



IMPACT REPORT

2017



MassMEP creates economic impact by transforming manufacturing enterprises and the manufacturing ecosystem. This is achieved through providing operational excellence, workforce development strategies and innovative growth initiatives, enhanced through leveraging strategic public/private relationships. We believe, given the proper support, manufacturers can grow strategically, improve profitability, and create competitive advantages.

## Our key areas of expertise



### OPERATIONAL EXCELLENCE

Operational Excellence program offers successful, proven organizational management solutions to help you assess and implement manufacturing best practices, strengthen your organization at all levels, and introduce collaborative approaches to solve operational issues and achieve greater success.



### WORKFORCE STRATEGIES

Advanced manufacturing demands a highly-skilled workforce trained in the latest digital technologies and operational processes. MassMEP's Critical Skills Assessment helps you determine current skill levels and weaknesses so you can evaluate and modify employee training and development programs to ensure greater success.



### GROWTH AND INNOVATION

All manufacturers have at least one element that sets them apart and can enable them to achieve success. If you haven't yet uncovered that unique differentiator, MassMEP can help you. And if you have already discovered that element, we can work with you to turn your vision into a reality.

### CASE STUDY

## Silverside Detectors

Cambridge, Massachusetts

**THE CHALLENGE:** Silverside Detectors had trouble finding qualified suppliers to bring their product from idea to commercialization. They also needed a better understanding of which markets to target. Nationally, there is a need for more nuclear detectors to cover borders, airports and other high value targets.

**THE SOLUTION:** The MassMEP worked with Silverside Detectors in the areas of material selection, assembly, PCB, design and production, quality controls, supply chain, and "on the fly" partnering with local resources.

*"The next generation will be able to sell neutron detectors to companies that integrate larger systems for a broad range of security and other commercial applications."*

### THE IMPACT OF MASSMEP'S ASSISTANCE



Doubled number of employees



Increased sales by 200%



Now able to bid on government projects

## GENERATING IMPACT

# MassMEP Clients Ensure Manufacturing Growth in Massachusetts

### DIRECT IMPACTS

MassMEP's Direct Impact on Clients' Growth



**\$300,630,681**  
Spent on new investment



**8,980**  
Jobs created and retained



**\$60,649,305**  
Cost savings



**\$240,523,482**  
Increased Sales



**\$903,602,781**  
Total sales

### ECONOMIC IMPACTS\*

MassMEP's Impact on the State's Economy

Jobs	↔	<b>22,689</b>
Employee Compensation	↔	<b>\$1,623,474,260</b>
Value Added (GSP)	↔	<b>\$3,002,711,280</b>
Output	↔	<b>\$6,298,006,577</b>
Labor Income	↔	<b>\$1,760,474,003</b>
State Tax	↔	<b>\$213,930,561</b>
Federal Tax	↔	<b>\$418,945,128</b>
Total Taxes	↔	<b>\$623,875,689</b>

\*Based on five years of surveys conducted by an outside, third-party resource, Dec. 2012–Nov. 2017.

### CASE STUDY

## Blount Fine Foods

Fall River, Massachusetts

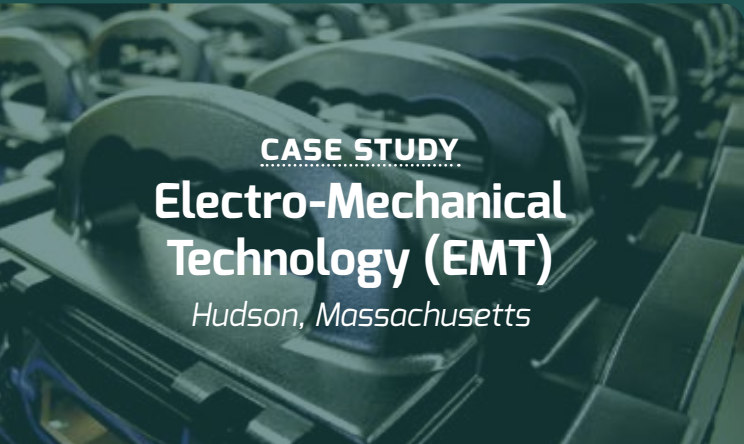
*"In today's business environment, it has never been more crucial to retain a workforce and invest in a partnership for the long term. This grant allowed us this opportunity, and it has made a strong team even stronger."*

**THE CHALLENGE:** Blount Fine Foods had enjoyed steady market share over the past few years and wanted to concentrate on customer retention rather than expansion. In addition, Blount's product quality had always found itself in the upper cost tier at the retail level and it was important to control operational costs while adhering to government regulations in an ever evolving industry. The company recognized the need to continuously develop and engage their staff in order to maintain high levels of quality assurance while controlling costs.

**THE SOLUTION:** Blount enlisted the services of several training providers to focus on Communication and Leadership training, Microbial Awareness training, HACCP Certification training, coaching and Team Building and Train the Trainer to develop in-house instructors.

### THE IMPACT OF A WORKFORCE TRAINING FUND GRANT AND MASSMEP'S ASSISTANCE

- 114** new jobs
- Increased efficiencies, reducing production waste by **15%**
- Exceeded sales projections by **38%**
- 16 employees became HACCP Certified (Hazard Awareness Critical Control Panel)





**CASE STUDY**  
**Electro-Mechanical Technology (EMT)**  
*Hudson, Massachusetts*

**THE CHALLENGE:** Peter had facilitated several ISO certifications at previous companies but was skeptical about the time involved and the impact on production for his small company. However, he understood how important ISO certification was to the future growth of EMT.

**THE SOLUTION:** MassMEP assisted EMT with its ISO certification, which has led to more opportunities to pursue new business. The potential is now limitless for the company. For example, they had been trying to be a supplier to Bose. Now that they are ISO certified, they are able to bid on several projects and are even building prototype boards for Bose Corporation that, if successful, will result in additional work for EMT.

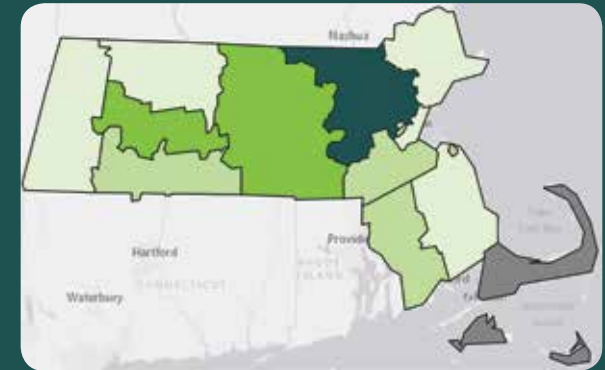
**THE IMPACT OF MASSMEP'S ASSISTANCE**

-  EMT will grow the business by **25%** within the next five years
-  They have retained the **10%** of their existing business that requires ISO certification.

**TOTAL SALES IMPACT**



**TOTAL JOBS IMPACT**





Source of Impact Data: MEIS, 2016Q4 to 2017Q3

**PREPARING FOR SUCCESS**

How does a distribution center prepare for future growth? If they're like **Westnet, Inc.**, in Canton, Mass., they become ISO 9001 Certified and put in place quality standards that set them apart from their competitors. MassMEP can help!

**THE IMPACT OF MASSMEP'S ASSISTANCE**

-  Hired three new employees
-  Anticipate a **20%** sales growth

**WHY MANUFACTURING IN MASSACHUSETTS?**

Manufacturing helps drive Massachusetts' economy.

**\$26 billion**

in manufactured goods exported in 2016

**10%** of the Commonwealth's total economic output

**8%** of the state's workforce, or about 250,000 employees

Contact us

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Schedule a visit

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