

WORKSHOP FOR MANUFACTURERS



PRESENTED BY
**BUSINESS
DEVELOPMENT BOARD**
MARTIN COUNTY | FLORIDA

Wednesday, August 21, 2024
8:00 AM - 12:00 PM

Indian River State College | Chastain Campus, Wolf Technology Center
2400 SE Salerno Rd | Stuart | FL | 34997

FEATURED SPEAKERS



Michael Aller
*Director of Supplier
Development*
FloridaMakes



Micah Daugherty
Business Advisor
FloridaMakes and South Florida
Manufacturers Association

This workshop is in partnership with:



PROGRAM

8:00 am	Continental breakfast and networking
8:30 am	Program starts <ul style="list-style-type: none">• Pledge of Allegiance• Marianne Keehan, SVP, SBA Regional Sales Manager, TD Bank
8:40 am	Introduction to CONNEX <ul style="list-style-type: none">• Michael Aller, FloridaMakes
9:15 am	Questions and answers
9:25 am	Interactive workshop <ul style="list-style-type: none">• Connor Hlywa, FloridaMakes• Hands-on training, support, assistance
10:45 am	Questions
11:00 am	About our partners and the South Florida Manufacturers Association <ul style="list-style-type: none">• Micah Daugherty, SFMA
11:15 am	About the Pulse program and closing remarks
11:30 am	Networking

OUR SPEAKERS

MICHAEL ALLER

Mike Aller serves as Director of Supplier Development at FloridaMakes. His areas of technical emphasis and strategic engagement include helping Florida's aviation & aerospace, defense, medical devices, personal protective equipment, and power generation manufacturing industries strengthen their domestic manufacturing supply chains, as well as improve their resilience to adverse events and identify and capture new opportunities in commercial space, critical infrastructure, national security, and other fast-growing markets. With colleagues and partners across the state and the nation, Mike has worked to develop and roll out value-added tools and resources to support the interconnectedness, growth, productivity and resilience of Florida's and our nation's manufacturing ecosystem. These value-added resources include the Connex Florida supplier connection platform, the Florida Defense Cybersecurity Training Program, supplier opportunity forums in high-growth and nationally critical sectors of manufacturing, and a series of assessments for supply chain risk management and disaster recovery and resilience for manufacturers of all sizes.

CONNOR HLYWA

Connor Hlywa serves as Supplier Development Coordinator with the FloridaMakes Network. In this role, Connor supports FloridaMakes' supply chain initiatives, including Connex Florida, the MEP Supplier Scouting and Supply Chain Optimization Network. He works closely with the FloridaMakes team and regional manufacturer association partners to build relationships with Florida manufacturers and identify solutions for their sourcing needs. Connor is a graduate of the University of Central Florida and is currently pursuing a Masters in Business Administration degree with a concentration in Supply Chain Management and Operations from Nova Southeastern University.

MICAH DAUGHERTY

Micah Daugherty is a Business Advisor with the South Florida Manufacturers Association. He started his career at Weirton Steel Corporation in Weirton, West Virginia, where he spent 15 years and served as a Regional Sales Manager for Tin Mill Products, Operations Planning Supervisor, and Metallurgical Technician. He moved to Florida in 2003 and started his own steel trading and consulting business. Through the ownership and operation of this business, Micah gained extensive knowledge on international business, sales and marketing, supply chain management, and the import and export process.

MARIANNE KEEHAN

Marianne K. Keehan is the Senior Vice President, Regional Sales Manager for TD Bank, based in West Palm Beach, Florida. In this role she is responsible for managing the SBA Business Development Officers from Maine to Florida. She is responsible for expanding TD Bank's SBA loan production of SBA loans. Recently celebrating 13 years with TD Bank, Marianne has 33 years of experience in banking and commercial lending, specializing in SBA lending since 1995. Marianne has held a variety of positions primarily within the commercial lending sphere. Her success as a Top Performing SBA Business Development Officer led to expanded roles, increased responsibilities and career advancement. Originally from Denmark, Marianne holds a Bachelor of Science in Business from Palm Beach Atlantic University. She is also the past President of Florida Lenders Association of Government Guaranteed Lenders (FLAGGL) and a member of Martin County Leadership Alumni. Marianne currently resides in Jupiter, Florida where she enjoys staying connected with her two adult children.



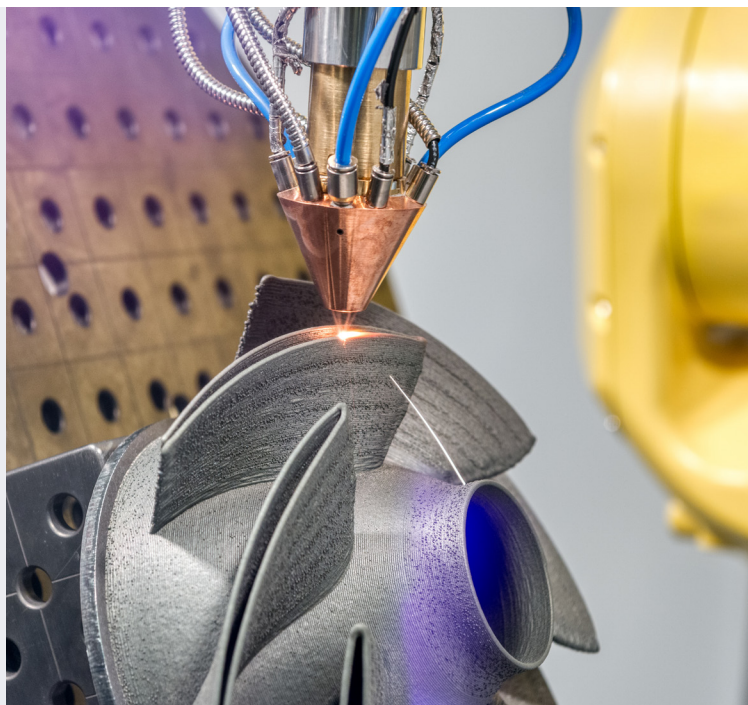
About CONNEX

Connex Florida is an online capabilities database and connection platform for Florida manufacturers. Connex helps your company adapt to changing market demands, connect to various resources and locate new business opportunities by identifying new suppliers and customers.

The Connex Florida platform contains in-depth information on a broad scale, along with detailed search functions to find specific manufacturers' production capabilities, including equipment and manufacturing processes, industry certifications, material types, industry sectors, NAICS and SIC codes, and more.

The result is an innovative platform that allows buyers and suppliers to search through thousands of local and national manufacturers to find those that match their needs quickly. In an instant, discover the services companies provide, build user relationships with one another, and decrease gaps in the supply chain.

Businesses connect using the Connex Florida Exchange Center by posting and responding to RFQs, RFIs, and RFPs, leading to new market opportunities. By gathering industries under one platform, Connex Florida can strengthen our supply chain and improve production integrity, accuracy, and efficiency in our manufacturing ecosystems.



About the Pulse program

The Pulse program is a hyper-focused listening program by the BDB that aims to understand the business environment for contributory businesses, like manufacturers, in Martin County.

Through Pulse visits, the BDB collects local data that allows it to better understand the local economy - identifying areas of challenge or risk, areas of opportunity, and what the community may already be doing well.

Empowered with this data, customized programs (like this CONNEX workshop) are designed and activated to assist local businesses in staying, growing, and expanding - creating a more resilient and sustainable economy for everyone and every business that calls Martin County home.

If you haven't had a Pulse visit, please call or email Inez van Ravenzwaaij to schedule one.
Pulse visits are no charge to the business.
inez@bdbmc.org or 772.872.2660

UNITED IN ECONOMIC LEADERSHIP

2023/2024 BDB Board of Directors

- Susan Rabinowitz, *Bank of America – President of the Board*
- Troy McDonald, *Commissioner, City of Stuart– Vice Chair**
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- David Rosendahl, *Edward Jones – Secretary*
- Lauren Abbott, *Oceanwide Electronics*
- Brian Bauer, *CareerSource Research Coast**
- Marshall Critchfield, *FPL*
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- Patrick Gleason, *State Insurance Agency, Inc.*

- Ransom “Reed” Hartman, *Hartman Real Estate**
 - Eric Kiehn, *C&W Technologies**
 - Ron Rose, *Jensen Beach Chamber of Commerce**
 - Michael Schemel, *Indian River State College**
 - William “David” Snyder, *Evergreen Private Care*
 - Tyson Waters, *Fox McCluskey*
 - Ed Weinberg, *EW Consultants, Inc.**
- *Appointed positions*

- Harold Jenkins, *Commissioner, Martin County Board of Commissioners – Liaison*
- Ken Norman, *McCarthy, Summers, Wood, Norman, Melby & Schultz, PA. – Counsel*

Pulse and Manufacturing Roundtable Teams

Ted Astolfi, *Economic Council of Martin County*
Jill Marasa, *Ashley Capital*
Trisha Hawthorne, *TD Bank*
Bill West, *West Advisory*
William “David” Snyder, *Evergreen Private Care*
Alberto Delgado, *Manpower South Florida*
Kevin Farrell, *BDBMC Contractor*

The Professional Team

Dan Hudson, *Interim Executive Director*
dhudson@bdbmc.org | 772.210.0211 (direct)

Inez van Ravenzwaaij, *Programs and Partnerships*
inez@bdbmc.org | 772.872.2660 (direct)

Janine Khan, *Administration*
office@bdbmc.org | 772.221.1380

Investors



- Colliers
- Evergreen Private Care
- MidFlorida Credit Union
- Industrial Development Authority of Martin County
- Marine Industry of the Treasure Coast

- Express Employment Professionals
- First Citizens Bank
- Growth Squad
- Manpower of South Florida
- South Florida District Export Council
- SouthState Bank
- West Advisory