



**MAKE
MORE**

**MANUFACTURING
SUMMIT**

PROGRAM

OCT 22-23, 2025

Embassy Suites Downtown Orlando

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Welcome to the 2025 MakeMore Manufacturing Summit

Florida's manufacturing sector is a driving force in our state's economy—fueling innovation, creating more than 430,000 high-wage jobs and contributing greater than \$80 billion to our annual GDP – a 92% increase over the last ten years! With more than 27,000 manufacturing establishments and the fastest-growing manufacturing sector in the nation, Florida continues to set the pace for growth and resilience.

Under Governor Ron DeSantis, Florida has become a national leader in advanced manufacturing, including sectors such as aerospace and aviation, military and defense, computer and electronic products, boating and marine, medical devices, medicine and pharmaceuticals, chemicals, food and AgTech and microelectronics. This success isn't accidental. Governor DeSantis is committed to investing in Florida's workforce and this is a direct result of strategic alignment, hard work and focused collaboration across every corner of the state, from manufacturers to educators to workforce and economic development partners.

The MakeMore Manufacturing Summit was established in 2018 as a working platform to bring together leaders from across the industry to tackle real challenges: closing talent gaps, driving technology adoption, strengthening supply chains and enhancing regional connectivity. This year's discussions will focus on uncovering challenges to our ecosystem and identifying the gaps we must close to keep Florida's manufacturing sector competitive and future-ready. By sharing data, experiences, and best practices, we can collectively chart a course that strengthens the entire value chain, from small and medium-sized firms to large-scale manufacturers.

As partners, FloridaCommerce, CareerSource Florida, the Florida Small Business Development Center Network, and FloridaMakes, we are looking forward to building together—ensuring cooperation to advance our priorities for supply chain growth, talent development, technology guidance and supporting our economic development partners. The insights that emerge here will guide how we align resources, shape policy, and support manufacturers in every region of our state.

Thank you for lending your expertise and your time to this important conversation. Together, we're not just advancing manufacturing, we're building the systems, networks and strategies that keep it strong, future-ready and internationally competitive.

With appreciation,

Alex Kelly

Secretary of Commerce, FloridaCommerce

Greg Britton

State Director, Florida SBDC Network

Adrienne Johnston

President & CEO, CareerSource Florida

Kevin Carr

Chief Executive Officer, FloridaMakes

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October 22

5:30 PM

Kick-off Reception at the Made in Florida Exhibit Hall

Employer of Choice: What It Takes to Build a Great Place to Work.

Moderator: Brittany Greer, Executive Director, Rosie Riveters

Panelist:

- Kenny Attai, Chief Executive Office, 247 Manufacturing
- Tim McKindles, Director Ecological Laboratories
- Kris Hanigosky, Nautique Boat Company

Florida Manufacturing Excellence Awards Dinner



Advanced Manufacturing Apprenticeship Programs

**BOOST PRODUCTIVITY, CUT TURNOVER,
AND FUTURE-PROOF YOUR COMPANY.
UPSKILL YOUR WORKFORCE AT NO COST.**



Production Technologist Associate

Foundational training in safety, quality, blueprint reading, CNC, robotics, and more. Prepares for SME CMfgA certification

Industrial Manufacturing Technician

Training in setup, operation, and monitoring of production equipment. Prepares for MSSC CPT 4.0 certification

Quality Control Technician

Emphasis on inspection, documentation, standards, and quality systems. Prepares for SME CMfgA certification and Lean Six Sigma Yellow Belt

Manufacturing Maintenance Technician

Focus on troubleshooting, preventative maintenance, and system repairs. Covers electrical, mechanical, fluid power, and automation systems





VETERANS FLORIDA

VETERANSFLORIDA.ORG

Build your business! Florida's booming manufacturing industry needs experienced workers to keep our economy growing in the nation's most veteran-friendly state. Attract skilled employees! Veterans Florida provides powerful tools to help businesses discover and hire highly skilled veterans with incomparable real-world experience.

CAREERS

SKILLBRIDGE



Building Florida's *Unbreakable* Manufacturing Network

FloridaMakes: Supply Chain Solutions

From hurricanes to global market shifts, Florida's manufacturers face unique challenges. Navigate disruptions with confidence.

FloridaMakes and **Supply Chain Florida** deliver:

- ◆ Expert support for manufacturers and consumers
- ◆ Resilience through natural disasters, global events, and market changes
- ◆ Resources to keep your business agile



Explore www.SupplyChainFlorida.com
for cutting-edge tools, news, and Connex Florida.



connex
FLORIDA

Invest in tomorrow's workforce.

In today's competitive labor market, finding and keeping top talent is tough. That's where CareerSource Florida steps in. Whether you're hiring, training, or expanding, our network is here to help—at no cost to you.

- ▶ Training Grants: Access funding through Quick Response Training and Incumbent Worker Training programs to upskill new and existing employees.
- ▶ Registered Apprenticeships: Build your talent pipeline with customized, employer-driven training that delivers.
- ▶ Hiring Support: Get hands-on help recruiting and retaining the right people for your business.



We'll be your partner every step of the way.
careersourceflorida.com



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October 23

7:30 AM

Networking Breakfast

Opening Remarks

Zoraida Velasco, Executive Vice President, FloridaMakes

Welcome Remarks

Kevin Carr, Chief Executive Officer, FloridaMakes

Morning Keynote Address Manufacturing:

Perhaps Florida's Most Important Industry Today and For Tomorrow

Bill Fruth, President, POLICOM Corporation

Insights from Industry Sectors:

- **The State of Florida's Marine Industries**

Phil Purcell, President & CEO, Marine Industries Association of South Florida

- **Life Sciences**

Dr. Anthony M. Magliocco, MD FRCPC FCAP, President and CEO of Protean BioDiagnostics

- **Building the Future, One Wafer at a Time**

Sophia Watson, Assistant Director of Workforce Development, UF Florida Semiconductor Institute

- **Building the Global Hub for Sustainable Aerospace Commerce**

Ryan Robertson, Vice President of Space Sector Business Development, Space Florida

Caffeine & Connections Networking Break

Thank You to our break Sponsors!



Made in Florida Expo Exhibitors





FLORIDA RANKS #1 in the U.S. for Attracting & Developing Talent

Lightcast Talent Attraction Scorecard

With total employment of more than 10 million statewide and more than 430,000 professionals employed in the state's diverse manufacturing sector, businesses have access to an exceptional labor pool. Florida also offers one of the lowest unionization rates for private-sector manufacturing in the country, fortifying your competitive advantage in a right-to-work state.



LEARN MORE: FloridaJobs.org

POWERED BY: **FLORIDACOMMERCE**

Growth starts with trusted partners.

FloridaMakes it possible.

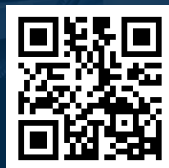


Objective, unbiased advice and technical assistance

As a public-private partnership dedicated solely to strengthening and advancing Florida's manufacturing economy, FloridaMakes delivers objective, unbiased advice and technical assistance to help manufacturers grow and become more profitable.

Connect with a manufacturing expert

A team of manufacturing experts serves as your trusted advisors, helping you navigate the public and private resources available to support your success.



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October 23

Insights from Industry Sectors (Continued)

- **The State of the Florida Medical Device Industry**

John Ray, Executive Director, Florida Medical Manufacturers Consortium

- **Forging Florida's Future: The Defense Industrial Base at a Time of Transition**

CAPT Richard M. Miller Jr., USN (Ret), Vice Chair, Florida Defense Alliance

- **Manufacturing Growth in Rural Florida**

Richard Williams, Executive Director, Opportunity Florida

Lunch Keynote Panel: Florida's Manufacturing Ecosystem: Strategies for Supporting Florida's Manufacturing Growth

Moderator: Jason Mahon, Chief Manufacturing Officer, FloridaCommerce

Panelist:

- Adrienne Johnston, President & CEO, CareerSource Florida
- Kevin Carr, Chief Executive Officer, FloridaMakes
- Beverly Byerts, Executive Director, Strategic Partnerships, Florida SBDC Network

From Local to Global: Opportunities and Challenges in Manufacturing, Trade & Logistics

Moderator: Michael Aller, Vice President, Strategic Development

Henry Moth, Director of Operations, Red Meters

Sweet Treats Networking Break

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October 23

Closing Keynote

Casey Barnes, Regional Market and Economic Development Leader, BRPH and Chair, Florida Economic Development Council

Closing Remarks

John Krug, Director of Economic Development and Community Relations, Niagara Bottling and Chair, FloridaMakes



**FLORIDA MANUFACTURING
DAYS**

**REGISTER
TODAY**

JANUARY 28 -29, 2026

Tallahassee, FL

Join a coalition of manufacturing champions from across the state of Florida working to leverage relationships and advance common goals for the manufacturing industry.

www.FloridaMFGadvocacy.com





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Meet the Speakers



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Kenny Attai
Chief Executive Officer
247 Manufacturing

Kenny Attai is President at 247 Manufacturing and Access Specialty Group (ASG), operating out of South Florida. Kenny drives innovation at 247 Manufacturing, a precision sheet metal fabrication firm, leveraging state-of-the-art TRUMPF machinery to deliver turnkey, on demand, lean manufacturing solutions across industries.

Simultaneously under his leadership, Access Specialty Group has become a leading provider of vertical access solutions, serving clients in high-rise construction, arenas, cladding, infrastructure, and more, with a focus on safety, efficiency, and minimal disruption. Known for his strategic vision, engineering-minded approach, and commitment to delivering high value, Kenny bridges the gap between manufacturing excellence and high-access operational execution.

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Kevin Carr
Chief Executive Officer
FloridaMakes

Kevin has dedicated most of his career to enhancing the nation's manufacturing sector, with a focus on improving the competitiveness and profitability of small and medium-size manufacturers. Kevin comes to FloridaMakes having led the National Institute of Standards and Technology's Hollings Manufacturing Extension Partnership (NIST MEP). Joining NIST in the first year of this experimental program, Kevin became the first NIST MEP Director, building the program from just 7 pilot states to a nationally integrated system serving manufacturers in all 50 states and Puerto Rico.

Under his leadership with state and federal policymakers, Kevin has worked to increase manufacturers' access to appropriate advanced manufacturing technology and resources through the federal labs and centers of excellence, and has challenged the MEP system to cultivate best practices, best-in-class services, and promote increased use of existing public and private resources to improve the foundation and future of American manufacturing. Upon his departure from NIST in 2005 to join the private sector, Kevin was recognized by Senator Hollings, the program's namesake, for his efforts in transforming the pilot program to its current national scale. To date, MEP has worked with nearly 80,000 manufacturers, leading to \$88 billion in sales and \$14 billion in cost savings, and has helped create more than 729,000 jobs.

As at home on the shop floor, as he is in the C-suite, Kevin has provided management and strategic planning consulting to individual manufacturing companies, boards of directors, economic development organizations, trade associations and more. He has been recognized as FloridaTrend's most influential in Florida and as a finalist for the Service to America for Business and Commerce and Harvard's Innovation in Government Award. He was awarded the U.S. Department of Commerce Gold Medal for building MEP's national system and was recently inducted into the NIST Gallery of Distinguished Scientists, Engineers and Administrators for "outstanding leadership of the Hollings Manufacturing Extension Partnership and implementing it into a model federal program with national impact on business development, innovation and job creation." Kevin studied electronics engineering at Widener University and technology management at the University of Maryland.

Kevin was appointed to the Florida Chamber Foundation Board of Trustees in December 2016.



PRESENTED BY



Nan Cobb
State Representative
Florida House District 26

Nan Cobb is a 38-year resident of Lake County who is currently serving Lake County, District 26, as your Florida House Representative. Nan and her husband Jerry, proudly own and operate Cobb's Tractor, a well-known local Tractor dealership in Eustis. The dealership has been serving Lake County & Central Florida for the past 44 years.

She is a board member of the Lake County Sheriff's Charities, a graduate of Leadership Lake 2010 and a member of the Lake 100. In 2021, Cobb won, unopposed, a seat on the Eustis City Commission, where she was an advocate for major quality of life improvements and investments in infrastructure. She is an advisory board member of Lake County 4-H, and a member of the Leesburg, Mt. Dora, Tavares and the Eustis Chamber of Commerce.

A dedicated wife, mother and Mimi, Nan Cobb enjoys baking, floral arranging, and welding horseshoe art.

**William Fruth**

President
POLICOM Corporation

For the past thirty years, William H. Fruth has served as an economic development consultant for communities throughout the United States.

He is the President of POLICOM Corporation; an independent economics research firm located Palm City, Florida, which specializes in studying the dynamics of local economies.

Fruth has personally evaluated the data for more than 800 local economies in the United States, created more than 300 economic and community studies, and has provided presentations and workshops for state-national associations and community forums in 40 states.

He has been recognized by the Florida Administrative Court as an expert witness regarding local economies.

Prior to founding POLICOM, from 1988 to 1995, Fruth served as Vice President of a major industrial land development company, directing the development and marketing of a 500-acre corporate park in West Palm Beach, Florida.

Previously he was President of the Business Development Board of Palm Beach County and during that tenure was named Florida's Economic Development Professional of the Year.

From 1980 to 1984, Bill served in a full-time capacity of Mayor of Tiffin, Ohio. During this time, he was named one of the "Five Outstanding Young Men in Ohio" and was heavily involved in economic and community development statewide.

Fruth received the Bachelor of Science and Master of Arts degrees from Bowling Green State University in Ohio.



PRESENTED BY



Brittany Greer
Executive Director
Rosie Riveters

Brittany Greer is the Founder and Executive Director of Rosie Riveters, a nationally recognized nonprofit building the next generation of STEM talent. A results-driven executive with over 15 years of experience, she has led transformative initiatives at the intersection of workforce development, industry innovation, and mission-driven growth.

Brittany has grown Rosie Riveters from a grassroots effort into an organization that has served more than 50,000 students across 15 states through hands-on programs that build critical thinking, problem-solving, and technical skills. Her global perspective, shaped by early leadership in UK political strategy and international energy communications, informs her work developing inclusive talent pipelines, forging cross-sector partnerships, and delivering scalable strategies that drive both business and social impact.

Visit www.RosieRiveters.org for more information.

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Kris Hanigosky

Vice President of Operations
Nautique Boat Company

Kris Hanigosky is the Vice President of Operations at Nautique Boat Company, where he oversees all manufacturing, supply chain, quality, manufacturing engineering and facilities & maintenance. Kris is also a member of the Executive and Product Team at Nautique which are responsible for strategic and product direction. With over 20 years of experience in manufacturing, Kris has been instrumental in driving the company's culture, production advancements, workforce, and supplier development. He holds an MBA from the University of Central Florida and a degree in Industrial Engineering from Purdue University. Kris has been a member of MACF since 2015 and has held several leadership positions on the board including President and Vice President.

About Nautique Boat Company:

Nautique is celebrating its 100th anniversary of delivering excellence in the marine industry. A subsidiary of Correct Craft, Nautique has been on the waters of the world with a passion for innovation since 1925. Delivering the very best water ski, wakeboard and wakesurf boats on the market, Nautique continues to drive progression with their award-winning technology and dedication to building the highest-quality boats imaginable. New technology, performance innovations and attention to detail are the cornerstones of what makes the Nautique brand the industry leader. Through the Nautique Cares initiative, employees and athletes dedicate themselves to not only making a difference on the water, but to extend their support to people in need around the world. The world's best ski boat, world's best wake boat, and a company that cares. To learn more visit Nautique.com

About Correct Craft:

Celebrating 100 years of excellence in the marine industry, Correct Craft is a Florida-based company with global operations. Focused on "Making Life Better," the Correct Craft family includes Nautique, Centurion, Supreme, Bass Cat, Yar-Craft, SeaArk, Parker, and Ingenity boat companies, Pleasurecraft Engine Group, Indmar Marine Engines, Velvet Drive Transmissions, Mach Connections, Merritt Precision, Osmosis, Watershed Innovation, and Aktion Parks. For more information, please visit www.correctcraft.com

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Michael Horton
Director-Business Transformation
Oshkosh Vocational GPSC

With more than 25 years of experience in global logistics and supply chain management, Mike has built a career grounded in both technical expertise and hands-on leadership. He earned a bachelor's degree in Ceramic Engineering from the University of Illinois at Urbana-Champaign and an MBA from Bradley University.

His career began in his family's small trucking company in Central Illinois, where he spent seven years learning the business from the ground up—including time behind the wheel as a driver. From there, he joined Caterpillar Logistics, where over 12 years he took on roles of increasing responsibility in global logistics and supply chain operations.

For the past seven and a half years, he has been with JBT AeroTech (now Oshkosh AeroTech), most recently serving as Director of Global Supply Chain for Ground Support Equipment. In his current role as Director of Business Transformation for the Oshkosh Vocational Segment, Global Procurement & Supply Chain, he leads initiatives that drive operational excellence and strategic growth across the organization.

Throughout his career, he has led and mentored supply chain teams across North America, Europe, China, and India, fostering collaboration and developing global talent to deliver results in complex, fast-paced environments.

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Adrienne Johnston

President and CEO
CareerSource Florida

In February 2023, the CareerSource Florida Board of Directors appointed Adrienne Johnston as President and CEO. CareerSource Florida is the Governor's designated organization responsible for workforce policy and investment and equips local workforce boards with resources to support businesses and job seekers on a journey to economic empowerment.

Johnston is leading transformational change within the CareerSource Florida network. Under her leadership, the network has seen increased collaboration throughout the state workforce system and implementation of Reimagining Education and Career Help (REACH) Act priorities, such as the Credentials Review Committee and the Master Credentials List. With extensive experience in workforce services and applied research, Johnston takes a strategic approach to helping Florida become the global leader for talent.

Prior to joining CareerSource Florida, she served as Deputy Secretary of Workforce Services and Chief Economist for FloridaCommerce (Commerce). As Deputy Secretary, Johnston emphasized a data-driven approach to process improvement and policy development for reemployment assistance and workforce training services. In her role as Commerce's Chief Economist, she expanded the Bureau of Workforce Statistics and Economic Research's efforts to deliver quality data analysis, informative data visualizations, and applied research to the entire agency, as well as stakeholders across the state.

Before joining Commerce in 2015, Johnston served as Project Manager for Evergreen Solutions, analyzing local labor markets and developing custom compensation and benefits plans for community colleges and local governments. As the Labor Market Research Director for Brandt Information Services, following graduation from Florida State University (FSU), she grew the service portfolio of her unit beyond data collection to include data visualization tools, survey design, and data analysis.

Johnston holds both a bachelor's degree in economics and political science and a master's degree in applied economics from FSU. She lives in Tallahassee with her husband, daughter, and two hound dogs.



PRESENTED BY



John Krug

Director of Economic Development and Community Relations, Niagara Bottling

John is a director serving Niagara's Economic Development & Community Relations team. He is responsible for implementing broad strategies that advance the company's beverage-manufacturing operations worldwide. He is part of an interdisciplinary team responsible for site selection and expansion, and manages community relations and government affairs in various states and municipalities where Niagara bottling operations are located.

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Dr. Anthony Magliocco, MD FRCPC FCAP

President and CEO

Protean BioDiagnostics

Professor of Pathology and Oncology

Dr. Magliocco is a board-certified Pathologist and Professor of Oncology and Pathology with over 30 of years of experience in tissue pathology, medical research, molecular diagnostics, liquid biopsy, genetics, digital image analysis and clinical trials. He has founded and led multiple clinical laboratories and has overseen the deployment of numerous new laboratory tests in his career in both Canada and the USA. He has published over 200 research articles, has numerous patents issued and applied, and is a frequent invited speaker to international diagnostic technology meetings.

He was Chair of Pathology at the Moffitt Cancer Center, Scientific Director of the tissue core at Moffitt, and Chair of Pathology in the national cooperative groups RTOG and NRG oncology. In his extensive peer-reviewed research he has developed new digital image analysis methods and has created numerous new diagnostic tests used to aid selection of treatment plans for patients with breast, ovary, lung, bladder and many other cancers. He founded fellowship programs in digital imaging and molecular diagnostics at the Moffitt Cancer Center. He founded the hereditary cancer program in Saskatchewan and was the pathology leader of numerous tumor groups at the Tom Baker Cancer Center in Canada.

He also served as medical and scientific director of multiple regional and national tumor banks. His deep knowledge of molecular biology and medicine enable him to identify tests and tools that are unique in their ability to contribute to the future of medical diagnostics. His interest and aptitude for business enables him to create a viable pathway for implementation of these tests and tools. His vision is to move medical diagnostics forward to keep pace with scientific discoveries.

Most recently he has founded Protean BioDiagnostics. He has developed the unique Oncology MAPS system, which is currently the only comprehensive precision medicine system aimed at supporting community-based cancer patients and their doctors.

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Jason Mahon

Chief Manufacturing Officer
FloridaCommerce

Jason Mahon serves as Deputy Secretary of Economic Development and Chief Manufacturing Officer at FloridaCommerce. Since 2015, Jason has served the State of Florida in many roles, including Communications Director to Governor Ron DeSantis. Prior to working in the Governor's office, Jason served at multiple state agencies, including Emergency Management, the Department of Health and the Department of Environmental Protection. A native Floridian from Charlotte County, Jason graduated from Florida State University and resides in Tallahassee with his wife Ashley and their children Jonah and Macy.



PRESENTED BY



CAPT Richard M. Miller Jr., USN (Ret)
Vice Chair
Florida Defense Alliance

Rick Miller leads Pharos Mission Critical Solutions, a combined consultancy and technology integration practice and MobileDOCK-USA a ground logistics optimization solution. He is Vice Chair of the state-wide Florida Defense Alliance and serves as Executive Director of the South Florida Defense Alliance.

As a former cruise line operations executive, he had responsibility for the largest, single global fleet of ships in the industry leading over a dozen functional shore-based teams and thousands of shipboard mariners. Additionally, he personally led the design, development, and operation of the largest and most advanced Fleet Operations Center in the commercial maritime industry.

Rick's cruise line experience followed a successful career in the U.S. Navy including command at sea, with numerous shipboard and staff assignments across several specialties. Operationally, he participated in Operations Desert Shield/Desert Storm, Operation Enduring Freedom, counter-piracy and counter-terrorism operations, and dozens of contingency operations in Europe and the Balkans, Africa, the Middle East, Central and South Asia, the Caribbean and Latin America.

Ashore, he led current operations for U.S. Southern Command. A proven specialist in strategic planning, international relations & diplomacy, and financial management, he served multiple tours in the Pentagon as part of both the Navy and Joint Staffs directing and planning Navy's programs and budgets as well as guiding development of defense appropriations to support wartime activities. He served on the personal staffs of both the Vice Chief of Naval Operations and Chief of Naval Operations and worked special support on several issues for the Chairman of the Joint Chiefs of Staff. He also spent a year as the Navy's Federal Executive Fellow at the Institute for the Study of Conflict, Ideology and Policy in Boston.

Remaining active in the national security arena, Rick co-founded two organizations focused on helping develop the next-generation national security workforce. He previously served as an advisor to the Secretary of Navy's Science & Technology Board, a Deputy Director at the Atlantic Council, is currently a member of The Consensus for American Security at the American Security Project, Board Advisor to the U.S. National Drone Association, and a member of Miami-Dade County's Military Affairs Board. He also serves the South Florida community on the Board of Directors of the South Dade Economic Development Council

Rick is a graduate of the U.S. Naval Academy, distinguished graduate of both the U.S. Naval War College and U.S. National War College and the Catholic University of America with undergraduate and graduate degrees include engineering, international affairs, and strategic planning disciplines, as well as doctoral work in political economy. He is the author of over 30 articles, professional papers, and the book, Funding Extended Conflicts, a history of U.S. war financing. Rick was the winner of the Naval War College's B. Franklin Reinauer Defense Economics Prize and the U.S. Naval Institute's Naval History Essay Prize.



PRESENTED BY



Tim McKindles

Director

Ecological Laboratories, Inc

Over 25 years of experience creating and supporting high performing teams by leading, developing, implementing, managing, and performing all Human Capital (HR) functions from Candidate Sourcing to Off-Boarding within Fast-paced companies ranging from 50 to 2,500 employees.

Specializes in Manufacturing, Professional Services, and Federal Contracting organizations. "Hands-On" leader skilled in Employee Engagement, Work Comp (WCI), Health & Welfare Benefits (H&W), Employee and Labor Relations, Health & Safety, Total Rewards, Succession Planning, Training and Development just to name a few.

Professional with BS degree and pursued an MS degree (HR/Organizational Development) and possesses exceptional Verbal, Written, Listening and Presentation skills.

**Phil Purcell**

President and CEO

Marine Industries Association of South Florida

Phil Purcell is the CEO/president of the Marine Industries Association of South Florida (MIASF). MIASF promotes advocacy and professionalism on behalf of the marine industry, which provides an annual \$18.5 billion economic impact to South Florida and supports 142,000 jobs regionally.

Prior to joining MIASF in 2014, Phil was a partner and held senior management positions with Westport Shipyard of Washington State, the largest yacht builder in North America. During his tenure, Westport grew from a small company to a leader in the industry within the United States and internationally.

Phil brings a unique perspective to the marine industry, having traveled extensively around the globe. Embracing other cultures and working in emerging markets has allowed him to be engaged in the international marine business and implement collaborative processes to grow opportunities, research, and new ideas. Phil's vision is to leverage his experience, knowledge, and personal relationships with industry and educational leaders for the betterment of the region.

ABOUT MARINE INDUSTRIES ASSOCIATION OF SOUTH FLORIDA

Created in 1961, the not-for-profit trade group is focused on the sound growth of the marine industry in the South Florida Region to benefit its members, their customers, communities, and the environment. MIASF has more than 400 members in Broward, Miami-Dade, and Palm Beach Counties and is the owner of the Fort Lauderdale International Boat Show.

Through the Fort Lauderdale International Boat Show, advocacy efforts, programs, and services of MIASF have combined to raise the professionalism of the industry and awareness of its impact and contributions by the public, elected, and regulatory officials at the local, state, and federal levels. Members have fostered a reputation for the region to be known as the goods and service center of the world for the yachting and marine community.



PRESENTED BY



Ryan Robertson

Vice President, Space Business Development
Space Florida

As Vice President of Business Development for the Space Sector, Ryan spearheads Space Florida's statewide engagement with space industry leaders. Ryan and his team advance strategic initiatives that strengthen Florida's role as the world's leading destination for sustainable aerospace commerce. With more than two decades of experience cultivating high-impact business relationships, Ryan is known for his consultative approach and consistent success in closing complex deals.

Since joining Space Florida in 2019, Ryan has played a pivotal role in expanding the organization's client base, assessing strategic projects for optimal resource deployment, and crafting agreements that turn vision into reality. His leadership has directly contributed to more than \$2 billion in capital investment across Florida, fueling the state's continued growth as a global aerospace powerhouse.



PRESENTED BY



Zoraida Velasco

Executive Vice President
FloridaMakes

Zoraida serves as the Executive Vice President at FloridaMakes; a statewide, industry-led, public-private partnership with the sole mission of strengthening and advancing Florida's economy. In her role, Zoraida works with the executive team and the Board in defining and executing the corporate strategy. She also oversees the company's institutional partnerships, legislative and governmental relationships, and external communications to partners, customers, and stakeholders, with the goal of integrating the organization's vision and mission into the fabric of the manufacturing ecosystem of Florida.

FloridaMakes accomplishes its mission by providing services focused on three principle value streams: technology adoption, talent development, and business growth. It further leverages its impact by through collaborative efforts with industry, community and government entities that advance the state's manufacturing ecosystem. As a National Institute of Standards and Technology (NIST) Manufacturing Extension Partnership (MEP) approved Center, FloridaMakes is the official representative of the MEP National Network in the State of Florida.

Her work experience is strongly rooted in community investment and development, spanning across the non-profit and public service industries. Prior to joining the team, Zoraida completed an M.A. in Law and Diplomacy from Tufts University and an MBA from IE Business School in Spain. During graduate school Zoraida spent time providing business development and government relations consulting services for PCNet, an IT solutions company in Central Florida; she worked in Johannesburg, South Africa on a social impact consulting project with the Aspen Network for Development Entrepreneurs; and served as a strategic consultant in Medford, MA for the Linked Foundation providing recommendations on an expansion strategy for a health services micro-franchise in Guatemala (Tiendas de la Salud).

Her prior work experience includes positions at the Office of the Orange County (FL) Mayor, the Executive Office of the Governor of Florida, the Orlando Economic Development Commission (currently the Orlando Economic Partnership), and the World Affairs Council.

Zoraida was born in Bogotá, Colombia, but grew up across Latin America (Colombia, Perú, and Venezuela). She attended high school in the United States and received a Bachelor of Science in Business Administration with a concentration in international economics and a Spanish/English Translation and Interpretation Certificate from the University of Central Florida (UCF). Zoraida also holds a Bachelor in Business Administration from ICN Business School in Nancy, France.



PRESENTED BY



Sophia Watson

Assistant Director of Workforce Development
UF Florida Semiconductor Institute

Sophia Watson is a dedicated workforce development leader helping shape Florida's semiconductor talent pipeline at the Florida Semiconductor Institute (FSI). She focuses on building awareness, expanding industry certifications, and fostering collaboration between education and industry to meet the state's growing needs.

Previously, as Director of Adult and Technical Education for Hernando Schools, she helped establish Wilton Simpson Technical College, creating more than 20 programs and securing \$19M in funding.

Known for her collaborative approach and strategic vision, Watson works to strengthen workforce pathways, support economic growth, and prepare communities for future opportunities in advanced technologies.



PRESENTED BY



Richard Williams

Executive Director
Opportunity Florida

Richard Williams is the Executive Director of Opportunity Florida, a twelve-county rural economic development organization, and CareerSource Chipola, a regional workforce development board. Since returning to Florida after graduation from Texas A&M he has worked in volunteer and professional positions to improve the economic health of rural Florida.

Richard and his wife Denise also own a small manufacturing operation in Liberty County, Florida.

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