Prof. Bart Raeymaekers and Prof. Bruce Gale, co-founders
Theresa Drulard, Center Director
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 Exportech 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

Small and rural Utah manufacturers

MEP Center adds value to Utah manufacturers
- Impact focus
- Boots on the ground
- Trusted advisor
- Part of National MEP Network

Workforce
- Technical colleges
- BRC/SBDC
- Econ. Dev. Dir.

Energy
- GOEnergy

Export
- ExporTech
- World Trade Center

Cybersecurity
- Chambers of commerce
- PTAC
- DoD

Certification
- Food (SQF/FSMA)
- ISO 9001
- ISO 13485

Innovation
- USTAR
- Universities
Manufacturing is crucial to the Utah economy

<table>
<thead>
<tr>
<th>ENERGY AND NATURAL RESOURCES</th>
<th>LIFE SCIENCES</th>
<th>INFORMATION TECHNOLOGY &amp; SOFTWARE DEVELOPMENT</th>
<th>OUTDOOR PRODUCTS AND RECREATION</th>
<th>AEROSPACE AND DEFENSE</th>
<th>FINANCIAL SERVICES</th>
</tr>
</thead>
</table>

**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

Assist small manufacturers in a competitive marketplace

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

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

- 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