

2016

California MEP Report

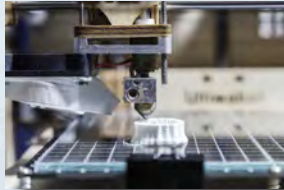


Growth

Productivity

Profitability

Creating
Manufacturing
Solutions



California's Manufacturing Resource

California Manufacturing

HIGH PAYING JOBS THAT COUNT

Manufacturing is Important to California

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

MEP is Critical to California Manufacturers

CMTC, California's Manufacturing Extension Partnership (MEP) Center, provided solutions to improve the growth and profitability of more than 1,000 small and medium-sized manufacturers in 2016.

MEP Services Keep High-Paying Jobs that Count!

A total of 21,438 jobs were created and retained in state - 8,575 manufacturing jobs and 12,863 additional non-manufacturing jobs.

Statewide Partnerships for Leveraging Economic Benefits and Growth

- Industry Associations
- Universities
- Community Colleges
- Economic Development Agencies
- Economic Development Organizations
- National Laboratories
- Regional Manufacturing Collaboratives
- iHubs

CMTC Fills the Void of Expertise Crucial for the Manufacturing Industry

SMMs lag behind larger manufacturers in resources. CMTC provides technical, production and growth services - filling the resource void and improving the global competitiveness of smaller manufacturers.

MEP Accelerates Growth and Product Innovation

CMTC provides small and mid-sized manufacturers (SMMs) access to expertise, tools and training that build skills to expedite product development, expand markets and foster innovative thinking.

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



The MEP Program Delivers a High Return on Investment and Contributes to the California Economy

For every one dollar of Federal investment, the MEP Program generates \$19 in new sales growth. This translates into \$2.5 billion in new sales annually. For every \$2,001 of Federal investment, the MEP Program creates or retains one manufacturing job.

CMTC Benefits All of California for 2016

HIGHER COMPETITIVENESS OF MANUFACTURERS = MORE JOBS!

Regions and Counties	Mfrs Served	Total Sales	Cost Savings	Total Investment	Jobs Impacted	Total Mfg & Non-Mfg Jobs*
Northern California	76	\$153M	\$35M	\$41M	1,041	2,602
Central California	46	\$22M	\$69M	\$8M	386	965
Los Angeles County	478	\$105M	\$24M	\$142M	1,763	4,408
Riverside / San Bernardino	161	\$122M	\$10M	\$39	1,052	2,630
Orange County	150	\$125M	\$23	\$46	1,206	3,015
San Diego / Imperial	154	\$120M	\$8M	\$29	3,127	7,818
Total:	1,065	\$647M	\$169	\$305	8,575	21,438

* Calculation based on 8,575 manufacturing jobs created and retained for an additional 12,863 non-manufacturing jobs, based on Department of Labor job multiplier data (2.5:1 ratio).

Manufacturers independently surveyed by third party, December 2016.

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.



MEP • MANUFACTURING
EXTENSION PARTNERSHIP

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