

Key takeaways

1. Manufacturing is an important part of the Utah economy.

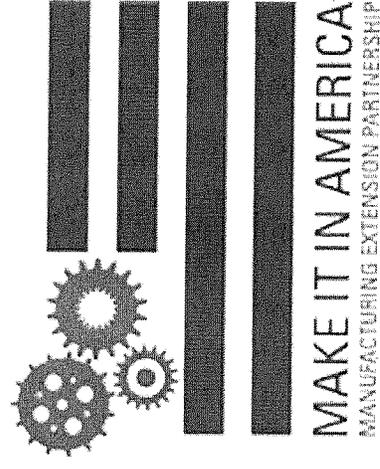
- 15% of gross state product.
- Helping manufacturers helps the entire economy (multiplier effect).
- 80% of Utah manufacturers employs fewer than 20 employees.

2. MEP works with (very) small and rural manufacturers

- Assist small- and rural manufacturers.
- Connect resources and companies.
- Train workforce.
- Part of a National MEP Network.

3. MEP has clear performance metrics

- Grow revenues and jobs.
- Contribute to economic growth, adding to Utah tax base.
- Public-private partnership (\$1 federal match for every \$1 state).
- 2018 ROI > \$36:\$1



U MEP CENTER
THE UNIVERSITY OF UTAH

Prof. Bruce Gale
Co-Founder, MEP Center
Chair, Dept. of Mechanical Engineering
University of Utah
bruce.gale@utah.edu



15 February 2019 Department of Mechanical Engineering
University of Utah, Salt Lake City, UT, USA

Higher Education Appropriations Subcommittee

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MEP Center 101

- **MISSION:** Enhance the productivity and technological performance of manufacturers, focusing on rural and small manufacturers.
- **What?** The MEP Center helps Utah manufacturers grow revenues, jobs, increase investment and save cost.
- **How?** Educating workforce, assisting with certifications, leveraging new technology.
- Public-private partnership (since 1988).
- Part of National MEP network (one MEP center in every state).
- \$1 federal match for every \$1 state investment.

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MEP Center 101

- **Why is the MEP Center needed?**
 - Manufacturing accounts for 15% of the Gross State Product, and provides high-paying jobs to the Utah economy.
 - 80% of Utah manufacturers have fewer than 20 employees, forming the backbone of the manufacturing industry.
 - Small manufacturers do not always have the resources to compete nationally and globally.
 - The MEP National Network is a trusted resource to advise and help small manufacturers (non-profit).

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MEP Center accomplishments

- **The MEP Center works with approx. 80 Utah manufacturers per year, throughout the state.**
 - Workforce training
 - Plant lay-out
 - Cybersecurity
 - Food certifications
 - ISO certifications
 - ...



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MEP Center request

- **The MEP Center requests \$1M, which will be matched by \$1M of federal investment (Dept. of Commerce).**
- **We will use this funding to:**
 1. Increase the number of manufacturers/year that we can serve.
 2. Spearhead a dedicated effort to support rural manufacturers.
 3. Train and improve the manufacturing workforce
 4. Grow the number of highly-paid manufacturing jobs in Utah.



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MEP Center performance metrics

- **How are we evaluated?**
 - Each MEP Client is surveyed by the MEP National Network, 6-9 months after completion of a client engagement.
 - Quantify the economic impact of the MEP Center client engagement.
 - Increased/retained revenue.
 - Increased/retained jobs.
 - Increased investment.
 - Cost savings.
- **Last year we had an ROI of > \$36:\$1**
 - \$10.7 million in client savings
 - \$45.2 million in new sales
 - \$17 million in new investments.
 - 460 jobs created or retained

