

# Study Releases Manufacturers Impacts in 2017

written by Lauri Moon | March 28, 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](http://www.IMCpa.com) for more information.

### **About the MEP National Network**

The MEP National Network™ 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.