for only \$75. To order your copy or for more information call the FCMA office or e-mail [Sherri Mitchell](#).

Many thanks to our survey sponsors!



Jacksonville Business Journals Ultimate CFO Awards

The award program provides a forum to publicly recognize outstanding CFO's whose accomplishments often take place behind the scenes with limited public fanfare. Nominations are open through the end of August with a panel of judges selected by the Jacksonville Business Journal determining recipients in September followed by an awards luncheon on October 15, 2009 as well as public recognition in the Jacksonville Business Journal. FCMA member **Tatum LLC** is a sponsor of the award program. [Click here](#) for more information.

2009 Manufacturing Summit

The Manufacturers Association of Florida's Annual Summit for manufacturers and associated businesses will be held on November 5-6, 2009 at the Hyatt Orlando Airport Hotel, Orlando. The theme this year is "Manufacturing Today and Tomorrow." Plant tours to Lockheed Martin and Mitsubishi Power Systems will be included. [Click here](#) for more information.

FREE LUNCH from the EHS Committee

Attention Associate Members of the EHS Committee! You will receive your lunch for free and your Manufacturing member guest's lunch, when you bring an FCMA Manufacturer who has not previously attended an EHS Committee meeting or has not attended within the past year. In addition, your name will go into a drawing for a door prize for all Associates helping to increase manufacturing's participation. For a schedule of EHS Committee Meetings, click [here](#).

OUR NEXT GENERAL MEETING

September General Meeting Canceled

Due to the recent tragic accident at United States Gypsum Company, the General Meeting scheduled there for Monday, September 28, has been canceled. We at FCMA offer our deepest sympathies to all those affected and ask that you keep the families and co-workers of USG in your thoughts and prayers during this difficult time.

GENERAL MEETING

[Florida Machine Works](#) hosted FCMA's General Meeting on August 31st. Florida Machine is a complete machine development and fabrication facility. This facility is outfitted with the latest metalworking equipment including computer controlled sawing, bending and machining apparatus along with laser beam cutting equipment. We had a great turnout at the meeting with numerous first time visitors. A special thank you to Joe Waryold of Maxwell House for speaking to the group about Maxwell House, one of FCMA's founders, for our "Founders Spotlight" in celebration of our 20th anniversary.

Following are a few photos from the event...



SPECIAL EVENT

CAP Back 2 School Project

As soon as ChemCamp was over the CAP got onto their next project; this was the 2nd year the North Jax CAP put together a Back 2 School Project for NorthShore K-8, Ramona Elementary, Picket Elementary, Brentwood Elementary. They purchased over 400 backpacks targeting 4th graders. A \$6000 budget allowed them to purchase pencils, papers, folders, rulers, erasers, composition books, just to name a few of the items and a special thank you to FCMA member Pilot Pen who again donated over 2500 pens. IFF, LyondellBasell, Reichhold, and CSX are the companies that make up the North Jacksonville CAP – Job Well Done!



PROFESSIONAL PROGRESS

Community Project

The Professional Progress class of 2009 completed their community project in August at the Clara White Mission. The class now is in the homestretch and will wrap up in September.



MEMBERS IN THE NEWS

Auld & White... The long-awaited new Animal Care & Control shelter officially opened on Aug. 8, due in large part to the exemplary skills and strong customer commitment of Auld & White Constructors. Auld & White completed work on the new facility in June, bringing the project in on time and on budget. FCMA member **Summit Electrical Contractors** was the electrical contractor on this project.

CB Richard Ellis... was spotlighted in the Jacksonville Business Journal's Diversity issue and named the most diverse professional service provider. CBRE focuses on helping small and minority businesses get contracts with both the public and private sectors. [Click here](#) to read the article.

Dixon Hughes... hired Bill Laird to head its Jacksonville office. Laird has 10 years' industry experience and has earned both the Certified Financial Planner certification and the Chartered Financial Analyst designation.

Fleet Readiness Center Southeast... welcomed a new Executive Officer, Captain Robert "Rob" Caldwell. In 2006, Rob was assigned as the FRCSE Production Officer. In 2008, he became the Production Officer on the staff of Commander, Fleet Readiness Centers at NAS Patuxent River, Md.

Raven Transport Company... was spotlighted in the Jacksonville Business Journal's Diversity issue and named the number one minority-owned business. Raven's owner and CEO, Randolph Lee, is a black entrepreneur who is building his company's reputation as a steady, consistent performer when the chips are down. [Click here](#) to read the article.

Rogers Towers... hired Lorie L. Chism as a member of its business and tax department. Chism earned a law degree from Florida Coastal School of Law.

Shaw's Southern Belle's... ready to cook Wild Caught Pacific Salmon Burger was featured once again on QVC on August 27. If you missed the show tomorrow, it will be on again September 4th at 1 pm and on Labor Day – time yet to be announced.

Wachovia... was spotlighted in the Jacksonville Business Journal's Diversity issue and named the most diverse financial adviser. Wachovia has long been committed to helping minority-owned businesses grow. [Click here](#) to read the article.

W.W. Gay Mechanical Contractors... founder William W. "Bill" Gay was spotlighted as an Individual Mentor in the Jacksonville Business Journal's Diversity issue. Gay discusses his pride for his company and the people who have worked for him along the way. W.W. Gay was ranked number three on the list of minority-owned businesses. [Click here](#) to read the article.

Jacksonville Business Journal's Women of Influence... The following women from FCMA member companies were honored by being named to this list. These women are contributing to the success of their companies and Northeast Florida. Click on the name to read the entire article.

[Maria Coppola](#) of BroadBased Communications

[Susan Hughes](#) of JEA

[Cindy Stover](#) of Mercantile Bank
[Teresa Myers](#) of Myers-Seth Pump
[Allison Korman](#) of The Stellar Group
[Candace Moody](#) of WorkSource

Jacksonville Business Journal's Excellence in Construction Awards 2009... The following FCMA members were awarded:

Danis Construction
 Elkins Constructors
 Florida Rock/Vulcan Materials
 The Haskell Company

SUGGESTED READING

- [Global Economy Gains Steam](#) - "Manufacturing gains in the U.S., Europe and Asia added to evidence the global economy is improving at a faster pace than was widely anticipated a few months ago."
 - [A New Approach to Energy Management](#) - "The increasingly volatile nature of energy prices is prompting manufacturers to take a creative approach to understanding how prices are measured and optimized."
 - [Global output on the rebound](#) - "Global manufacturing is clearly on the rebound, with survey reports on Monday showing activity contracting at a significantly slower pace in the US and continental Europe, and UK industry back on a growth path."
 - [Manufacturing Output Is Poised to Rise](#) - "Job losses in U.S. manufacturing eased last month, as auto plants laid off fewer workers than normal for this time of year. Other industries began tentatively rebuilding inventories that were sharply depleted when companies slashed output in the face of a deep recession."
 - [Jacksonville port to expand with private investment](#) - "With the international trade slump not expected to recede until next year, the Jacksonville Port Authority will be doing more maintaining than expanding in the coming year."
 - [The 2009 World's 1000 Largest Manufacturers: Kings Retain Thrones](#) - "Even with the worldwide economy tanking toward the end of last year, consumers bought enough cars and gas for their tanks to keep the oil and auto industries at the top of the IW 1000."
 - [Procurement Outsourcing in Manufacturing](#) - "Large manufacturers helped lead the procurement outsourcing (PO) market to 30% growth in 2008, according to a recent study by Everest Research Institute. Manufacturing is the largest adopter of PO, accounting for nearly 70% of contracts signed."
 - [Moving Sourcing Closer to Home](#) - "The world may be flat for many manufacturers operating globally, but that doesn't mean they don't face a host of practical issues when setting up sourcing halfway around the world. Manufacturers often lack sufficient monitoring of suppliers, with resulting risks for product quality, intellectual property protection and corporate reputation."
 - [Manufacturing in U.S. Expands More Than Forecast](#) - "Factories in the U.S. expanded in August for the first time in 19 months, helping lead the economy out of the worst recession since the 1930s."

DID YOU KNOW?

Cost Control, Employee Retention Top Manufacturing Concerns

"Cost control is the top benefits objective for employers in the manufacturing industry, with 53% of manufacturing employers saying that cost control is very important to them. Cost control is followed very closely by employee retention, which 49% of manufacturing employers list as a very important benefits objective."

"Only 31% of manufacturing employees say they are satisfied with the benefits they receive through their employer. This could be because only 34% of manufacturing employees feel that their employer's benefits communications effectively educate them."

[Click here](#) to read the entire article.

JUST FOR LAUGHS



**Our 2010
Platinum Plus
Sponsors!**





Copyright © 2010 First Coast Manufacturers Association - All Rights Reserved

