



December 30, 2020

Years ago, SAMA and our sister Assoc. asked a sitting Governor to help our economy by having the State purchase from local companies- he told us low price purchasing was their policy. Last year we approached another high-level elected official, and we were told that low price criteria was appropriate. A Florida based company is at a strategic disadvantage cost wise when compared to Mexico/China. In this time of higher unemployment, the conditions are favorable to introduce the BUY FLORIDA ACT.

The Federal Government initiated a "BUY AMERICA ACT" several years ago which requires all Federal entities to buy from American based companies for all their procurement needs whenever possible...

Florida's governmental purchasing entities at state and local levels seek low price as their primary purchasing requirement; they do not consider best value, warranties etc., they only use low price as their primary selection criteria.

The primary beneficiaries of this policy are companies based in China, Mexico or out of state.

When Florida Govt entities buy from out of state companies our tax dollars go to enhance another region's economy at the expense of the Florida taxpayer! Purchasing from Florida based companies keeps our economy strong. Florida companies purchase their services and supplies from other Florida companies which is a very strong economic multiplier. Florida companies keep good paying jobs in Florida and help diversify our economy – we need to stop shipping our jobs out of state!

It will also entice out of state companies to expand their manufacturing facilities within Florida, so they too can be considered for governmental bids. While this may increase competition, it will at least put the manufacturers on a level playing field.

We need our Legislators to pass a "BUY FLORIDA ACT" to compel state/local purchasing agents to consider Florida companies first using best value, *not price*, and only accept bids from out of state entities when local companies cannot meet their requirements.

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