

2015

CMTC MEP REPORT

Serving Southern California Manufacturers

Creating
Manufacturing
Solutions

Growth

Productivity

Profitability



CMTC[®]
Creating Solutions

February 2016

CMTC - Delivering Manufacturing Solutions

Growth and Profitability For Manufacturers

Services are available to provide innovation and growth strategies along with operational enhancements to foster profitable growth for your company. Whether it is reducing costs with lean solutions, adhering to quality standards, finding new domestic customers or entering new international markets, our goal is to provide expert guidance to improve your company's top and bottom line.

Proven Solutions that Create Impact

CMTC's service delivery provides a high level of customer satisfaction with 96% of our clients indicating they would re-engage with us for additional services. Our services consistently improve a company's performance as shown by the regional 2015 client impact summaries outlined below.

"CMTC's Lean Enterprise program helped us revamp our production process, enabling our company to improve efficiencies and accommodate more demand. We project that the improvements will lead to \$100,000 in cost savings and \$500,000 in increased sales."

-Brendan Dooley, President, Lloyd Mats

Our Mission

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

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.

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



2015 CMTC Benefits for California

HIGHER COMPETITIVENESS OF MANUFACTURERS

= MORE JOBS

Regions & Counties	Mfrs Served	Total Sales	Cost Savings	Total Investment	Jobs Impacted	Total Mfg & Non-Mfg Jobs*
Central California	29	\$ 6M	\$22M	\$ 14M	315	788
Los Angeles County	465	\$154M	\$23M	\$ 77M	2,343	5,858
Riverside/San Bernardino	168	\$ 95M	\$54M	\$ 38M	862	2,155
Orange County	163	\$ 72M	\$ 23M	\$ 39M	549	1,372
San Diego/Imperial	113	\$ 31M	\$ 3M	\$ 29M	1,873	4,682
TOTAL:	938	\$358M	\$125M	\$197M	5,942	14,855

* Calculation based on 5,942 manufacturing jobs created and retained for an additional 8,913 non-manufacturing jobs, based on Department of Labor job multiplier data (2.5:1 ratio).

Manufacturers Independently Surveyed by Third Party
December 2015

MEP Program Partners

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



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

California Manufacturing Technology Consulting® (CMTC)

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