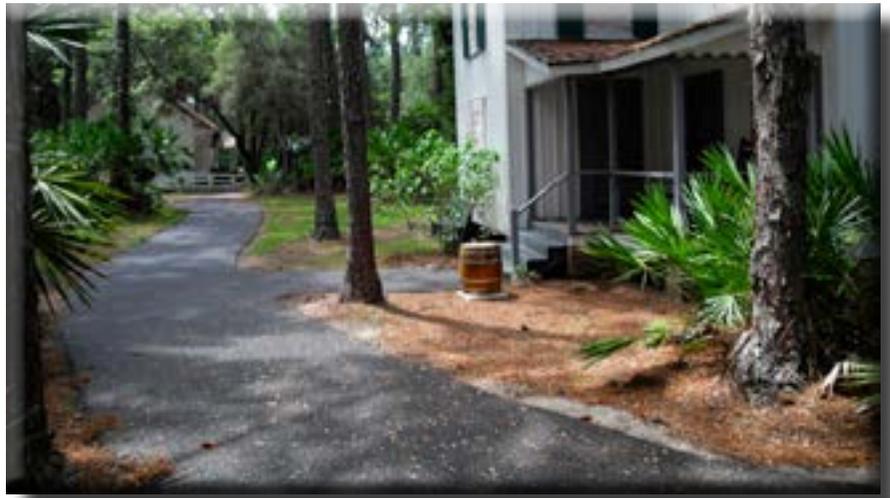


KB Industries

Paving a Path to Success in Pinellas

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Have you visited Pinellas County's **Heritage Village** lately? Enjoyed a stroll back in time on its well-maintained paths? If you answered "yes," you are already acquainted with Pinellas-based **KB Industries** (KBI). KBI, headquartered in the city of **Pinellas Park**, produces and installs a variety of flexible, porous paving products designed to offer a "green" improvement over traditional paving substances.

CEO Kevin Bagnall explains, "Our products aren't just alternatives to concrete, mulch or asphalt; they provide environmentally-friendly solutions that outlast and outperform other options."

KBI's signature product, Flexi®-Pave, is designed to allow for water to flow through the material, eliminating standing water, reducing pollution from storm water runoff, and controlling erosion. Produced by combining recycled tire rubber with rock aggregate, the material is both porous and flexible, making it perfect for use in tree surrounds, sports complexes, parking lots... and walking paths, such as at Heritage Village. There, Flexi®-Pave was used to resolve issues with standing water that caused the park's paths to become unusable by mobility-impaired visitors.

"We needed a solution to meet ADA compliance, but that would also fit with Heritage Village's and Pinellas County's emphasis on preservation and sustainability," says Ellen Babb, Heritage Village Operations Manager. "KBI's solution was just what we needed. The new pathways exceed ADA requirements and blend seamlessly into our historic landscape."

KBI opened its doors in Pinellas in 2002. Looking to expand its business presence in the area, KBI representatives attended the July 2013 **Pinellas County Reverse Trade Show**, which yielded great results, says Bagnall.

“Pinellas County is doing great things with local businesses and we can’t express how much these delight us. Through meetings and contacts throughout the years we have spoken to many people in the Pinellas County departments, but never with such ease and openness as at the Reverse Trade Show. KBI got quite a few contacts out of the show and we have current, on-going communication on possible projects.”

KBI representatives have also spent time meeting with **Pinellas County Economic Development** (PCED) staff to discuss opportunities to continue the company’s growth.

Says Andrea Falvey, PCED Business Development Manager, of the meeting: “Retention visits are a big part of our outreach to the Pinellas business community. It’s important that local businesses know that we’re here to assist them as they grow. Often, companies are unaware of the many tools and incentives available to aid and encourage business development.”

“Andrea spoke with us about opportunities to supplement our **workforce training** through state grants and local **WorkNet Pinellas** programs,” explains Bagnall. “Even if we’re not ready for that right now, it was very helpful to get the information so that when we are ready, we’ll know exactly how to proceed.”

It is this climate of business support and encouragement that Bagnall credits as a primary reason to continue growing KBI in Pinellas. Well, and that other climate is pretty nice, too...

“The great economy and quality of life are two of the main things we like about being located in Pinellas. Our visitors also enjoy the placement of our home office here because of access to the great beaches and other amenities the county has to offer.”

PCED Director Mike Meidel sums it up, saying, “We really do have it all – great business resources to build a robust local economy, and superb natural and cultural resources to provide an enviable quality of life. We strive to make Pinellas County the ‘Ideal Business Climate’ so I’m thrilled to know that companies like KBI are thriving here.”

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KB Industries offers a full range of paving alternatives at www.kbius.com. You can find its products in use in the cities of St. Petersburg and Key West, Florida, Atlanta, Georgia, and in Arlington National Cemetery, as well as in Heritage Village.

Want to grow your business in Pinellas? Let Pinellas County Economic Development show you how at www.pced.org, or call (727) 464-7332.