2014 NIST MEP ANNUAL REPORT

Making an Impact on U. S. Manufacturing
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MESSAGE
from MEP

Looking Back on 2014 and What’s Ahead

During the past year, the NIST MEP program and the MEP Network has been hard at work supporting U.S. manufacturers and doing our part to strengthen U.S. manufacturing. As MEP’s former Acting Director, I have a full appreciation of the tremendous work of this system. Outlined in this report are some of the program’s notable achievements. In addition, below are a few critical areas we focused on and will continue to build upon in 2015.

Strategic Planning
NIST MEP undertook a strategic planning effort to outline strategic goals and mission requirements needed to support and strengthen U.S. manufacturers. Four key strategic goals were identified through this process:

1. Enhance competitiveness of U.S. manufacturers
2. Serve as a voice to and voice for manufacturers
3. Support national, state, and regional manufacturing eco-systems
4. Develop MEP’s capabilities as a high performance system

Optimizing the MEP System to Better Support Manufacturers
In 2014, NIST MEP began a multi-year open competition of the national system of state based MEP Centers, with the primary objective of optimizing the impact of the Federal investment on U.S. manufacturers. The original awards to these states were made more than 10 years ago, and the MEP investment in terms of dollars per manufacturing establishment was below the national average. For the first round, NIST announced a competition in August 2014 for the centers in 10 states: Colorado, Connecticut, Indiana, Michigan, New Hampshire, North Carolina, Oregon, Tennessee, Texas and Virginia. Subsequent rounds for the remaining states are currently underway and the full system competition will be completed by December 2016.

Leadership Changes
We have been hard at work in filling key leadership positions, including the recent hiring of the MEP Director. Carroll A. Thomas was selected after a full, open competition, and rigorous review process. Carroll was the Associate Administrator of the Office of Small Business Development Centers, Small Business Administration. Prior to assuming her position at the SBA, Ms. Thomas worked at NIST MEP in a variety of the areas leading programs.

In the past year NIST MEP has strengthened the foundation for the program and our nationwide network. I look forward to sustained success in continuing to serve the country’s manufacturers.

Phillip Singerman
Associate Director, NIST Innovation and Industry Services
Who we are

The Hollings Manufacturing Extension Partnership (MEP) is committed to strengthening U.S. manufacturing, and the program continually evolves to meet manufacturers changing needs. 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 strength is in its partnerships. Through its collaborations at the federal, state and local level, MEP positions manufacturers to develop new products and customers, expand into global markets, adopt new technology, reshore production, and more. And due to this direct contact with manufacturers, MEP serves as a valuable bridge to other organizations that share a passion for enhancing the manufacturing community.

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

Our Mission
To enhance the productivity and technological performance of U.S. Manufacturing.

Our Role
To facilitate and accelerate the transfer of manufacturing technology in partnership with industry, universities and educational institutions, state governments, NIST and other federal research laboratories and agencies.

Since 1988, MEP has worked with nearly 80,000 manufacturers, leading to $88 billion in sales and $14.5 billion in cost savings, and it has helped create more than 729,000 jobs.
MEP AT A GLANCE

**National System of Centers**
The MEP program is built around fostering the national network of centers locally positioned throughout the U.S. and Puerto Rico. With more than 550 field offices across the nation, including 1,200 MEP experts and over 3,200 third party service providers, the national network works together to help make U.S. manufacturers and the U.S. economy stronger.

**Manufacturers Served in 2014**
Our national network of MEP Centers interacted with over 30,000 manufacturers last year to raise awareness and improve their performance.

**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 state and industry sources. The federal contribution in FY2014 was $128 million, with more than three-quarters going directly to the centers.

**High Return on Investment**
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 $2.5 billion in new manufacturing sales annually. For every $2,001 of federal investment, MEP creates or retains one manufacturing job.

**MEP Partnership Model**
The MEP program works with partners to leverage resources and bring those resources to manufacturing clients. MEP partnerships are found in three primary areas: Federal, State, and Industry.
FUNDING

History

MEP is one of the only federal programs providing tangible assistance to the manufacturing sector, helping companies stay in business and retain jobs. The program receives wide bipartisan support. In 2014, Congress approved FY2013 appropriations for the federal government, including $128 million for the MEP program, a 6.6% increase over FY2013 funding. Funding for the MEP program increased to $130 million in FY2015 and $141 million is requested for FY2016. The increased funding will give Centers the opportunity to serve more manufacturers and reach out to those they might not have served in the past, including manufacturers in emerging industries, in rural areas or those that are very small. The funding will also help Centers develop new tools to support innovative supply chains, technology acceleration and workforce development.
I encourage all of you to take advantage of our Manufacturing Extension Partnership services and to find out how our experts who can work as consultants with your manufacturers can make your businesses more successful and grow your local economy.”

U.S. Commerce Secretary Penny Pritzker
Working with small and mid-sized manufacturers to help them grow is the core mission of an MEP Center, and a wide range of services and initiatives are available to do so. In particular, we want to highlight the ways that MEP Centers provide support to manufacturers in the areas of supply chain, export, and technology acceleration.

1 Supply Chain
MEP serves a vital and diverse role in providing hands-on technical and business assistance to support the development and competitiveness of manufacturing supply chains. MEP offers a variety of services to U.S. manufacturers to cover the different aspects of supply chain management and development.

2 Export
MEP is focused on helping manufacturers generate revenue growth, and international sales represent a vital opportunity. Together with the U.S. Export Assistance Centers, MEP developed ExporTech™, a national export assistance program that helps companies enter or expand in global markets.

3 Technology Acceleration
MEP was created, in part, to help transfer technology from federal labs to smaller manufacturers and continues to serve as the link between manufacturers and the technology opportunities and solutions they require to be globally competitive.

Through technology acceleration, MEP fosters innovation and growth, and enhances the productivity and performance of U.S. manufacturing companies.

“We can help these smaller manufacturers be more competitive in international supply chains by making sure they have the tools they need to take advantage of innovation.”

U.S. Secretary of Commerce Penny Pritzker
SUPPLY CHAIN

Strengthening America’s supply chains and the small and medium-sized manufacturers that comprise all levels or tiers of a supply chain is the core of MEP’s mission and essential to U.S. Manufacturers’ long-term competitiveness. With today’s global economy, the competitiveness of U.S. manufacturing depends on far more than the activities that occur within factory walls; it depends on the performance of the full supply chain. Helping manufacturers stay competitive and meet their growing challenges requires MEP to focus not only on expanding services to manufacturers themselves, but also in relation to sectors that affect the cost of manufacturing and impact the ability of manufacturers to bring their products to global markets. In 2014, MEP continued to work with manufacturing companies to improve the operational efficiencies of supply chains. Below are two highlighted examples of the services MEP provides in Supply Chain:

SUPPLY CHAIN OPTIMIZATION (SCO) approaches supply chains from a system perspective, helping manufacturers build dynamic supply chains through the use of strategy, risk management, total cost of ownership, supplier communication, and supplier assessments. Last year, 24 MEP Centers actively engaged in the SCO program at various stages:

- 16 Centers hosted public events - one event resulting in 80 companies being exposed to SCO
- 9 Executive Engagement Strategy sessions were conducted; and
- 39 leads were identified from companies visiting the SCO website.

Total Sales

$106 Million

The total new and retained sales for clients receiving supply chain optimization services.

SUPPLIER SCOUTING identifies domestic manufacturers that meet the Buy America/Buy American specifications and connects them with the supply chains of large companies, innovative start-ups, and government agencies. To date, MEP has scouted items for 16 companies and government agencies. In 2014, Alstom Transport contacted MEP for help in identifying domestic manufacturers who produce various metal fabrications for components used in Alstom passenger trains, and that are certified as: manufacturers with certification as a Disadvantaged Business Enterprise, Small Business Enterprise, and Veteran, Woman, or Minority Owned Small Business. Supplier Scouting was conducted by the MEP national network, and as a result, 24 U.S. manufacturers in 11 states and Puerto Rico were identified as potential matches.

Business Opportunities

$40 Million

Supplier Scouting has identified over $40 Million in new business opportunities for U.S. manufacturers.
TECHNOLOGY Acceleration

Technology in manufacturing enables product innovations and efficient processes.

Expanding the adoption of innovative technology, in the words of President Obama, “[will ensure] the United States remains a nation that invents it here and manufactures it here.” MEP was originally created to help transfer technology from federal labs to smaller manufacturers and continues to serve as the link between manufacturers and the technology opportunities and solutions they require to be globally competitive. MEP fosters innovation and growth to: develop new and improve existing products; expand and diversify markets; advance production and engineering processes; increase value within supply chains; and bolster U.S. manufacturing ecosystems. In 2014, MEP helped accelerate opportunities to leverage and adopt technology in the following ways:

1. Connecting manufacturers with developed technologies and technical capabilities through Technology Driven Market Intelligence (TDMI) / Technology Scouting.

2. Supporting product development or commercialization efforts which are often empowered by technology adoption through Small Business Innovation Research (SBIR).

3. Supporting federal advanced manufacturing initiatives at the national level and through local collaborations. MEP’s participation in the National Network for Manufacturing Innovation ensures that small and medium sized manufacturers will have access to innovative technologies and a role in advanced manufacturing ecosystems.

Success Story Spotlight.

Working with ATAS International, MRC (a Pennsylvania based MEP center) helped the Allentown, PA manufacturer accelerate commercialization of a new product (InSpire™ Solar AC Unit). Center staff utilized TDMI to determine the market viability, map compatible technologies to use, and find a technology partner.

TOTAL IMPACTS

$28.7 M

For 28 companies that received Technology Scouting / TDMI from 2006-2014
Average $1 million new and retained sales per company

Technology Scouting and Technology Driven Market Intelligence use a systematic and comprehensive approach to technology. The methods focus on market intelligence, and helping manufacturers find technology solutions to their most pressing problems. Last year, NIST MEP and its partners conducted in-person training classes and a new web-based version for center staff and practitioners. The sessions focused on searching, finding early stage technologies, mind mapping, managing client expectations, and sharing lessons learned and opportunities for improvement.

Average $850K new and retained sales per company

SBIR is a highly competitive federal grant program encouraging U.S. owned and controlled small and mid-sized businesses to engage in R&D with commercialization potential. MEP plays a pivotal role in helping SBIR research move from concept to market through services in areas such as product design, manufacture engineering, product concept testing, quality control/management, supplier scouting, and certification.

Partnerships with the Department of Defense’s Digital Manufacturing and Design Innovation Institute.

Last year, MEP formed a partnership with the U.S. Department of Defense to help support and increase awareness of the Digital Manufacturing and Design Innovation Institute (DMDII). MEP has also collaborated with NIST Labs, Department of Energy Labs, universities, and other Manufacturing Institutes to help manufacturers identify, adapt, and deploy relevant technologies to improve processes or support new products.
EXPORT

Exports are critical to the American economy; they stimulate economic growth, help balance the trade deficit, and create jobs. For manufacturers, it opens up new markets- 95 percent of the world’s consumers live outside of the United States. ExporTech is a collaboration between NIST MEP, the U.S. Commercial Service International Trade Association, and other regional partners such as state trade organizations, District Export Councils, Ex-Im Bank, Small Business Development Centers, banks, lawyers, logistic companies and others. The program objective is to assist manufacturing companies to enter or expand into global markets by providing a systematic process for the development of a vetted, strategic export growth plan. ExporTech efficiently connects companies with a wide range of world-class experts that help them navigate the export sales process. As a result in participation, companies rapidly expand global sales and save countless hours of effort.

Benefits for U.S. manufacturers:

- **$770K**
  - On average, participating companies generate $770,000 in new export sales.
- **$50K**
  - The average participant reported cost and investment savings of $50,000.
- **5 Jobs**
  - The average company created 5 new jobs.

Total Sales

- **$400 Million**
  - Since 2007, total program impact has been nearly $400 million in increased or retained sales.
Participating States

Twenty-nine MEP Centers have actively engaged with the ExporTech™ program. In 2014, twenty-one ExporTech programs with 103 companies were conducted across the United States.

Success Story Spotlight.

Louroe Electronics has maintained the highest quality standards in audio monitoring systems, microphones and base stations for more than 30 years. ExporTech helped Louroe to refine targeting on specific markets for growth. By the end of the program, Louroe had an accelerated export plan complete with easy-to-use tools for entering new markets. With its new strategic focus, Louroe far exceeded its goal of increasing exporting sales by 20 percent. The company went on to receive an Export Achievement Award from the Los Angeles Chamber of Commerce.

- 46% increase in exporting sales
- 25% total gross revenue from international business
- 1200% increase in sales growth to Mexico
2014 PARTNERSHIP
Highlights

MEP’s partners with organizations that share a commitment to fostering the competitiveness of U.S. manufacturing. From the federal and national to state and local levels, MEP values the expertise and support that our partners share to help grow the manufacturing community.

1. Advanced Manufacturing Jobs and Innovation Accelerator Challenge
   MEP serves a vital and diverse role in providing hands-on technical and business assistance to support the development and competitiveness of manufacturing supply chains.

2. Manufacturing Technology Acceleration Centers (M-TACs)
   The M-TAC pilot projects help U.S. small and medium sized manufacturers grow and compete within supply chains by focusing on the technological needs and trends of specific supply chain areas.

3. Make it in America Challenge
   The projects support communities in creating and implementing economic development strategies accelerating job creation through encouraging foreign direct investment in the U.S. and supporting re-shoring.

4. Business to Business Network
   The online regional business-to-business network project will help match buyers and sellers of technologies or products and services in support of small and medium sized manufacturers.

5. Manufacturing Day
   An annual event that occurs on the first Friday of October, MFG DAY manufacturers open their doors to showcase the potential of modern manufacturing and foster interest in manufacturing careers (p. 20).
Advanced Manufacturing Jobs and Innovation Accelerator Challenge

3 YEARS
$20 MILLION
6 AGENCIES
10 PROJECTS
9 MEP CENTERS

Manufacturing Technology Acceleration Centers

2 YEARS
$2.5 MILLION
5 PROJECTS
14 MEP CENTERS

Business to Business Network Pilots

2 YEARS
$2.5 MILLION
10 PROJECTS
10 MEP CENTERS

Make it in America Challenge

3 YEARS
$3.75 MILLION
10 PROJECTS
9 MEP CENTERS
JOBS AND INNOVATION

Accelerator Challenge

Ten public-private partnerships across America received funding in order to help revitalize U.S. manufacturing around the country.

The Advanced Manufacturing Jobs and Innovation Accelerator Challenge (AMJIAC) regions are now in their final year of the three year grants. In 2012, ten awards in nine states - all of which involve their state’s MEP Center - were granted $2 Million. The underlying objective for the AMJIAC awards is to grow and strengthen a region’s capacity by creating high quality sustainable jobs, developing a skilled and diverse advanced manufacturing workforce, and accelerating technology innovation. The awards also provide regional partnerships that support advanced manufacturing activities and drive high potential industry clusters.

Highlighted Success:
In Rochester, the AMJIAC initiative Rochester Regional Optics, Photonics, and Imaging Accelerator Program helps speed the growth of 50 small and medium-sized optics, photonics and imaging companies in the Rochester region. The state contributed $200,000 to the effort, along with $700,000 from private organizations.

The AMJIAC accelerator program activities consist of networking events, workshops and seminars, an increased presence at trade shows, market research, and collaborative research. The accelerator program also developed programs to help companies improve manufacturing processes, strengthen sales efforts, and train their workforce.
In 2014, the Rochester region received grants from the Advanced Manufacturing Technology Consortia Program, and Investing in Manufacturing Communities Partnership designation. They have become finalists in the Department of Defense federal competition for an Integrated Photonics Institute for Manufacturing Institute (IMI). And as a result the state of New York continues to support the AMJIAC accelerator program by committing $250 million to help secure the federal manufacturing institute.

Support for the AMJIAC awards came from the Economic Development Administration, Departments of Energy and Labor, Small Business Administration and NIST MEP. The ten regional clusters are:

• Washington & Oregon: Advanced Material and Metal
• California: Medical Device Bioscience
• Arizona: Aerospace Defense
• Tennessee: Advanced Prototyping
• Michigan: Advanced Contract Manufacturing
• Pennsylvania (2 awards): Transportation Metal and Electrical Equipment
• New York: Optical, Photonics, and Imaging
• New York: Thermal and Environmental Systems
The following M-TAC pilots will receive $2.5 million to focus on technology acceleration and supply chain development. The Pilots are all led by MEP Centers with 5 lead Centers and 9 participating Centers.

- California: Transportation
- Georgia: Southeast Automotive
- Oregon: Food and Beverage Processors
- Texas: Defense Aerospace
- Wisconsin: Great Lakes

M-TAC Pilot Projects

Manufacturing Technology Acceleration Center Pilot Projects help manufacturers grow and compete within supply chains by focusing on the technological needs and trends of specific supply chain areas.

In March 2014, MEP awarded nearly $2.5 million in funding for five M-TAC pilot projects to improve U.S. manufacturers’ supply chain competitiveness through new technology adoption. The projects test and demonstrate business models to help small and medium sized manufacturers access technology transition and commercialization services they need. Last year, the five M-TAC Pilots collaborated with different supply chains to plan and conduct specific technology transition and commercialization projects. Below are a few highlights:

The Transportation M-TAC, led by the California Manufacturing Technology Consulting (CMTC), is working with Top/Mid-Tier manufacturers to identify their needs and the needs of small manufacturers within their supply chains. The Transportation M-TAC also works directly with the supply chains’ small manufacturers to provide awareness about the needs of Top/Mid Tiers, as well as assistance in implementing specific technologies.

Activities: This M-TAC is working with a major aerospace company for the use of a new model-based definition approach to design and produce supply chain products in order to improve the data that directly affects the manufacturing cost, schedule, quality and risk throughout the entire lifecycle of a product. In addition CMTC is assisting the company in assembling the current state of known standards in the digital manufacturing area. The M-TAC pilot project is also collaborating with the National Institute Standards of Technology Engineering Labs, and other industry contributors.

The Food and Beverage Processors M-TAC, led by Oregon MEP, is working with the Northwest Food and Beverage Processors Association to identify technical and business challenges faced by small manufacturers in the food processing supply chains of the northwest United States. Through the M-TACs online Emerging Technology Showcases, small manufacturer food processing suppliers have been introduced to emerging technology products or services. Four virtual technology showcases were scheduled last year varying in Robotics and Vision Forest Products, Collaborative Robots in Manufacturing, Waste Heat Recovery Solutions, and Robotics for Food Processors.
MAKE IT IN AMERICA Challenge

In December 2013, NIST MEP awarded Make it in America cooperative agreements to ten MEP centers in nine states for technical assistance in areas of reshoring, supply chain optimization, and workforce development. The Make it in America programs are designed to encourage U.S. companies to keep, expand or re-shore their manufacturing operations in America, and to entice foreign companies to build facilities and make their products in America. During the first year of the award, MEP Centers worked with partners in their respective states in a number of ways:

1 Building Capacity and Capability in the Bio-Based Manufacturing Sector in Michigan - Michigan Manufacturing Technology Center (MMTC): This project works to bridge the gap between current manufacturing capabilities and necessary materials, workforce skills, and resources to expand the bio-based materials sector.

Activities: In November 2014 MMTC hosted a Lightweighting Summit where twenty-nine SME C-level individuals, three materials suppliers, and key representatives attended. MMTC also created a research survey and sent it to over 3,700 Michigan manufacturers. Over 260 companies responded to the survey, 40 of which were plastic molders and 220 metal converters. The industry drive to lightweight and new materials was identified as a strong concern.

2 Reshoring and Advanced Manufacturing Jobs in Mississippi - InnovateMEP Mississippi: The goal of “Make it in Mississippi” is to become one of the leading answers to the economic development challenge. This effort will focus strongly on both returning jobs to the U.S. and keeping advanced manufacturing jobs in the state.

Activities: InnovateMEP Mississippi has recorded projects and interactions with twenty-eight companies to help them strengthen their supply chains. The MEP Center also hosted a series of “listening sessions” with Original Equipment Manufacturers and manufacturers around the state to identify reshoring opportunities. The sessions informed companies on reshoring and how they could get involved with (or benefit from) reshoring.

Success Story: The Project has helped many companies reshore their products back to the U.S., including Battle Bells. After early productions from China left the final product lacking, the company shifted back home. InnovateMEP Mississippi connected Battle Bells with a nearby steel fabricator Long Branch, and provided them with assistance in development and commercialization.

The following MEP Centers will receive $125,000 per year for three years to support their regional Make it in America Teams:
- Maine MEP
- Michigan Manufacturing Technology Center
- InnovateMEP Mississippi
- Missouri Enterprise
- Ohio Development Services Agency: 2 awards
- Oregon Manufacturing Extension Partnership
- Northeastern Pennsylvania Industrial Resource Center
- South Carolina MEP
- Impact Washington
BUSINESS TO BUSINESS
Network Pilots

In December 2014, NIST MEP awarded $2.5 million in grants to ten MEP centers in ten states to pilot online regional business-to-business network projects. The networks will help match buyers and sellers of technologies or products and services in support of small and midsize manufacturers. Each awardee will receive a total of $250,000 for a two-year project.

California: The Northern California Business-to-Business Matchmaking will spur regional product design and innovation, and provide a platform to facilitate the re-shoring of existing manufacturing demand to California.

California: The California Business-to-Business Network will unite core partners in an e-commerce partnership designed to comprehensively match domestic and international business opportunities and technologies with manufacturers in California.

Colorado: The Pilot B2B Network will expand an existing network to the state’s two areas with the greatest concentration of manufacturers.

Georgia: The Business-to-Business Network Pilot will leverage existing networks across five states in the Southeast. The project will focus on the Southeastern automobile supplier and technology network within the states of Mississippi, Tennessee, Alabama, South Carolina and Georgia.

Idaho: The Business-to-Business Network Pilot for Northern Idaho Manufacturers will address the specific growth needs of the aerospace and metal fabrication manufacturer clusters of rural Idaho.

Oregon: The Northwest Connectory Business-to-Business Network will help manufacturers scout for local customers and suppliers, solicit bids, promote and seek emerging technologies.

Massachusetts: The Enterprise Massachusetts Network aims to leverage business expertise of regional networks, and create a dynamic, expert-driven matchmaking system.

North Carolina: The Open Nomenclature Process for Organizing Interpersonal Networks and Technology will provide an infrastructure necessary for manufacturers to conduct scouting for real-time business opportunities, technology opportunities, supplier identification, and market analysis.

New York: The NYMEP-FuzeHub B2B Network will further develop and maintain the FuzeHub B2B Network so it can expand and become a model for use by other MEP centers, and to further increase partnerships with organizations, including IBM and Etsy.

Pennsylvania: The Pennsylvania Network for Open Innovation will help instill a culture of innovation in manufacturing enterprises to increase their speed to market with more innovations and business growth.
MANUFACTURING

MFG Day

Manufacturing Day℠ is a celebration of modern manufacturing meant to inspire the next generation of manufacturers.

Last year’s annual Manufacturing Day (MFG DAY) exceeded the national participation goals. Many MEP Centers partnered with manufacturers, Chambers of Commerce, Workforce Investment Boards, schools, colleges, associations, government entities and community groups to make MFG DAY a success at the state and local levels across the country. This effort yielded unprecedented cumulative results. A total of 1,679 events were held across North America in all 50 U.S. states, including three Canadian provinces and Puerto Rico. In addition, more than a dozen virtual events were held. The largest participation reported for a single event was for the virtual event for students hosted by Discovery Education and Alcoa – more than 100,000 students participated virtually. Based on data collected from host company evaluations, more than 260,000 people attended live events. This brings the total number of participants affected by Manufacturing Day activities to nearly 400,000. The President of the United States participated in Manufacturing Day for the first time and attended an open house at Millennium Steel Service in Princeton, Indiana. Members of The Cabinet and senior officials in the Administration also participated in events across the country. Official proclamations were issued across the country celebrating Manufacturing Day, Manufacturing Week and Manufacturing Month. Heading the list is the proclamation issued by President Barack Obama declaring October 3, 2014 as Manufacturing Day in the US. We look forward to working together on this year’s MFG DAY on October 2, 2015.
Total Events Across the U.S.

1,679

1,679 events took place across the country, including Canada - doubling from last year and surpassed the 1,500 goal set by MFG Day’s co-producers.

Total Attendance at Manufacturing Day Activities

400,000

Nearly 400,000 students and adults participated in Manufacturing Day Activities. This included open houses and virtual events.

President attends Open House for the 1st Time

President Barack Obama attended an open house at Millenium Steel Service in Indiana. In addition, the President issued the first ever Presidential Proclamation recognizing National Manufacturing Day.
DELIVERING
Measurable Results

The numbers tell the story. In 2014 MEP clients reported that the assistance they received led in generating close to $6.7 billion in new and retained sales and help create and sustain more than 63,000 American jobs. Our impacts illustrate our commitment to America and to the economic vitality of the states and communities in which we operate.

<table>
<thead>
<tr>
<th>Sales</th>
<th>Jobs</th>
<th>Investments</th>
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<tr>
<td>$6.7 Billion New and Retained Sales</td>
<td>63,952 New and Retained Jobs</td>
<td>$2.7 Billion New Client Investments</td>
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<tr>
<td>$2.5 Billion in New Sales</td>
<td>17,883 New Jobs Created</td>
<td>Clients invested in new plant and equipment, new products, processes, workforce and technology</td>
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<tr>
<td>$4.2 Billion in Retained Sales</td>
<td>46,069 Jobs Retained</td>
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Cost Savings

$1.1 Billion: Cost savings reported by MEP clients were in areas such as labor, materials, inventory, and energy.
The MEP Survey: Since 1996, NIST MEP has sponsored a national survey of center clients for two primary purposes: collect aggregate information on program performance indicators to report to various stakeholders on program performance; and provide center-specific program performance and impact information for center use. Fors Marsh Group, LLC, an independent survey expert, conducts the NIST MEP client survey. The survey asks clients to consider the entire set of projects or services provided by a center and to report on how their company’s performance and processes have been affected in the last 12 months. The survey asks clients to report on the impact of MEP services on bottom-line client outcomes and bottom-line impacts such as sales, jobs created/retained, capital investment and cost savings. In FY2014, of the 8,353 clients selected to be surveyed and 6,088 completed the survey.

Our commitment to Sustainability, Growth, and Continuous Improvement.

**Sustainability: E3 - Economy, Energy, and Environment**

$48 Million Environmental Savings: MEP is partnering on federal initiatives to help companies gain a competitive edge by reducing environmental costs and impact; and enter new markets by developing environmentally focused materials, products, and processes.

**Commercialization**

$106 Million total Increased and Retained Sales: Commercializing an idea – transforming it into a desirable product that can be efficiently and profitably manufactured – can be difficult for smaller companies who often lack the experiences and resources to address these stages. MEP offers services that help companies through the different stages of commercialization.

**Lean**

$767 Million Increased Sales: Through a wide range of continuous improvement services, MEP helps smaller manufacturers cut costs, improve existing processes, become more innovative and responsive to new opportunities, planning for the future, and attracting - supply chain partners.

**The MEP Survey:** Since 1996, NIST MEP has sponsored a national survey of center clients for two primary purposes: collect aggregate information on program performance indicators to report to various stakeholders on program performance; and provide center-specific program performance and impact information for center use. Fors Marsh Group, LLC, an independent survey expert, conducts the NIST MEP client survey. The survey asks clients to consider the entire set of projects or services provided by a center and to report on how their company’s performance and processes have been affected in the last 12 months. The survey asks clients to report on the impact of MEP services on bottom-line client outcomes and bottom-line impacts such as sales, jobs created/retained, capital investment and cost savings. In FY2014, of the 8,353 clients selected to be surveyed and 6,088 completed the survey.

**Why MEP?**

The Manufacturing Extension Program delivers measurable results to its clients. The services provided lead to improvements in client sales, investment, and cost savings, as well as increased and retained employment. Clients chose to work with MEP because of the program’s expertise. A majority of clients chose to work with MEP because of the knowledge and expertise of the center staff. In addition the program’s reputation for results and fair and knowledge of industry has proven MEP to be a solid resource for U.S. manufacturers.
THE Advisory Board

A special thanks to our 2014 Advisory Board members for their service and commitment to U.S. manufacturing and providing advice and guidance to the MEP program.

Vickie Wessel, Chair
President
Spirit Electronics, Inc
Phoenix, Arizona

Dr. Carolyn Cason,
Associate Dean for Research,
College of Nursing
University of Texas Arlington,
Arlington, Texas

Dennis Dotson,
President
Dotson Iron Castings
Mankato, Minnesota

Bernadine Hawes,
Research Analyst
Community Marketing Concepts
Philadelphia, Pennsylvania

William Shorma,
President
Rush-Co.
Springfield, South Dakota

Jeffrey Wilcox, Vice Chair
VP for Engineering
Lockheed Martin Corporation,
Bethesda, Maryland

Dr. Roy, A. Church,
President
Lorain County Community College
Elyria, Ohio

Eileen Guarino,
President & CEO
Greno Industries
Scotia, New York

Thomas M. Lee,
President
Vulcan, Inc
Foley Alabama

Ed Wolbert,
President
Transco Products, Inc.
Chicago Illinois
This past year, we worked closely with the MEP Program on its strategy assessment and evaluation. In addition, we have formed subcommittees focused on topics of importance including Technology Acceleration and Board Governance. In the coming year, we look forward to helping MEP to continue improving the opportunities to better connect research and technologies at NIST and other federal labs with U.S. small and mid-sized manufacturers. In addition, the Board looks forward to providing advice and guidance on best practices in board governance and better connecting with the local MEP Center boards. These are exciting times for MEP with many positive developments happening in the program and in the industry.”

Vickie Wessel

NIST MEP Advisory Board Chair
THE MEP
National Network

MEP is built on a nationwide system of centers located throughout the United States 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.
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<tr>
<td>Alabama</td>
<td>Alabama Technology Network</td>
<td>135 S. Union Street Suite 441</td>
<td>(334) 293-4671</td>
<td><a href="http://www.atn.org/">http://www.atn.org/</a></td>
</tr>
<tr>
<td>Alaska</td>
<td></td>
<td>100 Bureau Drive, Gaithersburg, MD 20899</td>
<td>(301) 975-5020</td>
<td><a href="http://www.nist.gov/mep">www.nist.gov/mep</a></td>
</tr>
<tr>
<td>Arizona</td>
<td>Arizona Commerce Authority</td>
<td>333 North Central Avenue, Ste 1900, Phoenix, AZ, 85004</td>
<td>(602) 845-1200</td>
<td><a href="http://www.azcommerce.com%5Crevaz">http://www.azcommerce.com\revaz</a></td>
</tr>
<tr>
<td>Arkansas</td>
<td>Arkansas Manufacturing Solutions</td>
<td>900 West Capitol Avenue, Ste 320, Little Rock, AR, 72201</td>
<td>(800) 637-4634</td>
<td><a href="http://www.mfgsolutions.org">http://www.mfgsolutions.org</a></td>
</tr>
<tr>
<td>California</td>
<td>California Manufacturing Technology Consulting</td>
<td>690 Knox Street, Ste 200, Torrance, CA, 90502</td>
<td>(310) 263-3060</td>
<td><a href="http://www.cmtc.com/">http://www.cmtc.com/</a></td>
</tr>
<tr>
<td></td>
<td>Corporation for Manufacturing Excellence (Manex)</td>
<td>2010 Crow Canyon Place, Ste 320, San Ramon, CA, 94583</td>
<td>(877) 336-2639</td>
<td><a href="http://www.manexconsulting.com">http://www.manexconsulting.com</a></td>
</tr>
<tr>
<td>Colorado</td>
<td>Manufacturers Edge</td>
<td>5505 Airport Blvd, Boulder, Colorado 80301</td>
<td>(303) 592-4087</td>
<td><a href="http://www.camt.com">http://www.camt.com</a></td>
</tr>
<tr>
<td>Connecticut</td>
<td>Connecticut State Technology Extension Program</td>
<td>1090 Elm Street, Ste 202, Rocky Hill, CT, 06067</td>
<td>(800) 266-6672</td>
<td><a href="http://www.connstep.org/">http://www.connstep.org/</a></td>
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<tr>
<td>Delaware</td>
<td>Delaware Technical and Community College</td>
<td>400 Stanton-Christiana Road, Ste. A-158, Newark, DE, 19713</td>
<td>(302) 283-3131</td>
<td><a href="http://www.demep.org/">http://www.demep.org/</a></td>
</tr>
<tr>
<td>Florida</td>
<td></td>
<td>800 N. Magnolia Ave Suite 1850, Orlando, FL 32803</td>
<td>(240) 344-7155</td>
<td><a href="http://www.nist.gov/mep">www.nist.gov/mep</a></td>
</tr>
<tr>
<td>Georgia</td>
<td>Georgia Manufacturing Extension Partnership</td>
<td>75 Fifth Street NW, Ste 300, Atlanta, GA, 30308</td>
<td>(404) 894-5217</td>
<td><a href="http://gamep.org/">http://gamep.org/</a></td>
</tr>
<tr>
<td>Hawaii</td>
<td>Innovate Hawaii</td>
<td>2800 Woodlawn Drive, Ste 100, Honolulu, HI, 96822</td>
<td>(808) 539-3601</td>
<td><a href="http://www.htdc.org/innovatehawaii">http://www.htdc.org/innovatehawaii</a></td>
</tr>
</tbody>
</table>
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 61625
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
10550 Barkley, Suite 116
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.mdmep.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 Marketridge 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
210 L.W. Chase Hall
Lincoln, NE 68583
Ph: (402) 472-5993
http://www.nemep.unl.edu

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

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

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

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

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

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
75 Lower College Road, Suite 001
Kingston, RI 02881
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.sdmanufacturing.com

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
815 West 150 South MS 212
Orem, UT, 84058
Ph: (801) 863-7903
http://www.mep.org/

Vermont
Vermont Manufacturing Extension Center (VMEC)
1540 VT RT 66, Suite 103 VT Tech Enterprise Center
Randolph Center, VT, 05060
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

West Virginia
West Virginia Manufacturing Extension Partnership
886 Chestnut Ridge Road, Second Floor
Morgantown, WV 26506
Ph: (304) 293-3800
http://www.wvmep.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

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/