



MAKING AN IMPACT ON U.S. MANUFACTURING

NIST
National Institute of
Standards and Technology
U.S. Department of Commerce

The Manufacturing Extension Partnership & Make it in America: A National Perspective

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Make it in America Challenge



- Objective:
 - Accelerate U.S. job creation by encouraging re-shoring
 - Foster foreign direct investment (FDI)
 - Encouraging U.S. companies to keep or expand their businesses in the United States
 - Building strong supply chains and training local workers.
- MEP Partners include:
 - Department of Commerce's Economic Development Administration (EDA)
 - Department of Labor's Employment and Training Administration (ETA)
 - Delta Regional Authority (DRA)
- Key MEP programs and services offered via MiiA include:
 - Supply Chain Optimization
 - Supplier Scouting
 - Continuous Improvement
 - Technology Acceleration

Supply Chain Optimization



- **Supply Chain Optimization** is a program that equips manufacturers of all sizes with tools to integrate strategy into collaboration across the multiple tiers of their supply chains.
- MEP helps manufacturers use a strategic approach to develop a synchronized plan optimized across the value and supply chains. This optimized plan reduces risk and volatility, increases collaboration with suppliers, reveals the true total cost of the supply chain, and increases capability to develop and distribute products.



Success Story: \$2 Million Increased Sales

Sync Strand of South Carolina gained more than \$ 2 Million increased sales and retained 8 jobs as a result of the program.

<http://www.mepsupplychain.org/>

Supplier Scouting



15

Participating Government
Agencies



199

Items Scouted



Over \$163 Million

New Business Opportunities

- Connects the capabilities, capacities, and business interests of U.S. manufacturers with the needs and business opportunities of various manufacturing supply chains.
- Connects government agencies that have Buy American provision requirements to U.S. manufacturers.
- Supplier Scouting has identified and connected domestic manufacturers with business opportunities for supply chains in the following industry sectors:
 - energy products
 - passenger rail cars
 - rail locomotives
 - And railroad track and physical infrastructure
 - highway systems
 - waterborne transportation systems
 - laboratory instruments



Continuous Improvement



MEP has a strong record and solid reputation for continuous improvement-related assistance. Through a wide range of services, MEP helps U.S.:

- manufacturers cut costs,
- improve existing processes,
- become more innovative and responsive to new opportunities,
- plan for the future,
- and attract supply chain partners.

Continuous Improvement efforts at MEP include:



- **Lean**
- **Toyota Kata**
- **Quality Related Services**
- **Business Continuity Planning**

Technology Acceleration



Accelerating opportunities to leverage and adopt technology is the key to long-term business growth and productivity. MEP will serve as the connection between manufacturers and the technology opportunities and solutions they require to grow and compete in the global marketplace.



**Technology
Scouting**



**Technology Driven
Market Intelligence**



**Product
Design**



Make it in America Awardees

- Project start date – October 1, 2013
- 10 awardees in nine states receive \$125,000 annually for three years to support regional MiiA teams, including:
 - Maine: Maine MEP
 - Michigan: Michigan Manufacturing Technology Center
 - Mississippi: *InnovateMEP Mississippi*
 - Missouri: Missouri Enterprise
 - Ohio: State of Ohio, Ohio Development Services Agency - 2 awards, including the Appalachian Partnership for Economic Growth (APEG) and MAGNET
 - Oregon: Oregon Manufacturing Extension Partnership
 - Pennsylvania: Northeastern Pennsylvania Industrial Resource Center
 - South Carolina: South Carolina MEP
 - Washington: Impact Washington



PA MADE AGAIN INITIATIVE



MiiA: PA Made Again - Objectives

- To create and retain manufacturing jobs in Pennsylvania by:
 - Spurring direct foreign investment
 - Encouraging firms to relocate jobs to Pennsylvania that were offshored
 - Encouraging those considering relocation to keep operations in PA
 - Encourage firms to shift their outsourcing from offshore to PA



MiiA: PA Made Again - Collaboration

Central PA Workforce Development Corporation

US Department of Labor – ETA

- Industrial maintenance, mechatronics and CNC machining training programs
- Industrial Production career pathway

SEDA – Council of Governments

US Department of Commerce – EDA

- Attract new foreign and domestic investment in manufacturing to PA
- Promote supply chains

NEPIRC

US Department of Commerce – NIST MEP

- Educate manufacturers on Total Cost of Ownership system
- Facilitate buyer/supplier connections



MiiA: PA Made Again – NIST/MEP Project Plan

- Educate manufacturers about Total Cost of Ownership (TCO)
- Engage manufacturers with the TCO analysis
- Post reshore opportunities to Reshore2PA (reshore2pa.com)
- Scout suppliers
- Make buyer/supplier connections



Bollman Hat Company



- Reshoring Kangol hat line from China
- 130 machines brought home to Adamstown PA
- New, state-of-the-art embroidery machine
- 12 employees dedicated to full-time production
- Used TCO to make decision





MAKE IT IN AMERICA IN MAINE: THE MIDCOAST REGIONAL DEVELOPMENT INITIATIVE



Midcoast Regional Innovation Initiative

Make It in America

Coastal Counties Workforce, Inc.

Collaboration of Partners:



Project Overview

- 3 year grant from October 2013-September 2016
- Designed to cover technical service projects to small manufacturers and the development of a supply chain database
- Part of a tri-agency award with Coastal Counties Workforce Inc. (DOL-ETA) and Mid-Coast Regional Redevelopment Authority (EDA)

Technical Service Projects

- More than 10 Technical Service projects have been delivered or are currently underway.
- More than 5 ISO 9001 compliance projects
- Other projects included: strategic planning, plant layout, and FDA compliance training
- Case Study:
 - Company: Steel-Pro Inc. - a 50 person custom process equipment manufacturer in Rockland, Maine
 - Project: ISO 9001 Implementation and Internal Auditor Training
 - Impact: At least \$12,200 in cost savings and 10 jobs [20% of total employment] retained as a result of successfully passing an ISO 9001 Supplier Audit

Supply Chain Database

- The Maine Manufacturing Supply Chain database is live at the following URL: www.mainemanufacturingsupplychain.com
- Key-word searchable and public for use by economic development agencies, industry organizations and private industry
- Focus on Aerospace, Biotechnology, Renewable Energy and Composites/Materials
- Applications include:
 - Searching for machinery (example - 5-Axis CnC)
 - Searching for a process (example - injection molding)
 - Business Development Tool (used to promote active supply chain in the region)

MIIA Incumbent Worker Training

- Through the DOL-ETA portion of the Make It In America grant we have trained over 150 incumbent workers in industry recognized skills including: root cause analysis, internal auditor training, SolidWorks, and Project Management.

TechPlace

- Redeveloped tech incubator space on the Brunswick Landing: formerly Brunswick Naval Air Station
- Over 20 businesses in aerospace, biotech, composites, IT, and renewable energy

The Make it in America Interim Report

- Published in March 2016, the interim report is available for download at http://nist.gov/mep/services/america/upload/MiIA_Report2016-pdf.pdf
- This report provides an update on the progress of each MiiA awardee's activities, success stories, and partnership practices, as well as interim lessons learned.
- A final report of the MiiA projects will also be available after the conclusion of these efforts.



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