

EEI: Defense Sector Superstar



Susan Englander knows something about finding and utilizing business development resources; her company, **EEI Manufacturing Services**, has been a long-time client of **Pinellas County Economic Development (PCED)** and has benefitted greatly from that relationship. “My involvement with PCED, as a client and as a community partner, is an essential element in EEI’s success today,” explains Englander. Awarded as the U.S. Small Business Administration’s 2009 Small Business Subcontractor of the Year, EEI symbolizes the type of business excellence and community involvement fostered by Pinellas County.

As President and founder of EEI, Englander has worked directly with PCED staff to locate and secure economic incentives to move her company ahead. In 2005, EEI applied for and received \$43,000 in **Incumbent Worker Training (IWT)** grant funds to accelerate the skills of 22 employees, and recently received an additional \$49,888 in IWT funding to continue employee training programs. In addition to incentive assistance, PCED has also helped connect Englander to area industry groups and events that promote networking and support among Pinellas businesses. Englander says, “Serving on the Pinellas

County Economic Development Council (PCEDC) has allowed me to be an active participant in the steering and guidance of Pinellas' future. It's not merely a tagline; Pinellas is the 'ideal business climate' and we want to make sure it stays that way." In addition to her PCEDC service, Englander is also a founding member of the **Pinellas Area Federal Contractors Association (PAFCA)** and serves on its Board of Directors, and she routinely participates in PCED-sponsored events.

EEL Manufacturing Services offers a full range of services as a contract manufacturing company, including Printed Circuit Board (PCB) design, circuit card assembly, box build and systems integration, and comprehensive procurement logistic services. The ISO 9001:2008 certified and registered company specializes in Department of Defense, Department of Transportation and medical electronics support, and counts among its customers such well-known names as Raytheon, GE Avionics, Lockheed and Bell Helicopter/Textron.

Englander founded EEL in 1993 as a **woman-owned, small 8(a) disadvantaged business**. With these designations, EEL has been able to compete successfully within the public and private sectors for prime subcontractor opportunities. Englander also carefully selected a location for her company, choosing a Brownfield site within the city of **Clearwater**. Locating within a designated **Brownfield Area** provided the company with economic incentives to redevelop the property, including environmental testing and remediation.

As Englander and EEL continue to grow and prosper, Pinellas County is the better for their presence. "We've found the tools for success here in Pinellas for the past 16 years," asserts Englander. "I know we'll continue to do so for many, many more."

Learn more about EEL Manufacturing Services at www.eeimfg.com.

Explore the many opportunities available to retain and grow your business in Pinellas at www.PCED.org, or call (727) 464-7332.

