



MEP CENTER

THE UNIVERSITY OF UTAH

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**Business, Economic Development, and Labor
Appropriations Subcommittee**

**Department of Mechanical Engineering
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Utah manufacturers ask the MEP Center...

How can we sell our product to major retailers?



Location: Heber City
Employees: 12
Solution: Obtain Good Manufacturing Practice Certification

"MEP helped us gain access to major retailers."

How can we grow revenue by exporting?



Location: Escalante
Employees: 3
Solution: Dept. of Commerce Expotech program + Utah WTC

"MEP helps us create and execute an export strategy"

How can we move our manufacturing in-house?



Location: N. Salt Lake
Employees: 23
Solution: Connected to custom equipment manufacturer in Lindon

"MEP connected us to a local manufacturer of custom equipment."

How can we obtain food quality certification?



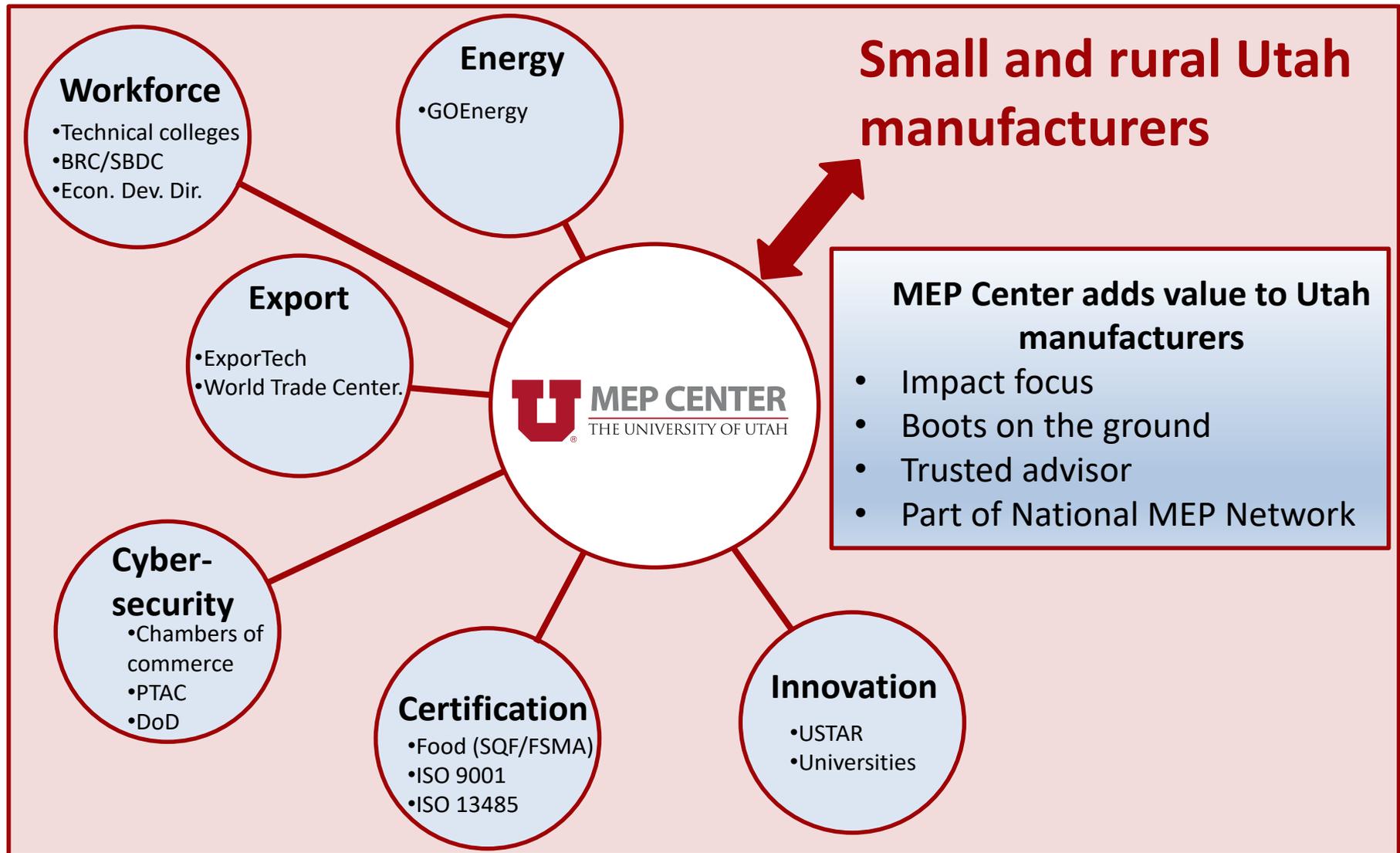
Location: American Fork
Employees: 150
Solution: Obtain Safe Quality Food Certification (SQF)

"MEP is invested in our success. They improved our operations."

MISSION: Enhance the productivity and technological performance of Utah manufacturing

Economic impact:
\$9.11/state \$

MEP plays central role in Utah manufacturing



Manufacturing is crucial to the Utah economy

ENERGY AND
NATURAL
RESOURCES

LIFE
SCIENCES

INFORMATION
TECHNOLOGY
& SOFTWARE
DEVELOPMENT

OUTDOOR
PRODUCTS
AND
RECREATION

AEROSPACE
AND DEFENSE

FINANCIAL
SERVICES

UTAH MANUFACTURING INDUSTRY



MEP adds value to the Utah economy

- Working with small and rural manufacturers
 - 80% companies fewer than 20 employees
- } Limited resources, knowledge, ideas

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Assist small manufacturers in a competitive marketplace

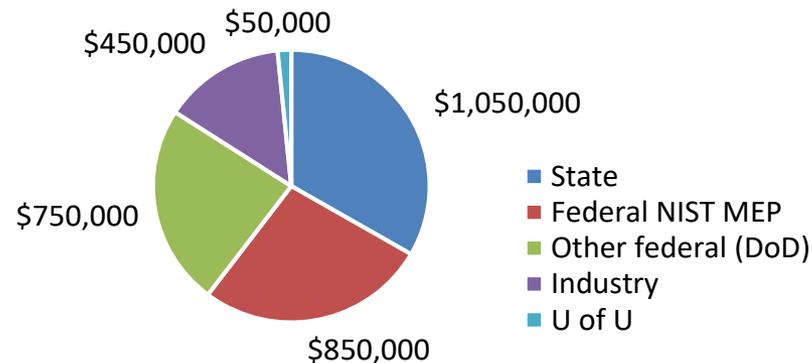
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Grow and retain jobs and revenues that add to Utah tax base

MEP Center Y1 impact (10/01/16 – 09/30/17)

- Economic impact metrics: Economic ROI of \$9.11/state dollar

	Year 1	Year 1
Metric	completed + in progress	95 total signed
Increased manufacturer sales	\$ 9,000,738	\$ 30,540,738
Retained manufacturer sales	\$ 300,000	\$ 1,420,000
Increased manufacturer investment	\$ 645,484	\$ 972,627
Manufacturer cost savings	\$ 272,203	\$ 824,603
Manufacturing jobs (new and retained)	10	39

- Number of companies:
 - Service delivery completed: 31 (52 projects)
 - Service delivery completed, in progress, and scheduled: 70 (95 projects)
- Cost match:



Key takeaways

1. Manufacturing is an important part of the Utah economy
 - Spans the six economic clusters
 - Helping manufacturers helps the entire economy
2. MEP plays a central role in Utah manufacturing
 - Assist small- and rural manufacturers
 - Connect resources and companies
 - Train workforce
3. MEP works with (very) small and rural manufacturers
 - Any problem from shop floor to front office
 - Economic impact driven
 - Economic growth, adding to tax base in Utah
 - Part of a National Network

