



## Titusville Company Expanding at Space Coast Regional Airport

PAA President Robert Bial (left) is joined by Titusville City Manager Mark Ryan (center) and Brevard County Commissioner Robin Fisher (right). Bial acknowledges a large part of his company's success is due to his dynamic workforce in Brevard County.

### Collaboration and commitment by local officials kept Professional Aircraft Accessories from moving out of state to expand.

It often happens when a local business is owned by a parent company out of state. Analysis shows that physical expansion is needed for the company to grow. Other entities under the corporate umbrella have space, so the answer seems obvious to move into available space under the corporate umbrella. Professional Aircraft Accessories (PAA) faced that challenge and met it head-on. Company President Robert Bial fought to keep the aviation manufacturer in Titusville at the Space Coast Regional Airport.

"It was more than the black and white bottom line numbers," says Bial. "The success we've enjoyed is because of the great team of employees we have here in Titusville. To lose that and have to start from scratch or relocate people seemed counter-productive from my business perspective, not to mention how hard it would be on the employees and this community if we left."

Bial turned to local officials for help in making his case.

Titusville City Manager Mark Ryan and other officials were ready to respond.

"The City of Titusville and the Brevard County Board of County Commissioners, in cooperation with the Space Coast Economic Development Commission, the Titusville-Cocoa Airport Authority and the Economic Development Commission of Florida's Space Coast, developed a unique incentive package that allowed PAA to expand their facility at Space Coast Regional Airport," says Ryan. "The city, county and state incentives pulled together for this project allowed for the retention of 135 existing jobs and adding 50 jobs. PAA is a significant employer in the community that recognizes the growth in the aviation industry, and this expansion solidifies Space Coast Regional Airport as an important economic engine in the community."

Bial says that even with the great response locally, there was still a challenge. "With the incentive package we were offered, the numbers worked out to stay;

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## Titusville's Unique Attributes Can Launch Your Company to New Heights

**Quadramodal Location** Florida's Space Coast is the only place you can transport your products by land, air, sea or space.

**Quality of Life** The Beaches, rivers and natural beauty of the Space Coast make it a great place to work and play.

**Available Sites** Almost 2,000 acres of aviation/commerce park property available for development. Over the past two years alone, nearly \$12 million has been allocated for aviation property improvements.

the only problem was space and the cost to expand. After all the work everyone had gone through to keep us, the deal was about to fall through because the landlord was not willing to invest the capital to expand the physical plant."

At this point, Brevard County Commissioner Robin Fisher championed the cause with the landlord.

Bial says, "Fisher learned that the owner of the building — who lives in New York — winters in the Keys. Fischer drove down to the Keys, knocked on his door and explained the value of investing in the building to keep us here. It worked! I am so grateful for the folks at the SEDC, EDC, City of Titusville and the County. This was a team effort, and everyone wins. The bottom line now works for our parent company. The expansion will happen here where we not only get to keep our great workforce but hire more of the excellent workers available on the Space Coast. This is a great example of the public and private sector working together to make positive things happen."

The Space Coast Economic Development Commission (SEDC) encourages other companies to consider Titusville and Florida's Space Coast for the same reasons PAA stayed.

"This community has so much to offer," says SEDC Executive Director Matt Chesnut. "Aside from the convenient highway access, airport availability and great port and rail service, we have a workforce that is second to none when it comes to highly skilled, technical workers. With the closing of the shuttle program, there is a gold mine of talented workers ready to invest their skills with another company. It's a tremendous opportunity."

As far as specific location, Titusville-Cocoa Airport Authority Executive Director Michael Powell says they are uniquely postured to provide very strong economic support to potential tenants.

"The Space Coast Regional Airport is in the same Foreign Trade Zone (FTZ #136) as Port Canaveral," Powell says. "With

the tremendous support we are fortunate to have with our community leaders and elected officials, the Titusville-Cocoa Airport Authority has been making very strategic infrastructure improvements over the past few years, enabling us to provide better services and give the surrounding businesses the confidence they need to expand here with us."

The Airport Authority recently had Space Coast and Arthur Dunn Airpark properties designated Brownfields to provide additional environmental support and protection for current tenants and help provide economic incentives to businesses considering relocating to the area.

**For more information on expanding or relocating your business to Titusville or North Brevard County, contact Matt Chesnut at 321-269-3221 or send e-mail to [sedc@titusville.com](mailto:sedc@titusville.com).**