THE FRANKLIN FURNITURE INSTITUTE

Presented by
Bill Martin
Director
Franklin Furniture Institute
Mississippi State University

Presented at the
2013 Manufacturing Summit
March 27, 2013
Mission
Sustain and enhance the competitiveness of the furniture and home furnishings industry in Mississippi and the region

Reporting
Forest Products Department/Forest and Wildlife Research Center

Structure
Collaborative effort between Colleges of Engineering, Forest Resources, Business, and Architecture, Art & Design
Services Provided

- Supervisory Management Training Program
- Export Resource Service
Services Provided

- Furniture, Fabric, Cushion and Frame Testing
- Plant Layout and Value Stream Mapping
Services Provided

- Product design and modeling
Services Provided

- Research on Container on Barge Logistics
- Logistics and Supply Chain Support
Services Provided

- Educational Seminars, Webinars, Workshops

Manufacturing Conference 2012

Re-shoring Conference 2012
Other Services Provided

- Business Development & Strategic Planning
- Lean and 6 Sigma Training through CAVS-E
- Logo and Website Development through CAAD
- EFEC Registration (Environmental Sustainability Program)
- MBA Project Teams through the College of Business
- Student Scholarships (AHFA, SEHFA, Celia Moh)
- Customer/Employee Satisfaction Surveys
- On Line Mississippi Made Products Catalog
- Grant Writing
<table>
<thead>
<tr>
<th>Performance Measures</th>
<th>2005</th>
<th>2006</th>
<th>2007</th>
<th>2008</th>
<th>2009</th>
<th>2010</th>
<th>2011</th>
<th>2012</th>
<th>TOTAL</th>
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<tbody>
<tr>
<td>Total Number of Projects/Special Activities</td>
<td>20</td>
<td>24</td>
<td>22</td>
<td>34</td>
<td>30</td>
<td>32</td>
<td>37</td>
<td>59</td>
<td>258</td>
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<tr>
<td>Total Number of Companies Impacted</td>
<td>24</td>
<td>16</td>
<td>22</td>
<td>28</td>
<td>14</td>
<td>20</td>
<td>25</td>
<td>46</td>
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<tr>
<td>Number Counties Impacted (Site Location)</td>
<td>11</td>
<td>9</td>
<td>10</td>
<td>10</td>
<td>8</td>
<td>8</td>
<td>7</td>
<td>11</td>
<td>74</td>
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<tr>
<td>Total Number of Employees Impacted</td>
<td>7,768</td>
<td>5,441</td>
<td>8,000</td>
<td>11,175</td>
<td>5,372</td>
<td>3,902</td>
<td>8,723</td>
<td>11,697</td>
<td>62,078</td>
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<td>Special Activities</td>
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<td>Client &amp; Industry Research Projects</td>
<td>2</td>
<td>4</td>
<td>4</td>
<td>5</td>
<td>5</td>
<td>5</td>
<td>5</td>
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<td>Webinars/Workshops/Seminars</td>
<td>6</td>
<td>12</td>
<td>8</td>
<td>17</td>
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<td>Scholarship Assistance</td>
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<td>Lean Cert &amp; Student Assistance</td>
<td>7</td>
<td>8</td>
<td>4</td>
<td>4</td>
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<td>Impact - $ Savings to Industry</td>
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<td>6,700,000</td>
<td>1,200,000</td>
<td>1,000,000</td>
<td>1,100,000</td>
<td>9,900,000</td>
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External Partners

- American Home Furnishings Alliance
- Mississippi Manufacturers Association
- Mississippi Development Authority
- Mississippi Export Assistance Ctr., U.S. Dept. of Commerce
- Mississippi Economic Development Council
- Mississippi World Trade Center
- Mississippi Furniture Association
- National Home Furnishings Association
- North Carolina Department of Commerce
- Tupelo Furniture Market
- Community Development Foundation of Lee County
Thank You

Questions?

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