



NEWS RELEASE

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SAMA HELPS IMPROVE THE COMPETITIVENESS AND PRODUCTIVITY OF THE SUNCOAST'S MANUFACTURERS

Over \$1 Billion in Impact Reported by Florida Manufacturers Working with the FloridaMakes Network

SARASOTA, FL. AUGUST 10, 2019 – The Sarasota-Manatee Manufacturers Association [SAMA], a member of the FloridaMakes network, recently announced that Florida manufacturers who received services through FloridaMakes have reported a combined total of over one billion dollars in measurable economic impacts and created or retained 6,953 manufacturing jobs since the program started delivering services in 2016.

The FloridaMakes network is an industry-led initiative operated by Florida's Regional Manufacturers Associations in partnership with industry, research, educational and economic development organizations, both public and private, at the state and national levels.

In support of its mission to raise the standard of living and improve quality of life through the advancement of manufacturing along the Suncoast, SAMA entered into an agreement with FloridaMakes earlier this year to offer its members top- and bottom-line business improvement opportunities.

FloridaMakes strives to improve the productivity and performance of Florida manufacturers by accelerating technology adoption, talent development and business growth, as well as strengthening the state's high-wage manufacturing economy.

Impact results represent data from 283 client engagements across the state, obtained through a survey conducted by the National Institute of Standards and Technology, an agency of the U.S. Department of Commerce. On average, \$3.7 million in total impact and over 24 jobs were created or retained per company. The numbers break down as follows:

- Increased and retained sales: \$697 million
- Total cost savings: \$97.9 million
- Total investments: \$249.5 million
- Jobs created and retained: 6953



“Since SAMA became a part of the FloridaMakes network, we have been able to measurably and substantially improve the competitiveness of the companies we’ve engaged and have a greater impact on our regional economy,” said Bayne Beecher, SAMA President. “The establishment of our business advisory services has elevated the value we bring to our membership and our community.”

Members have access to SAMA’s FloridaMakes business advisor who provides a thorough evaluation of any manufacturer, along with highly skilled trainers and services at a discounted rate.

“It can be difficult to reconcile the significant cost in both dollars and time that additional training requires,” said SAMA member Aaron Lane, Director of Operations for RND Automation. “FloridaMakes has been instrumental in helping RND justify those costs, by introducing us to available state grants and highly skilled trainers. We have increased our training budget overall, but more importantly, the value of the training we receive is well beyond the cost. For every dollar we spend this year, we’re receiving four dollars of training from grants and negotiated discounts. We were already competitive in our market, but elevating our entire staff is building us into a powerhouse!”

The Sarasota-Manatee Manufacturers Association is a regional resource helping companies address current challenges, create new opportunities for growth and achieve measurable results. For more information or to learn how SAMA can unlock growth opportunities and cost savings for manufacturers, contact Rob Harris at 941-376-4272.

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About SAMA

Founded in 1971 to improve the manufacturing environment in Sarasota & Manatee counties, the Sarasota-Manatee Manufacturers Association membership includes companies of all sizes and represents most of the manufacturing community throughout the Suncoast. Through its advocacy, networking and resources, SAMA addresses economic, civic and educational issues related to the future of manufacturing in the area. Learn more about SAMA by visiting www.SAMA-FL.org.

About FloridaMakes

The FloridaMakes network is a state-wide, industry-led initiative 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. It accomplishes this by providing services focused on three principle value streams: technology adoption, talent development, and business growth.

The FloridaMakes network is the official representative of the MEP National Network, which is operated by NIST, for the State of Florida. More information on the FloridaMakes network is available at www.floridamakes.com. More information about the MEP National Network is available at www.nist.gov/mep.