

## Southwest Florida Manufacturing Resiliency Pilot Program Appropriations Project Request Fiscal Year 2022-23

### Overview

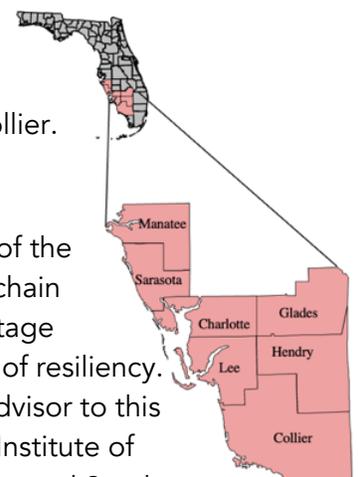
FloridaMakes, the state’s Manufacturing Extension Partnership (MEP) program, requests a **non-recurring \$825,000 investment** (see page 2 for break down) from the State of Florida to deploy already-developed tools and services in the area outlined below to improve manufacturers resiliency in the wake of current and future supply chain disruptions. This program would apply approximately 75 percent of the funds to directly assisting small-to-medium sized manufacturers through advisory services and grants that will defray the cost of assessments.<sup>1</sup>

The MEP program supports the competitiveness of U.S.-based manufacturing by making manufacturing technologies, processes, and services more accessible to small and medium-sized manufacturers through MEP Centers in all 50 states and Puerto Rico. For every dollar of federal investment in FY 2021, the MEP National Network generated \$26.20 in new sales growth and \$34.50 in new client investment. This translates into \$14.4 billion in new and retained sales for U.S. manufacturers.<sup>2</sup> Since 2016, and through Q1 2022, the MEP National Network has independently surveyed 573 FloridaMakes clients reporting \$2.6 billion in new sales growth, \$687.7 million in new client investments, \$213.5 million in cost savings and 19,013 jobs created or retained. This translates to **\$3.5 billion in economic impact**.

This program would be delivered in partnership with the region’s two manufacturers associations: Sarasota-Manatee Manufacturers Association and the Southwest Regional Manufacturers Associations. The results of this pilot would lead to an increase in surveyable company projects mitigating risks and improve Florida’s manufacturing sector’s resiliency. Those would include cybersecurity assessments and implementations, assessment and mitigation of business continuity risks, workforce cross training and upskilling for resiliency, and operational training for improving manufacturing efficiencies to allow for expansion or diversification.

### Service Area

Services and outreach will be targeted to the 2061 establishments<sup>3</sup> in the following southwest Florida counties: Manatee, Sarasota, Charlotte, Glades, Lee, Hendry, and Collier.



### Sustainability

The funding requested will serve as a 12-month pilot to expand services. Continuation of the focused outreach, education, and related activities to engage manufacturers in supply chain resiliency projects with the addition of a dedicated full-time Business Advisor sets the stage after the pilot for a marketplace that will remain engaged and aware of the importance of resiliency. FloridaMakes is committed to fund the salary and benefits of the dedicated Business Advisor to this region to continue these resiliency services through dollars received from the National Institute of Standards and Technology at the U.S. Department of Commerce. The Sarasota-Manatee and Southwest Regional Manufacturers Associations are committed to continue the outreach and education activities after the pilot.

<sup>1</sup> Funds will be used to provide technical assistance to manufacturers through the delivery of assessments and implementation projects.

<sup>2</sup> [NIST MEP Helps Manufacturers Respond to the Pandemic and Thrive Despite It](#)

<sup>3</sup> 2020 Florida Department of Economic Opportunity data on Manufacturing Employment and Wages by County.

## Deliverables

Service	Metric	Goal
Resiliency Assessments to include Supply Chain Visibility and / or Business Continuity and / or Cybersecurity Gap Analysis	assessments completed	30
	companies who pursue training, mitigation and / or other investments for resiliency as a result of any of the assessments	15
Profile listing within Connex Florida Supplier Capabilities platform	registered users	20
	companies uploading capabilities statement	12
	companies participating sourcing activities	5

## Non-recurring \$825,000 investment:

Program Manager Salary and Benefits	\$50,000
Financial, reporting and compliance management	\$24,000
Travel and supplies for Program Manager	\$1000
<b>TOTAL administrative costs</b>	<b>\$75,000</b>

2.0 FTE – Business and technical assistance to perform the resiliency assessments / supply chain and manage the resulting individual client projects.	\$245,000
Travel and supplies for business and technical assistance visits to manufacturers	\$25,000
<b>TOTAL Operational Costs</b>	<b>\$270,000</b>

<b>Grants to be awarded to manufacturers<sup>4</sup></b>	<b>\$480,000</b>
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### Sponsor



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<sup>4</sup> For cybersecurity gap analyses: FloridaMakes would charge the client \$500 per assessment and would charge the grant the remaining fee (\$3,500-\$7,500 per assessment). For all other resiliency assessments: FloridaMakes Business Advisors would perform most of these assessments for free, and the grant would cover the cost of their salaries. Therefore, the client does not have to pay, nor will the grant be charged any fees above the 2.0 FTE salaries.