

# Franklin Furniture Institute

## Manufacturing Summit

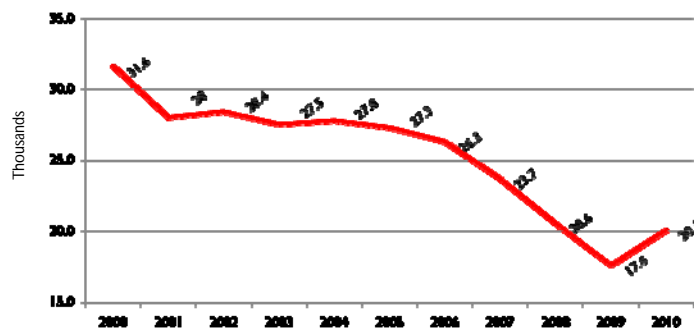
March 9, 2011  
Franklin Center  
Mississippi State University

**Bill Martin**  
**Director**

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# Mississippi Furniture Industry

## Furniture Manufacturing Employment Trends



Source: US Department of Labor

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## Furniture Industry Economic Impact to Mississippi

| 1999 Base Data                   | 2006 Base Data                   | 2007 Base Data                   |
|----------------------------------|----------------------------------|----------------------------------|
| • Annual Wages: \$720 Million    | • Annual Wages: \$1.1 Billion    | • Annual Wages: \$884 Million    |
| • Industry Output: \$2.2 Billion | • Industry Output: \$3.5 Billion | • Industry Output: \$3.3 Billion |
| • Induced Employment: 50,079     | • Induced Employment: 47,546     | • Induced Employment: 42,904     |
| • Induced Wages: \$1.4 Million   | • Induced Wages: \$1.7 Million   | • Induced Wages: \$1.4 Billion   |
|                                  | • Induced Output: \$5.7 Billion  | • Induced Output: \$5.5 Billion  |

Source: Munn, Henderson, MSU Department of Forestry, 1999; 2006; 2007

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## Mississippi Furniture Industry Rankings

|  |    |
|--|----|
| Mississippi Manufacturing Employment (2010)                  | #3 |
| National Furniture Manufacturing Employment (2005)           | #5 |
| National Furniture Manufacturing<br>Per Capita Income (2005) | #1 |
| Annual Payroll Per Capita (2005)                             | #1 |

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## Franklin Furniture Institute

- **1987** – State Legislature appropriated \$1 million to establish the Furniture Research Unit in the Department of Forest Products, Mississippi State University
- **2001** – Institute of Furniture Manufacturing and Management (IFMM) was established
- **2002** – Mr. Franklin donated a substantial gift toward construction of 35,000 sq. ft. Franklin Center. Remaining funds came from state of Mississippi and additional private donations.
- **2004** – Franklin Center building completed.
- **2007** – IFMM renamed Franklin Furniture Institute (FFI)

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## Franklin Furniture Institute

- MISSION:** Help sustain and increase the competitiveness of the furniture and related industries in Mississippi and beyond
- VISION:** To be a nationally recognized center of knowledge and outreach to the furniture and home furnishings industry
- IMPACT TO INDUSTRY:** 2009 - \$1.2 Million plus effects of long term training and website development
- INSTITUTE FUNDING:** Funded 100% through Federal and State Competitive Grants. No State or Industry allocations

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# Franklin Furniture Institute

## Programs & Services

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### Environmental Sustainability



#### Enhancing Furniture's Environmental Culture

##### Specific Benefits of EFEC

- ❖ Improved environmental performance
- ❖ Enhanced company image as environmental leader
- ❖ Increased environmental awareness among company executives
- ❖ Reduced liability
- ❖ Improved regulatory compliance and relationships
- ❖ Improved operational performance and efficiency
- ❖ Ability to better track environmental costs
- ❖ Reduced liability
- ❖ Reduced liability
- ❖ Financial savings from managing resources and raw materials
- ❖ Lower insurance and borrowing costs
- ❖ Increased shareholder value
- ❖ Better image in community
- ❖ Green branding opportunities
- ❖ Fewer accidents
- ❖ Heightened customer satisfaction
- ❖ Fewer delays in responding to environmental emergencies

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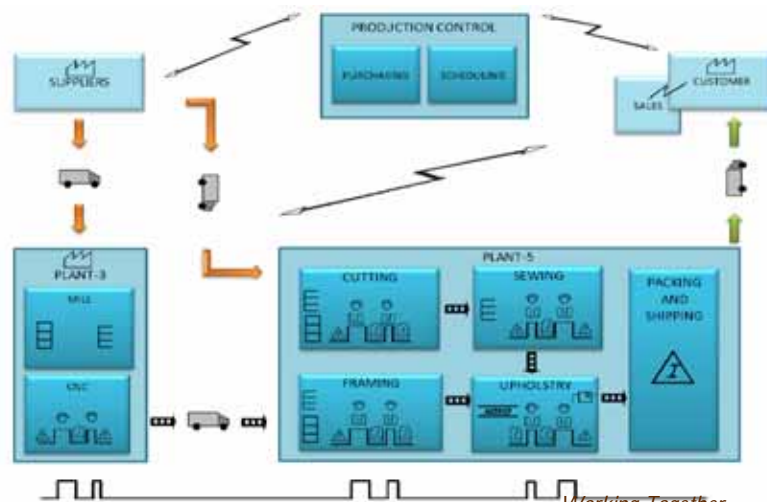
## Education and Training



- Supervisory Management Training
  - 48 hour training delivered on site
- Student Scholarships
- Webinars, Seminars and Workshops

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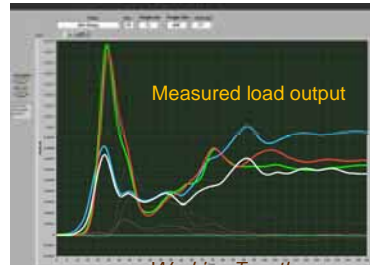
## Lean Manufacturing Principles and Value Stream Mapping



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## Quality Assurance Testing

- Furniture Frame Performance
- Foam, Fabric and Filler Evaluation
- Flammability
- Packaging
- Abrasion
- Fabric integrity and strength



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## Export Resource Service

### Partners

US Department of Commerce's  
Mississippi Export Assistance  
Center

Mississippi Development  
Authority

North Carolina Furniture  
Export Office

### Services

Catalog of Mississippi Products

Trade Leads / Buyer Inquiries

Country-Specific Data

Trade Events

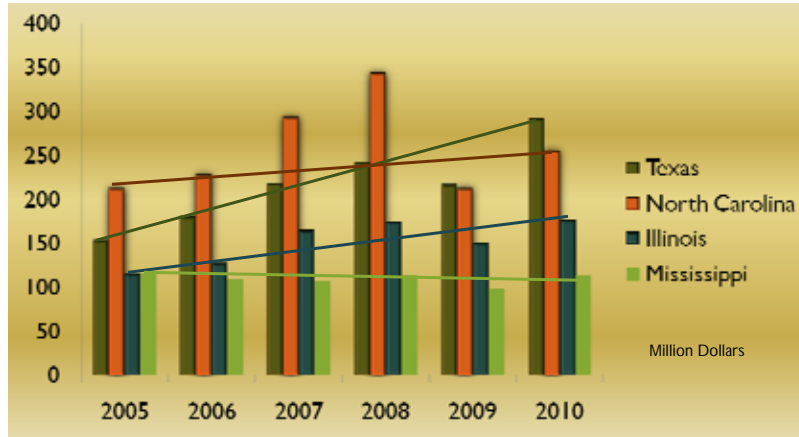
Webinars

Interactive Website

International Business Student  
Intern Assistance

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## Furniture Export Trend Comparison



Source: TradeStats Express – NAICS 337 – Furniture & Fixtures – State Export Data

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## Other Programs and Services

- Strategic Business and Market Planning
- Plant Layout and Flow Analysis
- Inventory Control Programs
- Grant Writing Assistance
- Website Development
- Business Partner Matching
- Market Research
- Student Internships and Co-Op

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## Franklin Furniture Institute

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**Questions ?**

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