

MassMEP Impact on the Massachusetts Economy

Annual Report

2016



MassMEP

Manufacturing Extension Partnership

YOUR RESOURCE FOR
MANUFACTURING GREATNESS

Letter From the President

It is with pride that I present to you the Massachusetts Manufacturing Extension Partnership (MassMEP) 2016 Annual Report. As the newly appointed President, I am enthusiastic for the future of MassMEP and pleased with the activities of the past year, which has been an active one for our organization.

In 2016, Jack Healy retired after a long and successful career in manufacturing, most recently as the President and CEO of the Massachusetts Manufacturing Extension Partnership (MassMEP).

For over 50 years, Jack worked in various capacities within the manufacturing industry. Jack began his career with Squibb-BeechNut Inc., and continued his work at Lego Systems, Presmet Corporation, Wellesley Consulting Group, and ended with MassMEP.

As a founding Director of Operations for the MassMEP, Jack dedicated himself to helping small and medium-sized manufacturers in Massachusetts identify and implement growth opportunities through advanced manufacturing and management practices. Under his leadership, MassMEP became known as the leader in manufacturing competitiveness, helping to create thousands of jobs during its 17-year history. On behalf of MassMEP and its Board of Directors, I am grateful for the dedication and service Jack gave to MassMEP.

As MassMEP moves forward and continues to grow, I am humbled to lead such a dedicated and strong organization into 2017. Our new initiatives include, the partnering with three Manufacturing USA Innovation Centers, such as AFFOA, Advanced Functional Fabrics of America. These centers are innovative ways to build a supply chain and provide growth opportunities for small manufacturing enterprises. This is an example of one of many initiatives of MassMEP.

MassMEP has an exciting year ahead and I look forward to working with the Board of Directors, our experienced staff, and our numerous partners to pave the way for the future of manufacturing in Massachusetts.

Respectfully,

John Killam
President



MassMEP helped me to determine the best direction for the company, provided connections to outside sources, such as Greentown Labs, so that we can grow and be here for future generations.

Kristin Maier Carlson,
President,
Peerless Precision

Our successful commercial launch of the EndoRotor® System is a testament to the strength of collaboration between both public and private resources providing the optimal solutions for high value projects. We could not have gotten to commercialization as quickly as we did without MassMEP.

Jeff Ryan, President,
Interscope, Inc.

MassMEP Board of Directors

Massachusetts Manufacturing Extension Partnership (MassMEP) announced the election by unanimous vote of the new chair of the Board of Directors, William Sullivan. Mr. Sullivan, who joined the MassMEP Board of Directors in June 2016, is Vice President, Performance Products, for FLEXcon, Inc. (Spencer, MA).

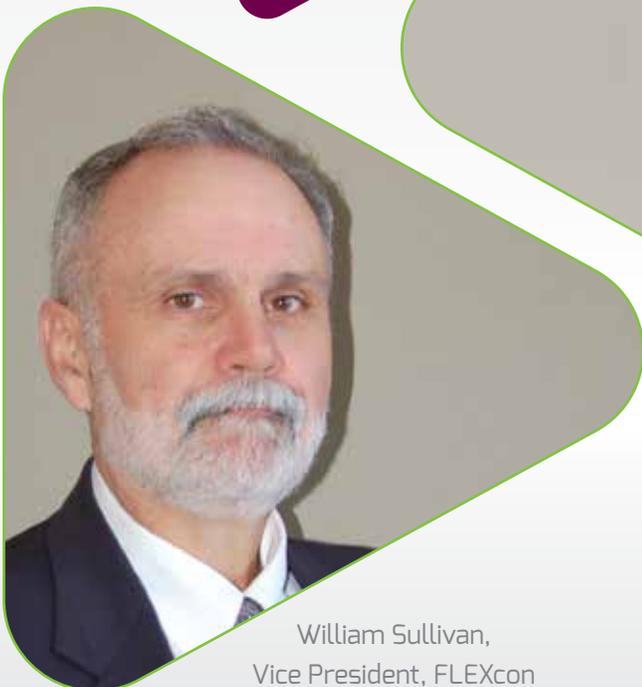
Mr. Sullivan oversees the Performance Products business team at FLEXcon, which is responsible for the development, marketing, and commercialization of high performance adhesives, functional coatings, film castings, and functional microstructures.

New Board Member

MassMEP also welcomed Matt Hogan to its Board of Directors. Mr. Hogan is CEO of Industrial Packaging, which helps customers unlock new markets and drive greater efficiencies through the creative application of advanced packaging concepts. For 60 years, they have forged strong relationships with packaging suppliers and packaging manufacturers to provide optimal materials and machinery to meet their customers' needs.

Since joining the board, Bill has been instrumental in our strategic growth. He is a creative and progressive leader. We look forward to working with him to continue the growth of MassMEP.

John Killam,
President, MassMEP



William Sullivan,
Vice President, FLEXcon



Matt Hogan,
CEO Industrial Packaging

MassMEP Receives Funding to Embed in Manufacturing USA Institute

MassMEP received funding to support a two-year pilot embedding MEP in the Advanced Functional Fabrics of America (AFFOA) Manufacturing USA Institute.

AFFOA enables a manufacturing-based revolution by transforming traditional fibers, yarns, and fabrics into highly sophisticated, integrated, and networked devices and systems. The Massachusetts Institute of Technology (MIT) leads this national public-private consortium. The AFFOA embedding pilot project will focus initially on three areas of project execution: marketing & sales training, identification and activation of high value manufacturers, and AFFOA supply chain development through direct project support to manufacturers. Through this pilot program, MassMEP will build the foundation of an ecosystem to support the AFFOA supply chain.

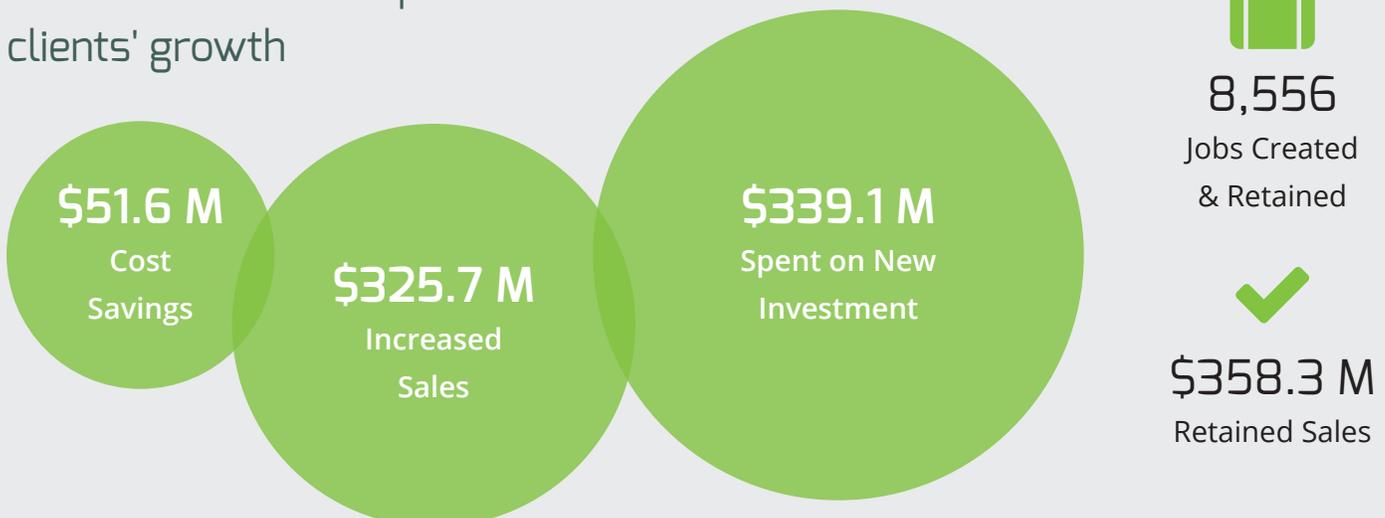


AFFOA Appointment of Ted Bauer to the Education and Workforce Development Committee

MassMEP's Ted Bauer has been appointed to the AFFOA's Education and Workforce Development Committee (EDWC), which is charged with advising AFFOA on its education and workforce development investment portfolio. The EDWC oversees the development and updating of AFFOA's EWD roadmaps on an ongoing basis. To realize these roadmaps, the Committee oversees an industry needs and capability assessment, helps identify proposal reviewers, and identifies key initiatives for scaling of resources and skills.

After each project, clients are surveyed on the direct impact of the project work completed by MassMEP staff. These results represent the last 5 years impact.

MassMEP's Direct Impact on its clients' growth



MassMEP Awarded NIST MEP Center Designation for next 10 years

The Massachusetts Manufacturing Extension Partnership, Inc. (MassMEP), will receive funding each year during the 5-year agreement, with an option to continue for an additional 5 years, to work with partners at the state and federal levels to help small and medium-sized manufacturers develop new customers, expand into new markets, and create new products.

NIST Director Willie E. May

This award represents a great opportunity for smaller manufacturers in Massachusetts. It will allow the center to offer a greater variety of services and reach out to more companies who could benefit from the expertise of the MEP system.



Carroll Thomas, NIST MEP Director, congratulated John Killam, President MassMEP on the award presentation at the NIST MEP Fall meeting.

An IMPLAN report is generated based on the direct survey impacts as reported by clients. These results represent 5 years of impact.



20,657

Jobs Created
or Retained



\$1.4 B

In Employee
Wages & Benefits

MassMEP's Indirect Economic Impact on the Massachusetts Economy

\$5.6 B

Economic Output
Increased or Retained

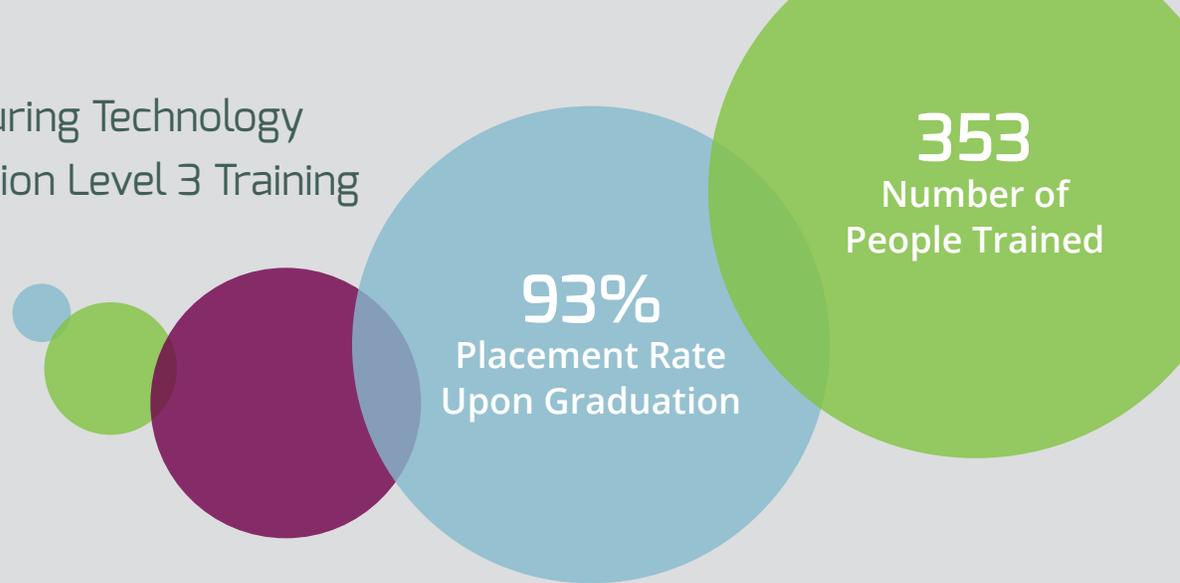
\$2.7 B

GSP Contributed
or Retained

\$555.1 M

Tax & Non-Tax
Revenues

Applied Manufacturing Technology Pathway Certification Level 3 Training



Applied Manufacturing Technology Pathway Certification

In partnership with QCC – Quinsigamond Community College – the Manufacturing Advancement Center Workforce (MACWIC) certification has been enhanced. This makes it possible to attain a total of 41 credits (from 26, previously) towards an Applied Manufacturing Technology Associates Degree. This initiative includes a new certificate program that can be taken on-line, making it more accessible to working adults. The updated articulation agreement with QCC also allows for vocational students to qualify for 3 college credits after successful testing to the Levels 1 & 2 of the industry recognized MACWIC credential.

\$18
Average Starting
Hourly Wage

Since inception, the Applied Manufacturing Technology Pathway has graduated 326 students. The placement rate upon graduation is 93%, with an average starting wage of \$18.00.

We could not have developed the skill set needed to grow our company on our own. Without the expert training and consulting provided by MassMEP, we would not have been able to double our sales goals in just 4 years.

James Mongeau,
Director of Business Development
Space Age Electronics

Vocational High School Pipeline Credentialing Initiative

During 2016 a total of 402 vocational students at 28 of the 33 vocational high schools in the Commonwealth were tested to the Levels 1 & 2 MACWIC certification. We have continued to see year over year improvements in pass rates since the inception of this industry supported credentialing initiative.

50+
Events Throughout
the State

1,300
Attendees

20,000
Social Media
Impressions

Manufacturing Day

Governor Baker and the Manufacturing Caucus proclaimed October Manufacturing Month. MassMEP was a sponsor for the Manufacturing Summit, the kick-off event for Manufacturing Month that culminated with the awarding of the Manufacturing Excellence Awards presented by MassMEP and the Manufacturing Caucus. Twenty-eight manufacturing companies were recognized at the State House.



Inaugural Jack Healy Manufacturing Leadership Award Presented

John Killam, President of MassMEP, presented Ken Mandile, President of Swissturn, with the inaugural **Jack Healy Manufacturing Leadership Award**. Mr. Mandile won this award in competition with six other manufacturing finalists. His unique management style enabled Swissturn / USA to grow during the disastrous economic decade that followed 2008. Swissturn / USA is now one of the top five percent largest machine shops in our state.

Growth and Innovation

MassMEP continues to demonstrate its leadership in Growth & Innovation through its partnership with the Mass Technology Leadership Council (MassTLC.org) on a new advanced manufacturing program. The program promotes robotics innovation by providing scale-ups with consultation in business development and manufacturing best practices, as well as connections with local manufacturers and supply chain resources. This program also provides established manufacturers with insight into automation and collaborative robotics (co-robotics) - robotics that work in symbiotic relationships with human partners. These grant funds will enable us to assure that great ideas created in Massachusetts can be Made in Massachusetts.



Baystate Business Link will concentrate on connecting businesses across the state, highlighting B2B (Business-to-Business) opportunities and encouraging mentorships

Speaker Robert DeLeo

MassMEP named in the Baystate Business Links

Speaker Robert DeLeo has launched the Baystate Business Link program which will concentrate on connecting businesses across the state, highlighting B2B opportunities and encouraging mentorships. MassMEP has been named a partner in the development of the program.

