



# INNOVATIVE MANUFACTURERS' CENTER

EMPOWERING CENTRAL  
PENNSYLVANIA MANUFACTURERS  
TO THRIVE FOR 25 YEARS

*Since 1988, IMC – the Innovative Manufacturers' Center – has helped hundreds of Central Pennsylvania manufacturers become more profitable and more competitive by tapping into valuable local, regional and national resources.*

As one of the state's seven Industrial Resource Centers – and one of 60 national Manufacturing Extension Partnership centers – IMC also leverages private investment to drive manufacturing growth in Central Pennsylvania and beyond. As a result, IMC plays a unique and pivotal role in the region's ongoing economic development.



## IMC HAS EVOLVED TO FIT MANUFACTURERS' NEEDS

When first launched 25 years ago, IMC brought national best practices, continuous improvement and technology transfer to small manufacturers, enabling them to compete more effectively in the global economy. Soon, growth services, information technology and marketing took center stage.

Today, innovation, business growth and continuous improvement have become the keys to success for Pennsylvania manufacturers. To drive success for Central PA manufacturers, IMC offers robust innovation engineering services, as well as continuous improvement programs like Lean Manufacturing and ISO certification.

### SINCE 1988, IMC HAS:

Worked with more than **630** manufacturers & Collaborated on more than **3,000** projects

SINCE 2004, WITH IMC ASSISTANCE, CENTRAL PA'S MANUFACTURERS HAVE REPORTED:

**\$34,242,272**  
in cost savings

**\$310,707,667**  
in retained sales

**3,400**  
new or retained jobs

## IMC FOCUSES ON CENTRAL PA MANUFACTURING

Pennsylvania is and always has been a manufacturing state. Today, manufacturing is the No. 1 contributor to gross state product, contributing:

**\$71 MILLION**  
a year to the PA economy

Employment for more than  
**500,000**  
people

An average annual wage of  
**\$55,243**

### CENTRAL PA RELIES ON MANUFACTURING MORE THAN ANY OTHER PART OF THE STATE.

This region alone has more than 1,000 manufacturers that employ more than 45,000 people. Nearly all of these manufacturers are small to mid-sized, with 500 or fewer employees. IMC's role with these companies is strategic, because small and medium-sized manufacturing enterprises (SMEs) have significant impact on the U.S. economy today.

- About 99 percent of U.S. manufacturing firms employ fewer than 500 people
- Between 1990 and 2005, SMEs added 1.8 million jobs annually
- SMEs shed fewer jobs than large firms in times of recession

IMC IS A FLEXIBLE, AGILE & INNOVATIVE ORGANIZATION DESIGNED TO PROMOTE CENTRAL PENNSYLVANIA MANUFACTURING – A FAST-GROWING SECTOR PROVIDING ECONOMIC IMPACT AND JOB CREATION.

With IMC's help, Pennsylvania manufacturers continue to innovate and grow.

- Manufacturing is experiencing a growth trend.
- Larger companies are reshoring back to the U.S.
- Where there is innovation, you'll find expansion.

### U.S. manufacturing has come a long way ...

- Today, U.S. output is almost 2.5 times 1972 levels.
- Manufacturers have learned to adapt to an ever-changing industry and the rise of China.
- Innovation, flexibility and agility are key for manufacturers' success today and into the future.

### ... but still has a long road ahead.

- By 2030, 77 percent of skilled Baby Boomers will have left the workforce.
- Sixty-seven percent of manufacturers report a moderate to severe shortage of qualified workers.
- Fifty-six percent anticipate the shortage to grow in the next three to five years.

### The Evolution of IMC

**1988-2003**

IMC = Industrial Modernization Center

- NATIONAL BEST PRACTICES
- TECHNOLOGY TRANSFER
- LEAN & CONTINUOUS IMPROVEMENT

**2004-2012**

IMC = Business Strategies and Solutions

- BUSINESS GROWTH SERVICES
- MARKETING ASSISTANCE

**2013-TOMORROW**

IMC = Innovative Manufacturers' Center

- INNOVATION
- MARKETING
- LEAN & CONTINUOUS IMPROVEMENT

### U.S. Manufacturing: Dispelling the Myths

#### FICTIONS

Manufacturing workers are inadequately compensated for their hard work.

Manufacturing companies don't provide for their employees.

The industry's future is uncertain; jobs come and go.

#### FACTS

Entry-level manufacturing engineers are paid nearly \$60,000, and the average salary of manufacturing workers is more than \$77,000.

Ninety percent of workers have medical benefits, and 78 percent get retirement contributions from their employers.

Manufacturing workers have the highest job tenure in the private sector.



# 25 YEARS OF THE INNOVATIVE MANUFACTURERS' CENTER

## 1988

IMC, ALONG WITH EIGHT OTHER FUNDED IRCs, IS BORN

## 1991

GOVERNOR CASEY SECURES CONTINUED FUNDING FOR THE IRC PROGRAM

## 1993

IMC FOUNDS THE PENNSYLVANIA TECHNOLOGY CONSORTIUM

## 2000

LT. GOV. SCHWEIKER VISITS IMC TO ANNOUNCE THE E-BUSINESS RESOURCE TECHNOLOGY INVESTMENT AUTHORITY GRANT

## 1999

IMC BECOMES A MICROSOFT CERTIFIED PARTNER

## 1996

IMC BECOMES AN MEP AS PART OF THE MID-PA MEP SYSTEM

## 2004

IMC SHIFTS FOCUS TO BUSINESS GROWTH SERVICES AND MARKETING

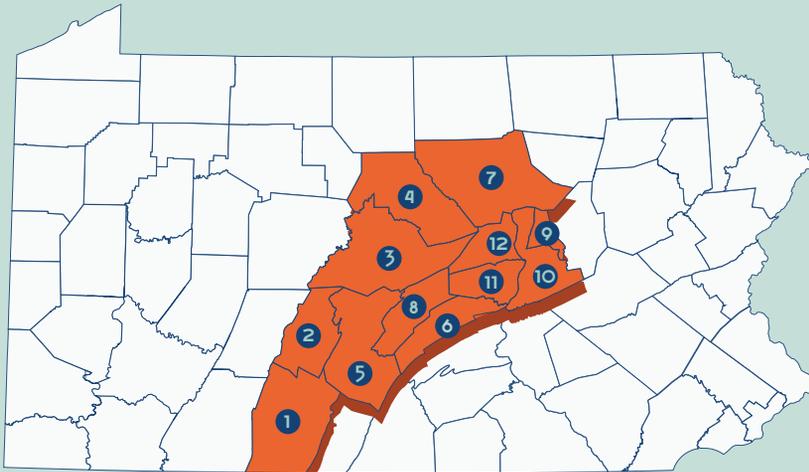
## 2006

IMC BECOMES THE ONLY IRC TO HOST A KEYSTONE INNOVATION ZONE

## 2013

IMC SHIFTS FOCUS TO INNOVATION, MARKETING, CONTINUOUS IMPROVEMENT AND CULTURE

## IMC SERVICE AREA



- 1 BEDFORD
- 2 BLAIR
- 3 CENTRE
- 4 CLINTON
- 5 HUNTINGDON
- 6 JUNIATA
- 7 LYCOMING
- 8 MIFFLIN
- 9 MONTOUR
- 10 NORTHUMBERLAND
- 11 SNYDER
- 12 UNION



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