



# Gulf Coast Building Products

## NWFMC Membership

### Company Profile

Founded in 1998, Gulf Coast Building Products, Inc. is a family-owned and operated independent aluminum and vinyl wholesale distributor. This 30-employee business is one of the few local manufacturers of roof drip edges, patio roof pans, and various styles of gutters. GCBP supplies high-quality aluminum extrusions, vinyl siding and accessories, aluminum, windows, roofing systems, gutter systems, shutters, columns, and railings; all are approved by the Florida Building Product Code. Their reputation for manufacturing and distributing top-quality building materials has made them one of the premier wholesale distributors along the Gulf Coast.

### Situation

As GCBP expands operations, they look to hire additional employees. They seek any applicants with a strong work ethic, shared desire to improve operations, and drive for perfection. Ray Mayer, president of GCBP said, "GCBP is a great company to work for, with competitive pay and benefits, and is waiting for the right candidates to apply. Even if we do not have an immediate opening, if we have someone who wants to apply that shows real potential, we will find a position for them."

### Solution

GCBP joined the Northwest Florida Manufacturers Council in 2017. The University of West Florida/Florida Makes business advisors connected Mayer to CareerSource Escarosa for hiring fairs and staffing support. Through this effort, GCBP has experienced success in employing quality employees. GCBP also plans to hire additional employees as they look to expand their facility and operations.

### Results:

- \$40,000 in new and/or retained sales
- \$20,000 in cost savings
- \$85,000 in new investments
- 6 created and/or retained jobs
- \$30,000 in other savings on investments

### Testimonial

"I knew becoming a member of the Northwest Florida Manufacturers Council was a great idea. Member benefits included my staff's connections to other agencies like CareerSource Escarosa, professional development training, business advisor consultation, and a CoreValue Discover Assessment. I would highly recommend joining the Northwest Florida Manufacturers Council and the University of West Florida/FloridaMakes advisors for consultation to any manufacturer," said Mayer.