



Impact Washington

Building Better Companies

Impact Washington is a non-profit organization whose mission is to strengthen *MANUFACTURING* in the state of Washington through a public private partnership offering consulting, educational and advocacy services in order to contribute to a healthy Washington economy.



U.S. DEPARTMENT OF COMMERCE



NATIONAL INSTITUTE OF STANDARDS AND
TECHNOLOGY **MEP** MANUFACTURING
EXTENSION PARTNERSHIP





Impact Washington History

Impact Washington has helped Washington State manufacturers to become more globally competitive. Our manufacturing experts and industry resource network help create the change that can make the difference between surviving and thriving. Impact Washington has a 18 year history of creating measurable impacts for manufacturers with an array of consulting and training services. Over the past eighteen years, Impact Washington has assisted over 2000 Washington State manufacturers to:

- ✓ Increase sales by \$540,103,363
- ✓ Increase investment by \$29,646,414
- ✓ Create and retain over 9500 jobs
- ✓ Total bottom-line impact = \$919,870,718





Market Size

Employment	Number of Firms	Percent of Firms	Number of Employees	Percent of Employees
1 - 19	5262	76.2%	27146	12.81%
20 - 99	1300	18%	55705	24.80%
100 - 249	318	4.3%	47556	20.06%
250 - 499	79	1%	27316	11.49%
500 +	41	.5%	123397	30.84%
Total	7050	100%	233564	100%



Market Sectors

NAICS	Category	Companies	Percent	Employees	Percent
311	Food Manufacturing	915	13.0%	36,702	13.1%
312	Beverage and Tobacco Product Manufacturing	427	6.1%	5,844	2.1%
313	Textile Mills	19	0.3%	337	0.1%
314	Textile Product Mills	171	2.4%	2,092	0.7%
315	Apparel Manufacturing	88	1.2%	1,321	0.5%
316	Leather and Allied Product Manufacturing	23	0.3%	338	0.1%
321	Wood Product Manufacturing	413	5.9%	13,046	4.6%
322	Paper Manufacturing	104	1.5%	8,108	2.9%
323	Printing and Related Support Activities	478	6.8%	5,196	1.8%
324	Petroleum and Coal Products Manufacturing	42	0.6%	2,294	0.8%
325	Chemical Manufacturing	215	3.1%	6,083	2.2%
326	Plastics and Rubber Products Manufacturing	201	2.9%	8,213	2.9%
327	Nonmetallic Mineral Product Manufacturing	315	4.5%	9,334	3.3%
331	Primary Metal Manufacturing	65	0.9%	5,555	2.0%
332	Fabricated Metal Product Manufacturing	1,082	15.4%	19,524	6.9%
333	Machinery Manufacturing	403	5.7%	15,087	5.4%
334	Computer and Electronic Product Manufacturing	365	5.2%	20,090	7.1%
335	Electrical Equipment, Appliance, and Component Manufacturing	112	1.6%	4,840	1.7%
336	Transportation Equipment Manufacturing	460	6.5%	101,106	36.0%
337	Furniture and Related Product Manufacturing	383	5.5%	5,397	1.9%
339	Miscellaneous Manufacturing	745	10.6%	10,523	3.7%
	Totals	7023	100%	281,030	100.0%



Statewide Eco-System

The MEP strength is in its partnerships. Rather than creating products, services, and programs from scratch, MEP works with partners to leverage resources and bring those resources to manufacturing clients.

- Statewide Community Colleges
- Washington State University (WSU), SBDC
- State and Federal Trade Organizations, SBA
- Procurement Technical Assistance Centers
- WSU Energy Extension, State Dept. of Ecology, EPA
- State Board for Technical & Community Colleges
- Local/Regional Economic Development Councils
- Washington Business Alliance
- Washington Trade/Employer Associations



Focus Areas





Products and Services

Strategic Direction

Core Value assessment and action plan
Strategic Planning -Succession Planning

Innovation

Innovation Engineering Management System

New Products and New Markets

ExporTech
Sales and Marketing Systems, Revenue
Generation Strategy Technical Assistance
Tech Scouting/TDMI

Lean/Sigma

Management Lean Overview and Training
Policy Deployment
Lean Leadership Workshop
Frontline Lean Leadership Workshop
(supervisors/leads)
Principles of Lean Manufacturing
Lean Office Workshop
5S Training/Workplace Organization
Value Stream Mapping (VSM)
Lean Implementation (Kaizen)
Production Preparation Process (3P)
Lean Enterprise Certification Program
Toyota Kata Training and Implementation



Products and Services (cont'd)

Quality Management Systems

- AS9100 QMS Large/Small Company
- Internal Quality Audit
- ISO 14001:2004 Compliance
- Food Safety SQF, BRC, HAACP

Technology Solutions

- ERP/MRP Selection and Implementation
- Technical Assistance
- Tech Scouting

Supply Chain Optimization

- Supply Chain Management
- Risk Management
- Total Cost of Ownership

Sustainability

- Environmental Management – ISO 14001
- Green Specialist Training (Green 101)
- Energy Assessment

Organizational Leadership Development

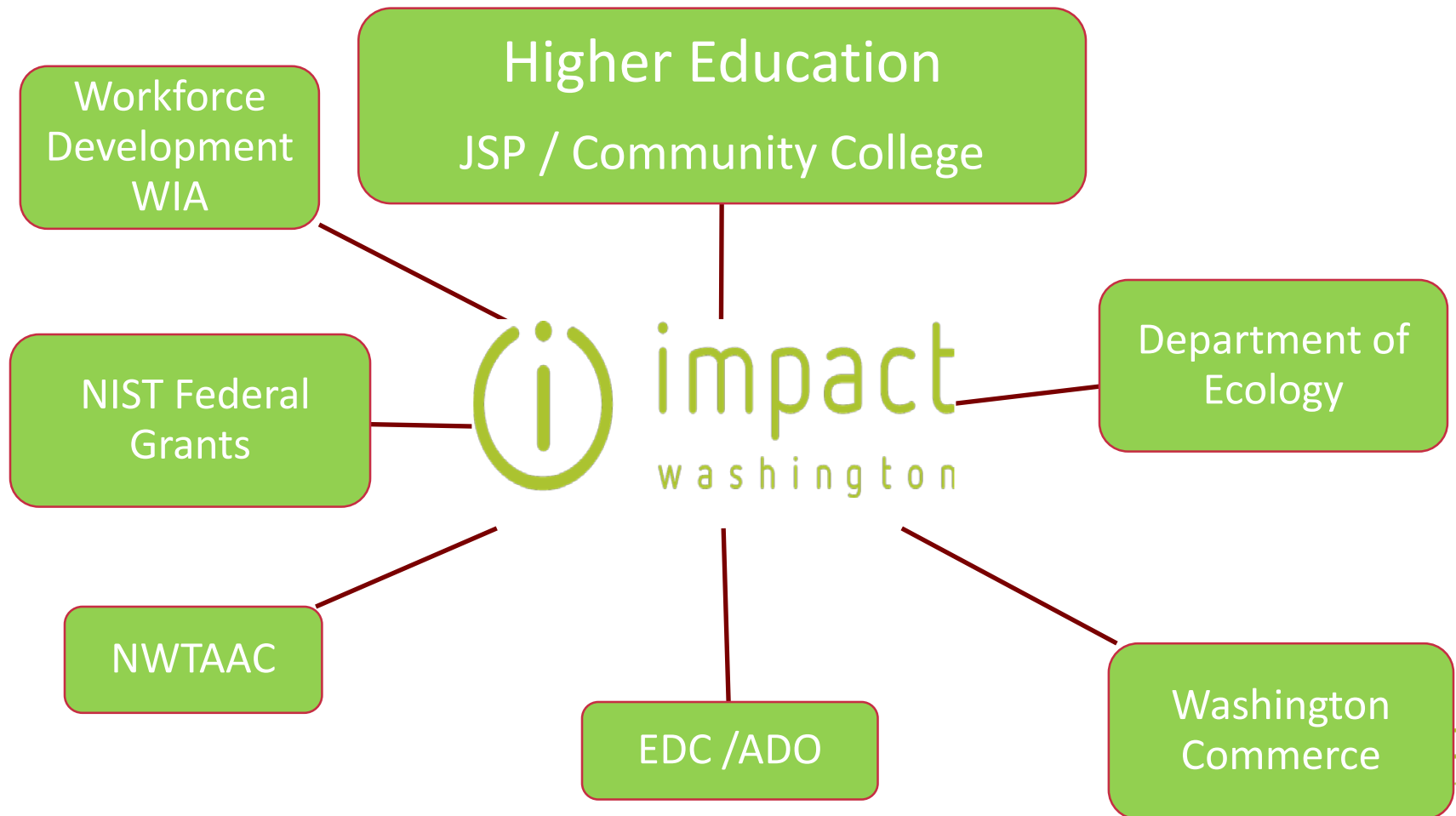
- Management Systems Implementation
- Policy Deployment
- Succession planning
- Lean Leadership Workshop
- Human Performance Systems

Workforce

- Frontline Lean Leadership Workshop
- Training Within Industry (TWI) (JI, JR, JM, JS)
- Management and Supervisory Training,
- Visual Management and Communication



Funding Opportunities





Case Study:

Growth and Economic Gardening Type Strategies

PROTECH COMPOSITES

What Impact WA helped them with

- Business Assessment, Strategic planning
- Export assistance, Developing an export plan through ExporTech
- A business dashboard, prioritizing initiatives
- A sales plan, including refining their value proposition, tightening their market focus, shifting their product priorities and initiating proactive sales efforts.
- Plan for expanding the facility to accommodate new growth
- Identified critical production processes and systems improvements that increased top line and bottom line results
- Introduced lean manufacturing strategies
- Reviewing personnel and organization structure



PROTECH COMPOSITES One Year Results

- Revenue currently up 5% over 2014
- Gross profit up 20%, net profit up 300% over 2014
- Increased employee count by 2 new employees
- Added 3 new customers in knife manufacturing (for a total of 10)
- Expanded capacity by 30%, decreased long lead times and offers potential for at least 30% in sales growth for 2016
- Hired a dedicated agent in Europe to target knife manufacturers in Germany and throughout Europe (to start in Jan. 2016)
- Created growth goals for 3, 5 and 10 years, with milestones to track progress, on track to grow 300% over 2014 stats by year 3



Testimonial

“Before working with Impact Washington and TruNorth Partners, we were simply following where the business took us. IW and TruNorth transformed our business by helping us focus our efforts on our most profitable customer segments and actively direct our growth to meet our strategic goals. Impact Washington helped us set a strategic direction, create and implement key performance measures and develop a system and infrastructure to produce long term, sustainable and meaningful growth.”

Jeff Olsen President and Michelle Fennimore, VP.



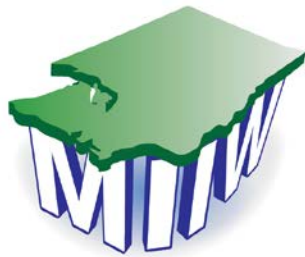
Thank you!

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Make it in Washington

- A new federal grant helping manufacturing businesses in rural and distressed counties across Washington.
- Four-year effort to boost worker skills and education through targeted online training at small/mid-sized rural manufacturers.
- Boost profitability through strategic consulting.
- Identify supply chain/management training so WA manufacturers can better compete for business that currently goes overseas.



Make it in Washington



Make it in Washington

Business Consulting



Degrees and Certificates

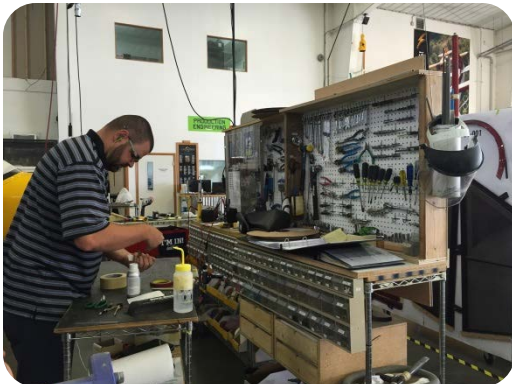


Engineering and Technology Management

Make it in Washington

Business Consulting

- Business assessment
- Strategic planning
- Supply chain
- Marketing
- Product development
- FDI recruitment
- Statewide asset map



Degrees and Certificates

- Affordable, accessible, fully funded tuition.
- Online and convenient to current workforce.
- Short-term certificates that build to advanced degrees.
- Business-focused subjects:
 - Advanced manufacturing
 - Quality and supply chain management
 - Logistics
 - Sourcing
 - Project Management

Make it in Washington

Case Study: Northwest Applied Marine Chewelah, WA (Stevens County)

- Manufacturer of wire and harness panels for aluminum boat industry
- **Helping:** Product expansion, new strategic plan, new hires.
- **Results?**
 - Company successfully hired 3 new employees.
 - Improved product launch of “generic wire/harness.”
 - New client interaction.
 - Strategic business plan to establish company vision, mission, identity.



Make it in Washington

Deliverables... so far:

- 25 rural and distressed WA counties served.
- 155 companies participating.
- 56 business assessments completed.
- 22 consulting clients engaged.
- 70 workers enrolled in targeted education.
- 21 local economic development groups involved.



Thank you! Questions?

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