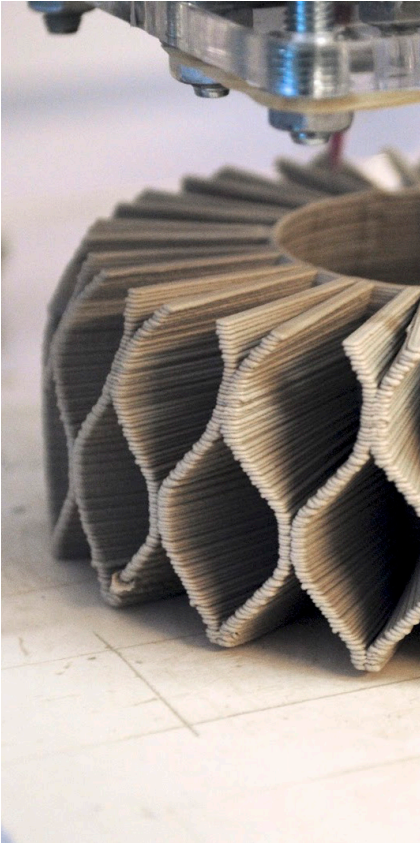


2015 ECONOMIC IMPACT SUMMARY

MEASURING RESULTS



**MEP • MANUFACTURING
EXTENSION PARTNERSHIP**

Making an Impact on U. S. Manufacturing

The Manufacturing Extension Partnership: Making an Impact on U.S. Manufacturing

What is MEP?

The Hollings Manufacturing Extension Partnership (MEP) is the only public-private partnership created to serve U.S. manufacturers. Since 1988, MEP has been committed to strengthening U.S. manufacturing, continually evolving to meet the changing needs of manufacturers. Through its services and partnerships MEP has had a profound impact on the growth of well-paying jobs, the development of dynamic manufacturing communities, and the enhancement of American innovation and global competitiveness.

MEP's strategic objective is to create value for all manufacturers, with a focus on small and mid-sized enterprises (SMEs), which represent nearly 99% of manufacturing firms in the U.S. MEP is able to provide this support to individual manufacturers through its nationwide network of local Centers.

MEP is a part of the National Institute of Standards and Technology (NIST), a U.S. Department of Commerce agency.

National Network

MEP is built on a nationwide system of Centers located throughout the U.S. and Puerto Rico. Each center is a partnership between the federal government and a variety of public or private entities, including state, university, and nonprofit organizations. This diverse network has more than 580 service locations, with over 1,200 field staff serving as trusted business advisors and technical experts.

Centers tailor services to SMEs most critical needs, ranging from process improvement and workforce development to business practices, supply chain integration, innovation, and technology transfer. And because MEP's foundation is its partnerships, Centers are a hub for manufacturers, connecting them with government agencies, trade associations, universities and research laboratories, state and federal initiatives, and a host of additional resources to help them realize their goals.

Results for Manufacturers

Manufacturers have employed the resources of the MEP network to generate significant bottom-line efficiencies and growth. Since 1988, more than 86,000 manufacturers have worked with MEP, leading to \$96.4 billion in sales, \$16 billion in cost savings, and creating more than 797,000 new jobs.

MEP leverages over \$100 million of federal investment into a nearly \$300 million program by partnering with state and local governments and the private sector to provide a wealth of expertise and resources to manufacturers. Each year, manufacturers work with their local MEP Center to solve problems, increase productivity, improve their economic competitiveness, and enhance their technological capabilities. As a result, MEP clients increase their sales, save time and money, invest in physical and human capital, and create and retain thousands of jobs.

Services manufacturers can receive through their local MEP Centers include:

- innovation and business strategies
- commercialization;
- lean and process improvements;
- workforce development;
- supply chain development;
- exporting; and
- technology scouting & transfer.

As a public/private partnership, MEP delivers a high return on investment to taxpayers. For every one dollar of federal investment, the MEP generates \$17 in new sales growth and \$24 in new client investment. This translates into \$2.3 billion in new sales annually. For every \$1,900 of federal investment, MEP creates or retains one manufacturing job.



MANUFACTURING EXTENSION PARTNERSHIP
National Network

MEP is built on a nationwide system of Centers located throughout the United States and Puerto Rico.



MEP CLIENT IMPACTS

Interacted with

29,101
Manufacturers
in FY2015



Each year, the MEP network helps thousands of manufacturers increase profits, create jobs and establish a foundation for long-term business growth and productivity.

\$8 Billion

New and Retained Sales

68,477

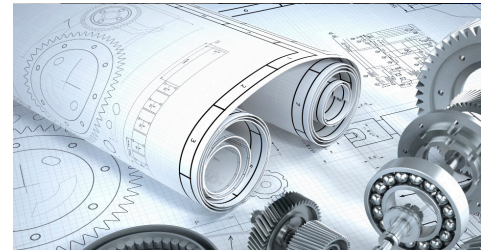
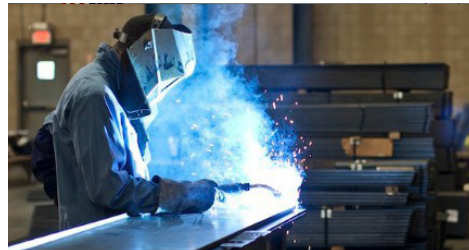
Total Created and Retained Jobs

\$3.2 Billion

New Client Investments

\$1.2 Billion

Cost Savings



MANUFACTURERS CHALLENGES



1 Seven out of ten clients cited cost reduction as their top single challenge in FY 2015.



2 Growth (53%) and Product Development (47%) were the next two most significant challenges.



3 Workforce needs has doubled in the last six years. In FY 2015, 45% of clients reported employee recruitment and retention as a challenge, compared to 19% in FY 2009.



4 Technology needs (14%), and supply chain needs (14%), have also increased over the last five years.

WHY MEP?

Top 3 factors why clients choose to work with MEP



Expertise of Staff
(62%)



Reputation for Results
(23%)



Knowledge of Industry
(21%)

Results reported by MEP clients surveyed in FY2015. Of the 8,419 clients selected to be surveyed, 5,940 completed the survey. Measures are a conservative snapshot of benefits. Recurring or cumulative benefits may be larger.

Headquartered in Gaithersburg, MD, the National Institute of Standards and Technology's Hollings Manufacturing Extension Partnership is a public/private partnership that works with small and mid-sized U.S. manufacturers to create and retain jobs, increase profits, save time and money, develop new customers, and expand into new markets.

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