

# ANNUAL REPORT 2013



## MANUFACTURING EXTENSION PARTNERSHIP

The National Institute of Standards and Technology's Hollings Manufacturing Extension Partnership (MEP) works with small and mid-sized U.S. manufacturers to help them create and retain jobs, increase profits, and save time and money.



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# ABOUT OUR PROGRAM

**NIST MEP is a nationwide network of technical experts and business advisers who work with small- and mid-sized U.S. manufacturers, helping these businesses identify growth opportunities.**

The National Institute of Standards and Technology's Hollings Manufacturing Extension Partnership (MEP) works with small and mid-sized U.S. manufacturers to help them create and retain jobs, increase profits, and save time and money.

**MEP is a catalyst for strengthening American manufacturing.**

As a program of the U.S. Department of Commerce, MEP offers a range of effective resources to help manufacturers identify opportunities that will accelerate and strengthen their growth and competitiveness in the global marketplace.



**Proudly Serving U.S. Manufacturers since 1988.**

# MEP AT GLANCE

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## MEP Network

### Nationwide System of Centers

The MEP program is built around the nationwide network of centers locally positioned throughout the U.S. and Puerto Rico. With more than 400 centers in every state and Puerto Rico, about 1,200 MEP experts and over 2,800 third party service providers work together to help make U.S. manufacturers—and the U.S. economy—stronger.

30,131

### Manufacturers Served in 2013

Our national network of MEP Centers worked with over 30,000 manufacturers last year to help them increase profits, create jobs and establish a foundation for long-term business growth and productivity.

\$123 Million

### MEP Federal Budget

The total budget of the national network of MEP Centers is about \$300 Million. One-third of this is provided by the federal government with the remainder coming from the state and industry sources. The federal contribution in FY2013 was \$123 million, with more than three-quarters going directly to the centers.

1:19 Ratio

### High Return on Investments

For every one dollar of federal investment, the MEP generates nearly \$19 in new sales growth and \$21 in new client investment. This translates into \$2.2 billion in new sales annually. For every \$1,978 of federal investment, MEP creates or retains one manufacturing job.

Partners

### MEP Partnership Model

MEP's strength is in its partnerships. Our program works with partners to leverage resources and bring those resources to manufacturing clients. MEP partnerships are found in three primary arenas: Federal, State, and Industry.

# MEP STRATEGY

**MISSION:** To enhance the productivity and technological performance of U.S. manufacturing

**ROLE:** MEP's state and regional centers facilitate and accelerate the transfer of manufacturing technology in partnership with industry, universities and educational institutions, state governments, and NIST and other federal research laboratories and agencies.

## STRENGTHS



National Program with at least one center in every state.



Market Driven program that responds to the needs of private sector manufacturers.



Federal/State, public-private partnership with local flexibility.



Leverage partnering expertise as strategic advantage.



Cost share policy that matches federal investment with state and private sector investments.



Local knowledge of, focus on, and access to manufacturers.

## STRATEGIC GOALS

### Enhance Competitiveness

Enhance the competitiveness of U.S. manufacturers, with particular focus on small and medium-sized companies.

### Champion Manufacturing

Serve as a voice to and a voice for manufacturing and manufacturers in engaging policy makers, stakeholders, and clients.

### Support Partnerships

Support national, state, and regional manufacturing eco-systems and partnerships.

### Develop Capabilities

Develop MEP's capabilities as a learning organization and high performance system.

Making an Impact on U.S. Manufacturing.

# 2013 PROGRAM HIGHLIGHTS

MEP celebrated its 25th year in 2013. We are proud of the work our system does to support U.S. manufacturers from process improvements, to growth, to sustainability, and so much more. MEP is dedicated to supporting this vital industry. Two areas of particular interest across the manufacturing sector and this Administration include supply chain and workforce. In 2013, MEP built upon an already strong foundation to enhance our role and contributions in these areas.

## Supply Chain

The MEP Supply Chain initiative helps manufacturers strategically understand, maintain and expand their positions in domestic and global supply chains.

## Workforce

MEP works with partners to leverage resources and offers a wide range of services focused on helping manufacturers integrate workforce strategies with broader business goals.

## 25<sup>th</sup> Anniversary

In 2013, we reflected on 25 successful years. What started out as a handful of MEP Centers in the early 90s has grown into a nationwide network transforming manufacturers in every state.



Connecting to Compete



Developing America's skills



Building a strong future

# SUPPLY CHAIN

MEP serves a vital and diverse role as a nationwide provider of hands-on technical and business assistance supporting the development and competitiveness of manufacturing supply chains. Recent MEP research has revealed that many manufacturers suffer from a lack of collaboration and visibility in their supply chains, especially in the tiers furthest from the customer. As a result, the true total cost of ownership is not understood, and there are significant opportunities to streamline and enhance the operations of most supply chains at many levels.

Why is this important? The global competitiveness of U.S. manufacturing depends on the performance of companies at all levels or tiers of a supply chain, as well as on how the elements of supply chains work together, along with the responsiveness of supply chain output to

global market demand. By working with supply chains as a whole, as well as with individual manufacturers, MEP assistance results in high-performing supply chains that collaborate through multiple tiers, creating the capability to develop, manufacture, and distribute new or improved products more rapidly.

MEP offers a variety of supply chain services to U.S. manufacturers to cover the different aspects of supply chain management and development. From implementing strategies within the walls of a company to engaging with new markets around the world, MEP has the tools and strategies needed to help manufacturers throughout the supply chain reach their growth goals.

**Providing Vital Assistance to Supply Chain  
Competitiveness and Growth.**

MEP supports supply chains through the following framework elements:

<b>Supply Chain Assistance</b>	
<b>Supply Chain Optimization</b>	Provides manufacturers a platform to help build dynamic supply chains through the use of strategy, risk management, total cost of ownership, supplier communication, and supplier assessments.
<b>Supplier Improvement</b>	Works with individual suppliers within specific supply chains to implement process improvement and quality enhancement initiatives at all tiers.
<b>Supplier Scouting</b>	Connects U.S. manufacturers with the supply chain needs and business opportunities of various manufacturing supply chains and government agencies. This also includes supply chain re-shoring efforts.
<b>Supply Chain Technology Acceleration</b>	Helps U.S. manufacturers grow and compete within supply chains by focusing on the technological needs and trends of specific supply chains.
<b>Supply Chain Sustainability</b>	Provides manufacturers with sustainability assessments of production processes, and assists with the implementation of energy-saving projects to reduce supplier impacts on the environment.

MEP is a unique national resource with broad and deep access to the nation's manufacturers that constitute our economy's supply chains. By working with manufacturers to help them strategically understand, maintain and expand their positions in both current and potential supply chain conditions, MEP is making a meaningful impact on manufacturing supply chains.

#### ● Supply Chain Optimization

# \$2 M

### Increased sales

The program has been piloted with several companies with favorable results, including Syn Strand, of South Carolina, which saved more than \$2 million in increased sales and retained 8 jobs as a result of the program

#### ● Supplier Improvement

# \$1.5 M

### Investment

Accelerate, a supplier improvement project, focuses on Manufacturing Critical-Path Time (MCT) metric. In 6 years MEP has had over 440 projects with suppliers for 28 OEMs in 32 states. Received \$1.5M investment to work with defense contractors, and averaged 45% reduction in MCT.

#### ● Supplier Scouting

# 100+

### Connections

The program helped identify connections for OEMs and government agencies in need of domestic suppliers for applications within various supply chains, including transportation, energy, defense, and consumer products, among others.

# WORKFORCE

## Building the Manufacturing Workforce

Addressing the workforce issues facing US manufacturers is being done through many local and national initiatives, with MEP focusing our efforts in a more concerted fashion this past year. At the national level, NIST MEP is working to align our efforts with Secretary Pritzker's "Open for Business" Agenda, including the Department of Commerce's new Strategic Plan with a focus on "accelerating the development of industry-led skills strategies that result in a productive workforce for employers and in high quality jobs for workers." In addition, MEP is aligned with the President's Jobs-Driven Training Agenda, including a multi-agency Jobs-Driven Checklist which emphasizes employer engagement, public-private partnerships, work-based learning, connected education and training strategies, use of labor market and career information and clear and demonstrable outcomes.

Through partnerships with community colleges, Workforce Investment Boards, and other federal agencies we support workforce issues such as skills development, industry-recognized credentials, and work-based learning. This includes serving as a co-producer for MFG DAY as a significant means to increase awareness of the industry and its career opportunities, participating in the US Department of Labor's Registered Apprenticeship Committee, and involving centers in cross-agency initiatives such as the Building Construction Technology Extension Program to identify and train in sustainable manufacturing methods and energy efficiency. Last year we also launched a pilot of a software program called SMARTalent (Strategic Management Acquisition and Retention of Talent) that will help manufacturing clients link their business growth plans with their talent management needs and operations to support the clients' business goals.

**Through partnerships, MEP delivers training and workforce assistance to U.S. manufacturers.**

## LOCAL WORKFORCE INITIATIVES

Workforce issues are a major challenge reported by many U.S. manufacturers. MEP Centers across the country are using innovative initiatives to help support companies' workforce needs. Examples include:

**Catalyst Connection**, MEP Center of southwest PA: launched workforce pipeline initiatives more than 12 years ago and now offers three internships for college students, public school students, and the unemployed youth:

- **Adventures in Technology** program for students who want to learn advanced engineering
- **Explore New Manufacturing** program providing teacher professional development and connecting teachers with manufacturers, and
- **BotsIQ robotics** competition involving partnerships with high schools and manufacturers to build the robots.

The BotsIQ program has exploded locally with **40 schools and 500 students** participating annually in the robot-building competition.



**MAGNET**, MEP Center of northeast Ohio: works with initiatives such as **Dream It. Do It.** on workforce and talent management and is currently performing all manner of workforce services such as strategic audits, pipeline and future skill needs and services, training, and advocacy.

**Nevada Industry Excellence (NVIE)** participates in the Train Employees Now (TEN) program to certify skills and works with the state to find companies to train their workforce.

**Rhode Island MEP** sits on the Governor's Workforce Board, are in their second year of a career pathways ONRAMPS program, receiving Workforce Investment Board training grants to train manufacturers, and are developing the first non-union Registered Apprenticeship in the state.



**MassMEP** created a collaborative of more than 100 SMMs called the Manufacturing Advancement Center in Workforce Collaboration and brought in a college to assist with certification. The model has been adopted by colleges throughout the state and they are working with post-secondary and vocational schools on training towards jobs and pre-apprenticeships.

**Manufacturing Resource Center** partners with Dream It. Do It. on the Lehigh Valley Skill Up Partnership to inspire tomorrow's manufacturing professionals and offers a series of programs and events, an adopt-a-school program for companies to help build the next generation technical workforce, and a popular Student Video Contest.

**19 teams** representing 16 school districts entered the "what's cool about manufacturing" video contest. **More than 123,000 votes** were casted.



# 25<sup>TH</sup> ANNIVERSARY



## Proudly Serving U.S. Manufacturers since 1988

25 years ago, legislation was signed into law creating the MEP program. What started out as a handful of MEP Centers in the early 90s has grown into a nationwide network serving manufacturers in every state. MEP is a public-private partnership working across government and industry to identify the needs of manufacturers, present opportunities for growth, and foster a competitive industry. Since 1988, MEP has worked with nearly 76,000 manufacturers leading to \$79 billion in sales and \$12.8 billion in savings. MEP's work has helped create more than 636,000 jobs, which have also generated more than \$20

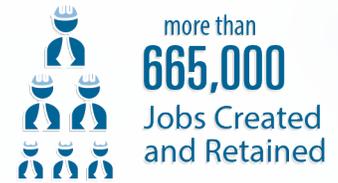
billion in total investment in U.S. manufacturing.

In anticipation of this milestone, we reflect on events of the last two and a half decades that significantly impacted the global economy, manufacturing, and the Manufacturing Extension Partnership. MEP has taken its cues from the lessons of global opportunities and challenges, and the daily changes of our client base. The program's value and effectiveness will be measured in the impact of our services and the evolving tide of progress and growth of our clients.

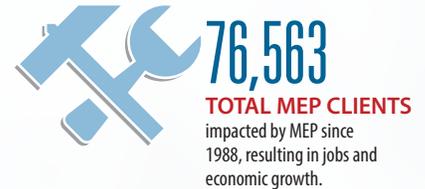
A program of value and effectiveness.

# Evolution of the Global Economy, Manufacturing and MEP

Since 1988, the MEP nationwide network has helped thousands of manufacturers reinvent themselves, increase profits, create jobs and establish a foundation for long term growth and productivity.



MEP remains a valued program of the U.S. Department of Commerce and continues to help manufacturers become more innovative, profitable and globally competitive.



As the global economy continues to evolve, the MEP nationwide network strengthens the U.S. manufacturing community by:



Exporting programs help manufacturers enter foreign markets and increase international sales

Make It In America highlights the importance of U.S. manufacturing by showcasing the contributions of manufacturers nationwide

Initiatives help manufacturers with supply chain effectiveness and leverage technological enhancements

Sustainability programs guide manufacturers on "going green" in response to environmental changes

National Manufacturing Day highlights the exciting and diverse career opportunities in manufacturing to youth

Helping clients build a strong future for their businesses, workers and the nation

**Proudly Serving U.S. Manufacturers since 1988!**



# OUR JOINT EFFORTS

Partnerships are vital to all successful organizations. It's so important to MEP that it's part of our name; partnerships enable the work our nationwide system delivers to and for manufacturers. Each year, MEP proactively builds upon existing partnerships and develops new ones to focus on key national needs. At the federal level, MEP engages with other agencies. State partners are critical to the success of our state-based MEP Centers, including those that host local MEP centers to provide direct assistance to the state's manufacturers. MEP also works with the National Governor's Academy. We're also grateful to our countless professional and trade association partners, such as the Society of Manufacturing Engineers, Association for Manufacturing Technology, and the National Association of Manufacturers.

## Technology Acceleration

The five Manufacturing Technology Acceleration Centers (MTAC's) offers manufacturers services and expertise relating to technology acceleration, transition and commercialization within specific supply chains.



## Jobs and Innovation

The Advanced Manufacturing Jobs and Innovation Accelerator Challenge is a multi-agency partnership focused to help revitalize American manufacturing and encourage companies to invest in the United States.

## Make it in America

The Make it in America Challenge is a multi-agency partnership designed to accelerate the trend of insourcing, where companies are bringing jobs back and making additional investments in America.

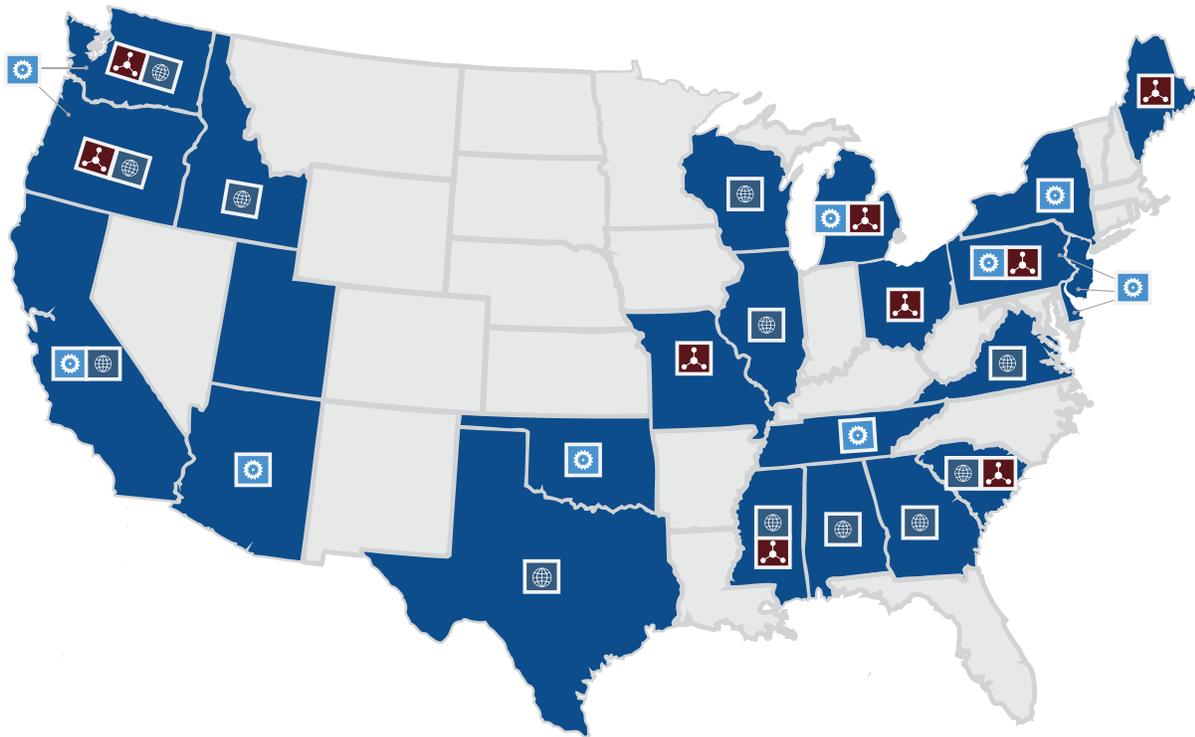


## MFG Day

MFG DAY empowers manufacturers to come together to address their collective challenges so they can help their communities and future generations thrive.

# WORKING TOGETHER

The MEP program enables manufacturing communities to strengthen and stay on the cutting edge of innovation by providing them with funding opportunities through our partnerships.



 **Manufacturing Technology Acceleration Centers**

- CA/IL/VA **CMTC** • Transportation
- GA/AL/MS/SC/TN **GaMEP** • Automotive
- OR/WA/ID **Oregon MEP** • Food Processors
- TX **TMAC** • Aerospace
- WI **UW-Stout MOC** • Great Lakes



 **Jobs and Innovation Accelerator Challenge**

- AZ **AZ Commerce Authority** • Aerospace & Defense
- CA **MANEX** • Medical Device/Biosciences
- MI **MMTC** • Advanced Contract Manufacturing
- NY **NYSTAR** • Thermal & Environmental Control Systems
- NY **NYSTAR & HTR** • Optics, Photonics & Imaging
- OK **OK Alliance** • Oil & Gas Supply Chains
- PA **Catalyst Connection** • Electro Mechanical Products
- PA/DE/N **DVIRC** • Transportation/Metal
- J **UT-CIS** • Advanced Mfg and Prototyping Center
- TN **Impact Washington** • Advanced Metal & Materials
- WA/OR



 **Make it in America Challenge**

- ME **Maine MEP** • Improving Regional Infrastructure
- MI **MMTC** • Bio-Based Materials Mfg
- MO **Missouri Enterprise** • Small Nuclear Reactors
- MS **InnovateMS** • Reshoring Advanced Mfg Jobs
- OH **Ohio MEP** • Supply Chain Development
- OH **Ohio MEP** • Advanced Materials & Energy Mfg
- OR **Oregon MEP** • Advanced Mfg, Supply Chains
- PA **NEPIRC** • Pennsylvania's Reshoring Initiative
- SC **SCMEP** • Economic Development & Jobs
- WA **Impact Washington** • Business Planning

## Supply Chain

# TECHNOLOGY ACCELERATION



### Manufacturing Technology Acceleration Centers (MTAC's)

To improve small and medium size U.S. manufacturers' supply chain competitiveness and the rates at which they adopt technology, MEP started five M-TAC pilot projects. These projects offer small manufacturers a variety of services and deep expertise relating to technology acceleration, transition and commercialization within specific supply chains.

Working within targeted supply chains to understand their technological needs and trends, the M-TAC pilot projects identify where manufacturers most need assistance in adopting or adapting

technology. The projects test and demonstrate business models that will allow small manufacturers to access the technology transition and commercialization services they need, and to help them form beneficial partnerships. M-TAC'S will help close the gap between research performed by universities and federal labs and the readiness of small manufacturers to adopt existing and emerging technologies and better compete in their respective supply chains. The projects will also serve as pilots to guide future NIST investment and to develop strategies and approaches for providing similar services broadly across the MEP system.

**Strengthening Manufacturing Supply Chains.**

The following five projects are operating as M-TAC pilots:



### Defense / Aerospace Supply Chain M-TAC

Focuses on the defense and aerospace-related innovation

ecosystem in Texas to identify ecosystem gaps and strategies to fill those gaps, and map differentiated research, advanced technology, and intellectual property resources for Defense/Aerospace and related supply chains within Texas. Centers: Texas Manufacturing Assistance Center



### Southeast Automotive M-TAC

Works with state Automotive Manufacturer Associations

and automotive OEMs in the Southeast U.S. to determine technology needs of the automotive supply chain and effectively connects small manufacturer auto suppliers with R&D capabilities and available technologies. Centers: Georgia MEP, Alabama Technology Network, Innovate MEP Mississippi, South Carolina MEP and Tennessee MEP



### Food Processors M-TAC

Works with the Northwest Food Processors Association to identify technical and business

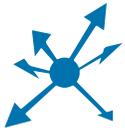
challenges faced by small manufacturers in the food processing supply chains of the northwest U.S., and also to identify new product and process technologies appropriate to these challenges. Centers: Oregon MEP, Impact Washington and Idaho TechHelp



### Transportation M-TAC

Addresses the Transportation

Equipment Manufacturing supply chain, encompassing aerospace, automotive, trucking, shipping and rail, and works with Top-Tier manufacturers to identify their technology needs as well as small suppliers to assist their implementation of specific technologies. Centers: California Manufacturing Technology Consulting, GENEDGE Alliance (VA), the Illinois Manufacturing Excellence Center, and the Corporation for Manufacturing Excellence (CA).



### Great Lakes M-TAC

Targets the specific needs of key Wisconsin driver industries (e.g.,

transportation equipment, electrical equipment, paper, dairy, and foundries) and existing and emerging supply chains to access and apply advanced manufacturing technology acceleration services that help small manufacturers to be globally competitive. Centers: University of Wisconsin-Stout Manufacturing Outreach Center, and Wisconsin MEP

# JOBS AND INNOVATION



## Advanced Manufacturing Jobs and Innovation Accelerator Challenge (AMJIAC)

The AMJIAC projects are half way through the three-year grant cycle. In 2012, 10 public-private partnerships were awarded \$20 million to support the creation and strengthening of regional partnerships capable of accelerating innovation and growing a region's capacity for advanced manufacturing. This funding has been used for activities such as worker training programs or connecting manufacturers to resources like national labs or universities.

These public-private partnerships are comprised of small and large business, colleges, nonprofits and other local entities "clustered" in a particular area. Their focus is to spur job creation through projects that will connect innovative small

suppliers with large companies, link research with start-ups that can commercialize new ideas, and train workers with the right skills needed. Federal funding and support is from the Economic Development Agency, NIST, Departments of Energy and Labor, Small Business Administration. Highlights of the winning initiatives:

- Located in Arizona, California, Michigan, New York (2 awards), Oklahoma, Oregon, Pennsylvania, Tennessee, and Washington – all of which involve their state's MEP Center
- **\$2M each to fund projects**
- Will **train 1,000 workers**
- Expected to **help 650 companies** leverage their cluster's resources in their regions and create jobs across the country

National Effort to Spur Job Creation and Economic Growth.

## Advanced Manufacturing Jobs and Innovation Accelerator Challenge Project Goals

Region	Focus of overall AMJIAC project
Southern Arizona	Develop the 6-county region's Aerospace & Defense (A&D) Cluster.
Northern California	Build a stronger regional innovation ecosystem to support biomedical manufacturing in the San Francisco East Bay region.
Southeast Michigan	Promote new product manufacturing capability within existing Southeast Michigan contract manufacturers.
Rochester, New York	Accelerate the growth of small and medium-sized companies in the region's optics, photonics, and imaging cluster.
Syracuse, New York	Support small and medium-sized companies that manufacture thermal and environmental control systems.
Oklahoma	Increase the innovative capacity and profitability of small and medium-sized manufacturers (SMMs) in the oil and gas cluster; the focus is on manufacturers in 44 low-income Oklahoma counties.
Southwest Pennsylvania	Leverage the region's strengths in metal manufacturing and electrical equipment solutions to support innovation in three regionally significant industries (energy, life sciences and advanced electronics).
Delaware Valley, Pennsylvania	Accelerate the ability of companies, particularly in the transportation equipment manufacturing industry, to identify and commercialize new product or service innovations.
East Tennessee	Build additive manufacturing capacity of the region's manufacturers by connecting them to the region's many significant resources (e.g., Oak Ridge National Laboratory) and services.
Washington - Oregon	Promote growth in the region's advanced materials and metals industries through greater regional collaboration.

Each AMJIAC grant involves five separate but coordinated projects in which MEP centers are responsible for leading one of these five projects. MEP-led activities include providing market intelligence, conducting company outreach, identifying company needs, connecting SMMs to services and OEMs, and delivering focused technical assistance. Benefits realized by Centers include:

- New project work
- Increased exposure and awareness
- New partnerships with stakeholder groups and service providers
- Leveraged Resources
- Pilot opportunities for new products or services

**Tennessee Success Spotlight:** Eagle Bend Manufacturing, an automotive parts manufacturer, was seeking to reduce costs of laser cutting martensite material (hard form of steel) for one of their automotive OEM's, while meeting the dimensional and structural requirements required by the Federal Motor Vehicle Safety Standards and Regulations. The company engaged with the East Tennessee AMP! and resources made available from its partners at the Oak Ridge National Laboratory, (Department of Energy's largest science and energy laboratory) for assistance.

Through this partnership, the company was able to test, analyze and create a new cost-saving hot stamping process improvement that also met the necessary structural requirements. The new process not only gained commercial and customer approval ensuring the company's multi-million dollar contract to continue, but it also positioned Eagle Bend Manufacturing's plant as a leader among its competitors worldwide.

# MAKE IT IN AMERICA



## Make it In America Challenge (MIIA)

Ten MEP Centers in nine states were awarded 3-year grants totaling \$1.2M from MEP, which is in addition to the \$20.5M in Make it in America funding from other participating agencies. The Make it in America Challenge attempts to make it more attractive for business to build, continue or expand operations in the U.S. MEP Centers will working with partners in their state on a variety of strategies to accelerate job creation, foster foreign direct investment, encourage U.S. companies to keep/expand business here, build strong supply chains, and train local workers.

The following MEP Centers will receive \$125,00 per year for three years to support their regional Make it in America Teams

- Maine MEP
- Michigan Manufacturing Technology Center
- Innovate MEP Mississippi
- Missouri Enterprise
- Ohio Development Services Agency: 2 awards
- Oregon Manufacturing Extension Partnership
- Northeastern Pennsylvania Industrial Resource Center
- South Carolina MEP
- Impact Washington

Committed to Fostering Innovation.



#### **The Maine Mid Coast Regional Innovation Initiative:**

The project will improve regional infrastructure by renovating a former Navy maintenance repair facility to create an advanced manufacturing accelerator and transforming it from military to civilian re-use.



#### **Building Capacity and Capability in the Bio-Based Manufacturing Sector in Michigan:**

This project will work to bridge gaps between current manufacturing capabilities and the necessary materials, workforce skills, and resources to expand the bio-based material sector.



#### **Reshoring and Advanced Manufacturing Jobs in Mississippi:**

This project will create sourcing opportunities for manufacturers within regional supply chains through a series of assistance projects, manufacturing internships and certificate workshops with the state University.



#### **Missouri SMR Project:**

This project aims to develop the supply chain and infrastructure to support the manufacture of small modular reactors (SMRs) - the next wave of power generation for the nuclear industry.



#### **Ohio MEP Advanced Material Manufacturing in Advanced Energy, Biomedical and Automotive Market Segments:**

This project supports re-shoring, foreign direct investment, expansion of domestic manufacturing by US companies, and training local workers for three industry sectors in NE Ohio: biomedical, automotive, and advanced energy.



#### **Make it in Appalachian Ohio:**

This project seeks to increase reshoring and strengthen the workforce in the region's metal fabrication, polymer and chemicals, and wood furniture manufacturing industries.



#### **Make it in the Willamette Valley, Oregon:**

This project will build regional capacity, conduct business outreach, strengthen supply chain connections, restructure an area consortium, and increase incumbent workers training and on-the-job training.



#### **PA Made Again:**

This project focuses on the Reshoring Initiative, covering a 52 county region to create jobs in chemicals, fabricated metals, machinery, paper, plastics/rubber industries by building connected networks of industrial clusters, connecting manufacturers and colleges and research institutions, and building a pipeline of middle-skilled and highly-skilled workers.



#### **Select SC:**

This project will support workforce development, economic development and job creation in 12 counties in South Carolina through increased educational access, increasing training and education, as well as to implement a strategy to increase efficiency in industry supply chain management.



#### **Make it in Washington Project:**

This project will identify and utilize manufacturing subject matter experts outside the Seattle area and will provide strategic business planning, access to capital, creation of an Asset Map, advanced educational opportunities to potential employees, and participate in state trade missions to recruit foreign direct investments.

# MILESTONE MFG DAY



## Manufacturing Day

The second annual Manufacturing Day (MFG DAY) on October 4, 2013 was a rousing success. The national co-producers include NIST MEP, the Fabricators and Manufacturers Association, National Association of Manufacturers, The Manufacturing Institute, Industrial Strength Marketing, and media partner Science Channel. While the national team provides centralized resources and promotional campaigns across the country, the power of grassroots is the key to the campaigns success. Thanks to the dozens of MEP Centers who signed on as Endorsers, coordinated events, and promoted efforts in their communities and states. Almost half of the

manufacturing hosts were MEP clients. Twenty percent of survey respondents said they heard about MFG DAY from MEP Centers and 56% indicated they worked with a community partner to undertake their events. Join us on October 3, 2014 as we strive to have 1,500 events across the country!

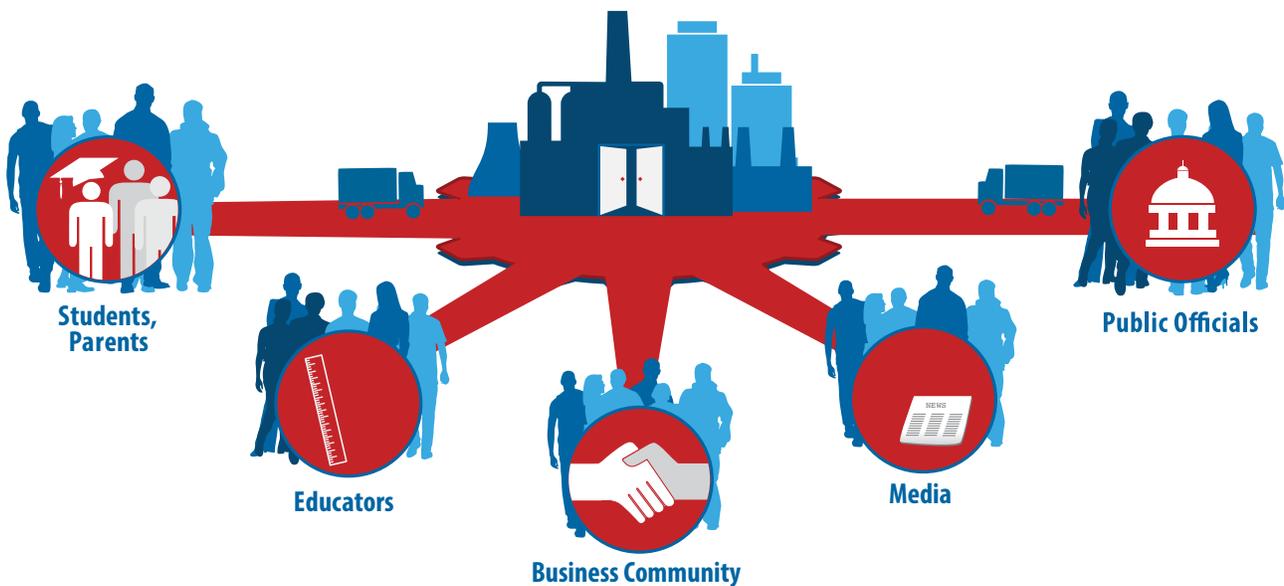
The states with the highest number of official events registered

Illinois	77
Florida	71
Colorado & California	64
Pennsylvania & Ohio	

Improving public perception about manufacturing.

# MANUFACTURING DAY: CELEBRATING THE BACKBONE OF AMERICA

The first Friday of October marks Manufacturing Day. The movement seeks to improve public perception of manufacturing careers and expand understanding of its value to the U.S. economy. Manufacturers open their doors to educate the public through open house tours and events.



## America Noticed: 2013 MFG Day Results

**834**

Organizations hosted open houses and events



**35,000 +** Attendees

**80 million:**

Learned about Manufacturing Day through Discovery Communication's Science Channel and "How It's Made"



**+Thousands :**

News articles published:  
Huffington Post - Wall Street Journal  
Industry Week - US News and World Report - Thomas Net - Boston Globe



**22**

Penske Racing No. 22 Shell-Pennzoil Ford Fusion race car deck lid featured the Manufacturing Day logo at NASCAR® Sprint Cup



**15**

Governors issued proclamations officially recognizing Manufacturing Day



**9**

Floor speeches delivered in Congress





## Delivering Measurable Results

# FACTS IN NUMBERS

The MEP program delivers measurable results to its clients. The services provided lead to improvement in client sales, investments, and cost savings, as well as increased and retained employment. The data provides detail on why clients work with a Center.

### ● Sales

# \$8.4 B

#### **New and Retained**

\$2.2 Billion in New Sales  
\$6.2 Billion in Retained Sales

### ● New Investments

# \$2.5 B

New investments reported by MEP clients were in plant and equipment., new products, processes, and research and development

### ● Cost Savings

# \$1.2 B

Cost savings reported by MEP clients were in areas such as labor, materials, inventory, energy and on investments made.

## SUSTAINING THE U.S. ECONOMY IN 2013



30,131

Manufacturers Served



18,789

New Jobs



43,914

Retained Jobs

### Achieving Growth Through MEP.

In 2013 MEP clients reported results in productivity and competitiveness improvements. Twenty seven percent of clients reported gaining new customers from services provided by MEP.

27%

New customers

17%

New Markets

13%

New Products



#### Proven Export Assistance Program

ExporthTech™ is national export assistance program that helps companies enter or expand in global markets. On average, participating **companies generate \$770,000 in new export sales.**



#### A Sustainable Approach to Manufacturing | \$35 Million in Environmental Savings

Sustainability efforts such as E3-Economy, Energy, and Environment helps manufacturers across the nation adapt and thrive in a new business era focused on sustainability.



#### Continuously Improving Businesses | \$360 Million in Cost Savings/Avoidance through Lean Services.

MEP has a strong record and solid reputation for providing superior lean and quality services as well as other programs targeting plant inefficiencies.

# THE 2013 ADVISORY BOARD



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**Jeffrey Wilcox, VP for Engineering**

Lockheed Martin Corporation  
Bethesda, Maryland

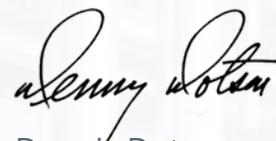


**Ed Wolbert, President**

Transaco Products, Inc.  
Chicago Illinois

# MESSAGE FROM THE BOARD CHAIR

The past year was an important one for the MEP Program as it commemorated the 25th anniversary of its creation. During this time, the public and small and medium manufacturers have benefited from the high quality technical services provided by the national MEP network. We join in celebrating MEP as the gold standard program for public private partnerships. Many key initiatives are underway which will accelerate and sustain the program's contributions to increasing the competitiveness of U.S. manufacturing and serving U.S. manufacturers. With more than two and a half decades of best practices and proven results under its belt and a new strategic plan in place, MEP is poised for even greater impact in the next 25 years.



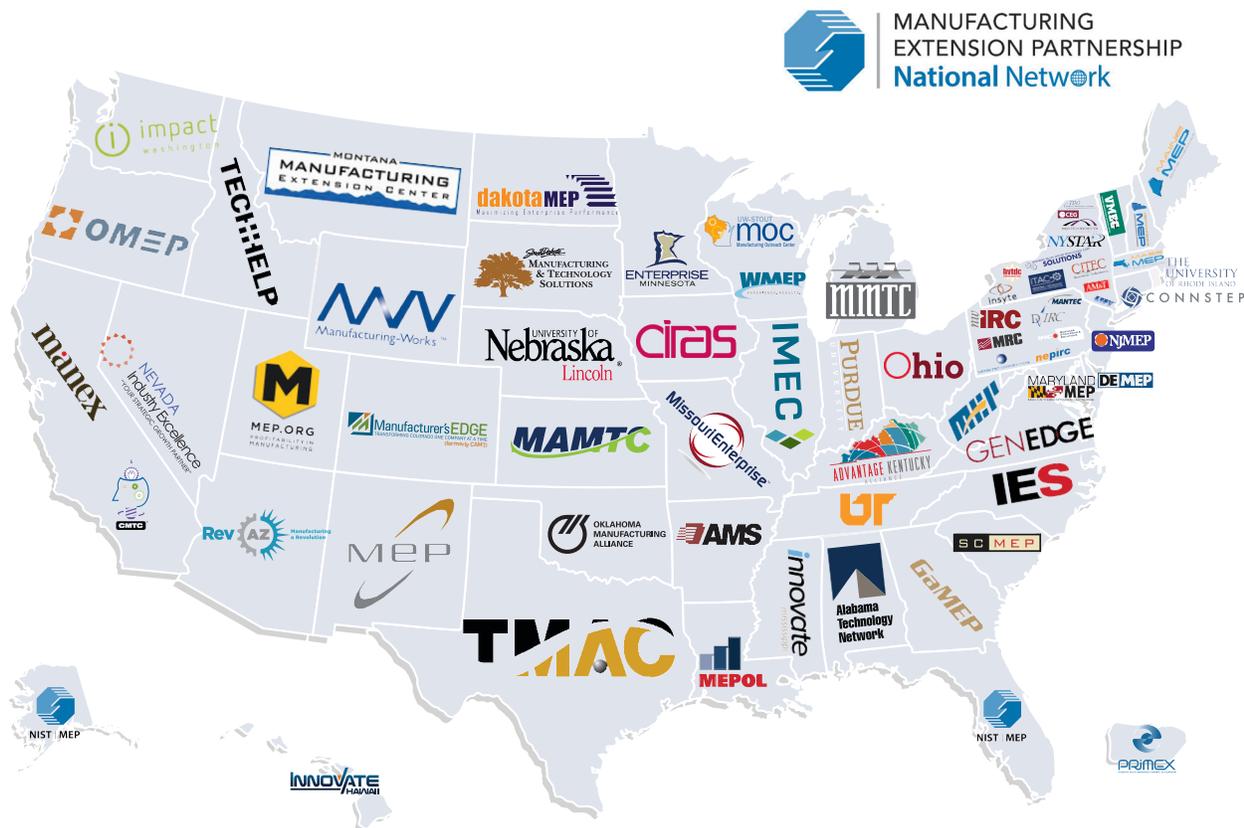
Dennis Dotson,  
Chairman

**“We join in celebrating MEP as the gold standard program for public private partnerships.”**

# OUR NATIONAL NETWORK

The MEP program is built around the nationwide network of centers locally positioned through the U.S. and Puerto Rico.

With more than 400 centers in every state and Puerto Rico, about 1,200 MEP experts and over 2,800 third party service providers work together to help make U.S. manufacturers—and the U.S. economy—stronger.



One network helping to make U.S. manufacturing stronger.

# NATIONAL NETWORK MEP CENTERS

## Alabama

Alabama Technology Network  
500 Beacon Parkway West,  
Birmingham, AL, 35209  
Ph: (205) 943-4808  
<http://www.atn.org/>

## Alaska

100 Bureau Drive,  
Gaithersburg, MD 20899  
Ph: (301) 975-5020  
[www.nist.gov/mep](http://www.nist.gov/mep)

## California

California Manufacturing Technology Consulting  
690 Knox Street, Ste 200,  
Torrance, CA, 90502  
Ph: (310) 263-3060  
<http://www.cmtc.com/>

Corporation for Manufacturing Excellence (Manex)  
2010 Crow Canyon Place, Ste 320,  
San Ramon, CA, 94583  
Ph: (877) 336-2639  
<http://www.manexconsulting.com>

MEP Center in every state serving as  
trusted business advisors.

## Arizona

Arizona Commerce Authority  
333 North Central Avenue, Ste 1900,  
Phoenix, AZ, 85004  
Ph: (602) 845-1200  
<http://www.azcommerce.com/revaz>

## Arkansas

Arkansas Manufacturing Solutions  
900 West Capitol Avenue, Ste 320,  
Little Rock, AR, 72201  
Ph: (800) 637-4634  
<http://www.mfgsolutions.org>

## Colorado

Manufacturers Edge  
216 16th Street, Ste 850, Denver, CO, 80202  
Ph: (303) 592-4087  
<http://www.camt.com>

## Connecticut

Connecticut State Technology Extension Program  
1090 Elm Street, Ste 202,  
Rocky Hill, CT, 06067  
Ph: (800) 266-6672  
<http://www.connstep.org/>

**Delaware**

Delaware Technical and Community College  
400 Stanton-Christiana Road, Ste. A-158,  
Newark, DE, 19713  
Ph: (302) 283-3131  
<http://www.demep.org/>

**Florida**

100 Bureau Drive,  
Gaithersburg, MD 20899  
Ph: (301) 975-5020  
[www.nist.gov/mep](http://www.nist.gov/mep)

**Georgia**

Georgia Manufacturing Extension Partnership  
75 fifth Street NW, Ste 300,  
Atlanta, GA, 30308  
Ph: (404) 894-5217  
<http://gamep.org/>

**Hawaii**

Innovate Hawaii  
2800 Woodlawn Drive, Ste 100,  
Honolulu, HI, 96822  
Ph: (808) 539-3601  
<http://www.htdc.org/innovatehawaii>

**Idaho**

Idaho TechHelp  
1910 University Drive,  
Boise, ID, 83725  
Ph: (208) 426-3767  
<http://www.techhelp.org>

**Illinois**

Illinois Manufacturing Excellence Center  
1501 W. Bradley Avenue  
Peoria, IL 61623  
Ph: (888) 806-4632  
<http://www.imec.org>

**Indiana**

Indiana MEP Purdue Technical Assistance Program  
6640 Intech Boulevard, Ste 120,  
Indianapolis, IN, 46278  
Ph: (800) 877-5182  
<http://www.mep.purdue.edu>

**Iowa**

Iowa Center for Industrial Research and Service  
Iowa State University, Extension 4-H Building,  
Ames, IA, 50011  
Ph: (515) 294-3420  
<http://www.ciras.iastate.edu>

**Kansas**

Mid-America Manufacturing Technology Center  
10561 Barkley Street, Ste 602,  
Overland Park, KS, 66212  
Ph: (913) 649-4333  
<http://www.mamtc.com>

**Kentucky**

Advantage Kentucky Alliance  
2413 Nashville Road, B8, Ste 310,  
Bowling Green, KY, 42101  
Ph: (270) 282-7103  
<http://www.advantageky.org>

**Louisiana**

Manufacturing Extension Partnership of Louisiana  
P.O. Box 44172,  
Lafayette, LA, 70504  
Ph: (337) 482-6767  
<http://www.mepol.org>

**Maine**

Maine Manufacturing Extension Partnership  
87 Winthrop Street, Augusta, ME, 04330  
Ph: (207) 623-0680  
<http://www.mainemep.org/>

**Maryland**

Maryland Manufacturing Extension Partnership  
8894 Stanford Boulevard, Ste 304,  
Columbia, MD, 21045  
Ph: (410) 505-8936  
<http://www.mdmeep.org>

**Massachusetts**

Massachusetts Manufacturing Extension Partnership  
100 Grove Street, Ste 108,  
Worcester, MA, 01605  
Ph: (508) 831-7020  
<http://www.massmep.org/>

**Michigan**

Michigan Manufacturing Technology Center  
47911 Halyard Drive,  
Plymouth, MI, 48170  
Ph: (888) 414-6682  
<http://www.mmtc.org/>

**Minnesota**

Enterprise Minnesota  
310 4th Avenue S, Ste 7050,  
Minneapolis, MN, 55415  
Ph: (612) 373-2900  
<http://www.enterpriseminnesota.org>

**Mississippi**

InnovateMEP Mississippi  
134 Market Ridge Drive,  
Ridgeland, MS, 39157  
Ph: (601) 960-3610  
<http://www.innovatemep.ms>

**Missouri**

Missouri Enterprise  
900 Innovation Drive, Ste 300,  
Rolla, MO, 65401  
Ph: (800) 956-2682  
<http://www.missourienterprise.org>

**Montana**

Montana Manufacturing Extension Center  
2310 University Way Bldg 2, Ste 1,  
Bozeman, MT, 59717  
Ph: (406) 994-3812  
<http://www.mtmanufacturingcenter.com>

**Nebraska**

University of Nebraska-Lincoln  
1400 R Street,  
Lincoln, NE 68588  
Ph: (402) 472-9339  
<http://www.unl.edu/>

**Nevada**

Nevada Industry Excellence  
UNR Mail Stop 406, Ste 212,  
Reno, NV, 89557  
Ph: (775) 784-1935  
<http://www.nevadaie.com/nvie/>

**New Hampshire**

New Hampshire Manufacturing Extension Partnership  
172 Pembroke Road,  
Concord, NH, 03301  
Ph: (603) 226-3200  
<http://www.nhmep.org/>

**Focused on transforming U.S.  
manufacturers to compete globally.**

**New Jersey**

New Jersey Manufacturing Extension Program  
2 Ridgedale Avenue, Ste 305,  
Cedar Knolls, NJ, 07927  
Ph: (973) 998-9801  
<http://www.njmep.org>

**New Mexico**

New Mexico Manufacturing Extension Partnership  
4501 Indian School Road NE, Ste 202,  
Albuquerque, NM, 87110  
Ph: (505) 262-0921  
<http://www.newmexicomep.org>

**New York**

New York Manufacturing Extension Partnership  
625 Broadway,  
Albany, NY, 12245  
Ph: (518) 292-5729  
<http://www.esd.ny.gov/>

**Ohio**

Ohio Manufacturing Extension Partnership  
77 South High Street,  
Columbus, OH, 43215  
Ph: (614) 466-2775  
<http://www.development.ohio.gov>

**Oklahoma**

Oklahoma Manufacturing Alliance  
525 South Main Street, Ste 210,  
Tulsa, OK, 74103  
Ph: (918) 592-0722  
<http://www.okalliance.com/>

**Oregon**

Oregon Manufacturing Extension Partnership  
12909 SW 68th Parkway, Ste 140,  
Portland, OR, 97223  
Ph: (503) 406-3770  
<http://www.omep.org>

## MEP Centers offer products and services that address local needs of manufacturers

**North Carolina**

North Carolina Manufacturing Extension Partnership  
909 Capability Drive, Research IV BLDG, Ste 1600,  
Raleigh, NC, 27695  
Ph: (919) 515-2358  
<http://www.ies.ncsu.edu>

**North Dakota**

North Dakota Manufacturing Extension Partnership  
1929 North Washington Street, Ste M,  
Bismarck, ND, 58501  
Ph: (701) 328-5476  
<http://www.dakotamep.com>

**Pennsylvania**

Catalyst Connection  
2000 Technology Drive,  
Pittsburgh, PA, 15219  
Ph: (412) 918-4300  
<http://www.catalystconnection.org>

Delaware Valley Industrial Resource Center  
2905 Southampton Road,  
Philadelphia, PA, 19154  
Ph: (215) 464-8550  
<http://www.dvirc.org>

**Pennsylvania *continued***

IMC-PA  
 One College Avenue, DIF 32,  
 Williamsport, PA, 17701  
 Ph: (570) 329-3200  
<http://www.imcpa.com>

MANTEC  
 600 North Hartley Street, Ste 100,  
 York, PA, 17404  
 Ph: (717) 843-5054  
<http://www.mantec.org/>

Manufacturers Resource Center  
 961 Marcon Boulevard, Ste 200,  
 Allentown, PA, 18109  
 Ph: (610) 628-4640  
<http://www.mrcpa.org>

Northeastern Pennsylvania Industrial Resource Center  
 75 Young Street,  
 Hanover Township, PA, 18706  
 Ph: (570) 819-8966  
<http://www.nepirc.com>

Northwestern Pennsylvania Industrial  
 Resource Center  
 5340 Fryling Road, Ste 202,  
 Erie, PA, 16510  
 Ph: (814) 898-6893  
<http://www.nwirc.org>

**Puerto Rico**

Puerto Rico Manufacturing Extension Inc.  
 Ponce de Leon Avenue, Mercantil Plaza Building, Ste  
 819, Hato Rey, PR, 00918  
 Ph: (787) 756-0505  
<http://www.primexpr.org>

**Rhode Island**

Polaris Manufacturing Extension Partnership  
 315 Iron Horse Way  
 Providence, RI 02908  
 Ph: (401) 270-8896  
<http://www.polarismep.org>

**South Carolina**

South Carolina Manufacturing Extension Partnership  
 1301 Gervais Street, Ste 910,  
 Columbia, SC, 29201  
 Ph: (803) 252-6976  
<http://www.scmep.org>

**South Dakota**

South Dakota Manufacturing and Technology Solutions  
 2329 North Career Avenue, Ste 106,  
 Sioux Falls, SD, 57107  
 Ph: (605) 367-5757  
<http://www.usd.edu/business/manufacturing-and-technology-solutions/>

**Tennessee**

Tennessee Manufacturing Extension Partnership  
 193 Polk Avenue, Ste C,  
 Nashville, TN, 37210  
 Ph: (615) 532-8657  
<http://www.cis.tennessee.edu/>

**Texas**

TMAC  
 9390 Research Boulevard, Ste II-300,  
 Austin, TX, 78759  
 Ph: (800) 625-4876  
<http://www.tmac.org/>

**Utah**

Utah Manufacturing Extension Partnership  
 800 West University Parkway MS 212,  
 Orem, UT, 84058  
 Ph: (801) 863-8637  
<http://www.mep.org/>

**Vermont**

Vermont Manufacturing Extension Center  
P.O. Box 12, 1 Main Street,  
Randolph Center, VT, 05061  
Ph: (802) 728-1432  
<http://www.vmec.org/>

**Virginia**

Genedge Alliance  
32 Bridge Street, Ste 200,  
Martinsville, VA, 24112  
Ph: (276) 666-8890  
<http://www.genedge.org/>

**Washington**

Impact Washington  
8227 44th Avenue West, Ste D,  
Mukilteo, WA, 98275  
Ph: (425) 438-1146  
<http://www.impactwashington.org>

**Wisconsin Manufacturing Extension Partnership**

2601 Crossroads Drive, Ste 145,  
Madison, WI, 53718  
Ph: (877) 800-2085  
<http://www.wmep.org>

**Wyoming**

Manufacturing-Works  
1000 East University Avenue,  
Laramie, WY, 82071  
Ph: (800) 343-1423  
<http://www.manufacturing-works.com/>

The MEP network is build to provide support  
and resources to U.S. manufacturers

**West Virginia**

West Virginia Manufacturing Extension Partnership  
319 Mineral Resources Building, P.O. Box 6070,  
Morgantown, WV, 26506  
Ph: (304) 293-3800  
<http://www.wmep.com>

**Wisconsin**

UW Stout Manufacturing Outreach Center  
278 Jarvis Hall, 410 10th Avenue East,  
Menomonie, WI, 54751  
Ph: (866) 880-2262  
<http://www.uwstout.edu/moc>



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[nistmep.blogs.govdelivery.com](#)  
[www.nist.gov/mep](#)



**MEP • MANUFACTURING  
EXTENSION PARTNERSHIP**

The NIST Manufacturing Extension Partnership is a nationwide system of resources, transforming manufacturers to compete globally, supporting greater supply chain integration, and providing access to technology for improved productivity. MEP is built around manufacturing extension centers locally positioned throughout the U.S. and Puerto Rico addressing the critical and often unique needs of America's manufacturers.

## **CONTACT US**

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mfg@nist.gov | [www.nist.gov/mep](http://www.nist.gov/mep)

**NIST**  
**National Institute of  
Standards and Technology**  
U.S. Department of Commerce