

2018

California MEP Report

Quick Facts: Manufacturing in California

Over 36,000
Manufacturers

1.3M Mfg.
Employees

\$300B in
Mfg. Output

\$100,000
Average Salary

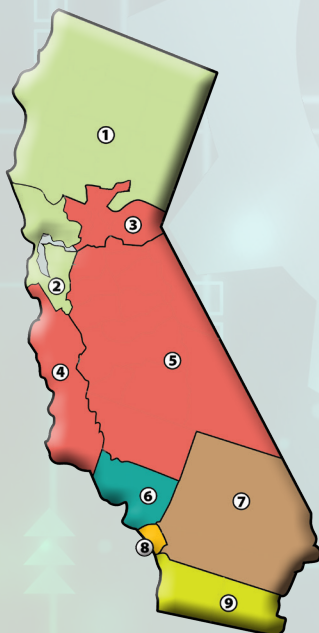
10.9% of
State GDP

\$148B in
Goods Exported



CMTC Benefits All of California for 2018

INCREASED COMPETITIVENESS OF MANUFACTURERS = MORE JOBS!



CMTC Region	Manufacturers Served	Total Sales Impact	Total Cost Savings	Total Job Impact	Total Investment	Total Mfg & Non-Mfg Jobs*
1. Northern California	159	\$96,650,311	\$8,162,713	1,399	\$32,427,401	3,496
2. San Francisco Bay Area						
3. Sacramento						
4. Central Coast						
5. Central Valley						
6. Los Angeles Area	416	\$302,262,872	\$26,555,139	2,095	\$100,906,072	5,238
7. Inland Empire	222	\$288,626,307	\$25,196,901	1,313	\$20,552,891	3,283
8. Orange County	143	\$41,592,925	\$8,509,394	1,216	\$28,132,977	3,040
9. San Diego Area	186	\$240,517,270	\$13,652,003	3,578	\$83,758,002	8,945
TOTAL	1,183	\$1,012,654,685	\$108,536,816	10,405	\$284,696,127	26,013

* Calculation based on 10,405 manufacturing jobs created and retained for an additional 15,608 non-manufacturing jobs, based on Department of Labor job multiplier data (3-5:1 ratio).

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

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). CMTC is part of the MEP National Network of 51 Centers throughout the nation. 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.



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California Manufacturing

HIGH PAYING JOBS THAT COUNT

Manufacturing is Important to California

With over 36,000 manufacturers, California has more than any other state, with over 1.3 million high paying manufacturing jobs.

CMTC is Critical to California Manufacturers

CMTC exclusively serves Small and Medium-Sized Manufacturers (SMMs) who represent 99% of the manufacturers in California. These are high paying jobs with each creating an additional 3-5 non-manufacturing jobs that also contribute to the California economy.

Impact on the California Economy

Economic impact from clients, served by CMTC, contributes to California's "Public Good" through the generation of taxes, labor income, employment and the state GDP.

Below is a summary of this economic impact:



\$3.7 Billion contribution to California's GDP



28,570 total employment impact



\$2.1 Billion in labor income



\$337 Million in state & local taxes

California's Manufacturing Network Leverages Economic Benefits and Growth



California's Manufacturing Network was formed and is led by CMTC to expand capabilities and capacity to efficiently serve

SMMs statewide. These partnerships deliver services that address the regional challenges driven by a diverse manufacturing community.

CMTC Fills the Void of Expertise Crucial for the Manufacturing Industry

SMMs often lack the resources of larger manufacturers. CMTC provides technical, productivity and growth services - filling the resource void and improving the global competitiveness of smaller manufacturers.

