

# Klausner Projects USA





Leopold Stephan, CEO

Fritz Klausner, Owner

- **Founded in 1918 in St. Johann Tirol**
- **Expansion by Fritz Klausner in 1991 with the construction of Klausner Holz Thüringen , now the largest mill in the world**
- **Beginning with fiscal year 2007/2008 the group produced with five highly modern locations in Germany**
- **Employees about 1,400**
- **Raw Material: Spruce and Pine**
- **Corporate management and sales headquarter Klausner Trading International GmbH is located in Oberndorf near by Kitzbühel in Tirol/Austria**
- **Financial Crisis, US Exposure and Pricing Drops, High Euro and Rising German Log Prices created the „Perfect Storm“**
- **After restructuring in fiscal year 2010/2011 production in remaining two sawmills in Germany output 2.2 million m3**

# Klausner – Current sawmills in Germany



**Production Start: 2004**

**Sawmill Output: 900,000 m<sup>3</sup>**

**Employees: about 210**



**Production Start: 1992**

**Sawmill Output: 1.3 million m<sup>3</sup>**

**Employees: about 480**

# Klausner Sawmill



# Klausner – Sales Offices



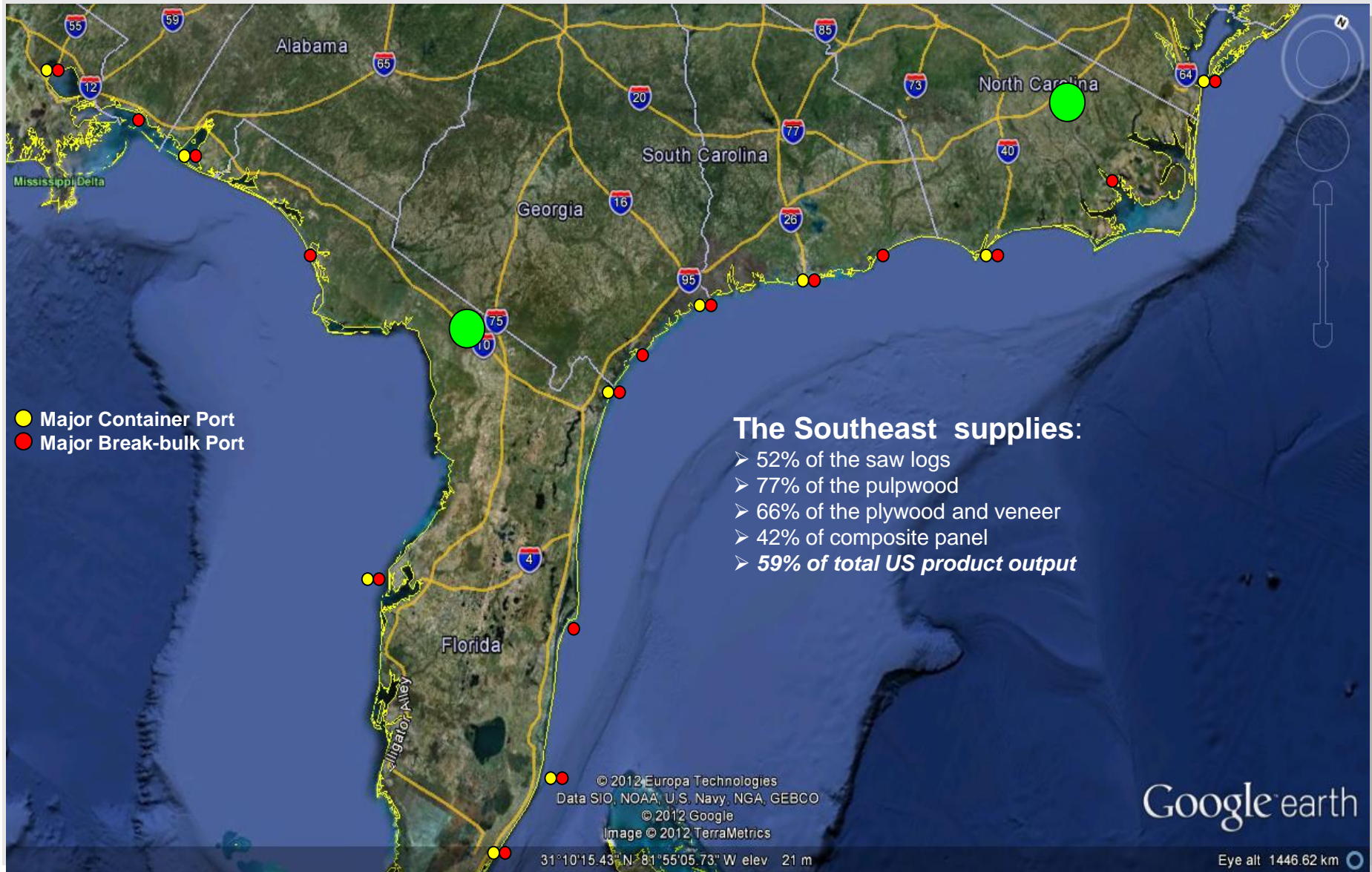
- ⇒ KLAUSNER Trading International  
Oberndorf in Tirol  
AUSTRIA
- ⇒ KLAUSNER Trading USA  
Myrtle Beach  
USA
- ⇒ KLAUSNER MENA OFFICE  
Beirut  
LIBANON
- ⇒ KLAUSNER CHINA OFFICE  
Shanghai  
CHINA
- ⇒ KLAUSNER INDIA OFFICE  
New Delhi  
INDIEN

**Annual Sales to almost 100 countries worldwide.**

# Klausner – Size Flexibility Allows Worldwide Marketing

		grade	sizes
<b>MIDDLE EAST</b>	<b>Boards</b>	<b>Sawfalling incl. Discoloration and Wane KD 18%</b>	<b>22x100 mm 25x100 mm</b>
			<b>50x100 mm</b>
	<b>Scantlings</b>	<b>Sawfalling incl. Discoloration and Wane KD 18%</b>	<b>75x75 mm 95x95 mm</b>
<b>NORTH AFRICA</b>	<b>PINE Boards</b>	<b>Sawfalling incl. Discoloration and Wane KD 18%</b>	<b>25x100 mm</b>
<b>GERMANY</b>	<b>KVH</b>	<b>German Sawfalling incl. Discoloration and Wane KD 15</b>	<b>63x165/205 mm</b>
	<b>Construction lumber</b>		<b>105x205/225 mm 85x165/205 mm</b>
<b>JAPAN</b>	<b>Boards/CLS</b>	<b>J Grade JAS stamped S4S square edged without discoloration, KD 17%</b>	<b>19x89/140 mm 38x89/140 mm</b>
	<b>Traditional</b>	<b>FOHC Square S4S</b>	<b>27x105/120 30x105/120</b>
	<b>Genban</b>	<b>Square edged without Discoloration, rough KD 12%</b>	<b>46x110/145/175/210/245 mm</b>
<b>UK/NL/USA</b>	<b>CLS</b>	<b>Structural lumber S4S E4E planed C16/C24 KD 16%</b>	<b>38x89/140/184 mm</b>
	<b>CC</b>	<b>Structural lumber S4S E4E planed C16/C24 KD 16%</b>	<b>47x100/150/200 mm</b>
	<b>rough sawn</b>	<b>Sideboards rough incl. Discoloration KD 18%</b>	
<b>ROUGH SAWN</b>	<b>Boards</b>	<b>German sawfalling incl. Light Discoloration and small wane</b>	<b>44x100/125/150 mm</b>
		<b>KD 15%</b>	<b>63x125/150 mm</b>
<b>AUSTRALIA</b>	<b>CLS</b>	<b>Australian Standard strength graded S4S square edged KD13%</b>	<b>35x70/90/120 mm</b>
<b>CHINA</b>	<b>CLS</b>	<b>Structural lumber S4S for outside use KD 18%</b>	<b>21x95/120 mm 28x95/120 mm</b>
	<b>ROUGH</b>		<b>36x86mm</b>
<b>SIDEBOARD PRODUCTS</b>		<b>rough sawn GREEN / KD lower quality requirement for Palletproduction/Packaging</b>	<b>15x75 / 17x100 mm 23x100/120/145 mm</b>
<b>for Italy/Germany/Pakistan/India/Vietnam etc ...</b>		<b>Fall down from all above products for re-manufacturing, packaging</b>	<b>Various sizes</b>

# Klausner Project New Locations



# Klausner Project – Layout of the mill in Florida.





# Klausner Project – Construction of the mill in Florida





# Klausner Project – Construction of the mill in Florida



# Klausner Projects USA





# 2014 FLORIDA RURAL ECONOMIC DEVELOPMENT SUMMIT

The Truth about State and Local  
Incentives



# Who We Are & What We Do

**CareerSource Florida** is the state's **business-led** policy and **strategy** board.

We **design and invest** in strategies to **address** critical statewide **workforce needs**.

We oversee a **statewide network** of career development professionals who **work directly for Florida employers** to **find, develop** and **keep good employees**.



# Who We Are & What We Do

## Vision

Florida will be the global leader for talent.

## Mission

Florida's Workforce System connects employers with qualified, skilled talent and Floridians with employment and career development opportunities to achieve economic prosperity.

## Values

Business-Driven • Continuous Improvement • Integrity  
Talent Focus • Purpose-Driven



# The CareerSource Florida Network

## CareerSource Florida

*State Policy and  
Investment Board*

- Workforce Development
  - ✓ Market-Driven Strategies
  - ✓ Competitive Projects
  - ✓ Training Grants
- Data and Analytics
- Strategic Planning
  - ✓ RWB Local Strategic Plan Approval
- Policy Development
- Funding Allocations
- Chartering Regional Boards

## Department of Economic Opportunity

*State Administrative and Fiscal  
Agency*

- Program Administration and Guidance
- Program Compliance and Financial Monitoring
- Federal Program Performance and Financial Reporting
- Technical Assistance and Support
- Workforce Staff Training and Development
- Labor Market Information (BLS)

## Regional Workforce Boards

*Employer and Job Seeker  
Service Providers*

- Workforce Service Delivery to Job Seekers and Employers
  - ✓ Career Centers Operations/Oversight
  - ✓ Business Services Representatives
- RWB Local Strategic Plan Development and Implementation
- Local Compliance, Financial Oversight and Accountability
- Local Workforce Performance and Financial Tracking and Reporting



# CareerSource Florida Oversees Several Programs and Initiatives Including:

- Expanding Business Engagement
- CAPE Academies
- Quick Response Training Grants
- Incumbent Worker Training Grants



# Quick Response Training (QRT)



# Quick Response Training Grants

Qualifying Florida businesses must:

- Produce an exportable good or service in a qualified targeted industry
- Create new, full-time, high-quality jobs (115% of average county or state wage)
- Require customized entry-level skills training which is not available at the local level



# Quick Response Training Grants

## What makes Florida's QRT Competitive

- Company always selects the training provider
- Company can design training plan
- All customized skills-based training is allowed
- Flexible, demand driven grant program
- Opportunities for Consortium Grants



# Quick Response Training Grants

Performance-based reimbursable training expenses:

- Instructors'/trainers' salaries
- Curriculum development
- Textbooks/manuals (or the production of textbooks/manuals)
- Extra Services



For 2013, *Business Facilities Magazine* lists Florida as No. 4 in the nation for Workforce Training.

# Quick Response Training Grants

## **Funding priority given to businesses:**

- Offering jobs located in a distressed, urban inner city, rural area, Enterprise Zone or Brownfield area
- Whose grant proposals have the greatest potential for economic impact that contribute in-kind and/or cash matches



# TARGETED INDUSTRIES

Clean Tech	Life Sciences	Information Technology	Aviation/ Aerospace	Homeland Security/ Defense	Financial/ Professional Services
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Corporate Headquarters  
Research & Development  
Manufacturing

Biomass & Biofuels Processing	Biotechnology	Modeling, Simulation and Training	Aviation:	Equipment:	Financial Services:
Energy Equipment Mfg.	Medical Devices:	Optics and Photonics	Aircraft and Aircraft Parts Manufacturing	Optical Instruments	Banking
Energy Storage Technologies	Laboratory and Surgical Instruments	Digital Media	Maintenance Repair and Overhaul of Aircraft	Navigation Aids	Insurance
Photovoltaic	Diagnostic Testing	Software	Navigation Instruments Manufacturing.	Ammunition	Securities and Investments
Environmental Consulting	Pharmaceuticals	Electronics	Flight Simulator Training	Electronics	Professional Services:
		Telecommunications	Aerospace:	Transportation:	Corporate Headquarters
			Space Vehicles and Guided Missile Manufacturing.	Military Vehicles	Engineering
			Satellite Communications	Shipbuilding and Repair	Legal
			Space Technologies	Technology: Computer Systems Design	Accounting
			Launch Operations	Simulation and Training	Consulting

## EMERGING TECHNOLOGIES

## OTHER MANUFACTURING

Global Logistics Marine Sciences Materials Science Nanotechnology	Food and Beverage Automotive and Marine Plastics and Rubber Machine Tooling
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# Flagship Initiative: Incumbent Worker Training (IWT)





# IWT Overview

- The IWT Program was created for the purpose of providing grant funding for continuing education and training of incumbent employees at existing Florida businesses.
- The program will provide reimbursements to businesses that pay for preapproved, direct, training-related costs.



# IWT Program Features

- Flexible to meet companies need
- Company selects training provider
- Company can have up to 12 months to train
- Approved training costs reimbursed directly to company
- Company contracts with CareerSource Florida



# IWT Eligible Businesses

**Companies applying for an IWT grant must meet the following criteria:**

- Be a “for-profit” business registered with the Florida Division of Corporations
- Have been in operation in Florida for at least one year prior to application date
- Have at least one full-time employee
- Demonstrate financial viability & be current on all state tax obligations
- Did not receive IWT award during the current or previous program year
- Willing to invest in 25 to 50 percent of the direct training costs



# IWT Funding Priorities

**When faced with limited funding, priority consideration will be given to companies that:**

- Are in a qualified targeted industry
- Whose grant proposal represents a significant layoff avoidance strategy
- Whose grant proposals represent a significant upgrade in employee skills

**Additionally, priority AND a higher reimbursement rate (75%) is given to companies that:**

- Have 25 or fewer employees
- Are located in distressed rural or urban inner city area, Enterprise or HUB Zone, or Brownfield



# IWT Eligible Training

- Lean Manufacturing
- Six Sigma – Green and Black Belt
- AS 9000
- ISO 9001:2008
- Leadership Skills, Customer Service, Sales and other soft skills
- Customized training to operate new equipment or software
- Other trainings tailored to company needs

# IWT Reimbursable Training Expenses

- Tuition
- Training/Course Cost
- Textbooks & Manuals
- Instructors' Wages\*
- Curriculum Development\*

\* Limitations Apply



# Questions?



# Thank You!

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## OVERVIEW OF EMPLOYER SERVICES

### RECRUITING

- Job Posting – Register your business and create your own customized job posting(s) on our website.
- On-Site/Off-Site Recruiting Events – recruiting events create excitement for your postings and increase awareness of your company.
- Job Fair Assistance – CareerSource may host job fairs to help make the match between business and job seekers. These may be targeted for the specific needs of an employer.
- Applicant Screening – Depending on your needs, our Employer Services Team may be able to help you with your entire applicant screening process.

### RETENTION

- Turnover and Retention Exercise – Calculate what turnover is costing your organization per position.
- On-Site Assessment – A functional survey of your employees to discover and isolate issues that are impacting turnover.
- Retention Based Tax Incentives – Consultation regarding how to receive substantial tax credits for hiring and retaining employees that meet specific eligibility requirements.

### RE-TRAINING EMPLOYEES

Workforce helps bridge the gap between having employees that need targeted skills and having a well qualified workforce. The Employer Services Team manages several programs and facilitates application to other State based programs that assist businesses with subsidies to invest in their workforce.

### RAPID RESPONSE

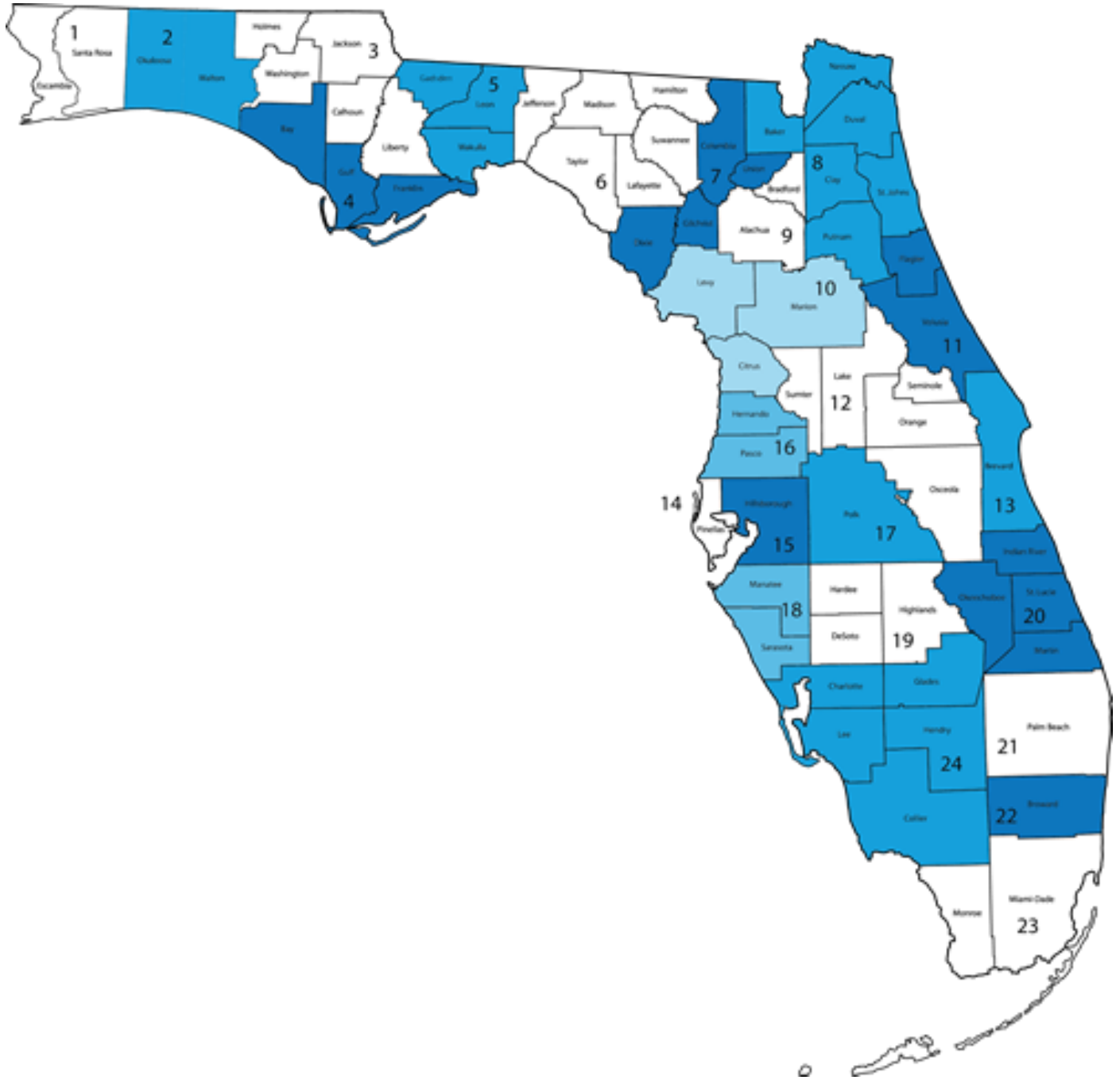
Customized packaging of services to address large scale employee hiring (ramping-up) or reductions in force (lay-offs).

- Ramping Up – CareerSource can assist with job fair development and organization, application development, job descriptions, etc.
- Reduction In Force – An array of confidential services to help make the unfortunate process of down sizing your work force as smooth, supportive and positive as possible.

### RESEARCH AND STATISTICS

If you don't know let us help you find out. Our Employer Services Reps can research all kinds of issues, questions and concerns.

- Wage Surveys – Statistical averages of earning for a specific occupation, geographic region, and described amount of experience.
- Labor Projections – Statistical projections regarding the number of qualified workers in a specific occupation.



Find more information at [www.careersourceflorida.com](http://www.careersourceflorida.com).