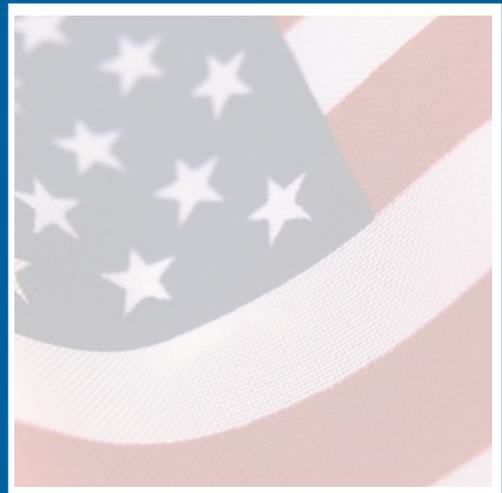


MAKE IT IN AMERICA CHALLENGE AWARDS REPORT

December 2014



**MEP • MANUFACTURING
EXTENSION PARTNERSHIP**
National Institute of Standards and Technology





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Executive Summary

The Hollings Manufacturing Extension Partnership (MEP) awarded Make it in America (MiiA)¹ grants to ten MEP centers in nine states for technical assistance in a variety of areas including reshoring, supply chain optimization, and workforce development. These three-year grant awards are in addition to the \$20.5 million in MiiA funding from the Department of Commerce's Economic Development Administration (EDA), the Department of Labor's Employment and Training Administration (ETA) and the Delta Regional Authority. The overall objective of the MiiA Challenge is to make it more attractive for businesses to build, continue, or expand their operations in the United States.

This collaboration allowed teams of organizations to submit a single application to receive funding from the four agencies, with each funding stream focused on a different aspect of a regional economic development strategy. The effort's goal is to accelerate job creation by encouraging reshoring by U.S. firms, fostering foreign direct investment, encouraging U.S. companies to keep or expand their businesses in the United States, building strong supply chains and training local workers. EDA's investments are helping distressed regions build on existing assets to generate job growth by creating an environment conducive for businesses to establish and grow their operations in the U.S. ETA's investments are helping to develop a skilled workforce for specific industries. MEP's grants are helping develop greater connectivity in regional supply chains and assist small- and medium-sized enterprises as well as an opportunity to leverage Supply Chain Optimization materials.

The following MEP centers are each receiving \$125,000 per year for three years to support their regional Make it in America teams:

- Maine MEP
- Ohio MEP: 2 awards (APEG and MAGNET)
- South Carolina MEP
- Northeastern Pennsylvania Industrial Resource Center
- Oregon Manufacturing Extension Partnership
- Michigan Manufacturing Technology Center
- Impact Washington
- Missouri Enterprise
- InnovateMEP Mississippi

¹ Fact Sheet: Make it in America Challenge (<http://www.commerce.gov/news/fact-sheets/2012/09/25/fact-sheet-make-it-america-challenge>)



Year One, Quarter 3 Project Updates

Representatives from nine of the Make it in America awards attended the Inter-agency Grantee Regional Collaboration Meeting held at NIST June 26-27, 2014. The day and a half event provided an opportunity for technical assistance, information and peer knowledge exchange on the latest practices to accelerate cluster and industry development in urban and rural regions for small and medium sized manufacturers, worker training, job creation and business investments in the United States.

MEP project managers, FPOs, and RMSTs continue to review documentation including quarterly progress updates, annual plans, and supporting documentation as they are submitted. Additionally, MEP project managers are working to plan activities around the conclusion of the first year of the MiiA awards, such as a webinar for grantees to present on progress, lessons learned, successes and concerns in late winter. After this webinar, MEP project managers will collaborate to determine how best to report on MiiA awardee progress and successes as well as lessons learned, possibly in a 1.5 year report. Project managers also expect to determine how best to continue updating staff and other stakeholders each quarter.

Project Summaries and Updates

1) Project State: ME

Lead Applicant: MIDCOAST REGIONAL REDEVELOPMENT AUTHORITY

Project Name: Improve regional infrastructure by renovating a 93,000^{ft}² former Navy maintenance/repair facility to create an advanced manufacturing accelerator, transforming it from military to civilian re-use.

Applicant Partners: Mid-coast Regional Redevelopment Authority, Maine MEP, Coastal Counties Workforce, Inc.

Project Description: The closure of Naval Air Station Brunswick (NASB) in May 2011 posed an unprecedented economic challenge to the mid-coast Maine region. The loss of 4,800 military and civilian base personnel represented one of the largest single employer downsizings in Maine history. The Mid-coast Regional Innovation Initiative proposes to accelerate FDI, re-shore jobs, and expand manufacturing employment by establishing an advanced manufacturing and technology accelerator and providing workforce training and supply chain technical assistance within a 50-mile radius of the former base. The plan is to (1) improve regional infrastructure by renovating a 93,000 square foot, former Navy maintenance/repair facility to create an advanced manufacturing accelerator, TechPlace, that targets four sectors with growth potential: aerospace/aviation, advanced materials/composites, renewable energy, and biotechnology; (2) strengthen Small and Medium Sized Enterprises (SMEs) in the four targeted sectors by undertaking supply chain initiatives that better position regional manufacturers for growth opportunities; (3) institute training programs to build a highly-skilled and diverse workforce capable of meeting employer demand in the four targeted technology sectors.

Maine Manufacturing Extension Partnership Activities: Maine MEP continues its close partnership with Mid-coast Regional Redevelopment Authority (MRRA) and Coastal Counties Workforce Inc. (CCWI) on project service delivery. Additional coordination and collaboration is ongoing with the Manufacturer's Association of Maine (MAME), Goodwill Industries, Maine Advanced Composites Alliance, Maine Ocean and Wind Energy Initiative (MOWII), E2 Tech Center, University of Maine, and others.

The inventory of supply chain capacities is nearly complete and has been coordinated with MAME, MOWII, E2 Tech and Maine Advanced Composites Alliance. There is additional work to be done on the biotech database which does not have a well-established association like the other targeted sectors. Design of the taxonomy is complete; a developer has been selected and work is ready to begin on development of the website. The state of Maine Department of Economic and Community Development (DECD) is also interested in participating in and supporting the MiiA website as a state wide economic development tool.

Curriculum development is complete and the EU export cohort has been identified with the support of the Maine International Trade Center (MITC). Companies are now being identified with interest and need for CE marking in preparation for scheduling and developing workshops

Maine MEP is collaborating with the Maine Advanced Composites Alliance, E2 Tech and MOWII to deliver ISO training to its membership and also identifying MAME manufacturing members requiring ISO Certification. Maine MEP will coordinate training for their members as well.



2) Project State: MI

Lead Applicant: CENTER FOR AUTOMOTIVE RESEARCH

Project Name: Building Capacity and Capability in the Bio-Based Materials Manufacturing Sector

Applicant Partners: Center for Automotive Research, MMTC, Macomb St. Clair Workforce Development

Project Description: Opportunities exist to grow the bio-based materials sector significantly in the Southeast Michigan region, but presently, the supply chain does not have the capacity to take full advantage of them. Bio-based materials are industrial products made from renewable agricultural and forestry feedstock. These products offer advantages from both environmental and economic perspectives and are increasingly being deployed in a number of automotive components. The applicant team will work together over three years to bridge gaps between the region's current manufacturing capabilities and the necessary materials, workforce skills, and other resources to build this industrial sector. The "Building Capacity and Capability in the Bio-Based Materials Manufacturing Sector" proposal builds and expands on the distinctive combination of assets to support job creation and attraction of domestic and foreign direct investment in the agricultural manufacturing sector, as well as greater development of a supply chain for bio-material products to support the U.S. automotive industry. The proposal targets a 22-county region in Southeast Michigan, which encompasses the major cities of Detroit, Pontiac, Flint and Saginaw, as well as numerous rural townships in Michigan's Thumb.

Michigan Manufacturing Technology Center Activities: MMTC made two new hires for this project in the last quarter: Michael Brooks, Materials Market Director, with a background in business development and marketing of new and emerging materials such as polymer composites, engineered plastics, plastic injection moldings, nanomaterials, and man-made diamond and cubic boron nitride abrasives; and Ken Pickett, Principal Materials Technologist, an expert metallurgist and manufacturing engineer.

MMTC has drafted an on-line survey questionnaire and will be putting it in the field in early October. Staff have constructed an email sample list from companies in NAICS codes relevant to parts and product manufacturing, and with senior-level titles associated with engineering or manufacturing. The intent is that this survey will reveal companies that have interest in – or are concerned about – new materials. Questions specific to biomaterials will be included.

In addition, MMTC held one-on-one interviews with 9 companies with regard to materials issues and hosted their first ever Managerial Overview event on "Lightweighting Materials" on June 10, 2014; this was conducted as one of the breakout sessions during MMTC's Proud to Manufacture in Michigan Conference. MMTC still views this task as incomplete, however – MMTC still lacks its own integrated view on these issues, and lacks its own presentation materials. MMTC is working to stay apprised on partners' findings on near-commercial-ready biomaterials and associated capital equipment needs.

As partners provide information, MMTC is also working to conduct supplier scouting activities, finding companies most likely to benefit from use of commercial-ready biomaterials, or companies likely to supply capital equipment for processing of biomaterials. MMTC has also been approached by University of Michigan researcher Dr. Mihaela Banu for help in finding a machine builder in support of her biomaterials work. Dr. Banu has received U of M commercialization support for her use of oriented bamboo fibers as plastic reinforcements for vehicle lightweighting. Dr. Banu is seeking help in building a prototype machine for extracting the fibers from processed bamboo; she anticipates needing a commercial-scale machine for testing within several months. MMTC has started to identify potential companies; this effort will be concluded in 2014-4.

Next quarter MMTC intends to conduct a market research survey and host a joint event with ALMMII and solicit feedback from SMM attendees regarding their needs as they pertain to new materials. Also planned is a meeting with 12 SMMs to continue gathering detailed data on demand for – and challenges associated with – use of new materials. On November 10, in conjunction with ALMMII, MMTC planned a C-level event for at least 51 SMMs regarding new material technologies. The event was expected to include speakers from the Aluminum Manufacturers Association, the Center for Automotive Research, and perhaps from a major automotive Tier 1.

3) Project State: MO

Lead Applicant: UNIVERSITY OF MISSOURI SYSTEM

Project Name: Missouri SMR Project

Applicant Partners: The Curators of the University of Missouri, Missouri Enterprise, Missouri Division of Workforce Development

Project Description: Westinghouse’s SMR technology is the next wave of power generation for the nuclear industry. This industry has the potential to add \$25 billion per year to Missouri’s economy. The project’s aim is to develop the supply chain and infrastructure to build Small Modular Reactors (SMRs). The first 5 SMRs will be built at the Callaway Nuclear facility in Callaway County in central Missouri to take the place of the current Ameren-Missouri nuclear plant and then pivot production to meet the demand elsewhere around the world. The biggest and most immediate needs of the SMR project include high skill, high quality workforce; technical assistance to the potential supply chain manufacturers; and analysis of the transportation and logistics needed for the project. Currently, the applicants and partners are in position to deploy immediately. The State is also ready to partner with Westinghouse and Ameren and commit resources to building the SMR supply chain in Missouri.

Missouri Enterprise Activities: During this quarter, Missouri Enterprise entered a major new phase of program activity. Missouri Enterprise completed preparation of informational printed material and began making face-to-face supplier scouting visits with companies who indicated an interest in becoming part of the nuclear power plant (NPP) and small modular reactor (SMR) supply chains. University of Missouri Partners collaborated with Missouri Enterprise staff to create an informational, tri-fold brochure about the program funded by the Make It in America (MIIA) challenge grant. It was printed by the university and entitled, “Make It in Missouri.”

In order to begin evaluating the capabilities and certifications of interested companies, an initial evaluation form was developed for potential nuclear power plant part and service providers. A hard copy of this form is given to interested company contacts during visits, and is emailed after the visit so that it may be completed electronically and returned to the MIIA Program Manager. Part of the service offered to potential clients during these visits is to contact the tier one suppliers of the leading U.S. provider of nuclear power plants and search for opportunities in their supply chains where there may be bottlenecks or opportunities to diversify supplier sources. Westinghouse has supplied a list of these suppliers. However, it lacked contact information and a description of what they make. Missouri Enterprise requested that information and Westinghouse has stated that it is forthcoming, as is information regarding experts in Westinghouse regarding equipment alignment and other specifications.

Thirty-two companies were contacted for supplier scouting outreach this quarter. Of that number, 16 had replied to the survey described in last quarter’s report indicating their interest and providing contact information. Six of the contacted were not interested, 9 requested more information, and 10 were visited, with other visits scheduled into Q4.



4) Project State: MS

Lead Applicant: MISSISSIPPI STATE UNIVERSITY

Project Name: Reshoring Advanced Manufacturing Jobs in Mississippi

Applicant Partners: Mississippi State University, InnovateMEP Mississippi, Three Rivers Planning & Development District

Project Description: The goal of this program is for “Make it in Mississippi” to become one of the leading answers to the challenge of reshoring jobs. This program consists of a tightly woven partnership of key stakeholders, focused strongly on addressing the needs of advanced manufacturing around the state. This partnership includes selected community colleges, workforce investment boards, the state’s MEP organization (InnovateMEP Mississippi), the state’s chief economic development agency, the state’s primary land grant university, and the enthusiastic support and involvement of Harry Moser, the nation’s leading reshoring advocate and founder of the Reshoring Initiative. The program places substantial emphasis on creating sourcing opportunities for SMEs within regional supply chains through a series of “listening sessions,” manufacturing technical assistance projects, funded manufacturing internships, and certificate workshops with MSU. The targeted tangible impact for this program will be to retain or create 750 jobs and generate an economic impact of \$40 million in leveraged private investment and economic impact including: foreign direct investments, workforce training, and cost savings.

InnovateMEP Mississippi Activities: The Mississippi Make it in America program includes two key focuses: (1) to train workers to acquire advanced manufacturing skills, and (2) to help Mississippi manufacturers strengthen their supply chains. InnovateMEP Headquarters is primarily involved in the second focus area, and has recorded interactions and/or projects with 28 companies.

The work plan calls for InnovateMEP to support a series of “listening sessions” that will be held with Original Equipment Manufacturers (OEMs) and other manufacturers around the state to identify reshoring opportunities. The Work Plan calls for InnovateMEP to play a role in recruiting companies for the listening sessions, in coordinating and facilitating the sessions, and in documenting and distributing sourcing opportunities (i.e., allocating “Tiger Team” projects). One multi-company listening session was held during the 2014-3 quarter. This event was held July 23-24 at the ICC Belden Center (home of InnovateMEP Center at Itawamba Community College). Each of the two days featured a presentation on reshoring by the MMIIA team, along with the opportunity for companies to schedule morning or afternoon breakout sessions to discuss how each company could get involved with (or benefit from) reshoring. Nine manufacturers attended the event and six of these participated in breakout sessions.

5) Project State: OH

Lead Applicant: BUCKEYE HILLS HOCKING VALLEY REGIONAL DEVELOPMENT DISTRICT

Project Name: Make it in Appalachian Ohio

Applicant Partners: Buckeye Hills-Hocking Valley Regional Development District, Appalachian Partnership for Economic Growth (APEG), Ohio Valley Employment Resource

Project Description: The Make it in Appalachian Ohio target industries in the 28-county region of Appalachian Ohio are metal fabrication, polymers and chemicals, and wood furniture manufacturing – all of which are strong in the region, growing in the state, and among the sectors in which the U.S. is best positioned for reshoring. A development site inventory and economic development asset mapping will catalyze the region’s reshoring assets by removing the region’s single greatest barrier to reshoring: lack of information about well-positioned development sites and associated assets. Wood furniture manufacturing supply chain development will strengthen a growing industry in the region through a distributed manufacturing model ideally suited to the rural and small-firm nature of the region. An incumbent worker training program

augmented by on-the-job training resources will strengthen the region's workforce in the target sectors. Over 800 workers will be trained and over 900 certifications issued through an approach based on a highly-successful, 14-year program in a rural region of Minnesota.

Appalachian Partnership for Economic Growth Activities: Wood Products Specialist was hired effective 6/16/2014 and an initial work plan was created by 6/30/2014. The specialist hired has extensive wood and furniture supply chain experience working on four continents. As a result, 16 MEP projects with wood manufacturing firms were initiated during the quarter and 10 of the 16 were completed. All 16 are expected to be completed by 12/31/2014. A database was created during the quarter. 440 firms were added to the database during the first quarter, exceeding the three year project goal of 400 firms.

Sixty firms have been inventoried thus far evenly divided among upstream (sawmill), midstream (flooring and component) and downstream (millwork, furniture and cabinet) manufacturers. Continuous improvement and workforce remain the strongest areas for project delivery.

The Wood Products Specialist, working with partner Rural Action, has begun research on ways to incorporate sustainable certification into furniture and other wood product supply chains. A significant range of options have been identified and further work is ongoing to examine the feasibility of each. The Wood Products Specialist has identified several supply chain gaps, foremost among them the lack of kiln drying capacity. A closed former cabinet manufacturing facility was identified that has kilns that may be able to fill part of this gap and the Wood Products Specialist has made contacts with an engineer from an OEM dry kiln manufacturer to examine the feasibility of rehabilitating the kilns to fill the gap.

Since the hiring of the Workforce Grant Program Manager July 1, there has been close collaboration between the MEP Wood Products Specialist and the DOL funded Workforce Grant Program. Potential workforce training projects have been identified and will be enrolled in the DOL grant program after the official grant program launch on October 1. The Wood Products Specialist has also been serving as an advisor to a separate MEP-funded project that would work with Washington State Community College to establish a skills training and certification program for the wood furniture industry in the region.

An initial regional meeting of wood furniture manufacturing stakeholders was held in Holmes County where many of the small manufacturers are clustered. The meeting was well attended with multiple representatives from seven key companies in attendance and engendered substantial additional interest and buy-in for the supply chain project.

In addition to APEG's primary efforts focused on core grant outcomes, APEG staff are reaching out into the broader State and Regional forest sector economies, academic centers, private sector and export development venues to build relationships that will benefit the supply chain. APEG is working to develop and market supervisory leadership programs with application to the forest products sector (and beyond) with Ohio University. As mentioned above, APEG staff are also working with Washington State Community College to develop a program to advance factory-floor skills in wood products manufacturing. In addition, APEG is working with the State of Ohio and Appalachian Regional Commission in the joint development of export trade strategies in front of new markets, products and services across the forest products sector.

Project activities have also created synergies with APEG's JobsOhio work. APEG's JobsOhio economic development interactions have broadened to include identifying wood products manufacturing projects that could revitalize specific sites that have industry-infrastructure in place. The current focus is a 75 acre site in Malta, Ohio encompassing multiple dry kilns and related manufacturing buildings.



6) Project State: OH

Lead Applicant: TEAMNEO

Project Name: Advance Northeast Ohio: Focus on Advanced Materials Manufacturing in the Advanced Energy, Biomedical and Automotive Market Segments

Applicant Partners: Team Northeast Ohio, MAGNET (Ohio MEP), Medina County Workforce Development

Project Description: The Advanced Northeast Ohio (ANEO) project focuses on five Northeast Ohio cities: Akron, Canton, Cleveland, Lorain, and Youngstown, and three industry sectors: biomedical, automotive, and advanced energy. The key objectives include: reshoring of manufacturing by US firms; fostering foreign direct investment; supporting US companies expansion of their domestic manufacturing; and training local workers. In order to achieve these objectives the ANEO project plans to: (a) assess critical manufacturing needs and capabilities with targeted sector supply chains; (b) determine gaps in manufacturing value chains for OEMs and large industry partners; (c) connect manufacturers to resources and opportunities; (d) scout suppliers and offer services for small firms to expand supply chains, (e) identify workforce needs to then train and recruit workers; (f) provide better career pathways connected to the strong regional concentration and targeted sectors.

MAGNET Activities: The Steering Committee is comprised of staff members from the four primary organizations jointly working on the ANEO grant: Team NEO, WIRE-Net, MAGNET and the Office of Medina County Workforce Investment Board. In Q3, 2014, the Implementation Team continues to meet on a bi-weekly basis to ensure focus and prioritize resources and focus on appropriate target companies. Team members have successfully completed program discussions with Fuserashi Industrial Technologies, Inc. (F.I.T.) and finalized negotiations for the delivery of the supervisory training for multiple shifts without disruption of their operations. This training is scheduled to commence at the start of 2015.

The Assessment Scorecard is proving to be a great tool to objectively understand the fit of the company with Advance NEO and is easing information sharing and providing objective decision-making. It has also facilitated the elimination of companies that would have been a poor fit for the program's goals. Team members continue to utilize bi-weekly Steering Committee Team meetings and SharePoint web-based collaborative software solution database for sharing information and decisions. A "Project Statusboard" enables the Implementation Team to monitor prospective Companies from the "Idea" stage until the final project implementation with them. The ANEO team's strong relationships with Northeast Ohio companies and Higher Ed and Economic Development partners have resulted in a solid list of 39 prospect companies. Project staff are negotiating programs for prospective Companies in lean manufacturing principles, sales & operations planning, developing "bench strength" in the organization, ISO certification, identifying/filling supply chain gaps, new market identification, and planning for acquisitive growth opportunities. The project team expects to begin the first training program in Q1, 2015.

7) Project State: OR

Lead Applicant: MID-WILLAMETTE VALLEY COUNCIL OF GOVERNMENTS

Project Name: Make it in the Willamette Valley, Oregon

Applicant Partners: MID-WILLAMETTE VALLEY COUNCIL OF GOVERNMENTS, OMEP, Job Growers Incorporated

Project Description: With EDA, NIST MEP and ETA partners working together, Make it in the Willamette Valley hopes to achieve advanced manufacturing research and analysis, identification of regional opportunities, and project implementation. The project plan includes: building regional capacity, conducting business outreach, strengthening supply chain connections, reviewing growth opportunities, deploying growth services, restructuring of the Mid-Willamette High Performance Consortium, and increasing incumbent workers training and on-the-job training. The plan will lead to a rise in reshoring activities, regional attraction of foreign direct investment, retention and expansion of existing manufacturing businesses, and the development of a highly-skilled, diverse workforce.

Oregon Manufacturing Extension Partnership Activities: The OMEP Senior Consultant continued support for the Make it in America project team in development of the survey and interview materials, review of the preliminary economic analysis being done by Thomas P. Miller and Associates, attendance at the manufacturing focus groups, and completion of an additional 12 detailed company profiles. The OMEP Senior Consultant also continued research on the overall economic structure of Marion, Polk, and Yamhill counties to provide an understanding of the industry clusters and identify reshoring opportunities. So far, OMEP has found that four companies have overseas production facilities, with one interested in reshoring and six additional companies that have indicated interest in reshoring current foreign suppliers.

OMEP signed the first MIIA contract in August 2014 with an equipment manufacturing company for supply chain improvements, including an analysis of reshoring foreign suppliers. The client has delayed the engagement while undergoing preparations for a sale, but the perspective new owner has indicated strong support to continue the program. OMEP will focus on the seven companies that have expressed an interest in reshoring for additional engagements and plan on conducting supply chain workshops based on the National MEP Supply Chain Optimization program in December 2014 to identify additional opportunities.

8) Project State: PA

Lead Applicant: SEDA COUNCIL OF GOVERNMENTS

Project Name: PA Made Again: Pennsylvania’s Reshoring Initiative

Applicant Partners: SEDA-Council of Governments, NEPIRC, Central Pennsylvania Workforce Development Corp

Project Description: PA’s Reshoring Initiative is focused on creating and retaining manufacturing jobs in Pennsylvania by spurring direct foreign investment, encouraging firms to relocate jobs to Pennsylvania. Covering a 52-county region of central and northern Pennsylvania, the Applicant Team and its partners intend to implement a collaborative integrated scope of work targeted at bolstering the region’s infrastructure to create jobs in targeted industries including: chemicals, fabricated metals, machinery, primary metals, paper, and plastics/rubber. The Team plans to do this by: (1) building well-connected networks of industrial clusters that foster efficiencies, collaboration and innovation between firms along supply chains and value streams; (2) fostering a collaborative environment between manufacturers and colleges and other research institutions that focuses not only on the development of new technologies, but also on product development and process innovation; (3) building a strong pipeline of middle-skilled and highly-skilled manufacturing workers; and (4) enhancing visibility of the region to potential international and domestic investors.

Northeastern Pennsylvania Industrial Resource Center Activities: During the quarter ended September 30, 2014, NEPIRC made steady advances in most key areas of the business. In particular, the development of NEPIRC’s relatively new management team progressed significantly during the period, as NEPIRC’s VP of Operations and CFO became more involved in NEPIRC, PREP (state funding mechanism for NEPIRC), NIST, EDA and other relevant matters. This is allowing NEPIRC to leverage these professionals at a higher level while also enabling them to take on additional responsibilities and better-monitor their teams. NEPIRC also made notable advances in partnerships during the quarter, which led to the securing of several new grants and new collaborative ventures. For example, a newly-formed partnership with Keystone College secured over \$300,000 of Commonwealth of PA funding for a 3D simulation lab, which regional manufacturers can now access (through NEPIRC) to learn more about the new technology and actually use the equipment. Similarly, a multi-million dollar OEA grant was secured through an exciting collaboration between NEPIRC, the NEPA Alliance, DCED and the SBDCs. NEPIRC’s financial viability remains solid due to these new grants and its break-even (from core operations) budget for the year. NEPIRC’s client reported impact continued to climb during the quarter, and in many impact metrics NEPIRC now places within the top ten MEP locations in the country.



9) Project State: SC

Lead Applicant: CLEMSON UNIVERSITY

Project Name: Select SC: Accelerating SC Economic Development and Job Creation

Applicant Partners: Clemson University, SC MEP, SC Appalachian Council of Governments

Project Description: The Select SC: Improving Manufacturing Competitiveness in the Palmetto State program in a 12 county region is focused on encouraging in-sourcing, expansion, and foreign direct investment. Select SC seeks to improve advanced manufacturing competitiveness through (1) supporting workforce development, economic development and impacting job creation by increasing educational access to industry recognized high-technology programs via state-of-the-art digital, virtual reality, and e-tools; (2) implementing a strategy to increase efficiency in industry supply chain management and Innovation Engineering thereby reducing total cost to manufacture in selected regions and strengthening global competitiveness; (3) impacting human capital capacity through increasing training and educational attainment by creating unique educational choices and pathways with embedded industry-recognized credentials for South Carolina workers.

South Carolina Manufacturing Extension Partnership Activities: During the quarter, SCMEP completed the two Innovation and Growth projects scheduled for Year 1. SCMEP also completed an Executive Strategy Session Workshop with Itron Inc. located in West Union, SC.

During Year 1, SCMEP was able to complete all four TCO workshops, one Executive Workshop, one Supplier Workshop and two Innovation and Growth Projects. SCMEP continues to identify potential clients for the Executive and Supplier workshops and will reduce the amount of Supplier workshops to one per year for Years 2 & 3. This will result in three during Year 2 (one new, plus two rolled from Year 1). Due to the reduction in the overall number of Supplier Workshops, SCMEP is adding Risk Management workshops. SCMEP is changing to the Risk management workshop to help meet the needs of the manufacturing community. SCMEP will be using the Risk Management plan developed through the supply chain t-CAR cooperative agreement. Two TCO workshops and two Risk Management workshops are already scheduled for Year 2.

10) Project State: WA

Lead Applicant: INNOVATE WASHINGTON FOUNDATION

Project Name: Make it in Washington Project (MiiWP)

Applicant Partners: Innovate Washington Foundation, Impact Washington, Washington State Workforce Training & Education Coordinating Board

Project Description: The overall objective of the Make it in Washington Project is to identify and take advantage of the underutilized capacity of hundreds of manufacturing subject matter experts (SME) outside the Seattle area in order to recapture domestic production that is currently offshored, or is likely to be offshored. The project will provide strategic business planning, access to capital, create an Asset Map of SMEs, provide advanced educational opportunities to incumbent and potential employees and participate in state trade missions to recruit foreign direct investment. These activities will increase investment, manufacturing activity, and high-skill employment during the grant period, and will create infrastructure and opportunities for continued expansion of statewide manufacturing capacity in the future.

Impact Washington Activities: MiiA team has attended two outreach events this quarter to promote grant opportunity and made 15-20 contacts. The team is also working on a communications plan, and a collateral piece has been completed and distributed to partners. Counties are currently contacting manufacturers through mailings, and three companies from targeted counties have signed up for Made in Washington to date. The MiiA staff have met with staff from seven

EDC's in the following counties: Clark, Skamania, Kittitas, Benton, Franklin, Yakima and Thurston. Each EDC is providing 3-5 companies to target for initial meetings and have agreed to make introductions for Impact Washington.

The MiiA team also reports that they have begun work on a Statewide Asset Map. Upon identification of companies, outreach efforts have been and will continue to be made to get connected to key companies and vet county lists. Simultaneously, outreach efforts will include mailings and emails with follow -up with phone calls.