

Sue Englander

Sue Englander a native of Rochester, NY, founded EEI Manufacturing Services in 1993 after a successful eighteen-year career in technical sales and management at top international electronics distribution organizations; Hall-Mark Electronics and Avnet Electronics. Her extensive expertise and product knowledge have helped her forge solid business relationships with Department Of Defense and Department of Homeland Security Prime Contractors, as well as Federal Government Agencies. These relationships have sustained and grown for more than thirty years.

This proven record of achievement demonstrates how Sue was able to grow EEI Manufacturing Services from two employees operating in a 300 square foot office to today's emergent company which boasts a modern 21,000 square foot advanced technology facility.

Professional Achievements include:

- Developed EEI from a value added distribution company into an advanced technology training, engineering and manufacturing firm supporting United States Department of Defense, and Department of Homeland Security programs.
- Successfully participated in and graduated from an 8 year 8(a) SBA Disadvantaged Certification program, and still maintains Woman Owned Small Business (WOSB), Small Disadvantaged Business (SDB) status.
- Achieved approvals for participation in three (3) Department of Defense Mentor-Protégé Programs. Awarded in November of 2015, EEI is participating in a 33-month \$2.24 million Mentor-Protégé agreement with Raytheon Company, sponsored by the Department of the Navy.
- Developed and identified workforce and educational training needs for the FL-ATE Industrial Advisory Committee

While maintaining a positive working environment, and a culture of “The Best Parts.The People”, Sue encourages employees to excel at their tasks as well as expand their knowledge and advance within the EEI organization; numerous company training programs afford greater economic opportunity for EEI employees. This strategy is working not only for EEI but for the local community as well, EEI employees support several local non-profit outreach programs and Sue is a participant on several committees. Sue also belongs to and sits on the boards of numerous industry associations.

Professional Memberships include:

- Aerospace Industries Association
- Bay Area Manufacturers Association, Inc., serving on the Manufacturing Committee
- National Contract Management Association
- Florida Defense Contractors Association, BOD and Executive Committee
- National Defense Industrial Association
- Pinellas County Economic Development Council
- US Women's Chamber of Commerce

- Women in Defense
- Women Impacting Public Policy (WIPP)

EEI's success is directly attributable to the strategic position in which Sue has placed her company. After her years of experience with large corporations, Sue understood that her company would have to leverage every available opportunity in order to be competitive the manufacturing industry. Sue did her homework and obtained several socioeconomic credentials that designate EEI as a woman owned small business (WOSB) , small disadvantaged business (SDB), as well as from the facility is located in a HubZone and Brownfield.

Today, EEI is positioned as a leader in technical training, engineering, design and the manufacturing of Defense, Aerospace Flight Hardware and Homeland Security Hardware including cables, circuit cards, and integrated boxes and chassis. Sue, being an ardent entrepreneur and visionary saw synergistic benefits of EEI becoming a IPC licensed training center in 2009, and has since added additional technical skills training focused on certifying trainers and operators in the aerospace, defense, homeland defense and medical industries. Sue is passionate about giving back to our warfighters, as a result EEI Training is currently developing technical training for physically disabled veterans specifically geared toward the defense manufacturing industry.

Outreach:

- Charity Works Inc. - Promotes charitable giving and provides purchasing advisory services to benefit nonprofit entities in the United States.
- FL-ATE Industrial Advisory Committee consists of members of industry partners from manufacturing community, representatives from related professional and industry organizations, and others in the community interested in promoting and supporting education and training of the manufacturing workforce at various levels. Our task is to identify new technologies, developing workers' educational training needs as well as identifying the skill sets required for employment.
- Morton Plant Mease Foundation- Partners for a Healthy Community committed to improving the quality of life and health of its residents by raising and administering funds for quality healthcare.
- Operation Shoebox - Operation Shoebox embraces a practical mission, to provide hands on support and meet the needs of every hero deployed overseas and returning home.
- RCS Foodbank - RCS Food Bank provides nutritious groceries to thousands of families and individuals in the Clearwater community including: food pantries, homeless shelters, domestic violence safe houses, soup kitchens and housing programs for disabled and elderly.

This underscores Sue Englander's business philosophy that "relationships are key and people are primary"

The company continues to be guided by her own principles: "credibility, quality and value"