

California Manufacturing

HIGH PAYING JOBS THAT MULTIPLY

Manufacturing is Important to California

With approximately 39,000 manufacturers, California has more than any other state, with over 1.27 Million high paying manufacturing jobs.

CMTC Fills the Void of Expertise Crucial for the Manufacturing Industry

Small and medium-sized manufacturers (SMMs) often lack the resources of larger manufacturers. CMTC provides technology, continuous improvement and growth services - filling the resource void and improving the productivity and global competitiveness of smaller manufacturers.

CMTC Makes a Difference

CMTC has built a California Manufacturing Network that provided solutions to improve the growth and profitability of more than 1,100 small and medium-sized manufacturers in 2017.

CMTC's California Manufacturing Network Provides Services for Improving the Manufacturing Industry



New product & market introduction



Workforce skills development



Product quality & cost containment



Energy efficiency & green production implementation



Supply chain performance optimization

California's Manufacturing Network Leverages Partnerships

- Industry Associations
- Universities
- Community Colleges
- Government-Supported Economic Development Agencies
- Non-Profit Economic Development Organizations
- National Laboratories
- Regional Manufacturing Collaboratives
- Innovation Hubs (iHubs)



CMTC Impacts the California Economy!

CMTC's 2016 economic impact on California:

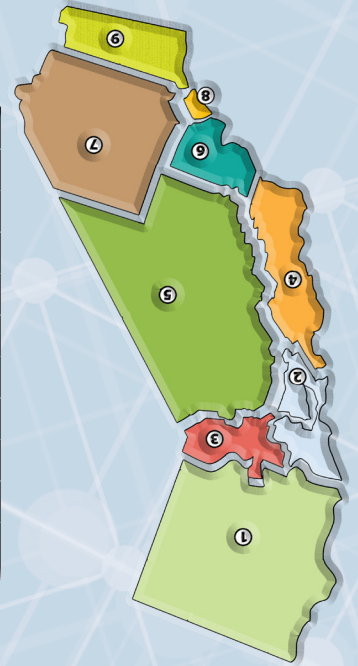
- \$3.3 Billion contribution to California's GDP
- 28,363 total employment impact
- \$2.0 Billion labor income
- \$291 Million state & local taxes

CMTC is a private, mission-oriented 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 services with consistently high benefits and satisfaction. Quarterly NIST surveys ensure full accountability and a performance score card of certified value for our customers. CMTC provides innovative solutions to increase growth and profitability.

Manufacturers independently surveyed by third party, over prior 12 months.

* Calculation based on 11,345 manufacturing jobs created and retained for an additional 17,018 non-manufacturing jobs, based on Department of Labor job multiplier data (2.5:1 ratio).

CMTC Region	Manufacturers Served	Total Sales Impact	Total Cost Savings	Total Job Impact	Total Investment	Total Mfg & Non-Mfg Jobs*
1. Northern California	11	\$7,720,225	\$812,785	520	\$6,490,872	1,300
2. San Francisco Bay Area	112	\$202,868,001	\$17,740,101	1,769	\$77,427,563	4,422
3. Sacramento Area	6	\$4,350,000	\$290,000	50	\$1,421,200	125
4. Central Coast	3	\$1,750,000	\$1,315,000	45	\$7,605,000	113
5. Central Valley	39	\$15,992,245	\$24,753,675	439	\$20,073,176	1,098
6. Los Angeles Area	454	\$105,153,007	\$22,740,688	2,052	\$71,709,489	5,130
7. Inland Empire	163	\$174,524,742	\$10,778,613	1,296	\$24,076,374	3,240
8. Orange County	179	\$38,024,600	\$7,501,000	1,028	\$36,836,599	2,570
9. San Diego Area	181	\$200,960,100	\$15,094,990	4,146	\$60,580,078	10,365
TOTAL	1,148	\$751,342,920	\$101,026,852	11,345	\$306,220,351	28,363



CMTC Benefits All of California in 2017

2017 California MEP Report



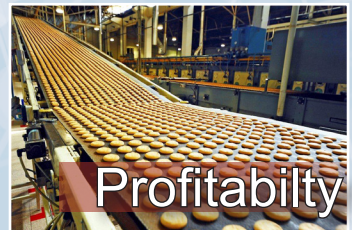
Solutions



Growth



Productivity



Profitability