MEP Advisory Board Members: High-Level Orientation to MEP

Carroll Thomas, Director of MEP
April 13, 2017
Let’s Get Started!

- Welcome New Members
- Introduce you to the MEP Program
- Provide context for understanding the MEP
- MEP Advisory Board Guidance and Expectations
Welcome New Members

LaDon Byars

Joe Eddy

Matt Newman

Mitch Magee

Chris Weiser

Mary Isbister

Gary Groleau

James Wright
GETTING TO KNOW THE MANUFACTURING EXTENSION PARTNERSHIP PROGRAM
MEP Program in Short

Program Started in 1988
At least one center in all 50 states and Puerto Rico by 1996.

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

National Network
51 centers with nearly 600 Field Locations. Nearly 1,300 non-federal staff nationwide, with over 2,500 partners.

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

Partnership Model
Federal, State, University, and Industry

Evolving Role
Program continues to evolve in order to support manufacturers during changing economic situations.
Program Evolution

- Build a System: Optimize Performance and Accountability
- Deliver High Value: Deliver Higher Value Added Services
- Focus on Management: Developing Leaders to Focus on Strategic Management
- Foster Innovation: Develop and Deploy Technology
- Increase Economic Impact: Technology Based Economic Development
- Enabling Manufacturing 4.0: Next Chapter in MEP

Timeline:
- 1988-1999
- 2000
- 2006
- 2009
- 2016
- 2017
Partnering to Drive a National Program

The MEP network focuses on solving manufacturers' biggest challenges and identifying opportunities for growth.

Customers
Small and Medium Size Manufacturers

MEP Program
Integration, Knowledge Sharing, and Evaluation

Nearly 300,000 Manufacturers in the U.S.
Over 2,500 Partners
Nearly 1,300 Center Staff
600 Field Locations
National Network

www.nist.gov/mep  mfg@nist.gov  (301) 975-5020
Partnership: it’s in our name

State and local governments
Federal agencies and laboratories
Universities, community colleges and technical schools
Trade associations
Industry leaders and think tanks
Economic development organizations
Consulting firms

MEP’s Strength Lies in its Collaborations

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# THE MEP PROGRAM OFFICE

<table>
<thead>
<tr>
<th>Division</th>
<th>Focus</th>
</tr>
</thead>
</table>
| Finance Management & Center Operations| Programmatic and financial oversight of Federal funding  
Operational assistance with cooperative agreement  
Overall management of administrative, budgetary and financial matters |
| Systems Learning and Management       | Collaborates with the Leadership and Staff of all Centers in the system  
Component of the MEP Learning Organization, developing strong partnerships with MEP Center, State, and Industry  
Supports the Development of strong local manufacturing ecosystems. |
| External Affairs, Performance & Support| Establishes and provides comprehensive policy, communications, and performance support  
Coordinates national marketing & communications functions  
Manufacturing Research & Performance Evaluation  
Provides administrative & IT for program office |
| Programs and Partnership Divisions    | Develops technical and business assistance programs delivered by the national network of MEP Centers.  
Identifies and develops new opportunities with and for Centers  
Identifies, develops and maintains partnerships of national significance on behalf of MEP |
THE MEP CENTER PARTNER MODELS

Partnerships
Utilizes existing local resources to provide manufacturing extension services *relies heavily on partnerships*

Public & Private Sector
Staff are employees of the Center and its partners – *not* the Federal Government

Geography
Urban and Rural Areas. Centers are never more than 2 hours away from a manufacturer.

Organization Type
- Nonprofit
- University
- State Government

Organizational Structure
- Single location
- Principal organization with independent partner organizations
- Central office with regional offices
- Headquarters operation with multiple field offices
MEP Centers Organizational Structure

501(c)(3) (24)
- California
- Colorado
- Connecticut
- Florida
- Illinois
- Kansas
- Massachusetts
- Maryland
- Maine
- Michigan
- Minnesota
- Missouri
- North Dakota
- New Hampshire
- New Jersey
- New Mexico
- Oklahoma
- Oregon
- Pennsylvania
- Puerto Rico
- Rhode Island
- South Carolina
- Washington
- Wisconsin
- Delaware
- Georgia
- Iowa
- Idaho
- Indiana
- Kentucky
- Montana
- North Carolina
- Nebraska
- Nevada
- South Dakota
- Tennessee
- Texas
- Utah
- Vermont
- West Virginia
- Wyoming

University (17)
- Alabama
- Arkansas
- Arizona
- Hawaii
- New York
- Ohio MEP
- Virginia

State (8)
- Alaska
- Mississippi
- (1)
- (4)
- (6)
- (501(c)(3))
- (501(c)(4))
Environment of an MEP Center

- Running an MEP Center can be complicated!
- Overall Goal is to support U.S. MANUFACTURERS
### PROGRAM EFFECTIVENESS: METRICS

25,445 Manufacturers reached in FY16

<table>
<thead>
<tr>
<th>Metric</th>
<th>Value</th>
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<tbody>
<tr>
<td>Jobs Retained</td>
<td>66,922</td>
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<tr>
<td>Jobs Created</td>
<td>19,680</td>
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<tr>
<td>New Client Investments</td>
<td>$3.5 Billion</td>
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<tr>
<td>Cost Savings</td>
<td>$1.4 Billion</td>
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<tr>
<td>Retained Sales</td>
<td>$7 Billion</td>
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<tr>
<td>New Sales</td>
<td>$2.3 Billion</td>
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</table>

= 1,000 manufacturers
What MEP Centers Do

- Work with small and medium size manufacturers to help them create and retain jobs, increase profits, and save time and money.

- Focus on meeting manufacturer’s short term needs, but in context of overall company strategy.

- Reach over **25,000 manufacturers** and complete over **8,000 projects** per year.

- Provide companies with tailored services including:
  - Supply Chain
  - Technology
  - Workforce
  - Lean and Quality
  - Innovation and Growth
  - Sustainability
  - Export
  - Product Development
Why MEP?

National Network Net Promoter Score: 79%

Top Reasons Manufacturers choose MEP

- Reputation for Results: 22%
- Knowledge of Industry: 22%
- Fair Service: 23%
- Cost of Services: 40%
- Expertise of Staff: 63%
MEP: HISTORY LEGISLATIVE/FUNDING & PUBLIC SIDE OF PARTNERSHIP

Congress passes Omnnibus Trade and Competitiveness Act 1988 (P.L. 100-418), creating a program geared to help U.S. manufacturers.


The American Innovation and Competitiveness Act of 2017 (P.L. 114-329) made the 1:1 cost share permanent and formalized the recompetition process after 10 years.
MEP Funding History

Funding Level, $(million)

<table>
<thead>
<tr>
<th>Fiscal year</th>
<th>MEP</th>
<th>TRP</th>
<th>Other</th>
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NIST is in the Department of Commerce

Kent Rochford
Acting Undersecretary of Standards and Technology and Director, National Institute of Standards and Technology
Department of Commerce

Strategic Goals
The Department is comprised of 12 bureaus that work together to drive progress in five business facing key goal areas:
• Trade and Investment
• Innovation
• Environment
• Data
• Operational Excellence

U.S. Secretary of Commerce
Wilbur Ross
### NIST FY 2015-17 Budget ($ in Millions)

<table>
<thead>
<tr>
<th>Program</th>
<th>FY 2015 Enacted</th>
<th>FY 2016 Enacted</th>
<th>FY 2017 Request</th>
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<tbody>
<tr>
<td>Scientific and Technical Research and Services (STRS)</td>
<td>675.5</td>
<td>690.0</td>
<td>730.5</td>
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<tr>
<td>Industrial Technology Services (ITS)</td>
<td>138.1</td>
<td>155.0</td>
<td>189.0</td>
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<tr>
<td>Advanced Manufacturing Technology Consortia (AmTech)</td>
<td>8.1</td>
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<tr>
<td>Hollings Manufacturing Extension Partnership (MEP)</td>
<td>130.0</td>
<td>130.0</td>
<td>142.0</td>
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<tr>
<td>Nat’l Network for Mfg Innovation</td>
<td>0.0</td>
<td>25.0</td>
<td>47.0</td>
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<tr>
<td>Construction of Research Facilities</td>
<td>50.3</td>
<td>119.0</td>
<td>95.0</td>
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<tr>
<td><strong>Total, NIST Discretionary</strong>*</td>
<td><strong>863.9</strong></td>
<td><strong>964.0</strong></td>
<td><strong>1,014.5</strong></td>
</tr>
</tbody>
</table>

*www.nist.gov/mep  mfg@nist.gov  (301) 975-5020*
NIST Programs

NIST Laboratories
• Provide measurement solutions

Hollings Manufacturing Extension Partnership
• Helps smaller manufacturers compete globally

Baldrige Performance Excellence Program
• Promotes and recognizes performance excellence
MEP ADVISORY BOARD

AUTHORITY:
The MEP Advisory Board is authorized under Section 3003(d) of the America COMPETES Act (Pub. L. 110–69), as amended by the American Innovation and Competitiveness Act, Public Law 114–329 sec. 501 (2017), and codified at 15 U.S.C. 278k(m), in accordance with the provisions of the Federal Advisory Committee Act, as amended, 5 U.S.C., App.
## MEP Advisory Board

### 2017 MEP Advisory Board

<table>
<thead>
<tr>
<th>Members</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Mr. Jose Anaya, CA</td>
<td>Mr. Tommy Lee, AL (term ending May 2017)</td>
</tr>
<tr>
<td>Ms. LaDon Byars*, TN</td>
<td>Mr. Mitch Magee*, DE</td>
</tr>
<tr>
<td>Dr. Carolyn Cason, TX</td>
<td>Mr. Matthew Newman*, OK</td>
</tr>
<tr>
<td>Mr. Joe Eddy*, WV</td>
<td>Ms. Kathay Rennels, CO</td>
</tr>
<tr>
<td>Ms. Eileen Guarino, NY (term ending May 2017)</td>
<td>Mr. Chris Weiser*, AR</td>
</tr>
<tr>
<td>Mr. Gary Groleau*, NH</td>
<td>Mr. Ed Wolbert, IL (term ending May 2017)</td>
</tr>
<tr>
<td>Ms. Bernadine Hawes, PA (Vice-Chair beginning May 2017)</td>
<td>Mr. Jim Wright*, MT</td>
</tr>
<tr>
<td>Ms. Mary Isbister*, WI</td>
<td></td>
</tr>
</tbody>
</table>

*New Members
Role of the MEP Advisory Board

• Provide advice to MEP Director on MEP activities, 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.
MEP Advisory Board Support

MEP Advisory Board Resources, Documents and Discussion can be found on MEP Connect. MEP Director and Marketing and Communications staff provide support for an Annual Report and Triannual newsletter.
Expectations of the Advisory Board

• Active and informed participation
• Provide program recommendations
• Participate in strategic planning and help set strategic direction of the program
• Educate others about MEP
• Approve MEP Advisory Board Annual Report
Board Operations

• Board meets three (3) times a year
  – Additional meetings may be called by the NIST Director
  – Meetings generally held in conjunction with other MEP national network events
  – Includes updates by Board subcommittees and discussion

• Balanced membership
  – A minimum of 10 members
    • At least 2 serve on advisory boards from MEP Centers
    • At least 5 members represent small manufacturing establishments
    • One member representing a community college
    • Additional members represent industrial extension through academia, technology deployment and workforce activities
MEP Advisory Board Past Activities

- Recommendations regarding MEP cost share adjustment from 2:1 to 1:1.
- In 2014 and 2015, the Board developed two subcommittees to provide recommendations on MEP’s efforts in technology acceleration and board governance.
- The Board reviewed the process to be used for the MEP system-wide state competition.
## Advisory Board Charge Topics

<table>
<thead>
<tr>
<th>Topics</th>
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<tbody>
<tr>
<td>Recap and Review of Current MEP Strategic Plan 2014-2017 (where we left off December 2014)</td>
</tr>
<tr>
<td>Defining NIST Director’s Charge: Connecting User Facilities and Labs with SMMs</td>
</tr>
<tr>
<td>Defining NIST Director’s Charge: MEP Learning Organization</td>
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</table>
# Current Advisory Board Subcommittees

<table>
<thead>
<tr>
<th>Committee</th>
<th>Members</th>
<th>Focus</th>
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</thead>
<tbody>
<tr>
<td>Strategic Plan</td>
<td>Vickie Wessel, Chair Bernadine Hawes Eileen Guarino</td>
<td>MEP 2017-2022 Strategic Plan refresh and update</td>
</tr>
<tr>
<td>Establish MEP as a Learning Organization</td>
<td>Carolyn Cason Kathay Rennels Tommy Lee</td>
<td>Establishment of MEP as a Learning Organization</td>
</tr>
<tr>
<td>Lab Connectors</td>
<td>Jeff Wilcox Bernadine Hawes Ed Wolbert Jose Anaya</td>
<td>Connecting user facilities, research and technologies at NIST and other federal laboratories with SMMs</td>
</tr>
</tbody>
</table>
FUTURE PRIORITIES FOR MEP

Industry 4.0 is Upon Us

“A full convergence of digital and physical manufacturing is underway…

The stakes for companies to successfully navigate this transition are high!”

The U.S. hearing aid industry converted to 100% additive manufacturing in less than 500 days, according to one industry CEO, and not one company that stuck to traditional manufacturing methods survived.

New Perspective on Strategic Goals

Supporting our Vision and Footprint as We Update Our Strategic Plan for 2017-2022
Near-Term Focus

- National program emphasis on MEP being a GO-TO Trusted Advisor for U.S. manufacturers

- Focused on infusing technology, interconnectedness, and disrupted perspectives into:
  - Production
  - Business Strategy
  - Manufacturing Infrastructure Connections
EXECUTIVE SUMMARY: MEP Economic Impact Analysis

W.E. UPJOHN INSTITUTE
Manufacturing USA: Partnership through Embedding MEP Center Staff at Institutes

Shaded states have major participants in Manufacturing USA Institutes

MEP Embedding projects underway
Brand Reveal, National Summit
4.30.17

Building the brand from the inside out.
Manufacturing Day 2017

- October 6, 2017
- Ways to participate
  - Become an endorser or sponsor
  - Host a tour
  - Communicate to schools and the public
  - Issue proclamations
- www.mfgday.com
Thank You

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