



***Diversity & Achievements:
The Role of the Manufacturing Extension
Partnership in the Midwest***

A Presentation to The National Academies

a NIST | Network
MEP | Affiliate



MEMBER OF THE PAIRC NETWORK



NEPIRC's Mission

To enhance the global competitiveness and profitability of northeastern Pennsylvania's manufacturers and thereby create jobs and economic growth within the region.

- Established in 1988 as a private, not-for-profit corporation.
- Awareness, information, industry insight, specialized training and expert consulting services right-sized for manufacturers with between 20 and 500 employees.
- A public-private partnership supported by the Commonwealth of Pennsylvania, U.S. Department of Commerce and professional fees paid by clients.



The Statewide IRC/MEP Network

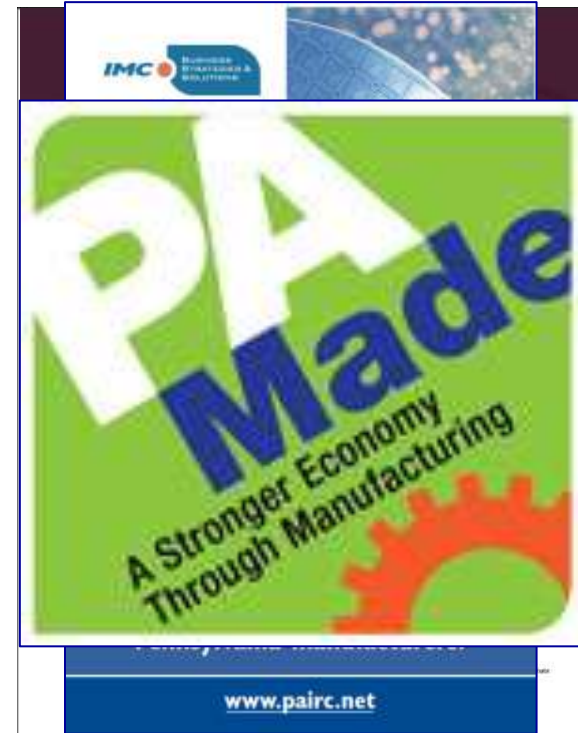
NEPIRC is one of seven Pennsylvania IRC/MEP Centers that focuses exclusively on growing small and mid-sized manufacturers.

- Formed the IRC Network in 2000 to share best practices, develop new services, pursue statewide initiatives and continuously improve our performance.
- Separate organization governed by a Board of Directors consisting of the Executive Director of each IRC.
- Facilitates the sharing of resources between Centers while maintaining region-specific approaches and business models.



IRC Network Benefits

- Deployment of Best Engagement Practices and New Services
- Partnership and Collaboration for Grant Proposals and Special Initiatives
- Development of Professional Staff and Skill Sets
- Establishment of Voluntary Peer Reviews
- Improved Understanding of Marketplace
- Broadened Communication, Branding and Mission Awareness
- Performance of Statewide Research Projects



NEPIRC's Region

NEPIRC serves 11 counties of northeastern Pennsylvania.

- 7,700 square miles – approximately equal to Connecticut + Delaware.
- Nearly **1,100 manufacturers**:
 - Comprise the **largest employment sector** in three counties and 2nd or 3rd largest employment sector in three others.
 - Employ over 47,000 people.
 - Pay an average wage of **\$43,600** - or **\$2.1 billion in annual payroll**.
 - Contribute over **\$5.3 billion to Gross State Product (GSP)** annually.
- Driver industries include Fabricated Metals, Paper Products, Printing and Food Manufacturing.



NEPIRC Services

NEPIRC services align with NGM strategies.

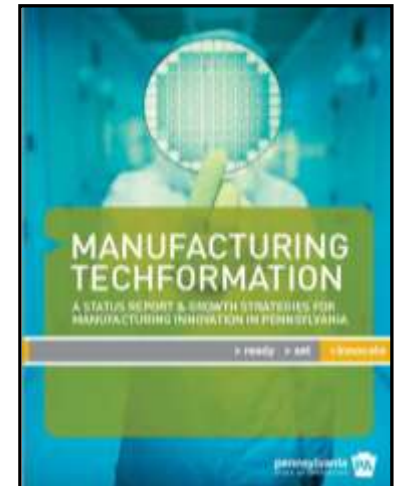
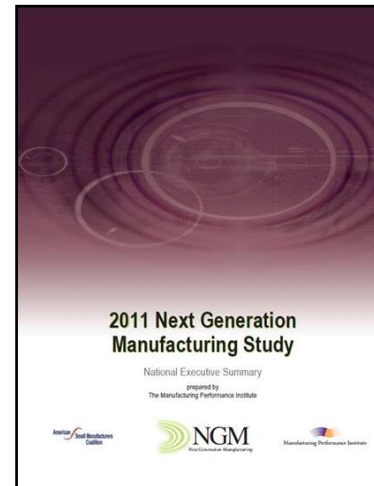
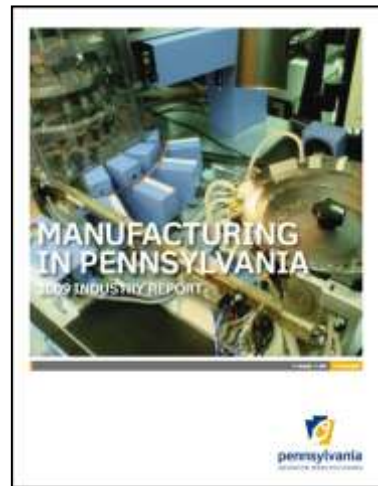
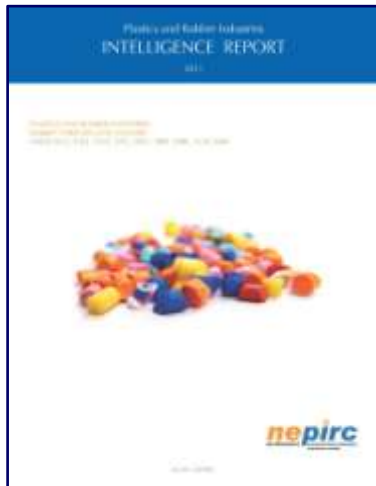
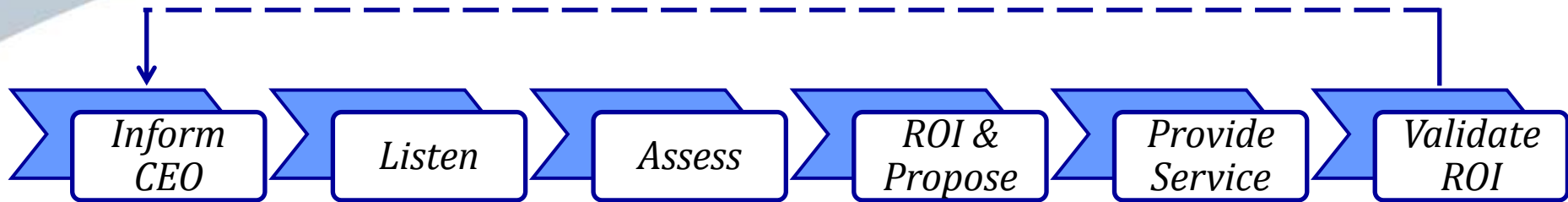


NEPIRC Services

NEPIRC utilizes staff, the MEP community and external consultants.



NEPIRC's Business Model



NEPIRC's Impacts

Based on client-reported engagement outcomes, NEPIRC provides exceptional ROI to its investors, stakeholders, clients and region.

Client Reported Impact: January 1, 2011 thru December 31, 2011

Client ROI:

- Sales Impact \$ 150.8 million
- Cost Savings \$ 19.2 million



Regional ROI:

- Jobs Impact 1,257
- Regional Investments \$ 14.1 million



Investor/Stakeholder ROI:

- Cost Per Job \$ 400 (Federal) / \$423 (State)
- Wage Tax Revenue \$ 1.7 million (State, est.)
\$ 4.2 million (Fed., FICA only, est.)
- Investment Leverage \$ 28:\$1 (Federal)

MEP System Considerations

- Continue to integrate MEP Program into federal agency FFOs – making MEP Center status a requirement or preference item.
- Continue to encourage multi-region and multi-state MEP Center collaboration – FFOs, conference sessions, regional networks, peer councils, etc....
- Identify system best practices and work with MEP Centers to develop effective best practice sharing and replication models.
- Establish nationwide resource sharing protocols for professional services between MEP Centers.
- Expand nationwide branding initiatives.
- Provide professional certifications and continuous learning opportunities.
- Assist MEP Centers to transition from “pull” to “push” client engagement models.



MEP System Considerations

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