



ENTERPRISE FLORIDA
PRESS KIT
FARNBOROUGH AIRSHOW – JULY 16-20, 2018

Thank you for your interest in Enterprise Florida, Inc. (EFI). Included in this press kit are the following items:

- Press Release – Enterprise Florida to Attend 2018 Farnborough International Airshow
- UK Foreign Direct Investment Florida Fact Sheet
- Aviation, Aerospace and Defense Companies in Florida Fact Sheet
- Why Florida? Boundless Reasons Fact Sheet
- Florida Pavilion Exhibitors Overview
- Florida Aviation and Aerospace Industry Cluster Map
- Enterprise Florida Aviation and Aerospace Industry Brief
- Enterprise Florida Recent Aviation and Aerospace Industry Press Releases
- Recent Florida Business News

[Enterprise Florida, Inc.](#) (EFI) is a partnership between Florida's businesses and government leaders and is the principal economic development organization for Florida. EFI facilitates job growth through recruitment and retention, international trade and exporting, promotion of sporting events, and capital funding programs to assist small and minority businesses. EFI launched "[FLORIDA | THE FUTURE IS HERE](#)" to promote the state as the nation's premier business destination.



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Release: Immediate

ENTERPRISE FLORIDA TO ATTEND 2018 FARNBOROUGH INTERNATIONAL AIRSHOW

ORLANDO, Florida (July 2, 2018) – Enterprise Florida, Inc. (EFI), the principal economic development organization for the State of Florida, will lead a delegation of 12 Florida-based aviation and aerospace businesses, partners and organizations to the 2018 [Farnborough International Airshow](#) from July 16-20.

The international business development and trade mission provides Florida with a unique opportunity to demonstrate its competitive advantages in the aviation, aerospace and defense sectors. Over two days of meetings, EFI leadership will talk with nearly 40 aviation and aerospace industry leaders about what makes Florida a leading business location.

“Events like the Farnborough Airshow allow us not only to help small and medium-sized Florida businesses expand their international footprint, but also to meet with leadership and decision-makers for some of the world’s leading aviation and aerospace companies.” said Tim Vanderhoof, senior vice president of business development for EFI. “The Florida Pavilion demonstrates the state’s leadership in the industry in a way no other state can match.”

In addition to the business development meetings, Enterprise Florida will host the [Florida Pavilion](#) located in Hall 3-190, showcasing 12 Florida-based aviation and aerospace companies and economic development partner organizations marketing their products and services to a top-level international audience. The pavilion allows small and mid-sized Florida companies to cost-effectively exhibit at the show.

The Florida companies and organizations exhibiting in the Florida Pavilion include:

- [Air Quality Aviation, Inc.](#) – Miami Lakes
- [Associated Aircraft Manufacturing & Sales, Inc.](#) – Fort Lauderdale
- [Bradenton Area Economic Development Corporation](#) - Bradenton
- [Charlotte County Economic Development Office](#) – Port Charlotte
- [Economic Development Commission of Florida’s Space Coast](#) – Rockledge
- [Embry-Riddle Aeronautical University](#) – Daytona Beach
- [Florida Power & Light Co.](#) – Juno Beach
- [ITI Engineering](#) – Winter Springs
- [Relli Technology, Inc.](#) – Boca Raton
- [Space Florida](#) – Merritt Island
- [STS Aviation Group](#) – Jensen Beach
- [Team Volusia Economic Development Corporation](#) – Daytona Beach



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Florida is home to more than 2,200 aerospace and aviation companies employing more than 93,800 skilled workers. Florida is also a major hub for flight training; a leader in maintenance repair and overhaul (MRO) operations; and home to leading manufacturers of all types of aircraft and components. Florida's manufacturing sector has more than 20,290 companies that employ more than 354,000 Floridians.

Last year, leading Florida-origin exports reached \$6.3 billion in civilian aircraft, engines and parts. Another \$678 million in turbojets, turbo propellers and parts was exported to countries around the globe.

EFI maintains an extensive schedule of [overseas trade missions and exhibitions](#) worldwide. Last year, merchandise trade valued at \$147.7 billion flowed through Florida's ports with Florida-origin exports reaching \$55 billion. Florida exported more goods than 190 countries in 2017, making the state one of the world's leaders in international trade.

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United Launch Alliance
Florida's Space Coast

ENTERPRISE FLORIDA FACT SHEET

UK FOREIGN DIRECT INVESTMENT

FARNBOROUGH AIRSHOW – JULY 16-20, 2018

- The UK is the biggest foreign investor in Florida
- Florida is one of the top destinations for European companies
- British companies have created more than 40,000 jobs in the state
- Florida exports to the UK a total \$1 billion, primarily in transportation and information and communication technologies equipment
- Top reasons why UK companies are investing in Florida:
 - Gateway to Latin America - geographical proximity, flight connectivity and a large Spanish-speaking population make Florida the location of choice for firms wanting to access these markets (UK companies with Latin America headquarters in FL: Diageo and Bupa)
 - Trade: Florida is home to 58,310 exporting companies—second only to California. One out of every five, or 20%, of the nation's companies that export are located in Florida. (U.S. Census Bureau, Foreign Trade Division)
 - With more submarine fiber landings than any other state, Florida is the telecommunications gateway to Latin America and the Caribbean, ensuring unparalleled global connectivity



NOTABLE UK COMPANIES IN FLORIDA

GKN Aerospace

- GKN Aerospace opened its first location in Florida – a new manufacturing facility in Panama City, located in the northwest region of the state, which is creating 170 new jobs and investing more than \$50 million in the local community
- Florida Governor Rick Scott met with GKN officials at the 2016 Farnborough Air Show, leading to the February 2017 announcement of this project
- GKN Aerospace employs approximately 17,000 people in more than 60 locations across three continents

Cobham Tactical Communications and Surveillance, North America

- Cobham located in Pinellas Park, on Florida's west coast near Tampa, to support the company's Communications and Surveillance business in North America
- At its Naples facility on Florida's southwest coast, the company produces a variety of aerospace communication components, including slip rings and rotary joints
- In 2016, Cobham was selected to provide slip rings to the F-35 Lightning II's Electro-Optical Targeting System (EOTS), with the work being done at their facility in Florida

Meggitt PLC

- Meggitt completed the acquisition of Elite Aerospace (Elite), a Miami-based and award winning leader in the test, repair and overhaul of commercial, regional and military aircraft components.
- Meggitt located their North American aftermarket hub in Miami to service their customer base in the Americas
- Meggitt's dedicated aftermarket organization was launched as a full service organization in 2016 to provide the agility the international engineering group needed to compete in the increasingly dynamic market for spares and repair

Gooch & Housego PLC

- The company now has manufacturing sites in the US, including Florida, in addition to its three UK facilities located in Ilminster, Glenrothes and Torquay
- In 1998 the company moved into its present 25,000 square foot purpose-built facility in Orlando, Florida, consolidating and expanding R&D and production

Halma

- With its UK Head Office in Amersham, Halma has grown to be an established FTSE 250 business and currently comprises nearly 50 subsidiary companies operating worldwide
- In 2004 the company purchased Ocean Optics, Inc., a leading optical sensing and electro-optics systems business in Largo, Florida, about two hours west of Orlando



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Many other UK-based companies have established operations in Florida, including Ultra Electronics Pro Logic in Tampa and Rolls-Royce Marine in Miramar (near Miami).



Embraer Executive Jets
Florida's Space Coast

ENTERPRISE FLORIDA FACT SHEET

AVIATION, AEROSPACE & DEFENSE COMPANIES IN FLORIDA

FARNBOROUGH AIRSHOW – JULY 16-20, 2018

- Florida is **#1** in aviation and aerospace establishments
- More than **98,600** employees support Florida's aviation and aerospace industry
- Home to **two** spaceports, Florida has long been the world's premier gateway to space
- Kennedy Space Center has been the launch site for every U.S. manned space flight since **1968**

Boeing

- The world's largest aerospace company and a top U.S. exporter has multiple sites around the state, employing over **1,400** Floridians

Embraer

- Employing over **1,200** Floridians at several operations across the state, Embraer is one of the world's leading aerospace manufacturers

Lockheed Martin

- Recently expanding in Florida to create a new 500 jobs, Lockheed Martin employs over **14,000** Floridians at 73 locations across the state

Northrop Grumman

- With a 50 plus year relationship with Florida's Space Coast, Northrop Grumman employs more than **6,000** Floridians and continues to expand in state

Pratt & Whitney

- Recently expanding in Florida to create 215 new jobs, Pratt & Whitney employs a total of **1,300** Floridians



WHY FLORIDA?

BOUNDLESS REASONS



UNPARALLELED BUSINESS CLIMATE

- #1 tax climate in the Southeast for business (*Tax Foundation*)
- #2 state for business (*Chief Executive Magazine*)
- 2nd best state for future job growth (*Forbes*)

0% PERSONAL STATE INCOME TAX

Florida's zero percent personal state income tax makes it easier for you to build the business of your dreams. More money in your pocket means more flexibility to spend on yourself, your family or your business.



IMPRESSIVE TALENT PIPELINE

- #1 State for Higher Education (*US News & World Report*)
- Florida is a leader in high-tech employment in the U.S. (*CompTIA*)
- Florida has a 9+ million workforce in a right-to-work state

ONE OF THE LARGEST ECONOMIES IN THE WORLD

With 20+ million residents and 116 million visitors a year, Florida's GDP ranks 16th among the world's largest economies. (*BEA/IMF/Visit Florida*)



MULTI-MODAL INFRASTRUCTURE READINESS

- 20 commercial service airports
- 15 deepwater seaports
- 2 spaceports
- 122,000+ highway miles
- 3,000 miles of freight rail tracks

GLOBAL CONNECTIONS

- Florida-origin exports reached \$55 billion, and Florida exported more goods than 190 countries (*WISERTrade*)
- 2nd largest foreign trade zone network in the nation (*U.S. Department of Commerce*)
- One of every five U.S. companies that exports is located in Florida (*U.S. Census Bureau*)



For more information call **877-YES-FLORIDA** or visit floridathefutureishere.com

WHY FLORIDA?

BOUNDLESS REASONS



MANUFACTURING:

- #2 state for manufacturing
- Florida is home to over 20,000 manufacturers, with a workforce of over 360,000
- 3rd largest state for manufacturing



INFORMATION TECHNOLOGY:

- Top state in the U.S. for startups
- #1 in high-tech employment in the Southeast
- Ranked 3rd for IT establishments, with a workforce of over 210,000

AVIATION & AEROSPACE:

- Florida is #1 in the U.S. for MRO operations, with 600+ establishments
- 2,200+ aviation and aerospace companies
- #1 for aviation and aerospace establishments



LIFE SCIENCES:

- 1,400+ biotech, pharma and medical device companies
- Ranked 2nd for medical device manufacturing
- Over 47,000 health care establishments

LOGISTICS & DISTRIBUTION:

- #2 ranked infrastructure in the U.S.
- 637 million truck tons transported in Florida annually
- 3rd largest cluster of logistics and distribution establishments in the U.S.



FINANCIAL & PROFESSIONAL SERVICES:

- 3rd largest finance and insurance cluster in the U.S.
- Home to 120+ commercial banks, with nearly 160 billion in assets under management
- Over 121,000 financial and professional firms in the state, with a workforce of over 828,000

For more information call **877-YES-FLORIDA** or visit floridathefutureishere.com

FLORIDA PAVILION EXHIBITORS | HALL 3-190



Enterprise Florida, Inc. | Hall 3-190

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- *FIA Point of Contact: Michael Cooney | +1 407-494-8107 | mcooney@enterpriseflorida.com*

Florida Power & Light | Hall 3-192

- [Florida Power & Light Company](#) (FPL), a clean energy leader and the largest electric utility in Florida, offers reliable energy with rates 30% below the U.S. average. FPL is a partner of EFI and is exhibiting at FIA in partnership with four economic development organizations from its service territory that provide a superior business advantage to aviation & aerospace companies in Florida: Charlotte County Economic Development Office, Bradenton Area Economic Development Corporation of Manatee County, Team Volusia of the Greater Daytona Beach Area and The Economic Development Commission of Florida's Space Coast in Brevard County.
- *FIA Point of Contact: Danielle Pickard | +1 561-603-4584 | danielle.pickard@fpl.com*

Air Quality Aviation, Inc. | Hall 3-195

- Since 2000, [Air Quality Aviation](#) (AQA) has been supporting the Military & Commercial Aerospace Industry by providing Repair, Overhaul and Spares Support for many U.S. made platforms. AQA is a FAA, EASA, ISO, AS9110 and GIDEP approved facility, and is also a manufacture and repair facility for the U.S. Air Force, Navy and for many FMS countries.
- *FIA Point of Contact: Carlos Fernandez | +1 305-821-0316 | cfernandez@airqualityaviation.com*

Associated Aircraft Manufacturing & Sales, Inc. | Hall 3-1114

- [Associated Aircraft Manufacturing & Sales, Inc.](#) (AAMSI) of Fort Lauderdale, Florida, is a U.S. DoD contractor since the mid-1970s and services a global customer base. AAMSI is licensed by Boeing to manufacture structural parts for the F/A-18, F-15 and CH-47, and by Northrop Grumman to manufacture and repair IFF Transponders, and electronics equipment. AAMSI is also a Lockheed Martin approved spares and repairs supplier for platforms such as the C-130, F-16 and P-3.
- *FIA Point of Contact: Dennis Zalupski | +1 954-772-6606 | dennis.zalupski@aamsi.com*

Bradenton Area Economic Development Corporation | Hall 3-192

- The [Bradenton Area Economic Development Corp.](#) (EDC) is recognized by the state of Florida as the lead economic development organization for the Bradenton Area's nine communities located on the south side of Tampa Bay. The EDC works to diversify the local economy by attracting and retaining high-wage jobs for area residents, and connecting existing businesses to the resources they need to succeed.
- *FIA Point of Contact: Maxwell Stewart | +1 941-713-9360 | maxs@bradentonedc.com*

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Charlotte County Economic Development Office | Hall 3-192

- The [Charlotte County Economic Development Office](#) (EDO) is a department within the Charlotte County Board of County Commissioners, whose mission is to encourage the recruitment of diversified industry to the county, to create high skill, high wage jobs, and to help diversify the economy and tax base.
- *FIA Point of Contact: Lucienne Pears | +1 941-7644941 | lucienne.pears@charlottecountyfl.gov*

Economic Development Commission of Florida's Space Coast | Hall 3-192

- The [Economic Development Commission of Florida's Space Coast](#) is an innovative, countywide, not-for-profit partnership between the Brevard County Commission and the Space Coast business community, that's dedicated to attracting new business and investment, and expanding existing industry throughout the Space Coast.
- *FIA Point of Contact: Lynda Weatherman | +1 321-638-2000 | lweatherman@spacecoastedc.org*

Embry-Riddle Aeronautical University | Hall 3-1113

- [Embry-Riddle Aeronautical University](#), the world's largest, fully accredited university specializing in aviation and aerospace, is a nonprofit, independent institution offering more than 80 baccalaureate, master's and Ph.D. degree programs. Embry-Riddle educates students at its campuses in the United States and around the world in Europe, Latin America, the Middle East and Asia.
- *FIA Point of Contact: Dr. John Watret | +1 386-226-6000 | john.watret@erau.edu*

Irvin Technologies, Incorporated (ITI Engineering) | Hall 3-1110

- [ITI Engineering](#) was formed in 2003 by a group of engineers who realized there was an opportunity for a firm that could rapidly execute small aerospace projects. These engineers began independent development on a series of ground-based data transfer devices to support the aviation war fighters.
- *FIA Point of Contact: Kevin Speed | +1 407-630-0101 | kevin.speed@itiengineering.com*

Relli Technology, Inc. | Hall 3-112

- [Relli Technology, Inc.](#) is the aerospace industry's premier global provider for workforce management, aircraft & engine component, engineering, line maintenance, hose manufacture & distribution, NDT, aircraft interiors refurbishment and aircraft connectivity modification requirements.
- *FIA Point of Contact: Shlomo Jacob | +1 561-886-0200 | sjacob@relli.com*

STS Aviation Group | Hall 3-199

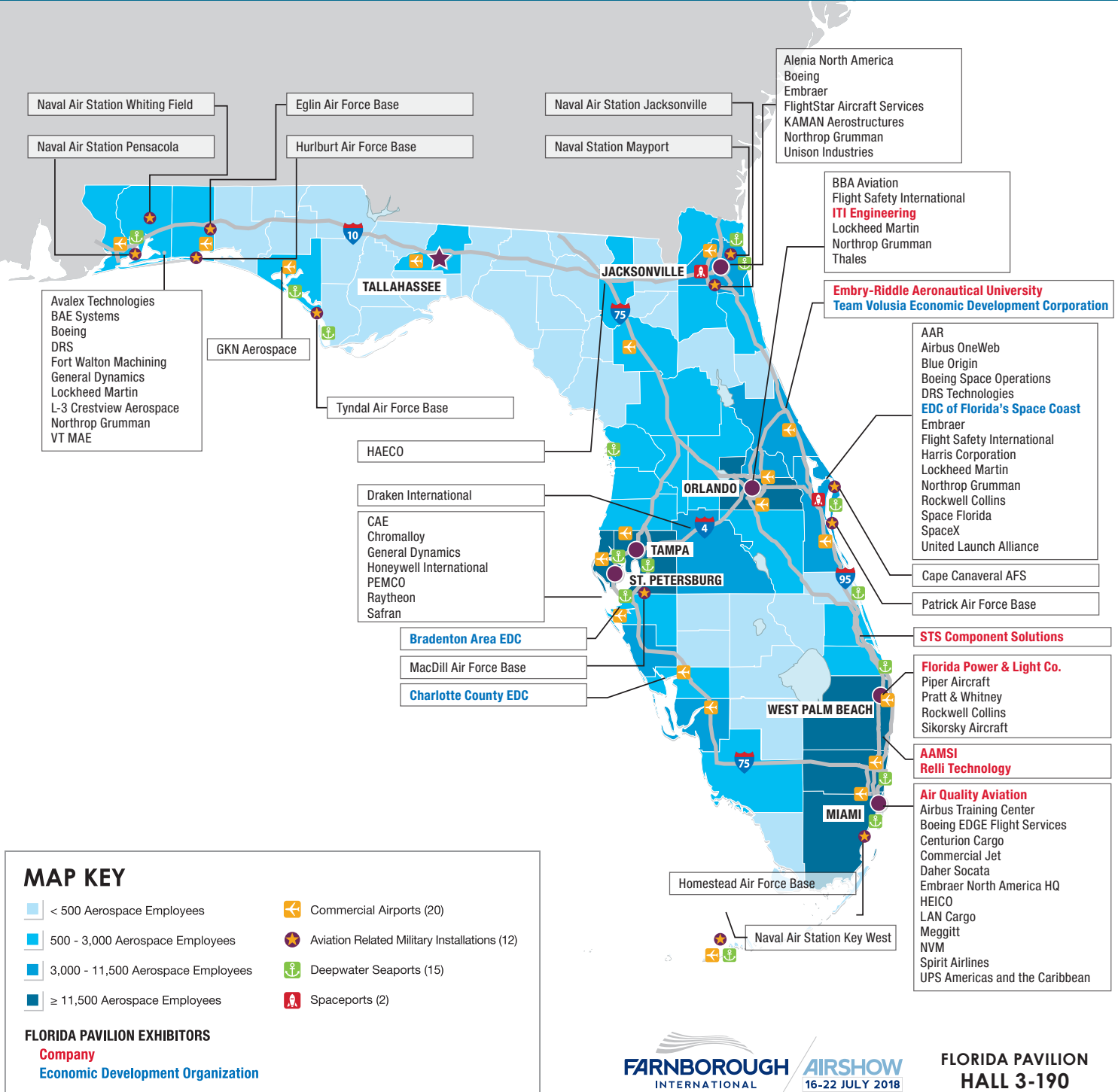
- [STS Aviation Group](#) is a one-step provider for workforce management, engineering, line maintenance, component, hose manufacturing, NDT, aircraft repair, and aircraft modification requirements.
- *FIA Point of Contact: Tom Covella | +1 888-777-2960 | tom.covella@sts-cs.com*

Team Volusia Economic Development Corporation | Hall 3-192

- The [Team Volusia Economic Development Corporation](#) (TVEDC), a public/private economic development organization who works on strategic economic development activities and business recruitment initiatives with the primary mission to market and recruit business to the 16 cities of the Greater Daytona area in Volusia County, Florida.
- *FIA Point of Contact: Keith Norden | +1 386-265-6333 | knorden@tvedc.com*

AVIATION AND AEROSPACE COMPANIES IN FLORIDA AND PAVILION EXHIBITORS

FARNBOROUGH AIRSHOW 2018



E N T E R P R I S E F L O R I D A

AVIATION & AEROSPACE



FLORIDA | THE FUTURE IS HERE.®

WHY FLORIDA?

SOME STATES WILL PROMISE YOUR BUSINESS THE MOON.

WE CAN ACTUALLY DELIVER IT.

Florida has long been the world's premier gateway to space, undisputed air traffic hub for the western hemisphere, a major center for flight training and MRO, and home to manufacturing of aircraft and aviation/aerospace components. **Few states can match the broad range of industry expertise available in Florida.**

BUSINESS CLIMATE

Consistently ranked one of the best states for business, Florida is committed to keeping regulatory requirements and business taxes low. That, along with a strong economy and zero personal state income tax, make it a great place to do business. We won't stand in the way of your success. **We'll pave the way for it.**



MARKET & ACCESS



Success today requires global access. Florida offers one of the most extensive transportation systems in the world, so you can reach your customers and suppliers anywhere, fast. Whether you're serving Florida's large market, the U.S., Latin America, or the globe, **no other state can expand your reach like Florida.**

FLORIDA AVIATION & AEROSPACE

businesses export more than

\$7.6 BILLION

in goods annually,

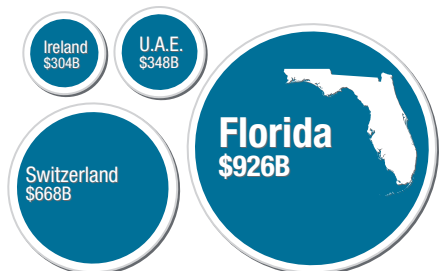
making Florida a

NATIONAL LEADER

in these sectors.



16th LARGEST GLOBAL ECONOMY, IF FLORIDA WERE A COUNTRY



CONNECT WITH THE BEST



Bureau of Labor Statistics

FOR AVIATION AND AEROSPACE COMPANIES IN FLORIDA, BUSINESS ISN'T JUST GOOD.

IT'S SOARING.

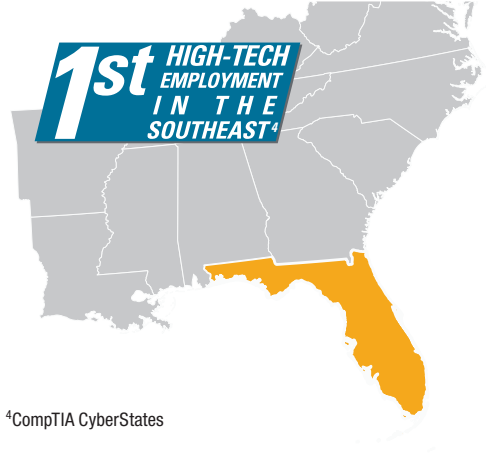
That's because companies have the resources they need to succeed here. Virtually every major aviation/aerospace company in the world has significant operations in Florida – **generating a robust supply chain that benefits all.**

WORKFORCE EXPERTISE

Nothing is more important to a company's success than its workforce. Nearly 100,000 Floridians work in Florida's aviation and aerospace industries with large numbers of rocket scientists, machinists, pilots, engineers, and other flexible, highly-skilled workers. Florida is also home to 60,000+ active duty personnel, 30,000+ civilian personnel, 11,000+ annual military separatees, and 1.5 million veterans.

Florida's universities are among the nation's top producers of STEM graduates, including many specializing in aviation and aerospace.

So while we're helping you succeed with today's talent, we're also preparing tomorrow's.



⁴CompTIA CyberStates

FLORIDA'S ANNUAL OUTPUT OF RELEVANT SKILLED CERTIFICATE AND DEGREE HOLDERS

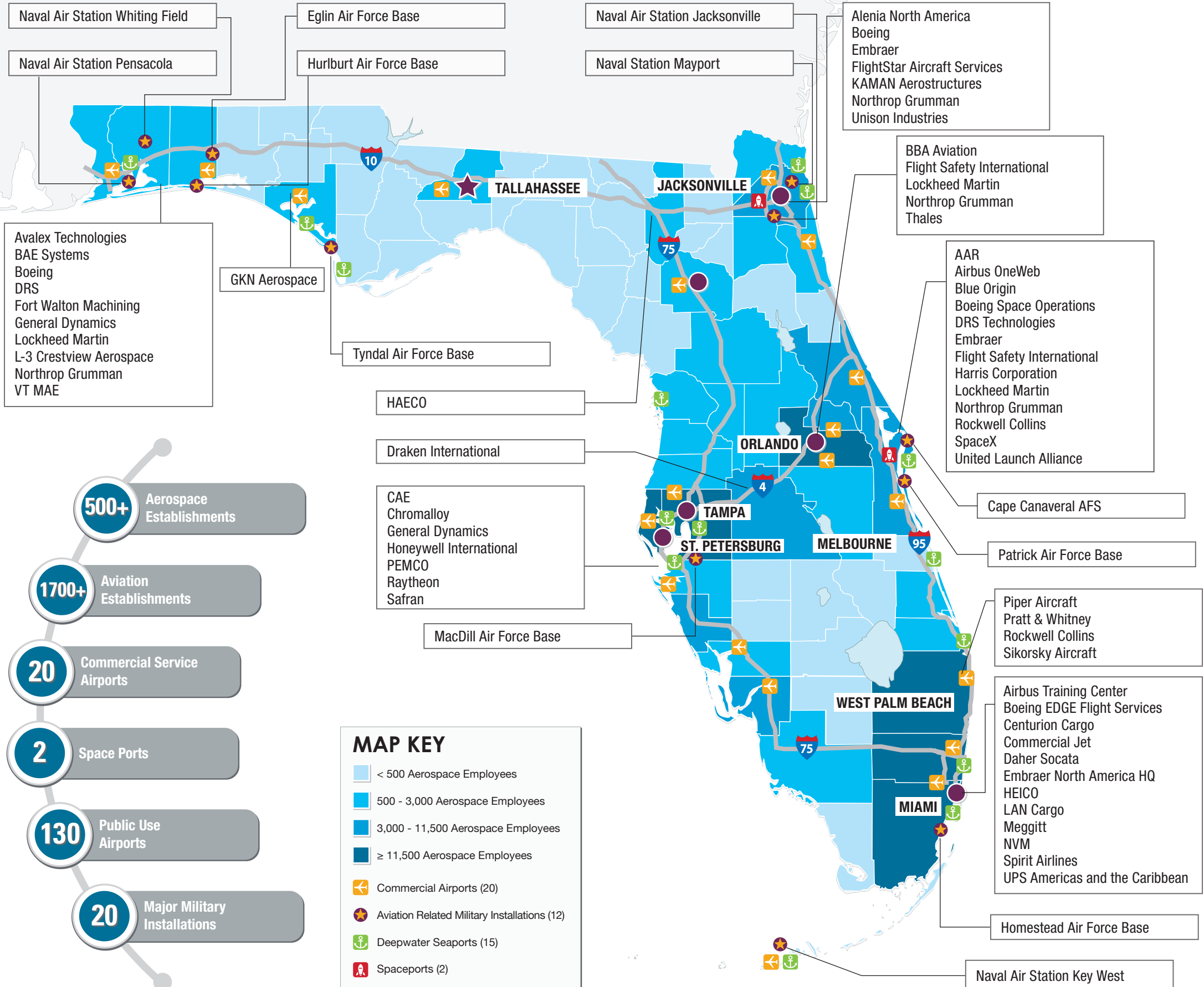
Title	Non-degree awards/certificates	Associate	Bachelor's	Master's	Doctorate's	Total Awards
Aerospace, Aeronautical and Astronautical/Space Engineering	-	-	471	109	10	590
Aircraft Powerplant Technology/Technician	247	137	146	-	-	530
Airframe Mechanics and Aircraft Maintenance Technology/Technician	534	-	-	-	-	534
Aviation/Airway Management and Operations	49	131	57	166	-	403
Computer Technology/Computer Systems Technology	224	-	3	-	-	227
Electrical and Electronics Engineering	-	75	743	526	95	1,439
Electrical, Electronic and Communications Engineering Technology/Technician	163	131	56	-	-	350
Industrial Engineering	-	-	247	219	29	495
Mechanical Engineering	-	-	1,264	305	61	1,631
Systems Engineering	2	-	151	125	7	285
Total Awards	1,219	474	3,138	1,451	202	6,484

Source: JobsEQ®; Data as of the 2015-2016 academic year.

Note: Figures may not sum due to rounding.

FLORIDA'S AVIATION & AEROSPACE CLUSTER

(select companies highlighted)



500+ Aerospace Establishments

1700+ Aviation Establishments

20 Commercial Service Airports

2 Space Ports

130 Public Use Airports

20 Major Military Installations

MAP KEY

- < 500 Aerospace Employees
- 500 - 3,000 Aerospace Employees
- 3,000 - 11,500 Aerospace Employees
- ≥ 11,500 Aerospace Employees
- Commercial Airports (20)
- Aviation Related Military Installations (12)
- Deepwater Seaports (15)
- Spaceports (2)

WHY FLORIDA?

COMPANY TESTIMONIALS

“The talented workforce and global access Florida provides has allowed us to operate successfully here for decades. Our two new centers of excellence and state-of-the-art manufacturing facility will allow us to continue our growth and benefit our customers, our company and the community for many more years.”

Rick Matthews | VP of Florida Operations | Northrop Grumman Aerospace Systems

“Having led other manufacturing site searches around the globe, what I can share is a confirmation of what we experienced here and come to expect. Florida is a great place to do business from every perspective: a strong pro-business environment, a skilled workforce and an important mix of industrial capabilities to run a global operation.”

Marco Túlio Pellegrini | President and CEO | Embraer Executive Jets

“Boeing has a rich history in the Sunshine State and we look forward to furthering that legacy. Our ability to grow our footprint is thanks in large part to partners like Enterprise Florida, who help to create a favorable business environment where Boeing, its employees and their families can thrive.”

John Elbon | Vice President and Program Manager of Commercial Programs | Boeing

“The biggest factor there is a talented workforce, that you could really hire people that understand the quality and demands of aerospace. You really want to get good assembly and integration engineers. You want to be able to get high-quality machinists and machine operators. Those jobs today are very sophisticated jobs.”

Jeff Bezos | Founder | Blue Origin

ARE YOU READY?

ENTERPRISE FLORIDA IS HERE TO HELP

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Release: Immediate

VT MOBILE AEROSPACE ENGINEERING CREATES 400 JOBS, OPENS NEW HANGAR AT PENSACOLA INTERNATIONAL AIRPORT

PENSACOLA, Fla. (June 8, 2018) – Today, Governor Rick Scott attended the ribbon-cutting of VT Mobile Aerospace Engineering’s new hangar at the Pensacola International Airport. This brand new maintenance and engineering facility will add 400 new job opportunities for local families. The Florida Department of Transportation provided \$23.8 million in grants to support this project.

Governor Rick Scott said, “Florida’s airports create jobs and welcome millions of visitors each year as our state continues break tourism records. We are working hard to make sure that every Florida family can get a job. Since December 2010, hardworking businesses have created more than 1.5 million jobs in Florida. We are proud to open this new facility in Pensacola today.”

Design and construction of this project was made possible through a combination of funds from the State of Florida/Florida Department of Transportation (FDOT), the City of Pensacola, Escambia County, VT Mobile Aerospace Engineering, and the Industry Recruitment, Retention and Expansion Fund.

Congressman Matt Gaetz said, “This project is a prime example of the great things happening in the Panhandle. Our economy is booming, our tourism industry is growing and companies keep bringing their businesses here. Congratulations to VT Mobile Aerospace Engineering on making a great choice by investing in Pensacola and our military mission.”

FDOT Secretary Mike Dew said, “For the past seven years, Governor Scott’s investments in transportation throughout the state provided the critical connections to attract new businesses, grow our economy and create quality jobs for our residents.”

Sen. Broxson said: “As a global organization, I know that this company had many locations to choose from for this project. I am thrilled that VT MAE chose to invest in Escambia County, and look forward to seeing the continued growth of their new facility at Pensacola International Airport.”

Florida Representative Frank White said, “This project is a big win for Pensacola. I am excited to see VT MAE grow here and bring 400 jobs to this community.”

Mr. Lim Serh Ghee, President of ST Engineering’s Aerospace sector, said, “We are thankful for the tremendous support from the State of Florida and Pensacola City governments, which have enabled us to set up the new facility on schedule and commence operations quickly. Pensacola serves as an excellent base for us to serve the MRO needs of the North America region given its rich pool of highly trained engineering and aviation talent. We are happy to have United Parcel Service as our launch customer at the new facility, and we look forward to welcoming more customers and supporting them with the same high level of quality and on-schedule redeliveries regardless of where our hangar is located, time and again.”

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Release: Immediate

Pratt & Whitney to Create 215 Jobs and Expand in Palm Beach County

JUPITER, Fla. (May 23, 2018) – Pratt & Whitney, a leading global manufacturer of aircraft engines and auxiliary power units, will be expanding its site in Palm Beach County and creating 215 jobs. In addition to these new jobs, since 2012, Pratt & Whitney has created 300 jobs for Florida families and employs a total of more than 1,300 Floridians.

Governor Scott said, “Today, I am proud to announce 215 new jobs for families in Palm Beach County. As Governor, one of the best parts of my job is meeting families across our state and over the past seven years, I’ve heard firsthand from them just how important our focus on job growth is to their success. Today’s exciting announcement shows why Florida is leading the nation in job growth and why we will never stop fighting to make sure that hard-working companies, like Pratt & Whitney, can grow and create jobs.”

David Carter, Senior Vice President of Engineering for Pratt & Whitney, said, “Pratt & Whitney is committed to expanding operations at our West Palm Beach facility and creating highly-skilled and good-paying jobs. We are thankful for the support we receive from the State of Florida and Palm Beach County as we add 215 positions to our employee base of 1,300 and \$100 million in capital investment in addition to over \$88 million we’ve invested in manufacturing and technology improvements to this site since 2012.”

Peter Antonacci, CEO of Enterprise Florida Inc., said, “Pratt & Whitney is a world leader in aviation technology and manufacturing. This expansion of the Pratt & Whitney footprint is a big win for Palm Beach County families.”

Cissy Proctor, Executive Director of the Florida Department of Economic Opportunity, said, “Pratt & Whitney’s expansion is another sign that employers are benefiting from Florida’s pro-business policies and finding the talent they need to grow in the Sunshine State. The new jobs in manufacturing and engineering will provide opportunities for hardworking families in the area.”

Palm Beach County Commissioner Steve Abrams said, “These new jobs are incredibly important for families in our community. Not only is Pratt & Whitney creating high-paying jobs, but it’s also making investments in our community to benefit our residents for years to come.”

Kelly Smallridge, president and CEO of the Business Development Board of Palm Beach County, said, “With deep roots in our county for more than 60 years, Pratt and Whitney has served as the foundation of our robust Aviation/Aerospace/Engineering (AAE) cluster and significant contributor to our community. Palm Beach County is home to more than 1,300 AAE companies that employ approximately 17,000 residents. This expansion further signifies the competitiveness of our county and state in growing high quality, innovation based companies.”



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The project was made possible through strong partnerships between Enterprise Florida, the Florida Department of Economic Opportunity and Palm Beach County's Business Development Board.

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Florida Companies Report Nearly \$13 Million in Export Sales Following FIDAE Air Show in Chile

ORLANDO, Fla. (May 31, 2018) – The recent Enterprise Florida-led export sales mission to the FIDAE Air Show in Santiago, Chile produced more than \$12.6 million in total export sales for the five small and mid-sized Florida businesses in attendance. All five of the companies that exhibited in the Florida Pavilion received Target Sector Trade Grants. The air show was held April 3-8.

“The FIDAE show was another great opportunity for Florida businesses to exhibit their innovative products and services to a global market,” said Manny Mencia, senior vice president of international trade and development for Enterprise Florida. “The aerospace sector continues to be a strong one for Florida companies and this show provided unmatched access to companies in the Latin American market.”

This year marked the 20th anniversary of FIDAE as the leading aerospace and defense trade show in Latin America. The show is a vital and growing international aerospace event that addresses the full scope of commercial, military and space interests. The 2016 edition hosted some 580 exhibitors from 46 nations whose products and services, including 132 aircraft on the flight line, attracted more than 120,000 professional visitors, including 600 delegations from 31 countries.

Florida is a [premier aerospace](#) location, and is a top state for aerospace manufacturing attractiveness. Nearly 500 Florida companies excel in the industry, in areas from aircraft parts and assembly, to intelligence, surveillance, and reconnaissance. Florida also offers unmatched space launch assets and talent.

“Enterprise Florida supported our international growth strategy – the cornerstone of our firm’s future – by giving us a generous grant to attend FIDAE,” said Adrian Viller, director of international business development for PartsBase in Boca Raton. “Our participation at FIDAE has allowed us to solidify partnerships in South America and beyond, introduced us to new prospects in the hemisphere, and will deliver thousands of dollars in new recurring revenue over the next years.”

“This was the first time Delta International Inc. has officially visited Chile and the FIDAE show in Santiago,” said Tony de la Torre, sales manager with Delta International in Miami. “Overall, the show was a success and great experience with the quality and number of contacts we established. Chile and the surrounding countries of the region (Argentina, Peru) are new markets for us and this show was an important first step in establishing business connections. The grant provided by Enterprise Florida was the determining factor in the decision to attend this trade show.”

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Tatiana Vazquez, director of military sales for Ocean Air Defense in Miramar also attended the show. “FIDAE was a very successful event,” said Vazquez. “We hope to continue to work with our new found contacts in hopes of solidifying a mutually beneficial relationship. Our main objective is to make a presence within the Latin American market and support end users directly.”

Enterprise Florida maintains an extensive schedule of overseas [trade missions and exhibitions](#) worldwide. Last year, merchandise trade valued at \$147.7 billion flowed through Florida’s ports with Florida-origin exports reaching \$55 billion. Florida exported more goods than 190 countries in 2017, making the state one of the world’s leaders in international trade.

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Release: Immediate

Dubai Airshow Produces More Than \$17 million in Export Sales for Florida

ORLANDO, Fla. (February 1, 2018) – Enterprise Florida’s (EFI) staff-led trade mission to the [Dubai Airshow](#) last year produced more than \$17 million in export commitments for the seven small and mid-sized companies in attendance. The show, held November 12-16 in Dubai, is the leading aerospace event in the Middle East.

“Florida’s strong foundation of aviation and aerospace companies continues to make the state a world leader,” said Manny Mencia, EFI’s VP for International Trade. “The state is home to nearly 2,200 companies in this sector; most are small and medium-sized businesses. Trade shows like the Dubai event allow those companies to exhibit their products and services to a global audience and, ultimately, grow through export sales.”

Florida has long been the world’s premier gateway to space; a hub for flight training; the global leader in maintenance, repair and overhaul; and home to leading manufacturers of all types of aircraft and aircraft components. The state has a robust supply chain and talent pool benefiting industry leaders like Boeing, Embraer, Harris Corporation, Lockheed Martin, Northrop Grumman, SpaceX, United Launch Alliance and many more that have major operations here.

Seven [aerospace and aviation](#) companies exhibited their products and services at EFI’s Florida Pavilion including:

- [Aircraft Support and Services, Inc.](#) – Orlando
- [Associated Aircraft Manufacturing & Sales, Inc.](#) – Ft. Lauderdale
- [Breezer Holdings LLC dba Power Breezer](#) – Deerfield Beach
- [Global Turbine Parts](#) – Jupiter
- [JBT AeroTech](#) – Orlando
- [Loos & Co., Inc.](#) – Naples
- [Turbopower](#) – Opa Locka

Phil Cox, sales director for Loos & Co., Inc. said, “This was the first time Loos & Co could exhibit in Dubai. We are a relatively small company and, without the trade grant, we would not have been able to exhibit. Thanks to our excellent location provided by Enterprise Florida, we were able to contact new customers and new markets previously unavailable to us. We have several promising new prospects who are very interested in distributing our products in the Middle East.”

“Participating in events such as the Dubai Airshow gives us an opportunity to meet with both current customers as well as potential new customers in a controlled business environment,” said Dennis Zalupski, CEO of Associated Aircraft Manufacturing & Sales, Inc. in Ft. Lauderdale. “Rather than having to travel to each and every country, this gives us a cost-effective way to meet with a large number of potential clients in a short period of time. If it weren’t for Enterprise Florida and the support we get from them, I doubt we could afford to participate in most of the big aviation shows.”



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EFI maintains an extensive schedule of overseas trade missions and exhibitions worldwide. In fiscal year 2016-17, more than 500 small and mid-sized Florida businesses reported \$738 million in total export sales following international events.

[Enterprise Florida, Inc. \(EFI\)](#) is a partnership between Florida's businesses and government leaders and is the principal economic development organization for Florida. EFI facilitates job growth through recruitment and retention, international trade and exporting, promotion of sporting events, and capital funding programs to assist small and minority businesses. EFI launched "[Florida – The Future is Here](#)" to promote the state as the nation's premier business destination.

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Release: Immediate

Enterprise Florida Opens Pavilion at 2018 Singapore Airshow



ORLANDO, Fla. (February 6, 2018) – Today, Enterprise Florida (EFI) opened the Florida Pavilion at the 2018 Singapore Airshow, Asia’s largest aerospace and defense exhibition. The Florida Pavilion showcases Florida small and mid-size aviation and aerospace companies and connects Florida companies with high level government, military and private sector leaders in the Asia-Pacific region. The Singapore Airshow is held February 6-11.

Manny Mencia, senior vice president of international trade & development for EFI said, “The Singapore Airshow is a great event for EFI and the companies that attend with us. The show gives global access to the companies in attendance, and allows them to connect with key decision-makers and highlight Florida’s preeminence as the best state in the U.S. for businesses in the aerospace and defense industries. We’re looking forward to another strong showing from our Florida contingent.”

Every two years, global government and military delegations, as well as senior corporate executives, attend the Singapore Airshow to strengthen partnerships in this region. In 2016, the show hosted 1,040 exhibitors from 48 countries, with more than 48,000 visitor attendees.

Exhibiting in the Florida Pavilion this year:

- [Associated Aircraft Manufacturing & Sales, Inc.](#) – Ft. Lauderdale
- [Breezer Holdings LLC dba Power Breezer](#) – Deerfield Beach
- [Embry-Riddle Aeronautical University](#) – Daytona Beach
- [Future Metals LLC](#) – Tamarac
- [STS Aviation Group](#) – Jensen Beach
- [ITI Engineering](#) – Winter Springs
- [JBT Corporation](#) – Orlando
- [Pan American Tool Corporation](#) – Ft. Lauderdale
- [TIC Aerospace, Inc.](#) – Miami
- [TurboPower LLC](#) – Miami

Florida has long been the world’s premier gateway to space; a hub for flight training; the global leader in maintenance, repair and overhaul; and home to leading manufacturers of all types of aircraft and aircraft components.

EFI maintains an extensive schedule of overseas trade missions and exhibitions worldwide. In fiscal year 2016-17, more than 500 small and mid-sized Florida businesses reported \$738 million in total export sales following international events.

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Release: Immediate

Allegiant to Establish New Aircraft Base at Destin-Fort Walton Beach

DESTIN, Fla. (February 13, 2018) – Today, Governor Rick Scott announced that Allegiant Travel Company (Allegiant) has chosen to establish a new, two-aircraft base with year-round routes at Destin-Fort Walton Beach Airport (VPS). The aircraft base will create 65 new jobs and bring an anticipated \$418 million in tourism revenue to the area over the next five years. Allegiant is investing more than \$49 million to establish the year-round base, which will house two Airbus aircraft. The new Destin base will also allow Allegiant to offer new routes to five cities. Allegiant currently supports more than 25,000 Florida jobs and generates nearly \$3 billion in annual economic impact in the state.

Governor Scott said, “I am proud to announce Allegiant has chosen to establish a new aircraft base at Destin-Fort Walton Beach Airport, which will create 65 new jobs. Today’s announcement is a great reminder of how our tourism industry supports Florida business and communities and creates new opportunities for our families. Tourism partners like Allegiant work hand-in-hand with VISIT FLORIDA to bring more visitors to our state and we must make sure this success continues by fully funding VISIT FLORIDA at \$100 million. I look forward to seeing Allegiant’s success in Destin and across the state as we continue to welcome families from all across the world to Florida.”

Allegiant, which employs more than 4,000 team members across the country, launched its first Florida destination in 2005, and today serves seven destinations in the state with more than 200 routes. Allegiant’s service in Destin-Fort Walton Beach began with six routes in 2016 and expanded to 16 cities in 2017. The new Destin base will become the airline’s 14th year-round aircraft base. Allegiant plans to immediately begin hiring pilots, flight attendants, maintenance technicians and ground personnel to support operations. Positions are expected to offer average salaries more than double the area’s average wage.

Maurice J. Gallagher, Jr., Allegiant’s chairman and CEO, said, “We are excited to continue our growth in Florida’s Emerald Coast by establishing a full-time base at Destin-Fort Walton Beach. The base will not only afford many more options when it comes to adding routes and expanding service, but will also give us the opportunity to contribute even more to the community and the state’s economy. We have a terrific partnership across many state and local agencies, without which today would not be possible. We can’t thank them enough for their support.”

The five new routes will operate twice weekly and expand on the service Allegiant currently operates to Destin-Fort Walton Beach Airport (VPS), bringing the total number of Allegiant routes to VPS to 21. The new flights will bring nearly 25,000 additional visitors to the area. New seasonal service to Destin-Fort Walton Beach Airport (VPS) includes Bentonville, Arkansas via Northwest Arkansas Regional Airport (XNA), Concord, North Carolina via Concord Regional Airport (USA), Lexington, Kentucky via Blue Grass Airport (LEX), Evansville, Indiana via Evansville Regional Airport (EVV), and Raleigh / Durham, North Carolina via Raleigh-Durham International Airport (RDU). Flight days, times and the lowest fares can be found at Allegiant.com.



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VISIT FLORIDA President & CEO Ken Lawson said, “Allegiant’s decision to make Destin a base of their operations and create new routes to the Emerald Coast is great news for Florida’s tourism industry. By opening new airline routes to our state, we’re able to share sunshine with more people around the world. VISIT FLORIDA is proud to play a small part in Allegiant’s decision, and we look forward to working with them to welcome more visitors and continue to set visitation records to our state.”

Peter Antonacci, CEO of Enterprise Florida, said, “The establishment of Allegiant’s new base at Destin-Fort Walton Beach is great news for our Emerald Coast families. Governor Scott has worked hard to make Florida the most business-friendly state in the nation.”

Cissy Proctor, Executive Director of the Florida Department of Economic Opportunity, said, “The exciting decision by Allegiant Travel Company to expand their routes to the Emerald Coast is another sign that Florida’s business friendly policies are having significant impacts on our economy.”

Commissioner Graham Fountain, Chairman of the Okaloosa County Commission, said, “Allegiant Air’s new announcement is such great news for the people of Okaloosa County. The creation of a new hub for a national airline that comes with over 65 new jobs at the Destin/Ft. Walton Beach Airport helps fulfill our mission of creating additional high-paying jobs in the county.”

Nathan Sparks, Executive Director of the Economic Development Council of Okaloosa County, said, “Allegiant’s decision to name Destin-Fort Walton Beach Airport a year round base is a win for the countless travelers who will benefit from the expanded service, and also a win for the 65 customer service personnel, aircraft maintainers and flight crew members who will now be hired to support the service expansion.”

Tracy Stage, Okaloosa County Airports Director, said, “We are thrilled! Allegiant Air’s model fits like a glove at VPS and a year-round base will bring monumental wide spread economic impacts to our region. We look forward to Allegiant’s continued success at the Destin-Fort Walton Beach Airport.”

Allegiant® ([NASDAQ: ALGT](https://www.nasdaq.com/quote/ALGT)) is focused on linking travelers in small cities to world-class leisure destinations. The airline offers industry-low fares on an all-jet fleet while also offering other travel-related products such as hotel rooms and rental cars. All can be purchased only through the company website, [Allegiant.com](https://www.allegiant.com). Beginning with one aircraft and one route in 1999, the company has grown to more than 80 aircraft and 300 routes across the country with base airfares less than half the cost of the average domestic roundtrip ticket. For downloadable press kit, including photos, visit <http://gofly.us/iiFa303wrtF>.

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Lockheed Martin to Expand and Create 500 Jobs in Orlando

ORLANDO, Fla. (February 14, 2018) – Today, Governor Scott announced Lockheed Martin, a global security and aerospace company, will be expanding in Orlando and creating 500 new jobs. The average wage of the 500 new jobs will be \$87,064. The company will also invest more than \$50 million in their Orlando facility. Lockheed Martin currently employs over 14,000 Floridians at 73 locations.

Governor Scott said, “I am proud to announce Lockheed Martin is continuing to invest in Florida by creating 500 new jobs as part of their expansion in Orlando. Lockheed Martin is already a major job creator for our state, and our commitment to cutting taxes and making Florida business-friendly is making it easier for this global business to continue to create thousands of opportunities for Florida families.”

Lockheed Martin employs approximately 100,000 people worldwide and is principally engaged in the research, design, development, manufacture, integration and sustainment of advanced, technology systems, products and services.

Frank St. John, Lockheed Martin Missiles and Fire Control executive vice president, said, “With this expansion, Lockheed Martin is further solidifying its already robust presence in Florida and supporting our business growth. The Research & Development II building underscores our customer commitments to provide the most modern facilities for our talented workforce to produce critical capabilities for the U.S. and allies for years to come.”

Peter Antonacci, CEO of EFI, said, “Lockheed Martin’s continued investment in Florida sends a strong message to aerospace and aviation business leaders that Florida is the most business-friendly state in the United States for aerospace and aviation companies.”

Cissy Proctor, Executive Director of the Florida Department of Economic Opportunity, said, “Lockheed Martin is globally recognized and attracts a diverse group of talent to our state. This expansion is an outstanding contribution to our state’s thriving economy and is a significant win for the families in the Orlando area.”

Orlando Mayor Buddy Dyer said, “More than 60 years ago, Lockheed Martin opened its first location in Central Florida, planting the roots that have transformed Orlando into the innovative city it is today and solidifying Central Florida as the world’s epicenter for modeling, simulation and training. We welcome the company’s continued investment in Orlando which is an example of our success in creating long-term partnerships that bring high quality jobs to residents, and is a testament to our dynamic business environment and our high quality of life.”

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Orange County Mayor Teresa Jacobs said, “I’m delighted to join in today’s groundbreaking ceremony. Already we’re a global leader in the modeling, simulation and training industries, and as the world’s number one defense contractor, Lockheed Martin is a huge part of that success. Today’s announcement tells the world that we have a skilled workforce and an economic climate in which high-tech manufacturing and development can succeed. And it tells our local community that we’re building an economy with depth, diversification, and opportunity.”

Tim Giuliani, president and CEO of the Orlando Economic Partnership, said, “Lockheed Martin has been an important part of Orlando’s economic growth for more than 50 years not only because of the company’s innovations in technology but because of its commitment to supporting our community’s STEM education initiatives. The Partnership is honored that Lockheed has chosen to expand in Orlando. Our region’s high-tech industry, strong engineering programs and talent pipeline highlight why this remains the ideal location for Lockheed’s continued success.”

Lockheed Martin is headquartered in Bethesda, Maryland, Lockheed Martin is a global security and aerospace company that employs approximately 100,000 people worldwide and is principally engaged in the research, design, development, manufacture, integration and sustainment of advanced technology systems, products and services.

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Release: Immediate

Belcan to Add 200 Jobs in Palm Beach County

WEST PALM BEACH, Fla. (August 29, 2017) – Belcan, LLC, a global supplier of engineering, technical recruiting and IT services, will expand operations in Palm Beach County, creating 200 jobs. The company currently employs approximately 600 Floridians throughout the state. This expansion will be an investment of more than \$3 million in the Palm Beach County community.

Governor Scott said, “It was great to join the team at Belcan to announce 200 new jobs for families in Palm Beach County. Companies like Belcan continue to grow and create jobs in our state thanks to our efforts to cut taxes and reduce burdensome regulations. By investing in public infrastructure projects and job training with the \$85 million Florida Job Growth Grant Fund, we can ensure Florida remains competitive and create opportunities for generations to come.”

Belcan has over 8,000 employees in more than 55 locations around the world and provides engineering, technical recruiting, scientific and IT services to some of the world’s largest organizations in the aerospace, defense, industrial, and government sectors. Belcan’s office in Florida was launched in 2001 and has experienced 300 percent employment growth in the past 5 years.

Belcan Chief Executive Officer Lance Kwasniewski said, “Belcan is extremely pleased to be expanding our regional presence and extending our long-term commitment to the great state of Florida. The thriving business climate created by the state and local governments, along with the outstanding universities and excellent infrastructure, are among the key factors contributing to the success of this area. We look forward to continuing Belcan’s rapid growth while creating an enjoyable environment for our employees and further enhancing the region’s economic development.”

This expansion project was made possible by partnerships with Enterprise Florida, the Florida Department of Economic Opportunity and the Business Development Board of Palm Beach County.

Florida Department of Economic Opportunity Executive Director Cissy Proctor said, “I am proud that Belcan is expanding in the Sunshine State. This international company could choose to grow jobs in any other state or country around the world. Florida’s competitive business environment and low tax structure help support expansions like Belcan’s, and this growth will help families across Palm Beach County continue to prosper.”

Business Development Board of Palm Beach County President and CEO Kelly Smallridge said, “Belcan’s expansion is proof that Palm Beach County is a great place to grow businesses and jobs. Our county is home to 1300 aviation/aerospace companies that employ 17,000 at an average salary of \$90,000. We appreciate the support of Palm Beach County’s Board of County Commissioners and the City of West Palm Beach in bringing this project to fruition.”



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Director of Economic Development for Florida Power & Light Company and Enterprise Florida board member Crystal Stiles said, “Belcan is a great example of job creation in Florida. Florida has one of the best economic development systems in the country comprised of dedicated individuals who work hard every day to make Florida one of the best places for business. The 200 new jobs being created by Belcan are another example of growth that is happening all around our state.”

City of West Palm Beach Mayor Jeri Muoio said, “The City of West Palm Beach is proud to welcome Belcan to our community. Job creation continues to be a priority for the City and we value the growth that Belcan will bring to our community. This is another example of our solid economic partnerships with the Business Development Board, Palm Beach County and State of Florida to bring opportunity to our residents.”

Palm Beach County Mayor Paulette Burdick said, “This was a very competitive project as the company was considering moving to another state. The State, County, City of West Palm Beach, and the BDB worked closely together to ensure that Belcan stayed in our area. With our combined efforts we hit a homerun.”

About Belcan

Belcan is a global supplier of engineering, technical recruiting, and IT services to customers in the aerospace, defense, industrial, and government sectors. Belcan engineers better outcomes through adaptive and integrated services. From jet engines, airframe, and avionics to heavy vehicles, chemical processing, and cybersecurity, Belcan takes a partnering approach to provide customer-driven solutions that are flexible, scalable, and cost-effective. Belcan’s unique capabilities have led to continuous growth and success for nearly 60 years. For more information, please visit www.belcan.com.

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Release: Immediate



Enterprise Florida Opens Florida Pavilion at the 2017 International Paris Air Show

PARIS, France (June 21, 2017) – This week, Enterprise Florida opened the Florida Pavilion at the 52nd International Paris Air Show. The Florida Pavilion is once again the largest exhibit of any U.S. state at the event, showcasing 16 Florida aviation, aerospace, defense and homeland security businesses and organizations. The International Paris Air Show is the world's largest air show and will be open through June 23. Governor Rick Scott previously joined Florida business leaders at the International Paris Air Show, Farnborough International Airshow and other economic development missions, including Argentina earlier this year.

Governor Scott said, "The Florida Pavilion at the International Paris Air Show gives Florida business leaders the opportunity to meet with leading global aviation and aerospace companies so they know that Florida is serious about providing the best business climate in the nation. We have created more than 1.37 million private sector jobs since December 2010 and the state economy continues to strengthen. The aviation industry is key to Florida's success and we are confident that the Florida Delegation's time meeting face to face with aerospace business leaders will result in more jobs for Floridians."

The International Paris Air Show provides Enterprise Florida and the businesses and organizations exhibiting in the Florida Pavilion with a unique opportunity to demonstrate their competitive advantages in the aviation and aerospace industry. EFI vice chairman Stan W. Connally, Jr., president & CEO of Gulf Power Company, and EFI leadership are hosting more than 50 business development meetings with industry leading companies to share Florida's business story.

"Florida's small businesses see a significant impact from shows like Paris," said Connally. "They create some of the most innovative products and services in the industry, and the Paris Air Show allows them to exhibit to global aviation and aerospace companies much more cost-effectively than if they tried to reach these companies on their own. The opportunities they have here to grow their businesses and reach new markets in turn strengthen the state's aviation and aerospace sector."

Statewide partners like Space Florida help lead the state into the next stage of aerospace growth. The aerospace economic development agency will be at the show to discuss everything Florida has to offer industry leaders. "Space Florida is pleased to join Enterprise Florida in representing the State of Florida at what has become the single most important global aerospace gathering for this industry, the International Paris Air Show," said Space Florida President Frank DiBello. "It is an opportunity-rich, deal-rich environment, and we look forward to the expertise and relationships that can be gained from our participation in Paris. Such opportunities will help Space Florida and Enterprise Florida continue our path to make Florida the leading state in the global aerospace industry."

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Florida is home to more than 2,100 aerospace and aviation companies employing more than 89,000 skilled workers. The state is a major hub for flight training, a leader in maintenance repair and overhaul (MRO) operations, and home to leading manufacturers of all types of aircraft and components. Florida's overall manufacturing sector has more than 19,600 companies that employ more than 340,000 professionals. In total, 16 Florida companies and organizations are participating in the Florida Pavilion, including:

- [AeroStar Training Services, LLC](#) – Kissimmee
- [Airgroup Dynamics, Inc.](#) – Orlando
- [Aviation Inflatables Inc.](#) – Sunrise
- [Avionica Inc.](#) – Miami
- [Dayton-Granger, Inc.](#) – Fort Lauderdale
- [Embry-Riddle Aeronautical University](#) – Daytona Beach
- [Future Metals LLC](#) – Tamarac
- [HEICO Space – VPT, Inc.](#) – Hollywood
- [HEICO Space – 3D Plus](#) – Hollywood
- [JBT Corporation](#) – Orlando
- [Parts Base Inc.](#) – Boca Raton
- [Uno Aviation LLC](#) – Fort Lauderdale
- [Florida Power & Light Co.](#) – Juno Beach
- [Team Volusia Economic Development Corporation](#) – Daytona Beach
- [Economic Development Commission of Florida's Space Coast](#) – Rockledge
- [The Beacon Council](#) – Miami

EFI maintains an extensive schedule of [overseas trade missions and exhibitions](#) worldwide. In fiscal year 2015-16, Florida small and mid-sized businesses reported more than \$911 million in total projected export sales following international missions and trade shows. Last year, EFI provided 129 Target Sector Trade Grants totaling nearly \$490,000 to qualified show exhibitors. Those small businesses reported more than \$426 million in total expected export sales.

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- Northrop Grumman's Space Coast unit wins dual Hawkeye contracts worth \$81.2M - <https://www.bizjournals.com/orlando/news/2018/06/08/northrop-grummans-space-coast-unit-wins-dual.html>
- Fort Lauderdale's Aviation & Aerospace Industry News - <https://businessfacilities.com/2018/03/locations-aerospace-defense-best-offense/>
- UCF Leads Nation in Supplying Graduates for Aerospace and Defense, Three Years Running - <https://today.ucf.edu/ucf-leads-nation-supplying-graduates-aerospace-defense-three-years-running/>
- U.S. Army, U.S. Office of Naval Research Turn to UCF for Help with New Technology - <http://spacecoastdaily.com/2018/01/u-s-army-u-s-office-of-naval-research-turn-to-ucf-for-help-with-new-technology/>
- Aerospace Industry Leaders Boeing, Embry-Riddle Partner to Support Tech Startups at Research Park - <https://news.erau.edu/headlines/aerospace-industry-leaders-boeing-embry-riddle-partner-to-support-tech-startups-at-research-park/>
- One Company's Solution To The Widening Skills Gap - <https://chiefexecutive.net/one-companys-solution-widening-skills-gap/>
- The Florida Less Traveled - <https://siteselection.com/issues/2018/may/the-florida-less-traveled.cfm>



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SpaceX expansion at Kennedy Space Center to lure future high-tech workforce

By [Matthew Richardson](#) – Staff writer, Orlando Business Journal
Jun 12, 2018, 12:22pm

The planned SpaceX expansion at Kennedy Space Center may be just what Florida's Space Coast needs solve its talent shortage problem.

News broke June 8 that [Hawthorne, Calif.-based rocket firm SpaceX filed draft environmental review plans for its SpaceX Operations Area](#) — a 67-acre project that involves construction of multiple buildings and rocket displays at Kennedy Space Center, totaling nearly 480,000 square feet of space.

The [Elon Musk](#)-owned firm proposes to develop a site for booster, noseconeprocessing and storage, a new launch and landing control center and a rocket garden at Kennedy Space Center. The facilities will support the growing Falcon 9 and Falcon Heavy Launch manifests at Launch Complex 39-A and Launch Complex 40. SpaceX also plans to refurbish Area 59 on Cape Canaveral Air Force Station, formerly used for satellite processing, as a site for Dragon processing.

The rocket company, which launches about twice a month in Florida, estimates there may be up to 10 Falcon Heavy missions per year, and up to 63 landings — 54 Falcon 9 single-core landings and nine Falcon Heavy triple-core landings.

Although details are slim for the development with no timeline, cost or number of jobs the expansion will create, experts believe SpaceX could attract more talent to Florida. The high-tech talent shortage is a nationwide problem, said [Dale Ketcham](#), vice president of government and external relations for the state aerospace industry's economic development agency Space Florida.

"People who want to work in the space industry will recognize Florida as the place to be," Ketcham told *Orlando Business Journal*. "If you want to work in information technology, the place to go is Silicon Valley because that is where many of those companies are being born. But the same can be said about Florida's space industry."

Ketcham said more high school graduates could decide to move here to enroll in local colleges to be closer to the many rocket and satellite companies that will hire in the future, such as [United Launch Alliance](#) LLC, [Orbital ATK](#) Inc. (NYSE: OA), [Blue Origin](#) LLC, OneWeb Inc., [Lockheed Martin](#) Corp. (NYSE: LMT), [Boeing](#) Co. (NYSE: BA) and more.

Already, the Sunshine State is investing in local colleges to expand aerospace and manufacturing programs, as well as create an apprenticeship program.

Further, Gov. Rick Scott announced on May 30 the state was contributing \$3.7 million to Eastern Florida State College and [Daytona State College](#) through the Florida Job Growth Grant Fund. Eastern State College will use \$2.5 million of the grant to buy high-tech equipment for training in mechatronics — a type of computer-aided design and manufacturing — welding, flight simulation, computer science labs and more. Daytona State College will use \$1.2 million on mechatronics training and advanced welding. Both colleges will use the money to hire expert instructors in both specialties.



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Additionally, Eastern State College will use the money to create a new robotics lab at its Palm Bay campus and a new mechatronics lab at its Cocoa campus within existing buildings, said John Glisch, associate vice president of communications for Eastern Florida State College.

The apprenticeship program is being created by The Space Coast Consortium — a group made of 13 companies such as Blue Origin, SpaceX and NASA. The program will allow participants to work for a company part-time while still in school. Upon graduation, those apprentices could be offered a full-time job. The program, which starts in January 2019, is modeled after Tampa-based Kamm Consulting Inc.'s Germanic Apprenticeship Program, which helps find and keep talent.

"When you look at advanced manufacturing and how competitive it is, there has to be a talent pipeline," Bryan Kamm, founder and CEO of Kamm Consulting, told *Orlando Business Journal*. "These are jobs companies are hiring for right now."

Lockheed Martin lands \$735.7M for fighter jet production equipment

By Matthew Richardson – Staff writer, Orlando Business Journal
Jun 11, 2018, 1:11pm

Global defense firm Lockheed Martin Corp. nailed down another contract for its fighter jet with work taking place in Orlando, according to the U.S Department of Defense.

The Bethesda, Md.-based firm won a \$735.7 million contract on June 8 from the U.S. Navy to support production of the F-35 Lightning II aircraft. Services include long-lead time materials, parts and components for Lots 13 and 14 orders of the stealth fighter jet F-35.

While the largest chunk of work will take place in Fort Worth, Texas, other parts will happen in Orlando, California, New Hampshire, Maryland, the United Kingdom and Japan. The work has a December 2019 completion date.

Lockheed Martin (NYSE: LMT) has more than 7,000 employees in Orlando, many of whom help create and maintain the F-35's simulation programs and build parts for the aircraft. More jobs are being created by Lockheed Martin locally because of the influx of contract work related to the F-35. The aircraft has garnered several work agreements, [some being valued at more than \\$1 billion](#). Its most [recent contract for the F-35 was awarded on May 24 and was valued at \\$558.2 million](#).

Military contracts contribute to the local economy in the form of jobs and subcontractor opportunities, and Central Florida is a major player when it comes to defense contracts. The region snags about \$4 billion in government contracts each year because the nation's Army, Air Force, Navy and Marines simulation operations are based in Central Florida Research Park. That work helps make Orlando the modeling, simulation and training capital of the world, according to the Orlando Economic Partnership.

Power play: Space Coast companies, colleges team up to create talent pipeline for high-tech jobs

By [Matthew Richardson](#) – Staff writer, Orlando Business Journal
Jun 8, 2018, 4:21pm

More than a dozen companies and organizations are backing a workforce initiative that will help create an apprenticeship program in the aerospace and advanced manufacturing industry.

Space Coast Consortium Apprenticeship and Workforce Initiative — made up of companies such as [Lockheed Martin Corp.](#) (NYSE: LMT), Ruag Space, SpaceX, ULA, NASA, Blue Origin and more — are working with Eastern Florida State College in Brevard County and [Daytona State College](#) to train the future employees. Gov. [Rick Scott](#) announced on May 30 the state was contributing \$3.7 million to Eastern Florida State College and Daytona State College through the Florida Job Growth Grant Fund.

Eastern State College will use \$2.5 million of the \$3.7 million grant to buy high-tech equipment for training in mechatronics — a type of computer-aided design and manufacturing — welding, flight simulation, computer science labs and more. Daytona State College will use \$1.2 million on mechatronics training and advanced welding. Both colleges will use the money to hire expert instructors in both specialties.

Additionally, Eastern State College will use the money to create a new robotics lab at its Palm Bay campus and a new mechatronics lab at its Cocoa campus within existing buildings, said [John Glisch](#), associate vice president of communications for Eastern Florida State College.

The Space Coast Consortium will assist in the programs by offering an apprenticeship, allowing qualified participants to work for a company part-time while still in school. Upon graduation, those apprentices could be offered a full-time job. The Space Coast Consortium's apprenticeship program is modeled after Tampa-based Kamm Consulting Inc.'s Germanic Apprenticeship Program, which helps find and keep talent.

"When you look at advanced manufacturing and how competitive it is, there has to be a talent pipeline," Bryan Kamm, founder and CEO of Kamm Consulting, told Orlando Business Journal. "These are jobs companies are hiring for right now."

Kamm helped Ruag Space in Titusville create an apprenticeship program for its manufacturing firm that works directly with Arlington, Va.-based OneWeb LLC, which is building an \$85 million, 100,000-square-foot manufacturing plant on Merritt Island.

Kamm said 13 companies are engaged in the program and will begin the apprenticeships in January 2019. "We have a need for at least 20 apprentices right now, and this is still in the development stage," he said.

The timing of the expanded college programs and apprenticeships comes at a time when Brevard County is seeing a boom in job growth. Blue Origin, having finished its \$205 million, 750,000-square-foot rocket manufacturing center in Merritt Island, has already started fulfilling its promise of 380 jobs, while OneWeb will create in 250 jobs.



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But that's just scratching the surface of companies that are creating jobs. Between 2009 to 2018, more than 50 companies relocated or expanded on the Space Coast to generate more than 8,000 jobs within the next few years, many of them paying high wages, according to the Space Coast Economic Development Commission.

Dale Ketcham, vice president of government and external relations for the state aerospace industry's economic development agency Space Florida, said in a previous interview that having more jobs than talent is a problem, but it's a good problem to have because it shows growth.

"Adequate availability of skilled talent is a serious problem nationally," he said. "But we're bringing in a whole boatload of new programs and new companies."

Missiles and Hawkeyes: Lockheed Martin, Northrop Grumman secure \$162.5M in local work

By [Matthew Richardson](#) – Staff writer, Orlando Business Journal
Jun 6, 2018, 1:15pm

Two global defense firms landed a couple of big contracts that involve their locations in Orlando and Melbourne, according to the U.S. Department of Defense.

Falls Church, Va.-based [Northrop Grumman](#) Corp. (NYSE: NOC) won a \$153.2 million contract from the U.S. Navy on June 5 to perform services on the E-2D Advanced Hawkeye aircraft for Japan. Northrop Grumman System Corp.'s Military Aircraft Systems in Melbourne will handle the two-year contract. Work will take place in Melbourne, and 10 other locations throughout the U.S. and overseas.

This marks the eighth contract for Northrop Grumman's E-2D and E-2C program this year, adding up to nearly \$300 million. The E-2D and E-2C programs received more than 164 contracts last year, totaling more than \$480 million, but not all of that work was done in Melbourne. The program currently supports about 800 jobs in Melbourne.

Meanwhile, Bethesda, Md.-based [Lockheed Martin](#) Corp. (NYSE: LMT), scored a \$9.2 million contract with the U.S. Air Force for software design services on the Joint Air-to-Surface Standoff Missile (JASSM). Work for the one-year contract involves conversion of the JASSM Extended Range missile software baseline from Ada computer language to C++. All the work will happen in Orlando at Lockheed Martin's Missiles & Fire Control facility, which has more than 4,000 local employees.

This marks the first contract this year for Lockheed Martin's JASSM weapon. Lockheed Martin in total has more than 7,000 employees in Orlando.

Military contracts contribute to the local economy in the form of jobs and subcontractor opportunities, and Central Florida is a major player when it comes to defense contracts. The region snags about \$4 billion in government contracts each year because the nation's Army, Air Force, Navy and Marines simulation operations are based in [Central Florida Research Park](#). That work helps make Orlando the modeling, simulation and training capital of the world, according to the Orlando Economic Partnership.

Lockheed, Raytheon score \$33.8M in local defense deals

By [Matthew Richardson](#) – Staff writer, Orlando Business Journal
May 31, 2018, 2:19pm

More defense work is finding its way into Orlando and Florida's Space Coast, adding to the robust defense industry that employs thousands of workers throughout the state.

[Lockheed Martin Corp.](#) (NYSE: LMT), and [Raytheon](#) Co. (NYSE: RTN) both landed contracts totaling a combined \$33.8 million on May 30, according to the U.S. Department of Defense.

Waltham, Mass.-based defense firm Raytheon won a \$25.3 million contract from the U.S. Army. Raytheon's Orlando division was selected for the five-year contract, which involves mission support services. While Raytheon in Orlando has the contract, work will take place in California.

Raytheon [has 26 job openings in Central Florida](#) — that includes 14 in Melbourne, 11 in Orlando, and one in Cape Canaveral. Some of the job titles are for software and cyber engineering, proposal management, business development and more.

Meanwhile, Bethesda, Md.-based global defense firm Lockheed Martin's Space System Co. won an \$8.5 million U.S. Navy contract for Trident II D5 missile production. Most of the work will take place in California, but a chunk of it will happen in Cape Canaveral, Titusville and Denver.

Lockheed Martin's Fleet Ballistic Missile program, which does much of the Trident II D5 missile work in Cape Canaveral, has been on a contract-earning hot streak. In May, the company landed a \$40.7 million contract. So far, five Trident II missile work agreements have been issued this year. Currently, [Lockheed Martin has 43 job openings in Cape Canaveral](#), calling for electronics test technicians, project managers and various engineers.

Military contracts contribute to the local economy in the form of jobs and subcontractor opportunities, and Central Florida is a major player when it comes to defense contracts. The region snags about \$4 billion in government contracts each year because the nation's Army, Air Force, Navy and Marines simulation operations are based in [Central Florida Research Park](#). That work helps make Orlando the modeling, simulation and training capital of the world, according to the Orlando Economic Partnership.

Space Coast job growth surges as aerospace and rocket firms take off

By [Matthew Richardson](#) – Staff writer, Orlando Business Journal
May 24, 2018, 9:25am

Florida's Space Coast is beginning to see big benefits from business diversification as more jobs crop up to support the growing aerospace industry.

In fact, the Brevard County region reported just a 3.4 percent unemployment rate in April, with the manufacturing sector taking the lead by adding 1,300 jobs between April 2017 and April 2018, according to CareerSource Central Florida's most recent report.

Roughly 217,200 people are employed in Brevard County — a nearly 1 percent increase from 215,300 in April 2017.

That's a far cry from the loss that hit Brevard County in 2011, when NASA's Space Shuttle program ended and nearly 8,000 people in the area were left without jobs. Since then, as the commercial space industry grew, dozens of aerospace and high-tech manufacturing firms relocated or expanded in the Space Coast between 2009 and 2018.

That activity is expected to generate more than 8,000 jobs within the next few years, many of them paying high wages, according to the Space Coast Economic Development Commission.

So, Brevard has bounced back pretty well, said [Dale Ketcham](#), vice president of government and external relations for the state aerospace industry's economic development agency Space Florida.

"We're bringing in a whole boatload of new programs and new companies," Ketcham told *Orlando Business Journal*. "When everyone is up and running, we would have well exceeded the number of jobs that were lost from the retired shuttle program."

And there's more to come, thanks to big-name companies working on multimillion-dollar projects locally. Hawthorne, Calif.-based [SpaceX](#), Kent, Wash.-based [Blue Origin](#) LLC, Bethesda, Md.-based [Lockheed Martin Corp.](#) (NYSE: LMT), Chicago-based The [Boeing Co.](#) (NYSE: BA) and others are creating hundreds of additional jobs, giving Central Florida a bigger slice of the \$330 billion global space industry.

Billionaire entrepreneur Elon Musk's SpaceX currently has 30 job openings posted in Cape Canaveral, including two — an engineer and technician — to support its Crew Dragon capsule that will test-launch in August. The spacecraft is set to launch SpaceX's first human-flight mission for NASA in December.

Meanwhile, Blue Origin — owned by the world's richest man, Jeff Bezos — also is seeking 10 workers in the area, including a payload integration engineer and ground support equipment manager for its New Glenn rocket, which will begin launching satellites into space in the next decade.

Blue Origin also will create 330 more jobs in the next few years that pay an average annual salary of \$89,000 at its \$203 million, 750,000-square-foot rocket-making plant that opened in December 2017 in Merritt Island.

Beyond the moon: 4 things to know as NASA's Orion capsule readies for next mission

By [Matthew Richardson](#) – Staff writer, Orlando Business Journal

May 16, 2018, 6:19pm EDT Updated May 17, 2018, 12:41pm

[Lockheed Martin](#) Corp. is inching closer to the second test flight for NASA's deep space exploration vehicle that eventually will take astronauts from Florida's Space Coast to the Red Planet.

Lockheed Martin's (NYSE: LMT) Space Systems Co. division and its more than 4,000 workers have spent the last several years developing and building the complex systems for the space agency's Orion Multi-Purpose Crew Vehicle. The next test flight is set for 2019, five years after the last exploration flight test.

While the 2023 manned mission is significant, the local production activity also has a major impact, helping the region grab a larger share of the \$380 billion global space industry.

Additionally, NASA's Space Launch System rocket — its most powerful one to date — will carry Orion to orbit from Kennedy Space Center's Launch Complex 39B in Cape Canaveral.

It will add to all the rocket activity happening on the Space Coast, which you can read more about in this week's cover story.

Here, NASA spokeswoman [Brittney Thorpe](#) answered a few questions about Orion's development and its next test launch:

How is Orion being designed differently from other crew mission capsules now being built? Orion has the technology needed for the extremes of deep space, such as life support, navigation, radiation shielding, communications and heat shield. A crewed Orion can spend three weeks thousands of miles into space without consumable resupply, and can stay docked to a gateway orbiting outpost with [supplies] for multiple 100-day missions, enduring the harsh environment of deep space away from the relative protective shield closer to Earth. NASA has provided more than 1,000 data products to commercial partners to help enable the agency's collaborative approach to exploring deep space and low Earth orbit.

What is Orion's latest milestone and what's next? The assembly of the Orion Crew Module is essentially complete. The heat shield will be installed in August. The service module is arriving from Germany in July. The two elements — the crew and service modules — then will be integrated and run through a series of environmental tests in both Florida and Ohio.

When is Orion's next test launch? NASA is managing a test flight in December 2019 for Exploration Mission-1. It will be the first integrated test of NASA's deep space exploration systems: the Orion spacecraft, Space Launch System rocket and the ground systems at Kennedy Space Center. During this flight, the spacecraft will launch on the world's most powerful rocket and fly farther than any spacecraft built for humans. It will travel 280,000 miles from Earth and thousands of miles beyond the moon over the course of a three-week mission.

Why is this activity important for the local business community? Orion has led the way in revitalizing and transforming the Space Coast following the retirement of the Space Shuttle program. Assembly and testing of the Orion spacecraft is in full swing now and we have nearly 300 people working at Kennedy Space Center. When the European service module comes over in July, we'll have additional workers joining us from Europe to help with the integration and testing, and these employees are excited about coming to Florida to live during this period.