



Precision Measurement, Inc.

Disabled Veteran Small Business Owner to Expand Operations

Company Profile

Founded in 2005, Precision Measurement, Inc. (PMI) is a provider of NIST traceable and ISO/IEC 17025 calibrations, testing services, and equipment sales. They specialize in avionics, RF and electrical, physical and dimensional calibrations, and testing services. The company's 10 staff members have more than 50 years of experience in Air Force calibration and leading-edge military maintenance, repair and overhaul.

Situation

The current location restricts potential expansion, leading PMI's president to decide on whether to buy or lease a new building. With an expanding customer base, new employees are essential. Additionally, non-destructive testing could also be added as a client capability.

Solution

With the assistance of the University of West Florida/FloridaMakes business advisors, PMI completed a CoreValue Discover Assessment to find gaps in their current growth strategy. The assessment reported the company to be in good condition; however, the growth strategy needed to be transparent, simple, and actionable. The advisors introduced PMI to various economic business resources to provide any potential missing information in the decision-making process. One of these resources is the Okaloosa County Economic Development Center, who could assist PMI in their search for a new building.

Results:

- \$375,000 in new and/or retained sales
- \$860,000 in new investments
- 5 new and/or retained jobs

Testimonial

"I met with University of West Florida/FloridaMakes Business Advisors, who connected me to various statewide economic and business resources to help us in our decision-making process, including Okaloosa EDC, Okaloosa CareerSource, Florida's Microfinance Program, Gulf Power Business Program, GrowFL.com, Opportunity Florida, and Florida's Great Northwest Regional EDC. I highly recommend the Northwest Florida advisors to other panhandle manufacturers. I highly recommend University of West Florida/Florida Makes Business Advisors to any manufacturer for challenges faced," said David Haines, President of PMI.