

EDC of Okaloosa Case Study:

Bay State Cable Ties

Crestview-based Bay State Cable Ties (BSCT) is America's leading manufacturer of nylon cable ties, operating the most advanced cable tie production facility in the United States and serving high profile clients such as 3M and Fastenal.

The company has experienced double-digit growth for the past 12 years, resulting in the need for additional space. In total, an additional 20,000 SF was needed in order to accommodate employee growth and equipment. Looking at all options, BSCT explored relocating the entire operation to either Alabama or Georgia. Through the EDC of Okaloosa County, local and state government and local business partners, the community came together with an attractive incentive package, allowing BSCT to construct the needed square footage and remain in Okaloosa County. The success attracted the attention of Governor Rick Scott, who attended the company's September 2015 ribbon cutting.

The expansion will allow Bay State Cable Ties to hire 40 new employees, with the majority of new leadership positions being filled by the existing 100+ employees. BSCT will upgrade skills of existing employees by integrating Lean Six Sigma training.

Many milestones were achieved with this project. Bay State Cable Ties was the first company approved for the latest cycle of the voter-approved County EDATE; first company to go through the county's expedited permitting process; and first company in Florida approved for the State's high impact bonus for manufacturing.

The company continues to work with CareerSource Okaloosa Walton on workforce training and job fairs. In January 2016, BSCT's commitment to Florida was acknowledged when company executives were awarded the prestigious Governor's Business Ambassador Award.



Left: Governor Rick Scott, Bay State Cable Ties CEO Bob Sires and other company officials cut the ribbon on the company's 20,000 SF expansion facility as community leaders look on.