

Jay Conroy

Clearwater, Florida



[Hydro-Dyne® Engineering](#)

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Learn about Florida Entrepreneur Jay Conroy:

Jay Conroy, founder of Hydro-Dyne® Engineering, which is a GrowFL 2017 Florida Companies to Watch honoree, launched the startup only one year out of college. Since then, he has consistently grown the company to the point that it now has approximately 80 employees and a global footprint.

"Launching the company was pretty scary but at the same time also easy," he said. "I was betting everything but didn't have much to bet. When you don't have much, you don't have much to lose. About a year after launching, we started adding new product lines and making improvements to existing products. Innovation is one of our core values we are constantly pushing to develop and innovate new products. It's a large market and there's lots of opportunity to make improvements on

old designs and create new equipment. There's plenty to do."

Hydro-Dyne® Engineering is a custom engineered manufacturer of mechanical, screening and grit removal equipment for water and wastewater treatment.

"We are one of only a few in the industry that manufacture our own equipment," Conroy explained. "Others subcontract out their work or license their designs. We bring everything in house: design, equipment engineering, manufacturing and service. We also target a place in the market at a higher quality and value point. We deliver better all the way around."

Conroy is the first to say the whole team deserves credit for being named a GrowFL Company To Watch.

"It's a great honor for everyone here," he said. "This is not a Jay Conroy award. It's a Hydro-Dyne® award. There are 80 people here who helped get us to where we are. It's a culmination of a lot of people's efforts towards a few goals we've outlined."

Conroy's advice for aspiring entrepreneurs is that "it just comes down to work smart, work hard, plan ahead and look for what's coming because that allows you to either capitalize on opportunities or mitigate a risk."

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