



TeCMEN Times

Economic Development Council of
Okaloosa County

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Space Florida highlights current/future aerospace business opportunities

Exploring business opportunities in the space sector was the topic of the August TeCMEN as we welcomed Bernie McShea, Vice President of Business Development at Space Florida. Space Florida is the public-private partnership responsible for promoting and developing Florida's aerospace industry. It was created by the 2006 Florida Legislature to sustain Florida's position as the global space leader by serving as the single point of contact for all State aerospace activities. It is committed to attracting and expanding the next generation of space industry businesses. It is in a unique position to broaden the State's global leadership in the new space markets, backed with significant authorities and economic development powers. It can provide incentives to locate business in Florida with improved streamlined processes and regulatory environment.

Space Florida's operating structure and direction includes

integration of space economy in the areas of business development, spaceport operations, and focusing on education, research and development, and workforce. It also seeks to balance the emerging civil, commercial, and Department of Defense and military space markets.

Space Florida is also focusing on numerous market opportunities including the emergence of commercial space tourism; the entrance of new international governments; a continued demand for commercial satellite services with new technologies; entry of bio-med research; and opportunities for support companies across the industry. However, the opportunities are not without challenges. For example, while the United States leads other nations in the manufacture of satellites, it is narrowly edged out in the number of satellites launched by Russia. There is also increasing international competition from Russia, Australia, Ukraine, China, Mexico,

Brazil, India, Singapore, and Japan, plus national competition from California, Texas, Alabama, Colorado, Oklahoma, Virginia, New Mexico and Hawaii.

One initiative Space Florida has championed is the Commercial Launch Zone. This project received \$14.5 million in state funds and a five-year license from the United States Air Force to provide medium and heavy lift with up to 1.5 million pounds of thrust. Space Florida is also seeking NASA opportunities such as the Space X Falcon 9 rocket and the Orbital Sciences Taurus II rocket and Defense Department opportunities for Operationally Responsive Space. This concept employs a three-tiered approach with Tier 1 (Employ It) providing on-demand with existing assets; Tier 2 (Launch/Deploy It) on-call with ready-to-field assets; and Tier 3 (Develop It) that provides delivery of new or modified capabilities. New Market opportu-

nities are also being explored, including the Space Tourism Rocketplane, X Cup 2007, and SPACEHAB plus exploring new space cargo carriers.

One final area of focus is the aerospace supply chain where a study of the I-4 corridor (22 counties) showed that of the 2,018 potential suppliers, few have critical certifications needed to compete for NASA and DoD business.

Space Florida is engaged in a complex and dynamic environment with a pragmatic approach providing infrastructure critical to deliver benefits. They are setting the stage to unleash and capture the future growth potential of the industry and posturing the State of Florida to be in a strong competitive position. They are in a superior position to support workforce and training needs in this sector and accelerate their customers' entry into the aerospace arena.

For additional information, go to www.spaceflorida.gov.

FGNW target industry occupational analysis brief on tap for September

Al Wenstrand, President of Florida's Great Northwest, will be our guest as he presents the results of their Target Industry Occupational Analysis report. It represents the first phase of workforce analysis, which evaluates the occupations based on each occupation's relevance to the target industries, rele-

vance to the objectives of the WIRED Northwest Florida Initiative, and regional employment demand.

Data includes a comparison of labor wage rates for selected occupations as well as employment growth projections in the region's target and supporting industries, which include Avia-

tion, Aerospace, Defense and National Security; Health Sciences and Human Performance Enhancement; Renewable Energy and the Environment; Transportation and Logistics; Information Technology; and Research and Engineering Services. Each identified occupation was evaluated by consider-

ing current employment density in NW Florida and the occupational growth rate.

So mark your calendars now to attend, Tuesday, September 9, 2008, 7:30 a.m. at the Northwest Florida State College/ University of West Florida Emerald Coast Campus in Fort Walton Beach.



**Economic Development
Council of Okaloosa County**

Reminders:

- The next TeCMEN meeting is Tuesday, September 9, 7:30 a.m., at the NFSC-UWF Emerald Coast Campus in Fort Walton Beach.
- The new TeCMEN website can now be accessed directly at www.tecmen.org. Members need to populate their company data soonest.
- The October meeting is scheduled for Tuesday, October 14. Speaker is TBD.
- The presentation from the August meeting is available on line. To view go to www.florida-edc.org/TeCMEN.htm.

Technology Coast Manufacturing & Engineering Network (TeCMEN) is comprised of EDC-member companies promoting growth and advancement within Okaloosa's technology-based business community through the association, collaboration, and contract-teaming of its manufacturing, engineering, technology and defense industry clusters. Using a collaborative concept, these companies join together to compete for and complete both defense-contracting and other substantial business opportunities that are too expansive for a single business to undertake.

TeCMEN member companies represent every major manufacturing and engineering discipline required to support requirements of both the military missions and the civilian community including:

- *Aerospace & Aviation*
- *Information Technology*
- *Micro-Electronics*
- *Biometric Technology*
- *Precision Machining & Metal Fabrication*

Assisting in the EDC's commitment are Okaloosa's learning institutions Northwest Florida State College, the University of West Florida, and the University of Florida Research & Engineering Education Facility.



For more information on TeCMEN, contact Jeff Fanto at jeff@florida-edc.org

Gaetz issues call to action; EDC to host Economic Focus Groups

The EDC invites you to participate in their upcoming Okaloosa County Economic Focus Group, September 2, 2008 at the NFSC/UWF Fort Walton Beach Campus, Administration Building 1, Room 126.

At the EDC's July Policy Board meeting, guest speaker, Senator Don Gaetz, discussed the economic and business disincentives that work against us to overcome the current eco-

nomie downturn. Pro-business and pro-growth leaders need to step up to the plate **NOW**. Sen. Gaetz challenged us to determine what government can do better, what government can do less—less intrusion, less bureaucracy, fewer obstacles to development, smoother and less timely permitting processes, duplicate inspections, paperwork, rules that choke growth, etc. What are the disincentives or barriers government puts on business? What costs has gov-

ernment imposed that can be eliminated?

To that end, you are invited you to participate in an economic focus group with others from your industry.

8 to 11 a.m.

- Real Estate, Development and Contractors
- Defense and Manufacturing
- Health Care
- Utilities

1 to 4 p.m.

- Tourism
- Finance, CPA and Legal
- Technology
- Education
- Other

If your schedule does not allow your participation but you have opinions or suggestions you would like to share, you may e-mail Larry Sassano (larrys@florida-edc.org) or Cindy Frakes (cfrakes@gnt.net) who will make sure your ideas are included in the industry focus group output. You can also call the EDC office at 850-651-7374. Please know your input is valuable and valued.

Coming events at the EDC

- "Vision of Progress" TV show for September features Dr. Judy Bense, Interim President of UWF and Dr. Jack Azzaretto, Vice Provost and Dean, UWF Emerald Coast.
- Mark your calendars — the next iTen Wired Summit will be on Oct 2, from 9:30 a.m. to 2 p.m. at the Andrews Institute in Gulf Breeze. More info and registration at www.itenwired.com/summit.