

FloridaMakes



Mission

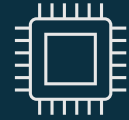
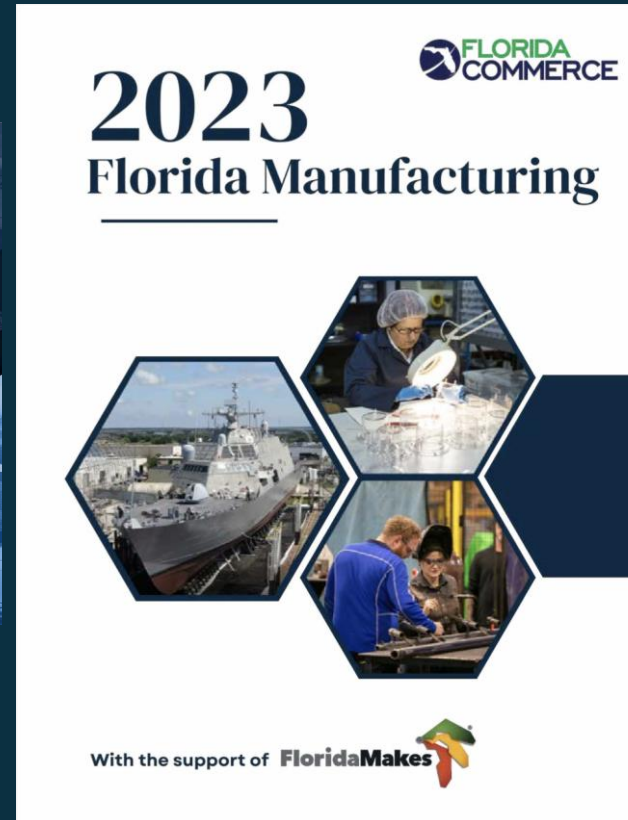
Improve the productivity and technological performance of Florida's manufacturing sector.

About FloridaMakes

FloridaMakes is a statewide, industry-led, public-private partnership operated by an alliance of Florida's regional manufacturers associations with the sole mission of strengthening and advancing Florida's economy by improving the competitiveness, productivity and technological performance of its manufacturing sector, with an emphasis on small- and medium-sized firms.

FloridaMakes is the official representative of the Manufacturing Extension Partnership (MEP) National Network in the state of Florida, a program of the National Institute of Standards and Technology, an agency of the U.S. Department of Commerce.

Manufacturing Plays a Major Role in Florida's Future



Florida ManuFacts

As of 2023 Q4



426,000 jobs

an increase of 26,600 jobs over the year



25,803 establishments



4.4% of total non-agricultural employment



\$76 billion economic output
Q1 2023



4.3% annual average unemployment rate
(5.4 % for all industries in FY 2021)



80% of Florida manufacturers have fewer than 20 employees

Florida's Manufacturing Industry: Notable Sectors



Aviation and Aerospace

#2 nationally in aviation maintenance, repair & overhaul (MRO)



Defense

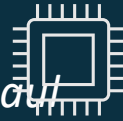
#4 nationally in defense contracts



Medical Devices



Building Materials



Electronics



Industrial Machinery



Food & Beverage



Boating/Marine



Metal Fabrication

2023 Florida Manufacturing Report

**Scan the QR code to access the
digital version of this report**



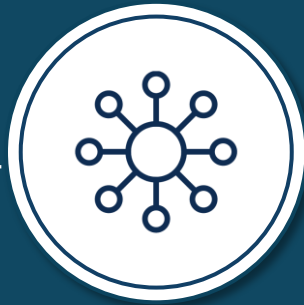
**or visit the following link:
bit.ly/3UOMJxj**

WHAT IS CONNEX FLORIDA?

Connex Florida is an online capabilities database and connection platform built by and for Florida manufacturers that helps you connect with manufacturers, find resources and adapt to changing market demands



Florida Focused
Resources



Network With Over
8,000 Manufacturers



Industry-Specific
Sourcing



No Cost

connex
FLORIDA

part of the
FloridaMakes
network



Executive Order 14005: Buy America Requirements and NIST MEP Supplier Scouting

Executive Order 14005 – Buy America Requirements

On January 25, 2021, the White House announced Executive Order (EO) 14005, called *Executive Order on Ensuring the Future is Made in All of America by All American Workers*. EO 14005 establishes a substantial role for the MEP National Network™ in the Biden Administration's plans to bolster American manufacturing:

Sec. 7. Supplier Scouting. To the extent appropriate and consistent with applicable law, agencies shall partner with the Hollings Manufacturing Extension Partnership (MEP), discussed in the Manufacturing Extension Partnership Improvement Act (title V of Public Law 114-329), to conduct supplier scouting in order to identify American companies, including small- and medium-sized companies, that are able to produce goods, products, and materials in the United States that meet Federal procurement needs.

Excerpted from EO 14005, Section 7



CONNEX Florida is one of the primary avenues for information about NIST MEP Supplier Scouting opportunities, and by extension, Buy America procurement requests from a wide range of sources



For more information, visit: <https://www.nist.gov/mep/executive-order-14005>





What can you search for with Connex?

- Customize search parameters to narrow results to the most relevant resources
- Identify and qualify alternative suppliers
- Made in Florida
- Made in USA



Connex's Searchable Database

SEARCHABLE CAPABILITIES



Certifications & Qualifications



Equipment



By Geographic Regions



Industry Sectors



Materials



NAICS & SIC

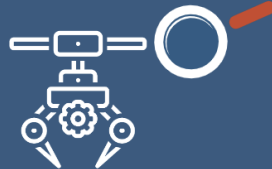


Products & Services

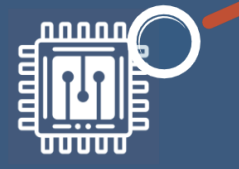


Small Business Designations

MOST POPULAR SEARCHES



Manufacturing Services



Components



Materials



Packaging



connexTM
MARKETPLACE

Connecting US Manufacturers



RESHORING PRODUCTION Providing Resilience in the Face of Global Disruption

- In early 2022, FloridaMakes was approached by a Northeast Florida manufacturer who had been sourcing cast parts from Ukraine (Kharkiv region). As a result of the Russian invasion of Ukraine in February 2022, that source of components was cut off overnight.
- After substantial search and review of potential suppliers within Florida, no suitable alternatives were found within our state. However, through the Connex Marketplace national platform, FloridaMakes and the manufacturer were able to find a handful of domestic casting suppliers in the upper Midwest (Illinois and Indiana) who would be viable alternatives. Although those suppliers did have lead times of a few months in order to be able to produce the parts, that was vastly preferable to the uncertainty regarding availability and timeline(s) in sourcing from an active war zone.
- Production of these components (including final machining) was successfully re-shored to the United States.

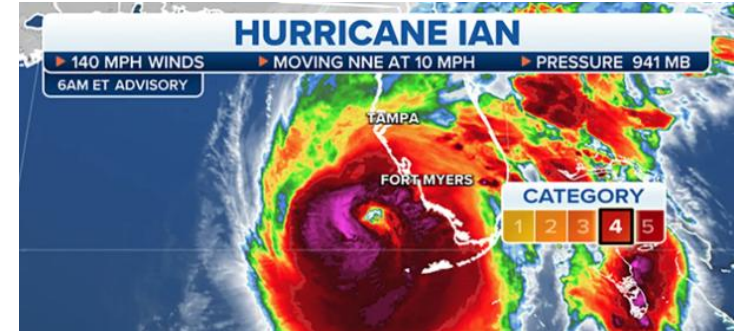


CASE STUDY: SOURCING DEFIBRILLATORS FOR DISASTER RESPONSE

Shortly after landfall of Hurricane Ian in Florida in September 2022, Florida authorities needed to set up and equip field hospitals to provide emergency medical care after several medical facilities in Southwest Florida were damaged or rendered inoperable due to the severe flooding, wind damage and other impacts of the storm.

Defibrillators and related accessories were identified as an immediate need (for delivery within 48 hours). Authorities reached out to FloridaMakes (the Florida MEP center) for help in filling this need, and through outreach across the country through the MEP National Network and Connex Marketplace, a connection with Zoll Medical Corporation, a defibrillator manufacturer in Massachusetts was established within hours and the needed units were identified, packaged and delivered within 48 hours (and less than 72 hours after the storm's arrival) for deployment at field hospitals across the impacted area.

<https://www.nist.gov/blogs/manufacturing-innovation-blog/mep-national-network-responds-urgent-need-medical-supplies-wake>



CONNEX MARKETPLACE CONNECTION PLATFORM



Connect to Suppliers & Buyers within Florida, or across the United States



Florida's Supply Chain Solution

What is Connex Florida?

Connex Florida is an online capabilities database and connection platform built by and for Florida manufacturers that helps you connect with manufacturers, find resources and adapt to changing supply demands.



Florida Focused Resources



Network With Over 8,000 Manufacturers



Industry-Specific Sourcing



No Cost

Key Features

BENEFITS TO FLORIDA MANUFACTURERS



Showcase your Capabilities



Find Suppliers or be Found



Reach Local & National Manufacturers



Post Information on your Needs



2022 CONNEX MARKETPLACE EXCHANGE CENTER HIGHLIGHTS

NATIONAL MFG NEEDS POSTED

 **396**

SUPPLIERS CONNECTED TO BUYERS MFG NEEDS

 **4000+**



● BUYER
● SUPPLIER

TOP 10 BUYER/SUPPLIER MFG CONNECTIONS MADE

- Texas startup/emerging growth OEM connected with a Missouri SMM to reshore manufacturing of custom fabric straps for a consumer product
- Nebraska emerging growth ag robotics OEM connected with a Minnesota Fortune 200 company to manufacture a unique gear set for a robot drive system
- Texas based emerging growth OEM connected with a Michigan plastic injection mold SMM for custom molds and plastic parts for a new consumer product
- Nebraska large OEM connected with a New York SMM to make a customized wire feeder machine
- Louisiana defense prime connected with an Iowa SMM foundry for aluminum casting needs
- Florida medium OEM connected with a Oklahoma SMM for machining needs
- Utah government defense depot connected with a Rhode Island SMM for plastic tubing
- Pennsylvania OEM connected with a Texas SMM for milling and machining parts
- Utah defense prime connected with a Wyoming VTL SMM to manufacture large diameter parts
- Tennessee medium OEM connected with a Michigan SMM supplier for a polyurethane foam requirement.

CONNEX Marketplace is an online manufacturing platform that connects all U.S. manufacturers & suppliers into a single, accurate, searchable supply-chain solution. It's a revolutionary new way for U.S. manufacturers & suppliers to find, be found, connect and contract directly with each other!