# Healthy Partners by UPMC Susquehanna

written by Lauri Moon | April 5, 2018

I recently met with Sam Sawyer, Employer Relations Specialist at UPMC Susquehanna to learn more about their *Healthy Partners* Program.

UPMC Susquehanna is the primary healthcare provider in the communities they serve. So they know it is in their best interest to provide wellness programs to raise awareness of the services they provide to improve the overall health of the community's population by maximizing healthcare utilization.

As we all know, healthcare costs continue to rise and are a burden on many employers and employees. Wellness programs reduce these costs and present a unique opportunity for UPMC and local employers to work together to improve health and save money. The goal of Healthy Partners by UPMC Susquehanna is to be an extension of your company, to give you everything you need in implementing a wellness program, and to assist in improving your company's employee and fiscal health.

The program takes an objective approach to helping your employees manage their health. Employees receive onsite screenings, personalized health reports and follow up educational opportunities. As an employer, you'll receive a de-identified aggregate group health report and potential solutions to help manage the top health risks of your workforce. Together with UPMC, you'll implement education and additional screenings to tackle those top needs that are relevant to your employees. For most employers, the entire program is performed at no charge!

To learn more about Healthy Partners by UPMC Susquehanna or to signup for our free monthly newsletter, contact Sam Sawyer at sawyersl@upmc.edu or 570-321-2289.

Healthy Partners Program

## Study Releases Manufacturers Impacts in 2017

#### written by Lauri Moon | April 5, 2018

The Innovative Manufacturers Center (IMC), which is part of a public-private partnership that provides U.S. manufacturers with access to resources they need to succeed, today announced findings from its 2017 program impact survey. Each year, clients are surveyed using an independent third-party to document the economic impact of the services provided by Manufacturing Extension Partnership (MEP) Centers across the country and the partnership's return on investment for U.S. manufacturers.

During one-on-one projects and/or training in 2017, IMC interacted with more than 120 small and medium-size manufacturing clients. Of those manufacturers conducting one-on-one projects and reporting impact, IMC:

- Helped to create or retain more than 324 jobs
- Produced \$18,140,000 in new and retained sales
- Achieved \$4,498,500 in cost savings
- Facilitated \$8,055,700 in new client investments

IMC works directly with Central PA manufacturers to provide expertise and services tailored to meet critical needs ranging from process improvements, workforce training, innovation strategies, and new product development. These services help small and medium-size manufacturers accelerate and strengthen growth and competitiveness in the global marketplace.

"It's essential for manufacturers to be equipped with the tools and training necessary to be competitive in today's rapidly changing marketplace," said Daniel T. Manetta, IMC Executive Director/CEO. "Manufacturing accounts for nearly 12 percent of the total U.S. gross domestic product, it's the 6th largest employer, and it accounts for almost 60 percent of all U.S. exports."

Collectively in 2017, the MEP National Network interacted with more than 26,000 small and medium-size U.S. manufacturing clients and:

- Helped to create or retain more than 100,000 jobs
- Produced \$12.6 billion in new and retained sales
- Achieved \$1.7 billion in cost savings

#### About Innovative Manufacturers Center (IMC)

Founded in 1988, the Innovative Manufacturers' Center has worked with over 600 Central PA manufacturers to help them innovate, grow and prosper. Supported through the U.S. Department of Commerce, National Institute of Standards and Technology's Hollings Manufacturing Extension Partnership (MEP) program and the Pennsylvania Department of Community and Economic Development's Manufacturing PA program, IMC serves manufacturers in Lycoming, Montour, Northumberland, Union, Snyder, Clinton, Centre, Mifflin, Juniata, Huntington, Blair, and Bedford Counties. Visit IMC at www.IMCpa.com for more information.

#### About the MEP National Network

The MEP National Network<sup>™</sup> is a unique public-private partnership that delivers comprehensive, proven solutions to U.S. manufacturers, fueling growth and advancing U.S. manufacturing.

Focused on helping small and medium-sized manufacturers generate business results and thrive in today's technology-driven economy, the MEP National Network comprises the National Institute of Standards and Technology's Manufacturing Extension Partnership (NIST MEP), the 51 MEP Centers located in all 50 states and Puerto Rico, and over 1,300 trusted advisors and experts at more than 400 MEP service locations, providing any U.S. manufacturer with access to resources they need to succeed. Each MEP Center is a partnership between the federal government and a variety of public or private entities, including state, university, and nonprofit organizations.

#### About the Survey

Fors Marsh Group, LLC conducts the NIST MEP client survey. Fors Marsh Group, LLC is an Arlington, VA-based applied research firm. The company has experience both in market research and surveying with a specialization in working with small manufacturers. Fors Marsh Group, LLC conducts the survey quarterly and MEP Center clients are interviewed annually. 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 Center services on bottom-line client outcomes and bottom-line impacts such as sales, jobs created/retained, capital investment and cost savings. The survey has 16 questions and takes an average of 10 minutes to complete.

# What'sSoCoolAboutManufacturing?VideoContest

written by Lauri Moon | April 5, 2018



Voting is underway for the What's So Cool About Manufacturing? project.

Check out the videos by clicking here and cast your vote today!

# Support for IMC and the NationalManufacturingExtensionPartnership (MEP)Program

written by Lauri Moon | April 5, 2018

For almost 30 years, IMC has been helping Central Pennsylvania manufacturers become more innovative, productive and profitable. We have been able to do this, in part, due to support from the U.S. Department of Commerce, NIST Manufacturing Extension Partnership program.

A recent study by the W.E. Upjohn Institute found that the **MEP Program** generates a substantial economic and financial return of nearly 9:1. Yes, a federal investment that works!

Please take 5 minutes to e-mail your federal elected officials asking them to support a \$142.4 million appropriation for MEP, which helps support IMC's operations.

#### To e-mail your federal elected officials

- 1. Click on this link
- 2. Click Send E-mail.
- 3. **Complete** the demographic information in the blue box and click **Submit.** This will take you to the **Compose Message** page where you will see the text of the e-mail and the names of the officials you will be e-mailing.
- 4. **Review the letter and customize** as appropriate paragraphs 1 and 4 <u>REQUIRE</u> customization inside the brackets [].
- 5. Click **Submit** at the bottom of the page
- 6. Please **consider forwarding this request** to employees or others at your discretion.

Thank you for your support of IMC and Central PA Manufacturers!

# Fueling Growth and Advancing U.S. Manufacturing Through Tangible Results

written by Lauri Moon | April 5, 2018

IMC's federal sponsor, NIST Manufacturing Extension Partnership, releases national network impact results for 2017.

By Carroll Thomas 2/05/18

I am proud to announce the MEP National Network impact results for 2017. These results are truly impressive. Last year, this streamlined program with 51 MEP Centers located in all 50 states and Puerto Rico, interacted directly or through their partners with over 26,000 manufacturers. Based on results from a third-party survey, clients from across the country reported that the assistance they received helped to create and retain more than 100,000 manufacturing jobs in 2017 alone. Read on...

# DoD Cybersecurity Compliance Training Video

written by Lauri Moon | April 5, 2018

Are you a Department of Defense contractor? This video, created by our sister center in Georgia, provides a step-by-step guide on how government contractors can achieve compliance with the new cybersecurity requirements established by the U.S. Department of Defense.

Not sure if you're in compliance? Contact IMC, we can help.

## **Innovation as a Science and System**

written by admin | April 5, 2018

A very good (and short – 3 pages big print) research-based article on innovation as a system. Very much supports the whole concept that is Innovation Engineering – that innovation is a systemizable business practice that any organization can on-board and benefit from. And consistent with IE concepts and ideas.

Whether CI or Innovation, it's all about the system or lack of it. The realization is that these management systems drive success because they activate and foster the "raw material" that's already there. People's creative horsepower.

Click here to check it out.

# One Page Manufacturing Technologies Guide

written by admin | April 5, 2018

A rapidly evolving part of advancing your Continuous Improvement (CI) system, specific practices and initiatives is understanding the various technologies that can be applied to support solutions. This technology advancement is a big deal but can get messed up (lose money) or be very beneficial (make money). And your role can

have much to do with it going well. That starts with emphasizing that without good "CI systems thinking and A-3 / PDCA type methodology", the selection and application of process improvement technologies is likely to be messy or even misguided and costly.

Click here for a one page illustration that I got from a McKinsey article. I like the concept, the way it's organized. You'll see that the "wheel" advises about what types of technologies (hard and soft technologies and practices) align with what type of applications starting with most general at the hub and then working out to more specifics. I'm finding it a nice resource for thinking about what applications might fit for what needs and opportunities. It could also be used to help identify what technologies and associated practices you and your organization might want to learn more about or not (people / skill development).

Keep in mind that being a "CI Manager" has much to do with getting your company to become more of a learning organization. And you have to be selective about that – as in advancing your knowledge primarily on things that will improve efficiency and effectiveness – i.e., business results.

# Williamsport/LycomingKIZCompaniesReceiveNearly\$130,000 in Tax Credits

#### written by Lauri Moon | April 5, 2018

Innovative Manufacturers Center (IMC), Inc. is pleased to announce three Williamsport/Lycoming Keystone Innovation Zone (KIZ) companies were awarded nearly \$130,000 in KIZ Tax Credits. This round of tax credit awards takes the total of local companies receiving KIZ Tax Credits since 2007 to over \$2.5 million dollars.

On December 28<sup>th</sup>, Governor Tom Wolf announced Keystone Innovation Zone (KIZ) tax credits for 273 early-stage companies. "Fostering an environment that allows technology and innovation to flourish in our private sector is one of this administration's top business priorities," Governor Wolf said. "By providing these tax credits, we're helping to reduce the burden placed on companies as they go through the early stages of growth, thereby helping new ideas take root while pushing both our economy and the thriving tech sector forward." The Program is designed to support and encourage entrepreneurship in and around Pennsylvania's colleges and universities by providing young Pennsylvania companies with vital working capital to meet critical needs, including covering capital expenditures, workforce expansion, operational expenses and making companies more attractive to venture investment.

The program provides tax credits for companies within the Williamsport/Lycoming Keystone Innovation Zone that have been in operation for less than eight years, whose gross revenues have increased over the previous year and are operating within a targeted industry sector such as advanced manufacturing, plastics, wood and information technology.

"Since 2007, the KIZ Tax Credit program has provided valuable access to local resources and state tax credits for qualified local companies. These unique credits can be applied to business liability or sold for cash, which offers financial support during the critical first years of business, allowing the companies to grow," stated Lauri Moon, Coordinator of the Williamsport/Lycoming KIZ. "KIZ companies have utilized these credits to fund new product development, staffing, marketing and other business needs," Moon said.

PA Department of Community & Economic Development Press Release

For individuals and businesses interested in learning more about the benefits and services of the KIZ Program, click here or contact IMC at 570-329-3200×8085. The Williamsport/Lycoming Keystone Innovation Zone is managed by the Innovative Manufacturers Center (IMC).

### Manufacturing USA Annual Report, Fiscal Year 2016

#### written by Lauri Moon | April 5, 2018

The Manufacturing USA Annual Report for Fiscal Year 2016 describes the program's work in helping to move discoveries in the nation's universities and research laboratories to the shop floor here in America. It highlights the nine *Manufacturing USA* institutes that were active in Fiscal Year 2016, and documents the network's progress toward increasing the competitiveness of U.S. manufacturing.

The *Manufacturing USA* network is a public-private program designed with a vision of U.S. global leadership in advanced manufacturing. Its institutes have a mission to develop game-changing technology and the skills needed to equip our future U.S. manufacturing workforce. Institutes also provide education and training so that American workers have "improved job opportunities and increased economic opportunity in promising technology areas that result in higher wages."

Highlights of the Manufacturing USA network in 2016 include:

- 830 industry members, two-thirds of which were manufacturing firms, including 361 small businesses.
- Non-federal funding exceeded the original goals of a 1 to 1 match, with federal funds being matched at a 2 to 1 ratio, indicating the value of the network to industry, academia and the states. In addition to manufacturing companies, the partnerships included a variety of academic institutions and federal, state, local agencies, laboratories, and not-for-profit organizations.
- A portfolio of diverse programs for students in high schools, community colleges and universities; educators from kindergarten to twelfth grade; manufacturing employees; and transitioning veterans, so that the nation's

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workforce will be prepared for a renewal of advanced manufacturing. Institute-led programs have reached about 28,000 people.

- AIM Photonics, based in Rochester, New York, developed a shared toolkit that has helped members speed up the design and development of photonic devices, which use light instead of electricity to enable faster performance and new capabilities.
- PowerAmerica, in Raleigh, North Carolina, helped keep 400 highly-skilled manufacturing jobs at a facility, X-FAB Texas in Lubbock. The company was able to update its capabilities to become an "open foundry" that semiconductor companies can use to produce next-generation electronic products.

The annual report also highlights an assessment by Deloitte, which found that the first eight institutes, established between 2012 and 2016, have "reached a critical mass of valuable connections among participating companies, universities, and other entities. Those connections are accelerating the innovations needed to develop new products and markets, helping alleviate a shortage of technically trained manufacturing workers and building a sustainable national manufacturing research infrastructure."

There are now a total of 14 *Manufacturing USA* institutes, sponsored by the departments of Energy, Defense and Commerce.

Read the full Manufacturing USA Annual Report, Fiscal Year 2016

Citation information:

Manufacturing USA Annual Report, Fiscal Year 2016, Advanced Manufacturing National Program Office, National Institute of Standards and Technology, Department of Commerce (2017),

https://www.ManufacturingUSA.com/resources/Manufacturing-USA-Annual-Report-F iscal-Year-2016

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