

Case Study 1 – MAN Engines

Industry:

Engines and Engine Parts

Company Size:

Over \$4.5B in assets | Over 14,000 employees | 120 locations worldwide

About MAN Engines:

MAN Engines, a division within MAN Energy Solutions, develops and produces engines for commercial vehicles, power generation, agricultural machinery, rail, water and special-purpose vehicles, including customized solutions. It currently occupies several warehouses within Pompano but will be looking to consolidate into one location in 2025 (with limited options available to accommodate them in Pompano currently).

Why A Good Fit?

- **Strong Local Employer:** MAN Engines is a provider of high-end jobs, with the majority of wages well in excess of both Florida's minimum wage and the average warehouse worker's wage in Pompano. Based on data gathered from Indeed.com, pay for MAN Engines ranges from \$14.14 per hour to over \$75.00 per hour or from \$29,400 to \$158,000 annually.
- **Significant Investment into Space:** MAN Engines uses their Pompano locations primarily for parts distribution, but also for bus axel assembly and large diesel boat motor assembly. They also use their space to be a repair location to accommodate all types of their engines (including agricultural, rail, and power generation). These investments are costly to replicate, meaning the tenant and the jobs are likely to remain in place over time.
- **Clean/Efficient Spaces:** MAN Engines' facilities serve a dual-purpose as both point of assembly and point of sale, which necessitates a clean and presentable space for visitors to inspect.
- **Responsible Company:** MAN Energy Solutions is a wholly owned subsidiary of Volkswagen AG, who holds a score of A- in the CDP climate rating. As a testament to the quality of MAN Engines specifically, 60 navies rely on their engines in over 1,000 naval operations worldwide.

Likely Use Types:

Distribution
Manufacturing, Assembly or Fabrication, (Light)

Permitted or Prohibited Uses:

Distribution – Permitted; Light Manufacturing - Prohibited

Advertised Wages

| | Wage | Annual Salary |
|--|---------------|---------------|
| Florida - Minimum Wage | \$12.00 /hour | \$24,960 |
| Pompano FL - Avg Warehouse Wage | \$15.84 /hour | \$32,947 |
| MAN Engines Pay Range by Job Title: | | |
| Fitter | \$14.14 /hour | \$29,412 |
| Mechanic | \$31.28 /hour | \$65,062 |
| Field Service Engineer | \$39.44 /hour | \$82,035 |
| Service Engineer | \$41.54 /hour | \$86,403 |
| Technical Advisor | \$50.37 /hour | \$104,772 |
| Workshop Engineer | \$51.94 /hour | \$108,035 |
| Superintendent | \$61.10 /hour | \$127,088 |
| Commissioning Engineer | \$75.98 /hour | \$158,038 |

Source: Indeed.com
Annual Salary assumes 40-hour weeks x 52 weeks per year

Assembly



Case Study 2 – Allegheny Technologies

Industry:

Aerospace and Defense; Energy; Medical

Company Size:

Over \$4.4B in assets | Over 6,700 employees | Over 20 locations in the U.S.

About Allegheny Technologies Services:

Allegheny Technologies (“ATI”) produces specialty materials across two business segments: High Performance Materials & Components (43% of 2022 revenue) and Advanced Alloys & Solutions (57% of 2022 revenue). Their end-use markets include Aerospace and Defense (jet engines, airframes, and nuclear submarine fitting), Energy (corrosion-resistant alloys, nuclear reactor fuel cladding), and Medical (niobium superconducting wire, essential for MRIs)

Why A Good Fit?

- **Strong Local Employer:** ATI offers jobs with wages in excess of both Florida’s minimum wage and the average wage of a warehouse worker in Pompano. Based on data gathered from Indeed.com, pay for ATI ranges from \$21.72 per hour to \$35.91 per hour or from \$45,178 to \$74,690 annually.
- **Significant Investment into Space:** In September 2023, ATI signed a 130k SF lease in Margate, FL to build a facility that will produce parts for nuclear-powered submarines and aircraft carriers via advanced ATI 3D printing or additive manufacturing processes to produce complex designs “that can’t be produced in other ways – without expensive tooling”¹, per a company spokesperson. The facility will be operational by mid-2024 and will employ 75 highly-skilled professionals.
- **Clean/Efficient Spaces:** The precision of ATI’s process requires minimal contact with foreign particles which may impair their end-products. As a result, their facilities maintain the highest level of cleanliness and efficiency.
- **Responsible Company:** ATI is strongly committed to a “Zero Injury Culture”, which applies to employees at their facilities and to the environment in the communities they operate in.

Likely Use Types:

Manufacturing, Assembly or Fabrication, (Light)
Printing or Other Similar Reproduction Facility

Permitted or Prohibited Uses:

Light Manufacturing – Prohibited;

Advertised Wages

| | Wage | Annual Salary |
|------------------------------------|---------------|---------------|
| Florida - Minimum Wage | \$12.00 /hour | \$24,960 |
| Pompano FL - Avg Warehouse Wage | \$15.84 /hour | \$32,947 |
| ATI Pay Range by Job Title: | | |
| Technician | \$21.72 /hour | \$45,178 |
| Machine Operator | \$21.91 /hour | \$45,573 |
| CNC Machinist | \$21.99 /hour | \$45,739 |
| Operator | \$23.20 /hour | \$48,256 |
| Maintenance Technician | \$26.88 /hour | \$55,910 |
| Production Operator | \$27.12 /hour | \$56,410 |
| Maintenance Mechanic | \$27.22 /hour | \$56,618 |
| Operations Associate | \$35.91 /hour | \$74,690 |

Source: Indeed.com

Annual Salary assumes 40-hour weeks x 52 weeks per year

Medical Components for Imaging



PZ24-13000002
04/03/2024

(1) <https://www.bizjournals.com/southflorida/news/2023/09/08/margate-facility-leased-by-3d-printing-corp.html>

Case Study 3 – GA Telesis

Industry:

Commercial Aerospace

Company Size:

Over \$1B in assets | Over 500 employees | Over 3k customers

About GA Telesis:

Founded in 2002 and headquartered in Fort Lauderdale, FL, GA Telesis provides aircraft products and services including maintenance and repair of aircraft components and systems like engines and radar.

Why A Good Fit?

- **Strong Local Employer:** GA Telesis is a provider of high-end jobs with wages well in excess of both Florida's minimum wage and the average warehouse worker's wage in Pompano. Based on data gathered from Indeed.com, pay for GA Telesis ranges from \$17.76 per hour to over \$53.00 per hour or from \$37,000 to \$111,000 annually.
- **Significant Investment into Space:** The company invests heavily into the upfit of their space with various testing equipment including dedicated rooms to test sensitive radar components. These investments would be difficult and costly to replicate meaning the tenant, and the jobs, are likely to remain in place over time.
- **Clean/Efficient Spaces:** GA Telesis' Fort Lauderdale HQ is fully climate controlled and equipped with the latest technology which involves several sterilized lab-testing zones and components.
- **Responsible Company:** GA Telesis is a community partner dedicated to giving back to charitable organizations that impact the community. The company has a 2050 carbon neutrality goal and continues implementing initiatives to limit energy consumption and increasing efficiency.

Likely Use Types:

Manufacturing, Assembly or Fabrication, (Light)

Permitted or Prohibited Uses:

Light Manufacturing - Prohibited

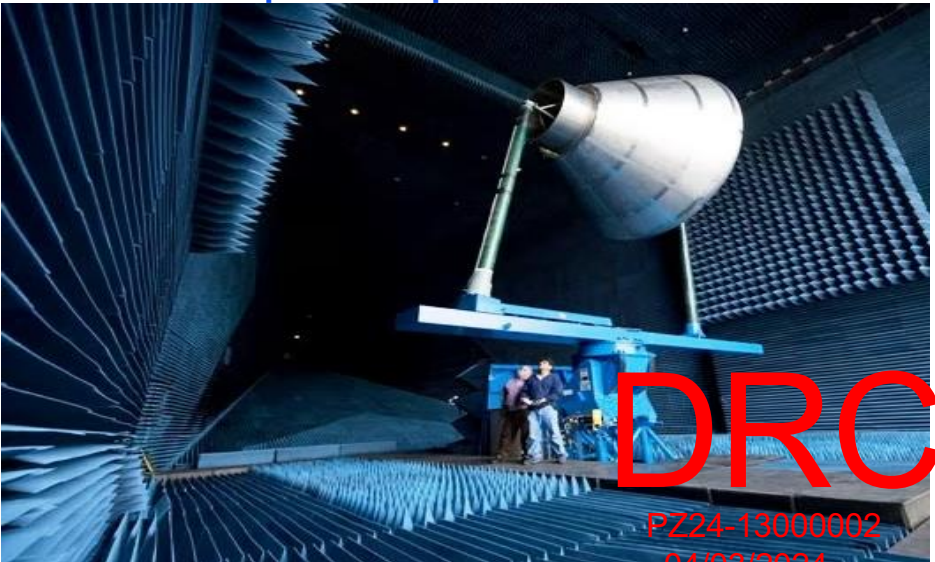
Advertised Wages

| | Wage | Annual Salary |
|---|---------------|---------------|
| Florida - Minimum Wage | \$12.00 /hour | \$24,960 |
| Pompano FL - Avg Warehouse Wage | \$15.84 /hour | \$32,947 |
| GA Telesis Pay Range by Job Title: | | |
| Quality Control Inspector | \$17.76 /hour | \$36,941 |
| Technician | \$19.63 /hour | \$40,830 |
| Inspector | \$19.64 /hour | \$40,851 |
| Repair Technician | \$19.76 /hour | \$41,101 |
| Director of Maintenance | \$25.40 /hour | \$52,832 |
| Financial Analyst | \$34.50 /hour | \$71,761 |
| Aviation Manager | \$38.54 /hour | \$80,159 |
| Engineer | \$40.29 /hour | \$83,806 |
| Senior Attorney | \$53.48 /hour | \$111,229 |
| Data Scientist | \$53.48 /hour | \$111,235 |

Source: Indeed.com

Annual Salary assumes 40-hour weeks x 52 weeks per year

Precision Aerospace Components



Case Study 4 – Boeing Distribution Services

Industry:

Aerospace and Defense

Company Size:

Over \$3.5B in assets | Over 2,300 employees | Over 3k clients and 65 locations worldwide

About Boeing Distribution Services:

Boeing Distribution Services (“BDS”) offers aerospace fasteners, consumables, and logistics services. The company distributes fasteners, bearings, seals, Honeywell proprietary parts, chemicals, composites, raw materials, engineered products, electrical equipment, tooling equipment, and lighting equipment.

Why A Good Fit?

- **Strong Local Employer:** BDS offers jobs with wages in excess of both Florida’s minimum wage and the average wage of a warehouse worker in Pompano. Based on data gathered from Indeed.com, pay for BDS ranges from \$17.00 per hour to \$23.92 per hour or from \$35,360 to \$49,752 annually.
- **Significant Investment into Space:** In addition to the significant distribution channels BDS operates, they are responsible for light-servicing of their products including assembly, laser cutting, lathe cutting, milling, press forming, and stamping.
- **Clean/Efficient Spaces:** BDS boasts a highly proficient technology-driven distribution and inventory management process. As a result, their facilities are in state-of-the-art condition to ensure precise delivery and product quality.
- **Responsible Company:** BDS parent company, The Boeing Company, has several corporate initiatives to engage in ethical and sustainable work practices. Since 2012, Boeing has invested upwards of \$2.5B in community investments, STEM education programs, racial equity and social justice causes, and veteran programs.

Likely Use Types:

Distribution
Manufacturing, Assembly or Fabrication, (Light)

Permitted or Prohibited Uses:

Distribution – Permitted; Light Manufacturing - Prohibited

Advertised Wages

| | Wage | Annual Salary |
|--|---------------|---------------|
| Florida - Minimum Wage | \$12.00 /hour | \$24,960 |
| Pompano FL - Avg Warehouse Wage | \$15.84 /hour | \$32,947 |
| Boeing Distribution Pay Range by Job Title: | | |
| <u>Hialeah:</u> | | |
| Shipping/Receiving Specialist | \$17.00 /hour | \$35,360 |
| Accounts Payable Specialist | \$22.13 /hour | \$46,020 |
| <u>Miami:</u> | | |
| Maintenance Associate | \$20.76 /hour | \$43,176 |
| Quality Control Inspector | \$21.63 /hour | \$45,000 |
| Maintenance Technician | \$23.92 /hour | \$49,752 |

Source: Indeed.com / ZipRecruiter.com
Annual Salary assumes 40-hour weeks x 52 weeks per year

Precision Engineers

