



OCALA EDC
MARION COUNTY
great for business. great for life.

COMPANIES IN OCALA

With business recruitment and retention as a key element in the Ocala/Marion County EDC's Strategic Plan, we are proud to showcase some of the companies that have chosen Ocala as a community that is great for business...great for life.

The Faces of Economic Development!



When most people hear the term Economic Development, their minds may go to thoughts of cold, impersonal business strategies and formulas. In Ocala/Marion County, residents are beginning to see faces behind the theories and lives impacted by the strategies.

*Pictured at left:
Steven, Melissa and Juan are joined by Lockheed
HR Manager Billy Hamilton and Director of Ocala
Operations Brian O'Connor.*

The primary mission of the Ocala/Marion County Economic Development Corporation (EDC) is to assist with quality job creation. Projects with public and private partnerships create the kind of jobs that launch successful careers and support families in our community. In November, the EDC worked with the State of Florida, and the Marion County Commission to assist with Lockheed Martin's \$11 million expansion. What is the economic impact on our community? The creation of 125 high-paying jobs over the next three years, many of those bringing our best and brightest young professionals back home.

Juan Cortes is less than six weeks into his new job. The Forest High graduate completed his management degree at Stetson University and sees returning to his hometown to work with Lockheed Martin as the perfect way to launch his career.

"Right after graduation, I moved to Gainesville thinking there would be more possibilities in a University town," said Juan. "Opportunities in finance, banking – or 'typical 9-5' jobs were there, but I wanted to do something more hands-on and interactive. I never thought about manufacturing as a career before, but it's proven to be very rewarding. I am interacting with engineers, engineering planning, production line management and workers to coordinate the proper materials at the right time to keep production running smoothly. It's a real benefit to grow and learn to communicate with people on all levels. It's also exciting to see end results and know that my work is a piece of a very large, global puzzle."

Steven Miller is one of those engineering planners that coordinates the overall strategy of production with Juan. Steven also graduated from Forest and earned his economics degree from Princeton University. After an adventure with minor league baseball in Idaho, Steven came home to a stimulating position with Lockheed.

"I had actually worked as an intern at Lockheed when I was still in college," shares Steven. "I started full time as an engineering planning associate in November of 2008. This organization is a perfect place to begin a career. The training and teamwork is outstanding." Steven serves as a master planner for projects at Lockheed and coordinates the logistics from engineering through final production.

Melissa Dean is the veteran of these three Faces of Economic Development, having worked at Lockheed since 2003. The Forest graduate earned her industrial engineering degree from the University of Florida and works with facility layout and workflow design. The current expansion is a challenging new project, which keeps the young professional growing in her career.

"This opportunity will strengthen my skills as I design new layouts and start fresh in some areas. As an industrial engineer, my focus is to make the workstations and traffic flow in a way that increases productivity and helps employees do their work more efficiently. I design areas that make sense for their jobs." Melissa's husband, JB, is also employed at Lockheed and the young couple just started their family with the addition of Samantha, their infant daughter.

Melissa admits she considered moving to a larger city to start her career, but now she's glad they stayed "home." "Ocala is such a wonderful place to get started," says Melissa. "The community seems to be very open to what we, as young professionals, want to see as the area grows. We can choose to get involved and play a significant role in forming the future of our hometown."

All three were complimentary of the way Lockheed Martin has invested in their careers. Melissa credits Brian O'Connor, Director of Ocala Operations, for spearheading the vision. "He has embraced the role of our operation as a training ground for young professionals. The best part is there are so many opportunities if we choose to grow with the company here, or in other areas of the country. Either way, the door is open, and we are prepared to walk through and ready to move up."

Company Testimonials

"I have been an investor in the EDC for many years, but it wasn't until I turned to Pete and his team to assist with our expansion project that I truly understood the organization's value. It is encouraging to see how the EDC is working diligently with the private and public sectors in our community to facilitate some very positive outcomes."

Doug Cone, President
Cone Distributing, Inc.

"It is so good to work directly with local community bank owners and community leaders - the real decision makers who really understand there is no bailout coming for their businesses or mine. It's old fashioned values, hard work and lots of prayer that breeds success; and it's for that reason we chose Marion County for our auto parts manufacturing expansion, as well as for the expansion of our new medical device manufacturing business - Global-Med Technologies Group (GTG). With a substantial stake in the company, Scorpion is the exclusive strategic manufacturing partner with GTG and is committed to its success."

Robert Stopanio, President
Scorpion Performance

Top 20 Private Sector Employers		
Company Name	Number of Employees	Business Type
Munroe Regional Medical Center	2,500	Healthcare
Wal-Mart (combined)	2,370	Retail Sales
Publix Supermarkets (combined)	1,404	Retail Sales
Ocala Regional Medical Center & West Marion Community Hospital	1,301	Healthcare
AT&T	1,000	Support Services
Emergency One, Inc.	850	Manufacturing
Lockheed Martin	676	Manufacturing
ClosetMaid	600	Manufacturing
Cheney Brothers, Inc.	507	Distribution
The Centers	440	Healthcare
Swift Transportation Company	435	Transportation
Hospice of Marion County, Inc.	418	Healthcare
Signature Brands, LLC	380	Manufacturing
Kmart Corporation	350	Distribution
Custom Window Systems, Inc.	254	Manufacturing/Distribution
Townley Manufacturing Company, Inc.	205	Manufacturing
SPX Dehydration and Air Filtration	202	Manufacturing
On Top of The World Communities, Inc.	200	Real Estate Developer
Elster AMCO Water, Inc.	188	Manufacturing
Cone Distributing, Inc.	180	Distribution

Source: Ocala/Marion County EDC

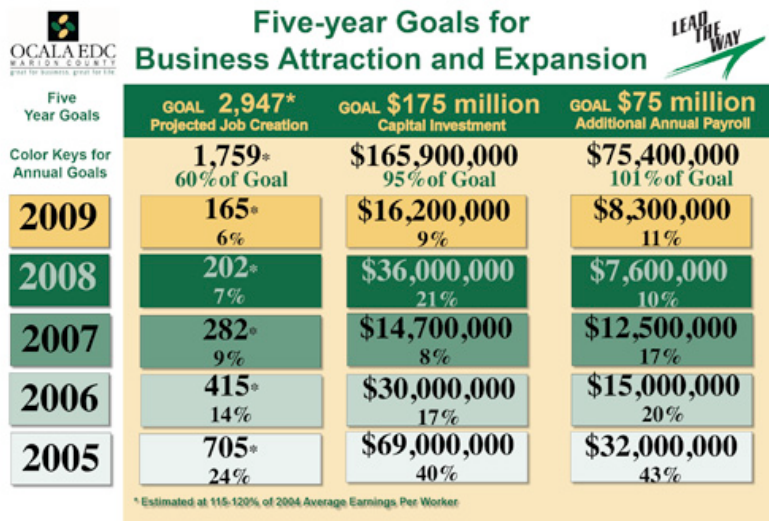
Major Government Employers		
Company Name	Sector	Number of Employees
Marion County Public Schools	Education	6,084
State of Florida (All Depts.)	Government	2,500*
US Government	Government	700*
Marion County Board of County Commissioners	Government	1,400
City of Ocala (All Depts.)	Government	979
Marion County Sheriff's Office	Government	885
Central Florida Community College	Education	411

Source: Ocala/Marion County EDC, *Florida's Agency for Workforce Innovation

Top Manufacturing and Distribution Employers		
Company Name	Number of Employees	Industry Type
Emergency One, Inc.	850	Manufacturing
Lockheed Martin	676	Manufacturing
ClosetMaid	600	Manufacturing
Cheney Brothers, Inc.	507	Distribution
Signature Brands, LLC	380	Manufacturing
Kmart Corporation	350	Distribution
Custom Window Systems, Inc.	254	Manufacturing/ Distribution
Townley Manufacturing Company, Inc.	205	Manufacturing
SPX Dehydration and Air Filtration	202	Manufacturing
Elster AMCO Water, Inc.	188	Manufacturing
Cone Distributing, Inc.	180	Manufacturing
Capris Furniture	160	Manufacturing
American Panel	150	Manufacturing/Distribution
Silver Springs Bottled Water	150	Manufacturing
Skyline Corporation (Combined)	150	Manufacturing
Southeast Milk, Inc.	150	Distribution
Ringpower, Inc.	137	Distribution
JR Plastics, Inc.	125	Manufacturing
Class 1, Inc.	123	Manufacturing
Sparr Building and Farm Supply	103	Distribution
Bernie Little Distributing, Inc.	100	Distribution
Star Banner Corporation	100	Manufacturing

Source: Ocala/Marion County EDC

Projects underway or completed from the onset of the Lead the Way Campaign from 2004 to date are generating more than **\$165 million** in capital investments, an additional **\$75 million** in new payroll, and creating **1,759** new jobs that meet the targeted 115%-120% of the 2004 average earnings per worker.



The Ocala/Marion County EDC is pleased to announce the following business expansion and relocation activity in our community. It is an honor for our team to assist these companies with job creation and economic growth that makes Ocala/Marion County great for business...great for life.

2008-2009 Fiscal Year

First Quarter

EDC Assisted Company	Activity Type	Projected Jobs	Targeted Jobs	Total Payroll	Square Footage Absorbed	Capital Investment
JRS Custom Fabrication, Inc.	Existing	30	30	\$1,233,440	78,000	\$4,194,000
Lockheed Martin	Existing	125	125	\$6,165,875	100,000	\$11,000,000
Quarterly Totals		155	155	\$7,339,315	178,000	\$15,194,000

Second Quarter

EDC Assisted Company	Activity Type	Projected Jobs	Targeted Jobs	Total Payroll	Square Footage Absorbed	Capital Investment
None	None	0	0	0	0	0
Quarterly Totals		0	0	0	0	0

Third Quarter

EDC Assisted Company	Activity Type	Projected Jobs	Targeted Jobs	Total Payroll	Square Footage Absorbed	Capital Investment
None	None	0	0	0	0	0
Quarterly Totals		0	0	0	0	0

Forth Quarter

EDC Assisted Company	Activity Type	Projected Jobs	Targeted Jobs	Total Payroll	Square Footage Absorbed	Capital Investment
Intellon	Existing	10	10	\$1,000,000	25,000	\$1,000,000
Quarterly Totals		10	10	\$1,000,000	25,000	\$1,000,000

2008-2009 Year-End Totals

	Projected Jobs	Targeted Jobs	Total Payroll	Square Footage Absorbed	Capital Investment
Year To Date Totals	165	165	\$8,339,315	203,000	\$16,194,000

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