

# Cybersecurity Requirements for DoD Contractors

written by Lauri Moon | August 8, 2017

Today, more than ever, the Department of Defense (DoD) relies upon external contractors to carry out a wide range of missions and shares sensitive data with these entities. Under an interim rule issued in 2015 by the Defense Federal Acquisition Regulation Supplement (DFARS), **DoD contractors (including small businesses) must adhere to two basic cybersecurity requirements:**

- (1) They must provide adequate security to safeguard covered defense information that resides in or transits through their internal unclassified information systems from unauthorized access and disclosure; and
- (2) They must rapidly report cyber incidents and cooperate with DoD to respond to these security incidents.

**Failure to comply with the above requirements may prevent you from being able to conduct business with the DoD as of January 1, 2018!**

[Read DoD Article](#)

[NIST Interagency Report 7621 Rev. 1](#)

If you are a supplier to DoD and have questions regarding compliance, contact IMC at [info@imcpa.com](mailto:info@imcpa.com) or call 570-329-3200×8074.

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## Bringing the World to PA

written by Lauri Moon | August 8, 2017

**Meet one-on-one with Pennsylvania's Authorized Trade Representatives.**

**PA's 15 international trade experts covering more than 50 unique markets will be available to discuss opportunities and offer insight to the markets they represent.**

**The following trade representatives will be available for meetings:**

- Arab Gulf (UAE, Bahrain, Kuwait, Oman, Qatar, Yemen)
- Australia (New Zealand)
- Canada
- Central & Eastern Europe (Czech Republic, Belarus, Bulgaria, Croatia, Estonia, Hungary, Latvia, Lithuania, Poland, Romania, Russia, Serbia, Slovakia, Slovenia, Ukraine)
- China
- Germany (Italy, Switzerland, Austria)
- India
- Mexico
- Middle East (Egypt, Greece, Israel, Jordan, Turkey)
- Netherlands (Belgium)
- Saudi Arabia
- Singapore (Thailand, Indonesia, Malaysia, Philippines, Vietnam)
- South Korea
- Taiwan
- United Kingdom (Ireland, Denmark, Norway, Sweden, Finland)

**Locations:**

State College on September 15 from 8:00 am to 4:30 pm. [Click here to register for State College by August 30th.](#)

Johnstown on September 18 from 8:00 am to 3:00 pm. [Click here to register for Johnstown event by September 7.](#)

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# **Keystone Wood Products Association Releases Video Featuring Products Made with PA Hardwoods**

written by Lauri Moon | August 8, 2017

Check out this great video released by the Keystone Wood Products Association featuring a number of IMC clients and the products they make using Pennsylvania hardwoods.

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## **WEDnetPA FY 17-18 Application Deadline Extended**

written by Lauri Moon | August 8, 2017

WEDnetPA FY 17-18 Application Deadline Extended to August 11th. WEDnetPA brings training funds to qualified companies across PA. If you are planning to send staff members to any of IMC's upcoming Lean Manufacturing programs in September, be sure to get your application submitted.

To learn more and to apply visit <http://wednetpa.com/> or call IMC at 570-329-3200x8085 and we'll get you connected to your local rep.

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# Small Business Advantage Grants are Now Open

written by Lauri Moon | August 8, 2017

The Small Business Advantage Grant provides 50% matching grants, up to a maximum of \$9,500 (\$7,000 for lighting-only upgrades), to enable Pennsylvania small businesses with *less than 100 employees* to purchase energy efficient or pollution prevention equipment or adopt waste reduction processes. The program is open July 25, 2017 through June 30, 2018, **or** until funds are exhausted.

A 1-Hour webinar will be held on **Friday, July 28 at 11:00 a.m.** The Internet and call-in information is:

## **Internet and Audio:**

Web

Link <https://copa.webex.com/copa/onstage/g.php?MTID=e0aad04ff0552bbd7ca8f72a708eb4860>

## **For Audio only:**

Phone Number: 650-479-3208

Passcode: 648 338 625

The full 2017 Grant Guidance, including all requirements, step-by-step instructions, and other necessary forms can be found on DEP's Small Business Advantage Grant webpage. Spread the word, and apply early, as these grants are first come, first served.

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# Survey on the Value of Manufacturing Credentials

written by Lauri Moon | August 8, 2017

The National Institute of Standards and Technology (NIST), through the Hollings Manufacturing Extension Partnership (MEP) is conducting a study to determine the use and value of manufacturing credentials.

There are many choices of credentials, but a significant lack of independent research regarding the quality, market value and effectiveness of manufacturing specific credentials. This research will provide information to U.S. manufacturers, career counselors and job seekers in reducing training costs and narrowing the skills gap.

On behalf of NIST MEP and IMC, we are asking you to participate in this important initiative. Please use the link below to access the survey before June 30th. Thank you for your time.

[Click here to access the survey.](#)

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## PA Tax Amnesty Program

written by Lauri Moon | August 8, 2017

[Click here to check out a YouTube video to learn more about Pennsylvania's Tax Amnesty program.](#)

[Tax Amnesty Fact Sheet](#) [Tax Amnesty Business Tool Kit](#)

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# **IRCs Generate \$14-to-\$1 Return on Investment!**

written by Lauri Moon | August 8, 2017

A recent study performed by the Regional Economic Studies Institute of Towson University indicates a treasury return on investment of \$14.42:\$1, indicating that for each \$1 of Commonwealth of Pennsylvania funding received the IRC Program generated \$14.42 of incremental or retained treasury revenue. Click on the link below to read the full report.

Impacting PA Manufacturing's Economy Study 2017

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# **2017 National Manufacturing Outlook and Insights: Strategies to Overcome the Headwinds**

written by Lauri Moon | August 8, 2017

According to the Bureau of Economic Analysis, the value of manufacturing was \$2.17 trillion, or 11.9% of annual GDP, in Q2 2016. This represents more than the agriculture, construction, information, and mining industries combined. The 2017 National Manufacturing Outlook and Insights survey takes a deeper dive into the latest manufacturing metrics: exports, new orders, revenue growth, R&D investment, capital expenditures, costs, workforce, and technology.

Download the report here.

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# IRC Program Credited with the Creation and Retention of Over 6,000 Jobs in 2016

written by Lauri Moon | August 8, 2017

An independent analysis performed by the **Fors Marsh Group**, an applied research firm based in Arlington, Virginia, credited the Pennsylvania Industrial Resource Center (IRC) Program with the creation and retention of 5,943 manufacturing jobs in 2016. Companies participating in IRC engagements also recognized \$775.1 million of additional revenue, invested \$174.4 million in modernization or expansion within Pennsylvania and realized \$61.8 million in operating cost savings. These results were accomplished by the IRC Program's seven centers: **Catalyst Connection, DVIRC, IMC, MANTEC, MRC, NEPIRC** and **NWIRC**. Collectively, those centers cover every county of the Commonwealth.

These results represent the summation of client-reported IRC engagement impacts gathered by the Fors Marsh Group through a voluntary survey process. Survey participants identify the impacts as direct results of IRC engagements. Results are subsequently reported to the **Pennsylvania Department of Community and Economic Development** and the **U.S. Department of Commerce**, each of which funds a portion of IRC operations.

"Manufacturing plays a critical role in Central Pennsylvania's economy," said **Lauri Moon**, IMC's Manager of Outreach & Special Projects. "As part of the IRC program, IMC is the only economic development resource dedicated solely to meeting the needs of Central Pennsylvania's small and mid-sized manufacturers. We do this by providing objective, expert advice and actionable solutions that help these

companies become more innovative, productive and profitable.”

The IRCs provide small and mid-sized manufacturers with the technical, consultative and technology-based services they need to grow and thrive in a global economy. Such growth, in turn, accelerates the creation of good-paying manufacturing jobs within Pennsylvania. IRC services encompass traditional manufacturing disciplines focused on improving productivity, product quality and profitability, but have also expanded into revenue growth, supply chain optimization, advanced manufacturing technology and Industry 4.0 areas, such as cybersecurity, additive manufacturing, smart factories and broadband technologies.

In 2016, the IRCs performed substantial engagements with 867 companies, the majority of which reported that their local IRC was the only consultative resource available to them. Those companies reported the following 2016 results:

- **Creation and retention of 5,943 jobs**
- **Retention of \$634.4 million of at-risk sales**
- **Realization of \$140.6 million of sales into new markets or new customers**
- **Operational cost savings of \$61.8 million**
- **Investment of \$174.4 million in expansion, including \$95 million in facility projects or equipment upgrades and**
- **\$48.5 million in new process or product development**

As part of another study, the IRC Program outputs are being analyzed by the Regional Economic Studies Institute of Towson University. Preliminary results of that study suggest that IRC engagements added nearly \$3.75 billion to the Pennsylvania economy in 2016 and provide a return of \$14.42 to the Pennsylvania treasury for each \$1 invested in the program.