



# 2014 CMTC MEP REPORT

SERVING SOUTHERN CALIFORNIA MANUFACTURERS

**Manufacturing  
Growth**

**Creating  
Solutions**

**Profitability**

February 2015

# CMTC - Delivering Manufacturing Solutions

## Growth and Profitability For Manufacturers

Solutions are available to provide innovation and growth strategies along with operational enhancements to foster profitable growth for your company. Whether Lean process improvements, adhering to quality standards, or finding new customers and new markets, our goal is to provide growth and profitability for your company's top and bottom line.

## Creating Advantages For Manufacturers

On average we deliver a 3 to 1 ROI on projects with high client satisfaction. Historically, clients have given us a 9.6 out of 10 referral rating derived from surveys delivered quarterly to all of our clients by an independent third party. See 2014 client impact below.



*"CMTC's exporting services enabled us to expand into new international markets and increase sales by more than \$500,000. Their strategic direction helped us accelerate our exporting efforts, and we project continuous growth for years to come."*

- Eve Yen, Founder & President  
Diamond Wipes International

## Our Mission

To serve manufacturing as a trusted advisor providing solutions that grow and impact the California economy.

### MEP Services for Improving the Manufacturing Industry

- Innovate New Products and Markets
- Improve Workforce Skills
- Increase Product Quality and Lower Costs
- Improve Product Concept to Customer Delivery Speed
- Increase Energy Efficiency and Green Production
- Optimize Supply Chain Performance



## Our Affiliation

CMTC® is a mission-based non-profit corporation, affiliated with the National Institute of Standards and Technology's (NIST) Hollings Manufacturing Extension Partnership (MEP). Our affiliation assures performance standards that translate into customer service with consistent high benefits and satisfaction.

## 2014 CMTC Benefits for California

HIGHER COMPETITIVENESS OF MANUFACTURERS

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MORE JOBS

Regions & Counties	Mfrs Served	Total Sales	Cost Savings	Total Investment	Jobs Impacted
Central California	24	\$125M	\$17M	\$ 21M	309
Los Angeles County	476	\$114M	\$21M	\$ 78M	1,961
Riverside/San Bernardino	166	\$ 39M	\$18M	\$ 38M	962
Orange County	161	\$ 67M	\$ 7M	\$ 29M	920
San Diego/Imperial	113	\$ 21M	\$ 2M	\$ 14M	1,223
<b>TOTAL:</b>	<b>940</b>	<b>\$366M</b>	<b>\$65M</b>	<b>\$180M</b>	<b>5,375</b>

Total Mfg & Non-Mfg Jobs*
773
4,903
2,405
2,300
3,057
<b>13,438</b>

\* Calculation based on 5,375 manufacturing jobs created and retained for an additional 8,063 non-manufacturing jobs, based on Department of Labor job multiplier data (2.5:1 ratio).

## MEP PROGRAM PARTNERS

Industry Associations	Colleges & Universities	Economic Development	Workforce Investment Boards
<ul style="list-style-type: none"> <li>• Aerospace Industrial Association</li> <li>• American Society Quality Control</li> <li>• Automotive Industry Action Group</li> <li>• Biocom</li> <li>• CONNECT</li> <li>• Food Industry Business Roundtable</li> <li>• National Defense Industrial Association</li> <li>• San Diego World Trade Center</li> <li>• Specialty Equipment Market Association</li> <li>• The Plastics Industry Trade Association</li> <li>• PorTech Los Angeles</li> </ul>	<ul style="list-style-type: none"> <li>• Cerritos College</li> <li>• College of the Canyons</li> <li>• College of the Sequoias</li> <li>• El Camino College</li> <li>• Fresno State University</li> <li>• Glendale Community College</li> <li>• Kern Community College District</li> <li>• Los Angeles Valley College</li> <li>• North Orange County Community College District</li> <li>• Riverside Community College</li> <li>• San Diego City College</li> <li>• San Bernardino Community College</li> <li>• UC Irvine</li> <li>• University of CA LA</li> <li>• University of Southern CA</li> <li>• Ventura Community College District</li> </ul>	<ul style="list-style-type: none"> <li>• California Employment Training Panel</li> <li>• CNMI iHub</li> <li>• Fresno County Economic Development Corporation</li> <li>• Imperial Valley Economic Development Corporation</li> <li>• Kern County Economic Development Corporation</li> <li>• Los Angeles County Economic Development Corporation</li> <li>• Orange County Business Council</li> <li>• San Diego North Economic Development Council</li> <li>• San Diego Regional Economic Development Corporation</li> <li>• Santa Clarita Valley Economic Development Corporation</li> <li>• Small Business Development Centers</li> <li>• Ventura County Economic Development Corporation</li> </ul>	<ul style="list-style-type: none"> <li>• City of Anaheim</li> <li>• City of Long Beach</li> <li>• City of Los Angeles</li> <li>• City of San Bernardino</li> <li>• Fresno County</li> <li>• Kern, Inyo, Mono County</li> <li>• Los Angeles County</li> <li>• Orange County</li> <li>• Riverside County</li> <li>• San Bernardino County</li> <li>• San Diego County</li> <li>• Tulare County</li> <li>• Ventura County</li> <li>• Verdugo</li> </ul>

CMTC is a private mission-oriented non-profit corporation, affiliated with the National Institute of Standards and Technology (NIST) Hollings Manufacturing Extension Partnership (MEP). Our affiliation assures performance standards that translate into customer services with consistently high benefits and satisfaction. Quarterly NIST surveys ensure full accountability and a performance score card of certified value for our customers. Client fees cover project cost. CMTC offers specialized technical skills training through partners.



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

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