# Hollings Manufacturing Extension Partnership Program

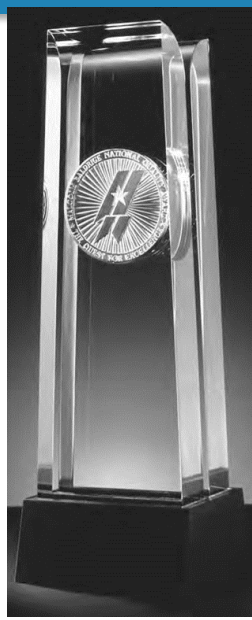
- Since 1988, the Hollings Manufacturing Extension Partnership (MEP) has been committed to strengthening U.S. manufacturing, continually evolving to meet the changing needs of manufacturers.

- 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.

- Centers:
  - Educate local and regional partners on small and medium sized manufacturer needs and drivers of behavior.
  - Provide outreach to manufacturers by connecting them to other programs and services offered by partner organizations.
  - Connect the gap between technology developers / R&D organizations and manufacturers: finding firms that are interested in a particular technology, as well as informing tech developers of manufacturer's technology needs.
  - Support workforce development programs.

- MEP is built on a nationwide system of centers located in all 50 states and Puerto Rico – each being a partnership between the federal government and a variety of public or private entities.
- MEP centers have helped thousands of manufacturers reinvent themselves, increase profits, create or maintain jobs, and establish a foundation for long-term business growth and productivity.

# Malcolm Baldrige Program – an Overview



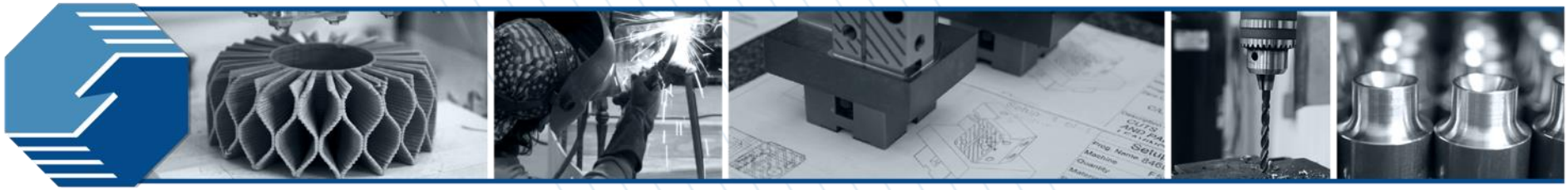
- The Baldrige Performance Excellence Program is a public-private partnership used to assess and improve the performance of the nation's companies and organizations, Baldrige is recognized, utilized, and emulated around the world.
  - created to manage the Malcolm Baldrige National Quality Award, A presidential recognition designed to identify role model organizations that commit to share their best practices so as to help other organizations improve.

- The Program's ultimate purpose is to improve the leadership and management of organizations to enhance their competitiveness and sustainability
  - Therefore Baldrige's standard of excellence, the Criteria for Performance Excellence, are regularly updated to remain at the leading edge of validated leadership and performance improvement practices.

- NIST, as a nonregulatory federal agency of the Department of Commerce, advances measurement science, standards, and technology in ways that enhance economic security and improve the quality of life.
  - Congress selected NIST to design and manage the Baldrige Program because of its role in helping U.S. companies compete, its world renowned expertise in quality and measurement, and its reputation as an impartial third party.

# Malcolm Baldrige Program – Current State

- In Fiscal Year 2012 federal funding for the Baldrige Program was eliminated by Congress.
  - It should be noted that the President's 2012 budget proposal for the Baldrige Program was for $7.7M, a decrease of $1.9M with guidance that the Baldrige Program would begin to explore options for increased external support.
  - Instead, Congress eliminated all funding.
- With the sudden loss of $9.6 million in federal appropriations in November 2011, the Baldrige Program created a business plan for continuing operations. This plan was approved by the Department of Commerce in April 2012.
- Since then, the program has operated under a business model based on cost recovery through product and service fees, cost reduction and control, and an increase in Baldrige Foundation support through a gift to the Department of Commerce.
- In addition, the program commissioned an analysis of the Baldrige brand and embarked on a multiyear effort to increase the size of its market, enhance brand recognition, develop new products and services, and leverage nationwide partnerships to expand their reach and impact.
- Despite increasing operational revenues by 100% and decreasing costs by more than 50%, the Program is at risk without the restoration of some federal appropriation.



MAKING AN IMPACT ON U.S. MANUFACTURING

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

# NIST MEP Advisory Board Briefing for the NIST VCAT

Vickie Wessel, Chair

Bernadine Hawes, Member

February 4, 2015

# Vickie Wessel, Chair

Founder and President of Spirit Electronics, Inc.

# Agenda

- Introduction of NIST MEP Advisory Boards
  - Members, Charter, Priorities
- MEP Mission, Role, Program Highlights
- Exemplary Center – Delaware Valley Industrial Resource Center
- Board Committees
  - Technology Acceleration
  - Local Board Governance
- Communication Channels

# MEP Advisory Board

Vickie Wessel *, Chair of Board
Founder & President of Sprit Electronics in Phoenix, AZ

Jeffrey Wilcox, Vice Chair of Board
Vice President for Engineering at Lockheed Martin in Bethesda, MD

Dennis Dotson *
Chairman of Dotson Iron Castings in Mankato, MN

Carolyn Cason *
Vice President for Research at the University of Texas in Arlington, TX

Roy Church *
President of Lorain County Community College in Elyria, OH

Eileen Guarino*
President & COO of Greno Industries, a machine parts manufacturing company in Scotia, NY

Bernadine Hawes*
Senior Research Analyst for Community Marketing Concepts in Philadelphia, PA.

Thomas Lee
President & CEO of Vulcan Inc., an aluminum manufacturing company in Foley, AL.

William Shorma*
President & CEO of Rush-CO, an engineered metal and cover system manufacturing company in Springfield, SD.

Ed Wolbert*
President & CEO of Transco Products Inc., a manufacturer to the nuclear power industry, in Chicago, IL.

* Member, Local MEP Board

# MEP Advisory Board Charter

**Authority:** The MEP Advisory Board is authorized under the America COMPETES Act OF 2007; in accordance with the provisions of the Federal Advisory Committee Act (FACA)

**Description of Duties:**

- Provide advice on MEP programs, plans, and policies.
- Assess the soundness of MEP plans and strategies.
- Assess current performance against MEP program plans.
- Function solely in an advisory capacity, in accordance with the provisions of the Federal Advisory Committee Act, as amended, 5 U.S.C. App.

# 2015 Board Priorities

Provide guidance on…

- Technology acceleration
- Local board governance

Review progress of…

- Recompetition of the national system of 60 local Centers by 2017
- Congressional actions to adjust non-federal cost share
- Greater focus of tech transfer, workforce development, and domestic supply chains

# MEP Mission and Role

**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 and research laboratories and agencies.

# MEP Strategic Plan (2014-2017)

## 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

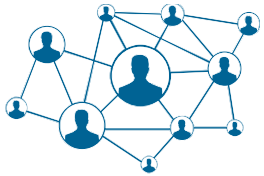
Support national, state, and regional manufacturing eco-systems and partnerships.

### DEVELOP CAPABILITIES

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

# The MEP Program in Summary

**Program Started in 1988**
At least one center in all 50 states by 1996

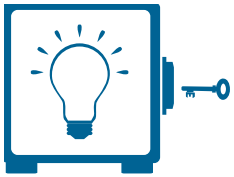


**National Network**
60 Centers with over 500 Field Locations.
System wide, Non-Federal Staff is over 1,200.
Contracting over 2,100 third party service providers.

**Partnership Model**
Federal, State and Industry

**MEP System Budget**
$130 Million Federal Budget with Cost Share Requirements for Centers

**Global Competitiveness**
Program was created by the 1988 Omnibus Trade And Competitiveness Act



**Emphasis on Performance**
Program and center performance based upon impact of center services on client firm

# The National Network

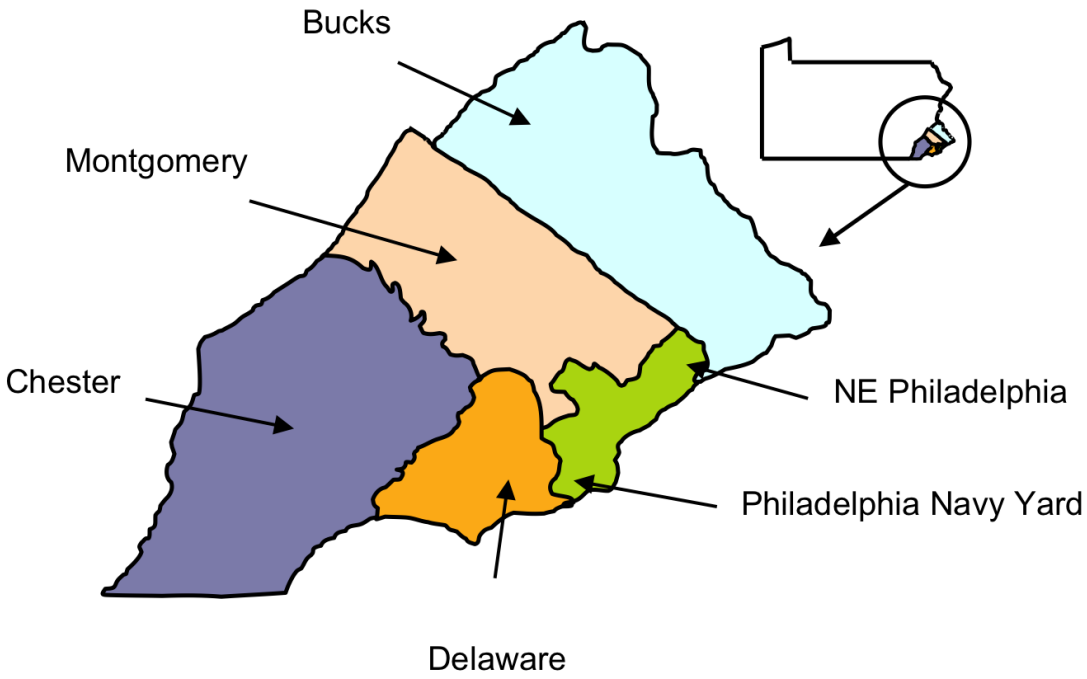
MANUFACTURING EXTENSION PARTNERSHIP
National Network

# Delaware Valley Industrial Resource Center

Corporate Overview




# Region Served & Center Locations



# Service Delivery Model

## Center Service Delivery Model and Products

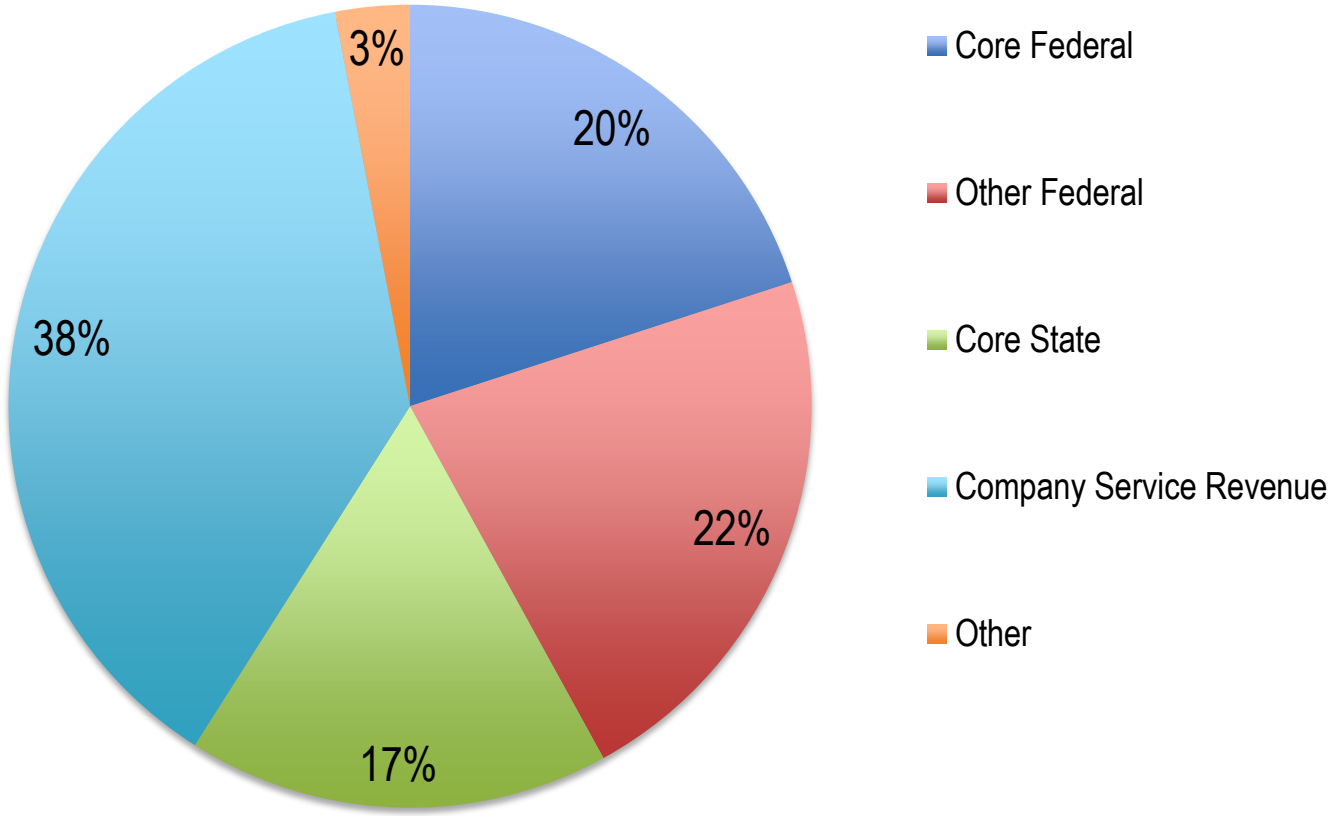
The DVIRC has a service delivery model that both Center staff and 3rd party providers deploy through 3 value streams, Consulting Services, Training & Education, and Network Groups. Streams are separate but connected

- Consulting Services – Typical Number of projects 247 with 161 companies annually
- Network Groups – 135 members with 90 companies annually
- Training & Education – 536 attendees with 233 companies annually

Design is: all roads eventually lead to or return to Consulting, where measurable impact on companies and service related revenue are optimized.

# Funding History

## DVIRC Funding FY 13/14 - $6.7 Million



# Actual Market & Market Penetration for FY 2014

| Emp. Size | Total Firms | Pct. Firms | Unique Firms Worked With | Pct. Projects |
|---|---|---|---|---|
| **1-19** | 2,743 | 70.2% | 43 | 1.5% |
| **20-49** | 667 | 17.0% | 77 | 11.5% |
| **50-99** | 249 | 6.3% | 43 | 17.2% |
| **100-249** | 187 | 4.7% | 33 | 17.6% |
| **250-499** | 30 | 0.7% | 16 | 53.3% |
| **500+** | 31 | 0.7% | 4 | 12.9% |
| Total | **3,907** | **100%** | **216** | **5.5%** |

^**Source**: U.S. Census Bureau County Business Patterns provides employment size.

# Advisory Board Committee on Technology Acceleration

Committee Members:

Jeff Wilcox, Chair
Carolyn Cason
Roy Church
Bernadine Hawes
William Shorma
Ed Wolbert

# Technology Acceleration Definition

"…integrating technology into the products, processes, services and business models of manufacturers to solve manufacturing problems or pursue opportunities and facilitate competitiveness and enhance manufacturing growth.

Technology Acceleration spans the innovation continuum and can include aspects of technology transfer, technology transition, technology diffusion, technology deployment and manufacturing implementation."

# Tech Acceleration Work Plan

- Objective – Prepare a recommended plan to guide the development and deployment of technology acceleration services in the MEP system
  - The Implementation Plan will articulate the strategy to guide development and deployment of technology acceleration services in the MEP system.
- Tasks
  1. Foundation Building
  2. Data Collection and Analysis
  3. Evaluation of Potential Future Actions/Investments
  4. Develop Implementation Plan

# Advisory Board Committee on Local Board Distinctive Practice and Governance

Committee Members:

Vickie Wessel, Chair
Dennis Dotson
Eileen Guarino
Tommy Lee

# Purpose of the Committee on Board Distinctive Practices and Governance

To implement the strategic objective of increasing roles of the national and center boards including:

- Increase connectivity between national and Center Boards
- Ensure Board members serves as manufacturing advocates
- Strengthen Board governance and accountability

# MEP Centers Organizational Structure


## 501 C(3)

California (2)
Colorado
Connecticut
Connecticut
Florida
Illinois
Kansas
Massachusetts
Maryland
Maine
Michigan
Minnesota
Missouri
Mississippi
North Dakota
New Hampshire
New Jersey
New Mexico
Oklahoma
Oregon
Pennsylvania (7)
Puerto Rico
Rhode Island
South Carolina
Utah
Washington
Wisconsin


## University

Delaware MEP
Georgia
Iowa
Idaho
Kentucky
Louisiana
Montana
North Carolina
Nebraska
Nevada
South Dakota
Tennessee
Texas
Vermont
Northwest Wisconsin
West Virginia
Wyoming


## State Entity

Alabama
Arkansas
Arizona
Hawaii
Indiana
New York
Ohio MEP
Virginia

# The Team Advisors

## MAB Committee Members

| | |
|---|---|
| Vickie Wessel – Chair | RevAZ |
| Denny Dotson | Enterprise MN |
| Eileen Guarino | NY MEP |
| Tommy Lee | ATN |

## NIST MEP

| | |
|---|---|
| **Mike Simpson** | Lead, NIST MEP System Operations Director |
| **Gary Thompson** | NIST RMST (former Center Director, TechHelp) |
| **Phillip Wadsworth** | NIST RMST (Former Center Director, Indiana MEP) |
| **Wiza Lequin** | NIST MEP, Program Manager for Center Operations |

## MEP Center Boards

| | | |
|---|---|---|
| Ray Yeager | Catalyst | Fiduciary |
| Carl Spang | Maine MEP | Fiduciary |
| Mark Tyler | NW-Stout | Advisory |
| Tom Fallo | CMTC | Fiduciary |
| Loren Lyon | Impact WA | Fiduciary |
| Felipe Hernandez | PR | Fiduciary |
| Robert Sproles | AMS | Advisory |
| Alan Edington | TN MEP | Advisory |
| Grant Goodwin | NC MEP | Advisory |
| Eric Stebbins | NM MEP | Fiduciary |

## MEP Center Directors

| | | | | |
|---|---|---|---|---|
| 1. | Bonnie Del Conte | ConnStep | 501c3 | Fiduciary/Advisory Boards |
| 2. | Paddy Fleming | Montana MEP | University based | Advisory Board |
| 3. | Bill Donohue | GenEdge, VA | State Entity | Advisory Board |
| 4. | Mike O'Donnell | CIRAS | University | Advisory Board |
| 5. | Mike Coast | Michigan MEP | 501c3 | Fiduciary Board |

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# Questions?