

2012 Annual Report



Hollings Manufacturing Extension Partnership
Making an Impact on U.S. Manufacturing

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Strengthening the MEP Network

Manufacturing received a well-deserved spotlight in 2012 and contributed to our national economic recovery. For those of us at the Manufacturing Extension Partnership (MEP), our network of centers and partners around the country, making an impact on U.S. manufacturing by helping small and medium sized manufacturers is what we strive for daily. It's quite simply our mission. It's what we were created to do by legislation enacted 25 years ago. Our nationwide public-private partnership of technical experts in each state worked with roughly 31,000 U.S. manufacturers last year to help them create and retain jobs, increase profits, and save time and money.

Last year, **U.S. manufacturing made up 12% of our GDP**¹ and provided **12 million jobs**², the highest level since 2007. A closer look at what contributed to the surge reveals that there has been a strong push by national leaders and manufacturing associations, and arguably public demand, for an increase in products "Made in America." Some of the 2012 manufacturing highlights are:

Exporting: Exporting allows manufacturers to tap into new markets and increase sales. A recent survey by McGladrey Manufacturing and Distribution Monitor found that **60% of companies that reported increased export activity** stated that their company was "thriving and growing."

Re-shoring: Instead of sending business operations overseas to foreign competitors, companies are bringing some or all of their business back to America. According to a 2012 survey published in *Forbes*, **"40% of companies indicated that they have won new manufacturing business this year that had been previously offshored."**

Made in America: Individuals prefer purchasing products made in our country because of the quality American manufacturers provide. In fact, a recent study published in *Industry Week* found that **80% of Americans are even willing to pay more for a product if they know it's made in our country.**

Innovation: Innovation is finding a creative solution to a problem. U.S. businesses are differentiating themselves by providing quality products and services to their customers. This quality occurs because manufacturers are combining advances in technology, workforce practices and business operations in different ways.

While we celebrate the positive developments of the past year, we know that more work remains in 2013 and beyond. Manufacturing clients tell us that their top strategic challenges over the next three years are: **continuous improvement, identifying growth opportunities, and product innovation/development.** Our focus remains in strengthening the MEP network around the country to facilitate more ways to boost U.S. manufacturers to identify new customers and markets, create new products and services, and innovate new processes and business models.

Sincerely,
The National Institute of Standards & Technology,
Manufacturing Extension Partnership



¹ Bureau of Labor Statistics

² Bureau of Economic Analysis

MEP Snapshot

MISSION

MEP drives innovation by serving as a strategic advisor to promote business growth and connect manufacturers to public and private resources essential for increased competitiveness and profitability.

Program started in 1988

- 60 MEP centers
- 1,300 Center Staff
- More than 400 Service Locations
- 2,200 Affiliated Service Providers
- Served 31,373 Manufacturers in FY2012
- \$128.4 Million Federal Budget



Program Highlights

For close to 25 years, the MEP program has worked with manufacturers to create jobs, increase profitability and become more globally competitive. Below are just a few of the ways in which the MEP network makes an impact on U.S. manufacturing and helps U.S. manufacturers anticipate industry trends, create new products and services, identify new markets, and develop innovative processes and business models.

ExporTech

The President's National Export Initiative goal is to double exports by 2014. According to data reported by the Department of Commerce, only 1% of businesses export and of those that do, 58% export to only one market. A crucial strategy for boosting U.S. manufacturers' competitive position is finding ways to export their products. As stated by the President's Administration: we need to "build it here and sell it everywhere." MEP has been delivering on that objective for years in collaboration with The U.S. Commercial Service, District Export Councils, State Trade Offices, as well as other federal, state and local programs. ExporTech sessions happen around the country and are multiple one-day sessions customized to help participating manufacturers develop and refine their export plans.

In 2012, 19 ExporTech programs were held with 93 participating companies

Success Spotlight

Wisconsin: Prolitec, a 50-employee manufacturer based in Milwaukee, participated in Wisconsin MEP's ExporTech and catapulted its international market position. In just 6 months export sales increased by 60% and export sales doubled in 1 year and quadrupled in 2 years after ExporTech.



Results over the past few years include:

\$92 Million

increased/
retained sales

\$21.5 Million

cost savings

642 Jobs

created or
retained

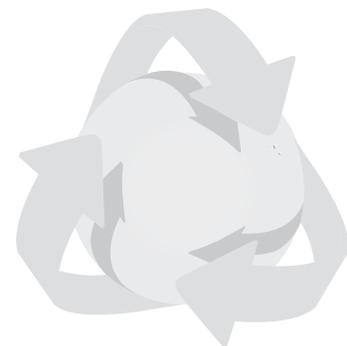
E3: Economy, Energy, Environment

At the core of MEP's sustainability work is an initiative called E3 – Economy, Energy, and Environment. It is a unique, coordinated federal initiative among DOC, DOE, EPA, DOL, SBA and USDA that teams with local communities to provide technical assistance to manufacturers to create green jobs, increase energy cost savings, and reduce environmental impacts. What began as a pilot effort in two cities in 2009 has grown into a framework expected to operate in numerous communities among 15 states.

E3's support for sustainable manufacturing has resulted in 315 projects in 15 states with 11 additional states in the discussion and/or planning stage.

Through this initiative, the carbon footprint has been substantially reduced – helping us all breathe a little easier...

- **Better air quality:** close to 2M pounds less air emissions produced
- **Less trash in landfills:** reduced solid waste by 43.5M pounds
- **Safety:** used 58.9M pounds less hazardous materials
- **Conservation:** saved 44.3 gallons of water



Results from projects completed in 2012 include:

\$14.8 Million

Environmental
Savings

\$14.7 Million

Energy Savings

500 Million

Energy Conserved
(killowatt hour)

Innovation

Innovation is at the core of what MEP does. By placing innovations developed through research at federal laboratories, educational institutions and corporations directly in the hands of U.S. manufacturers, MEP serves an essential role in sustaining and growing America's manufacturing base.

There are many tools MEP Centers use to work with manufacturers to innovate in order to grow and compete globally. Whether it's figuring out ways to improve and change processes and business models or how to commercialize a technology, create new products or tap into new markets, innovation is at work. Part of the portfolio includes:

- **Create, Communicate, Commercialize Sessions:** hands on workshops to help turn ideas into reality
- **Innovation Engineering Management System:** provides a framework to increase speed and decrease risk of innovation
- **Product Design and Prototyping:** turns ideas into cost-effective realities
- **Lean Product Development:** reduces time to market, waste, cost, and risk
- **Lean Process Improvement:** sets the stage for successful operations
- **Strategic Business Development:** increases top-line growth
- **Technology Scouting:** finds technology solutions for manufacturers
- **Technology Driven Market Intelligence:** provides data to understand the impacts of technology assets



Nearly 78%
of MEP clients reported
product innovation and growth
opportunities as one of their
biggest strategic challenges

Success Spotlight



Alabama

Alabama Technology Network (MEP Center) worked with Quality Filters to partner with Lysol® and create a new residential filter, resulting in 15% sales increase, \$1.8M facility expansion, and 150 new jobs planned

15% sales increase
\$1.8 million facility expansion
150 new jobs planned



Colorado

Colorado Association for Manufacturing and Technology (MEP Center) teamed with Lifeloc to design, test, and set-up production for components of its breath alcohol testers, leading to 6 new jobs and doubled sales

6 new jobs
Doubled in sales



Illinois

MEP's Illinois Manufacturing Excellence Center (IMEC) helped Ideal Industries launch a start up operation after acquiring a Chicago hand tools company that was up for bid with foreign competitors, which kept the business in the U.S., put products back on the market, created 40 new jobs, and involved a \$16 million capital investment

40 new jobs created
\$16 million capital investment

Make it in America

Manufacturing is an integral part of our history, culture and even our patriotism. Seeing a product with the label Made in the U.S.A. resonates; we take pride in our work. In honor of our country's manufacturers, NIST MEP officially launched the Make It In America Campaign. Every week, we selected a U.S. manufacturer, that has been helped by the MEP system, to be the Featured Manufacturer of the Week – **for a total of 52 in 2012**. The featured manufacturer was highlighted on the Manufacturing Innovation blog, Facebook and Twitter pages, and showcased on our Make it in America website. Many of our Centers also created their own campaigns to celebrate the companies “making it” in their states. In fact, some of these very products were used for our first Make it in America Exhibit introduced at the Manufacturing Innovation 2012 conference, then displayed in the lobby of the NIST Administration building, and is currently housed at the Ronald Reagan Building and International Trade Center in Washington, DC.

More than 150 different U.S. manufacturers who have been helped by our MEP system are showcased in the exhibit.



52 MEP Clients

were highlighted as featured manufacturer of the week

Reshoring

Bringing back manufacturing to U.S. shores supports our economy and job growth. Working with the Reshoring Initiative, MEP educates manufacturers on the benefits of reshoring. These include: better quality, convenience, customer service, access to supply chains, less intellectual property risk, improved regulatory compliance, efficiencies and innovation from having production near R&D, and reduced Total Cost of Ownership (TCO) associated with foreign competitors which outweighs their “per product” figures.

Success Spotlight

California: Manex, NIST MEP's Northern CA Center, worked with Architectural Glass and Aluminum in determining where to relocate and, at the end of the day, the company determined that the total “Cost of Ownership” of moving to Mexico or other states outweighed keeping the jobs in state.

Connecticut: MEP Center, CONNSTEP, worked with Spectrum Plastics Group to earn back the business of many former clients who had once left them for foreign competitors.

Oregon: Oregon MEP helped AmFor Electronics reduce costs and defects, hire 50 new employees, and capture new customers from China, Japan, and Mexico.



40% of companies

indicated they have won new manufacturing business this year that had been previously offshored

Partnership Highlights



MEP's strength is in its partnerships. Rather than creating products, services, and programs from scratch, MEP partners with federal and state agencies, and associations, to leverage resources and bring those resources to manufacturing clients. The MEP nationwide network, with its direct reach to the nation's manufacturers, has proven to be invaluable to numerous federal government partners who utilize the network to distribute valuable, cutting-edge information and resources in areas of workforce, technology adoption, environment and energy, quality, and more.

Advanced Manufacturing Jobs & Innovation Accelerator Challenge

As part of the Obama blueprint for an economy built to last, 10 public-private partnerships across the U.S. were awarded \$20 million in October 2012, to support initiatives that strengthen advanced manufacturing in industry clusters. Their focus, within each of the clusters, is to spur job creation and economic growth with projects that connect innovative small suppliers with large companies, link research with start-ups that can commercialize new ideas, and train workers with the right skills that firms need in order to capitalize on business opportunities. Federal funding and support come from the U.S. Department of Commerce's Economic Development Administration and the National Institute of Standards and Technology Manufacturing Extension Partnership, the U.S. Department of Energy, the U.S. Department of Labor's Employment and Training Administration, the U.S. Small Business Administration, and the National Science Foundation.

The 10 projects based in AZ, CA, MI, NY, OK, OR, PA, TN AND WA, will involve their State MEP Center



The awarded projects will focus on the following manufacturing clusters

- Aerospace & Defense
- Medical Device and Bioscience Manufacturing
- Contract Manufacturing
- Thermal and Environmental Control Systems
- Photonics and Imaging
- Oil and Gas Industry
- Transportation
- Metal Manufacturing and Electrical Equipment
- Advanced Manufacturing and Prototyping
- Advanced Materials and Metals

Details about awarded initiatives include:

\$ 2 Million
each to fund
projects

1,000 workers
will be trained
with the right skills
needed

650 companies
are expected to
leverage their
cluster's resources
and create jobs
across the country



Manufacturing Day

October 5, 2012 was the inaugural Manufacturing Day featuring open houses, events, and manufacturing plant tours. What started as a pilot grew into a grassroots movement with more than **240 events held in 37 states, over 7,000 attendees, and around 70 sponsoring organizations.** Co-produced by MEP, the Fabricators & Manufacturers Association, International, the National Association of Manufacturers, The Manufacturing Institute, Manufacturing Day highlights the importance of manufacturing to the nation's economy and draws attention to the many rewarding high-skill jobs in manufacturing. Last year, governors, mayors and elected officials from coast to coast issued Proclamations supporting manufacturing and recognizing Manufacturing Day. **In just one day, 127,000 online posts were created about Manufacturing Day** and a groundswell of buzz occurred across social media channels. Plans are underway for the second annual Manufacturing Day on **October 4, 2013.**



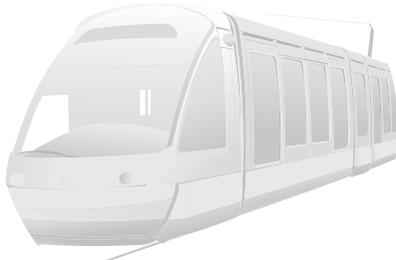
"Manufacturing Day 2012 in Evanston, Illinois brought seven manufacturers and an entire community together. We had a U.S. congresswoman, the mayor, an Illinois state rep, and several federal and state dignitaries join us in speaking about the importance of manufacturing in America."

Jennifer Kalas,
President,
IRMCO (Manufacturer)

70 sponsors
240 events
7,000 attendees
127,000 online posts

Next Generation Rail Supply Chain Connectivity

MEP's success in scouting suppliers led to a partnership with the Department of Transportation's Federal Railroad Administration in order to connect U.S. manufacturers with domestic rail equipment suppliers. The goal is to produce a robust domestic supply base for next generation rail by connecting small and medium U.S. manufacturers with large Original Equipment Manufacturers (OEMs). This brings more rail supply and production back into the country and solves supply issues faced by U.S. manufacturers.



"Through our partnership with Commerce, we have been able to successfully bring together more than 600 manufacturers and rail suppliers together in one-on-one settings. The NIST MEP initiative has been a true catalyst for cultivating and strengthening a home-grown industry and supply chain for next-generation rail equipment and infrastructure. Together we are building for the future, providing American businesses with new opportunities and the American people with new jobs."

John Porcari,
U.S. Department of Transportation,
Deputy Secretary

Results from actions taken to launch the initiative are:

5 Forums

in CA, IL, MO, FL, and PA with over 1,000 U.S. Rail Suppliers

625 Meetings

One-on-one business meetings with potential suppliers and 13 OEMs and Tier 1 Suppliers

Buy America

Identified 250+ instances of U.S. Manufacturers with relevant capabilities and capacity to produce all items currently produced overseas.



Delivering Results for U.S. Manufacturers

MEP focuses on results and outcomes. MEP maintains accountability to clients, investors, and stakeholders by asking the people with the best information—the manufacturing clients – about the impacts of MEP services. Every year, manufacturing clients are asked by an independent survey expert to report on the impact their businesses received as a result of their local MEP Centers. With MEP services, thousands of companies solve problems, increase productivity, achieve higher profits, find new markets, adopt technologies, innovate and create and retain thousands of jobs. Here is some data and more:

1:20 ratio

For every one dollar of federal investment, the MEP generates nearly \$20 in new sales growth and \$20 in new client investment. This translates into \$2.5 billion in new sales annually. For every \$2,100 of federal investment, MEP creates or retains one manufacturing job.

31,373

MEP Centers engaged with 31,373 manufacturing establishments throughout the United States and Puerto Rico in 2012.

67%

Net Promoter score. MEP clients are extremely likely to recommend MEP (a NPS score of +50% is considered excellent).

5 out of 10

MEP clients reported they either created or retained jobs in 2012.

2 out of 3

MEP clients said the services resulted in cost saving in areas such as labor, materials, inventory, and energy.

60%

MEP clients reported they chose to work with MEP because of the knowledge and expertise of center staff.

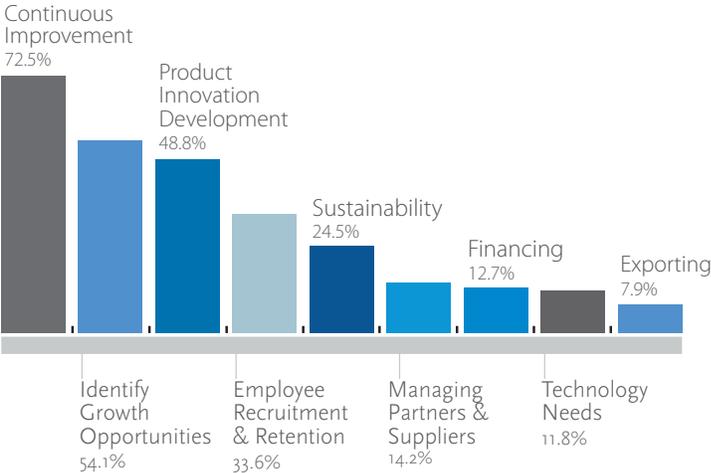
\$300 Million

MEP leverages over \$100 million of federal investments into a nearly \$300 million program by partnering with state and local governments and the private sector to provide a wealth of expertise and resources for manufacturers.

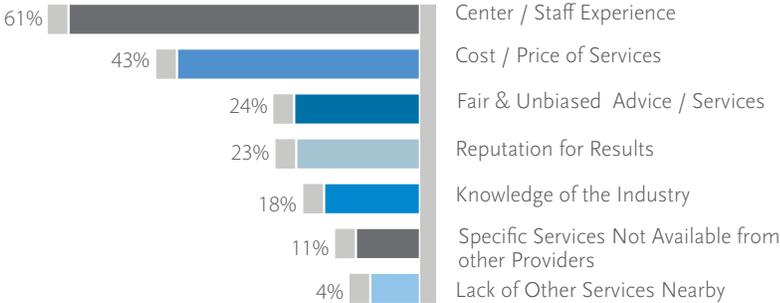
“MEP is a smart, targeted program that works for our job creators in the manufacturing sector, and it works well.”

Rebecca Blank,
Acting Secretary of Commerce

MEP Clients: Reported Challenges



MEP Clients: Why They Chose MEP



MEP CLIENT IMPACTS

Results reported by MEP clients receiving services in FY2011. Of the 7,637 clients selected to be surveyed, 6,047 completed the survey in FY2012.



NEW SALES

\$2.5 Billion



RETAINED SALES

\$4.1 Billion



COST SAVINGS

\$900 Million



JOBS CREATED

18,069



JOBS SAVED

43,070



NEW CLIENT INVESTMENTS

\$2.5 Billion



Advisory Board Members

A special thanks to our 2012 Advisory Board members for their service and commitment to U.S. manufacturing and providing advice and guidance to the MEP program:



James R. (Jim) Bean, Vice Chair
President and CEO,
Preco Electronics.



Dennis Dotson, Chair
Chairman, Dotson Iron
Castings.



Eileen Guarino
President and COO,
Greno Industries.



Edward W. (Ned) Hill
Dean, Professor,
and Scholar for
Cleveland State
University.



James Jacob
President, Macomb
Community College.



Kenneth G. (Ken) Priest III
President and CEO,
Kenway Corporation.
CEO, Maritime Marine LLC.



Mark Rice
President, Maritime
Applied Physics
Corporation.



Vickie Wessel
Founder and
President, Spirit
Electronics, Inc.



Ed Wolbert
President, Transco Products
Inc.

Message from Board Chair

"The American manufacturing renaissance is a real possibility as today's large Original Equipment Manufacturers have both a desire and a need to source locally. But this resurgence will not happen until the supply base (mostly small and medium sized manufacturers) delivers world-class performance. The proven expertise and methods of the NIST Manufacturing Extension Partnership are moving manufacturers, one by one, into world-class performance. With its innovation agenda, NIST MEP is transforming manufacturers that have achieved this level of performance into a growth phase with new products and services that are geared to both value added sales in the U.S. and strong export sales. NIST MEP is the only public private program that is focused totally on the small and medium sized manufacturers and it is a key to the American manufacturing renaissance."

Dennis Dotson,
Chairman

The MEP Network

The MEP program consists of a nationwide network of manufacturing extension partnership centers located in all 50 states and Puerto Rico. MEP centers are a diverse network of state, university-based, and non-profit organizations. Each center works directly with area manufacturers to provide expertise and services tailored to their most critical needs.



MEP Centers

Alabama:

Alabama Technology Network
Center Director: Michael Bailey
500 Beacon Parkway West, Birmingham, AL, 35209.
Ph: (205) 943-4808
<http://www.atn.org>

Alaska:

Alaska Manufacturing Extension Partnership
Center Director: Eric Downey
601 E 57th Place, Ste 102, Anchorage, AK, 99518.
Ph: (907) 279-2637
<http://www.alaskamep.org>

Arkansas:

Arkansas Manufacturing Solutions
Center Director: Daniel Curtis
900 West Capitol Avenue, Suite 320, Little Rock, AR, 72201
Ph: (501) 683-4400
<http://www.mfgsolutions.org>

Arizona:

Arizona Commerce Authority
333 N. Central Ave. Suite 1900, Phoenix, AZ 85004
Ph: (602) 845-1200
<http://www.azcommerce.com>

California

California Manufacturing Technology Consulting
Center Director: James Watson
690 Knox Street , Suite 200, Torrance , CA, 90502.
Ph: (310) 263-3060
<http://www.cmtc.com>

Corporation for Manufacturing Excellence (Manex)
Center Director: Gene Russell
2010 Crow Canyon Place, Suite 320, San Ramon, CA, 94583
Ph: (925) 807-5100
<http://www.manexconsulting.com>

Colorado:

Colorado Association for Manufacturing and Technology
Center Director: Tom Bugnitz
216 16th St, Denver, CO, 80503
Ph: (303) 998-0303
<http://www.camt.com>

Connecticut:

Connecticut State Technology Extension Program
Center Director: Bonnie Del Conte
1090 Elm Street, Rocky Hill, CT, 6070
Ph: (860) 513-3204
<http://www.connstep.org>

Delaware:

Delaware Manufacturing Extension Partnership
Center Director: Kim Rachiele
400 Stanton-Christiana Rd. Suite A158, Newark, DE, 19713
Ph: (302) 283-3139
<http://www.demep.org>

Florida:

Florida Manufacturing Extension Partnership
Center Director: Winifred Grebey
1180 Celebration Blvd., Suite 103, Celebration, FL 34747
Ph: (321) 939-4000
<http://www.floridamep.org>

Georgia:

Georgia Manufacturing Extension Partnership
Center Director: Chris Downing
760 Spring Street, NW, Suite 121, Atlanta, GA, 30332
Ph: (404) 894-7700
<http://gamep.org>

Hawaii:

INNOVATE Hawaii
Center Director: Yuka Nagashima
2800 Woodlawn Dr. Suite 100, Honolulu, HI, 96813
Ph: (808) 539-3601
<http://www.htdc.org/innovatehawaii>

Idaho:

Idaho TechHelp
Center Director: Steve Hatten
1910 University Drive, Boise, ID, 83725
Ph: (208) 426-3689
<http://www.techhelp.org>

Illinois:

Illinois Manufacturing Excellence Center
Center Director: David Boulay
Bradley University, 427 Jobst Hall, Peoria, IL, 61625
Ph: (309) 677-3766
<http://www.imec.org>

Indiana:

Indiana MEP Purdue Technical Assistance Program
Center Director: David Snow
6640 Intech Boulevard Suite 120, Indianapolis, IN, 46278
Ph: (800) 877-5182
<http://www.mep.purdue.edu>

Iowa:

Iowa Center for Industrial Research and Service
Center Director: Steven Devlin
702 ½ Liberty Street, Pella, IA, 50219
Ph: (515) 490-0439
<http://www.ciras.iastate.edu>

Kansas:

Mid-America Manufacturing Technology Center
 Center Director: Jesse Bechtold
 10561 Barkely Suite 602, Overland Park, KS, 66212
 Ph: (913) 967-1223
<http://www.mamtc.com>

Kentucky:

Advantage Kentucky Alliance
 Center Director: Scott Broughton
 2314 Nashville Road, Bowling Green, KY, 42101
 Ph: (814) 505-3786
<http://www.advantageky-mep.org>

Louisiana

Manufacturing Extension Partnership of Louisiana
 Center Director: Corinne Dupuy
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Maine:

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 87 Winthrop St., Augusta, ME, 4330
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Massachusetts:

Massachusetts Manufacturing Extension Partnership
 Center Director: Jack Healy
 100 Grove Street Worcester, MA, 1605
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<http://www.massmep.org>

Michigan:

Michigan Manufacturing Technology Center
 Center Director: Mike Coast
 47911 Halyard Drive, Plymouth, MI, 48170
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<http://www.mmtc.org/>

Minnesota:

Enterprise Minnesota
 Center Director: John Connelly
 310 Fourth Avenue S Suite 7050, Minneapolis, MN, 55415
 Ph: (612) 455-4210
<http://www.enterpriseminnesota.org>

Mississippi:

Mississippi Technology Alliance
 Center Director: John J. Tice IV
 134 Market Ridge Drive, Ridgeland, MS, 39157
 Ph: (601) 960-3616
<http://www.innovatemep.ms>

Missouri:

Missouri Enterprise
 Center Director: Dusty Cruise
 900 Innovation Park Drive, Suite 100, Rolla, MO, 65401
 Ph: (573) 578-7531
<http://www.missourienterprise.org>

Montana:

Montana Manufacturing Extension Center
 Center Director: Steve Holland
 PO Box 174255, Bozeman, MT, 59717
 Ph: (406) 994-3812
<http://www.mtmanufacturingcenter.com>

Nebraska:

Nebraska Manufacturing Extension Partnership
 Center Director: David Wright
 301 Centennial Mall South 4th Floor, Lincoln, NE, 68509
 Ph: (402) 471-3755
<http://www.neded.org>

Nevada:

Nevada Industry Excellence
 Center Director: Sandra Haslem
 UNR Mail Stop 406 UNR, Reno, NV, 89557
 Ph: (775) 784-1935
<http://www.nevadaie.com/nvie>

New Hampshire:

New Hampshire Manufacturing Extension Partnership
 Center Director: Zenagui Brahim
 172 Pembroke Road, Concord, NH, 3301
 Ph: (603) 226-3200
<http://www.nhmep.org>

New Jersey:

New Jersey Manufacturing Extension Program
 Center Director: Robert Loderstedt
 520 Speedwell Avenue Suite 116, Morris Plains, NJ, 7950
 Ph: (973) 998-9801
<http://www.njmep.org>

New Mexico:

New Mexico Manufacturing Extension Partnership
 Center Director: Ronald Burke
 4501 Indian School Road NE Suite 202, Albuquerque, NM, 87110
 Ph: (505) 262-0921
<http://www.newmexicomep.org>

New York:

New York Manufacturing Extension Partnership
 Center Director: Matt Watson
 30 South Pearl Street, 11th Floor, Albany, NY, 12207
 Ph: (518) 292-5729
<http://www.esd.ny.gov>

New York *continued*:

Center for Economic Growth (Capital Region)
Center Director: Jeffrey Lawrence
63 State Street, Albany, NY, 12207
Ph: (518) 465-8975
<http://www.ceg.org/>

Central New York Technology Development Organization
Center Director: Robert Trachtenberg
445 Electronics Parkway, Ste. 206, Liverpool, NY, 13088
Ph: (315) 425-5144
<http://www.tdo.org>

High Tech Rochester (Finger Lakes)
Center Director: James Senall
150 Lucius Gordon Dr., West Henrietta, NY, 14586
Ph: (585) 214-2401
<http://htr.org>

LIFT Long Island Forum for Technology
Center Director: William Wahlig
510 Grumman Road West, Bethpage, NY, 11714
Ph: (631) 846-2720
<http://www.lift.org>

Hudson Valley Technology Development Center (HVTDC)
Center Director: Thomas Phillips
1450 Route 300 Building 1, Suite 1, Newburgh, NY, 12550
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<http://www.hvtdc.org>

Mohawk Valley Applied Technology Corporation
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207 Genesee Street, Utica, NY, 13492
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Industrial Technology Assistance Corporation (New York City)
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<http://www.itac.org>

CITEC Inc (North County)
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<http://www.citec.org>

Alliance for Manufacturing & Technology (Southern Tier)
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Ph: (607) 774-0022
<http://amt-mep.org>

Insyte Consulting (Western New York)
Center Director: Benjamin Rand
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Ph: (716) 636-3626
<http://www.insyte-consulting.com>

North Carolina:

North Carolina Manufacturing Extension Partnership
Center Director: Phillip Mintz
NC State University Campus Box 7902, Raleigh, NC, 27695
Ph: (336) 202-8256
<http://www.ies.ncsu.edu>

North Dakota:

North Dakota Manufacturing Extension Partnership
Center Director: Randy Schwartz
1929 North Washington Street, Suite M, Bismarck, ND, 58501
Ph: (701) 328-5471
<http://www.dakotamep.com>

Ohio

Ohio Manufacturing Extension Partnership
Acting Center Director: Norm Chagnon
77 South High St., Columbus, OH, 43215
Ph: (614) 644- 8788
<http://www.development.ohio.gov>

Oklahoma:

Oklahoma Manufacturing Alliance
Center Director: Chuck Prucha
525 South Main, Suite 210, Tulsa, OK, 74103
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<http://www.okalliance.com>

Oregon:

Oregon Manufacturing Extension Partnership
Center Director: Chris Scherer
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<http://www.omep.org>

Pennsylvania

Catalyst Connection
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2000 Technology Drive, Pittsburgh, PA, 15219
Ph: (412) 918-4265
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Delaware Valley Industrial Resource Center
Center Director: Barry Miller
2905 Southampton Rd., Philadelphia, PA, 19154
Ph: (215) 464-8550
<http://www.dvirc.org>

Industrial Resource Center PA
Center Director: Lauren Bryson
One College Avenue DIF 32, Williamsport, PA, 17701
Ph: (570) 329-3200
<http://www.imcpa.com>

MANTEC
Center Director: John Lloyd
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Manufacturers Resource Center
Center Director: Jack Pfunder
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Northeastern Pennsylvania Industrial Resource Center
Center Director: Eric Esoda
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Northwest Pennsylvania Industrial Resource Center
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Puerto Rico:

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Rhode Island:

The University of Rhode Island Research Foundation
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South Dakota Manufacturing and Technology Center
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South Carolina Manufacturing Extension Partnership
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Northwest Wisconsin Manufacturing Outreach Center
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Wyoming:

Manufacturing Works
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