

## FROM STARTUP TO INDUSTRY LEADER: JST POWER'S RISE WITH FLORIDAMAKES SUPPORT

**ABOUT JST POWER EQUIPMENT.** JST Power Equipment is a global leader in transformer and medium-voltage switchgear solutions, based in Lake Mary, Florida. With over 30 years of industry experience, the company serves vital sectors including power generation, renewable energy, data centers, and transportation, among others. JST's product range includes dry-type transformers, padmount and small power transformers, gas- and air-insulated switchgear, battery energy storage systems, and modular substations. The company operates manufacturing facilities across the U.S., Mexico, China, and Europe, allowing for quick delivery and customized engineering solutions. Committed to innovation and sustainability, JST Power Equipment continues to invest in advanced technologies and skilled professionals to power the grid of the future.

**THE CHALLENGE.** As a member of the Manufacturers' Association of Central Florida (MACF), part of the FloridaMakes network, JST Power Equipment actively engages in value-added services such as networking events, webinars, and access to training and business advisory support. During an energy sector seminar hosted through this network, a major Florida power provider shared critical supply chain challenges, including a significant spike in energy demand and extreme delays from current suppliers—lead times stretching to 170 weeks.

**MEP CENTER'S ROLE.** Following the seminar, the FloridaMakes/MACF team identified an opportunity for JST Power to help ease the provider's supply chain bottleneck. With the necessary products and production capacity already in place, JST Power interacted with the energy provider and, thanks to the support and connections provided by FloridaMakes and MACF, managed to negotiate terms and finalize an agreement in just two weeks. This marked a significant improvement over the provider's previous experience, where negotiations and fulfillment typically took 18 months.

"JST Power opened its offices in Lake Mary in 2020, followed by the launch of our production facility in 2021, where we manufacture medium-voltage (MV) switchgear. Since then, we have worked with MACF and the FloridaMakes network to build strong connections with suppliers and customers across Florida. These relationships have played a key role in our growth—from a startup to \$42 million in MV switchgear orders in 2024. Our Lake Mary location also serves as the headquarters for our transformer business with engineering, marketing and project management. With support from MACF and the FloridaMakes network, we've expanded our reach to utilities and manufacturers throughout the region, driving a remarkable increase in total sales from \$34 million in 2019 to \$367 million in 2024. Our local team has grown from 14 employees in 2020 to 152 today, with continued expansion on the horizon."

-Matt Polk, EVP & General Manager

## RESULTS



\$60,000,000 in  
increased/retained sales



\$652,000 in new investment

## CONTACT US



201 E Pine Street  
Suite 735  
Orlando, FL 32801-2721



(407)450-7206



[www.floridamakes.com](http://www.floridamakes.com)

