

Delivering the MEP Program in California

Over 36,000
Manufacturers



1.3M Mfg.
Employees



\$148B in
Goods Exported



**Quick Facts:
Manufacturing
in California**

10.9% of
State GDP



\$300B in
Mfg. Output



\$100,000
Average Salary



About CMTC



CMTC operates through a cooperative agreement with the Hollings Manufacturing Extension Partnership (MEP) Program of the National Institute of Standards and Technology (NIST) under the Department of Commerce. CMTC is part of the MEP National Network of 51 Centers throughout the nation.

Utilizing staff expertise and collaborative partnerships, CMTC enhances operational performance and productivity, drives new product development, market expansion, and technology

adoption for California's manufacturers. CMTC serves the unique needs and challenges of small and medium-sized manufacturers (SMMs) through a broad array of services that improve the top and bottom line. To facilitate access to these services, CMTC is leading California's Manufacturing Network to expand the outreach to SMMs statewide.

CMTC exclusively serves SMMs who represent 94% of the manufacturers in California and create 90% of the sector's job growth. These are high paying jobs with each creating an additional 3-5 non-manufacturing jobs that also contribute to the California economy.

Manufacturing Impact

CMTC services produce measurable results for manufacturers in California. Quarterly independent third-party surveys of the clients we serve certify the economic impact. The impacts shown below are based on clients surveyed from October 2017 - September 2018



Mfrs. Served
1,183



Jobs Impacted
10,405



Total Sales
1.01B



Total Investment
\$285M



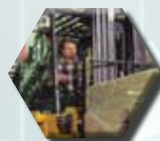
Cost Savings
\$109M

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.



\$3.7B
Contribution to California's GDP



\$2.1B
Labor Income



28,570
Total Employment Impact



\$337M
State & Local Taxes

Economic Impact Notes:

- **Contribution to California's GDP** - Calculated using overall impacts including compensation to employees (direct, indirect and induced workers), taxes on production and gross operating surplus.
- **Total Employment Impact** - Uses job multiplier of direct jobs created or retained in 2018 through the work of CMTC to include indirect jobs (jobs supported by purchases made by CMTC client firms and their supplier firms) and induced jobs (jobs generated by the spending of direct and indirect employees).
- **Labor Income** - Income received by the total employees impacted including wages and benefits. This number includes both payroll employees and the self-employed.
- **Local and State Taxes** - Taxes paid by businesses and households supported by direct, indirect and induced activity. This includes personal income taxes, property taxes, sales taxes, corporate taxes and social insurance taxes.

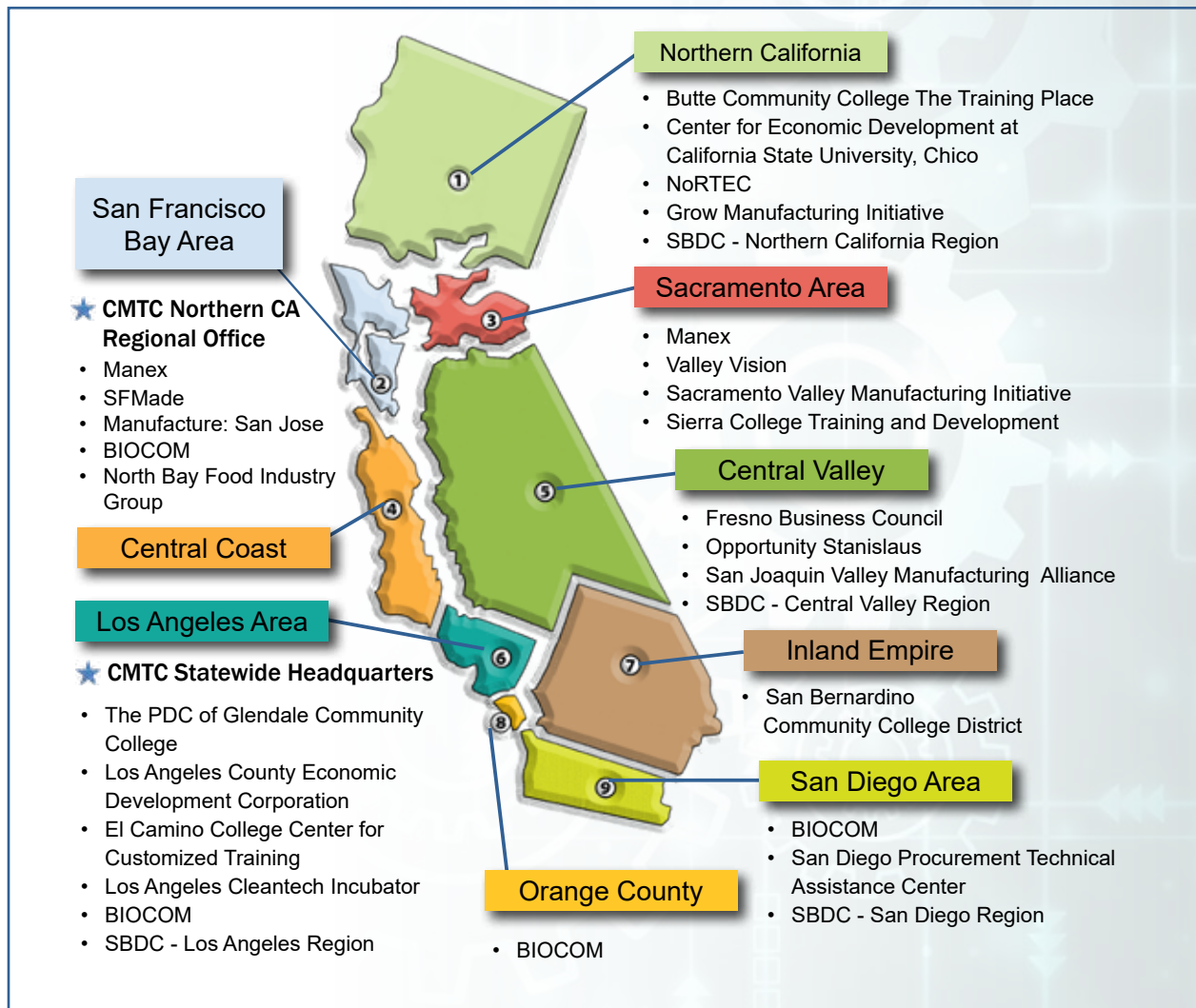
Statewide Reach with a Regional Focus



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.

Network Partners

California's Manufacturing Network is a collaboration of more than 25 partners focused on serving SMMs in rural and urban areas statewide. The network has increased the number of SMMs served to more than 1,100 companies annually, which adds significant economic impact for manufacturers and the State of California.



Partners and Programs Supporting California Manufacturing

National and Regional Partners



Manufacturing USA

Manufacturing USA institutes focus on moving promising, early-stage research into proven capabilities ready for adoption by U.S. manufacturers. CMTC is actively involved in all 14 of the institutes and has embedded staff at NextFlex for flexible hybrid electronics technology, the Clean Energy Smart Manufacturing Innovation Institute for SMART Manufacturing, and the Advanced Robotics Manufacturing Institute for robotics and automation.



Small Business Development Centers

Small Business Development Centers (SBDCs) provide assistance to small businesses and aspiring entrepreneurs throughout the United States and its territories. CMTC is partnering with the SBDCs across the state to assist small manufacturers with access to capital.



Defense Acquisition University - West

The Defense Acquisition University (DAU) is the primary training organization for the Defense Acquisition Workforce providing the Department of Defense Acquisition, Technology and Logistics workforce with a professional career path and consistency of training content and opportunity. CMTC participates with DAU to build awareness regarding cybersecurity threats and solutions.

Statewide Partners



Governor's Office of Business and Economic Development

The Governor's Office of Business and Economic Development (GO-Biz) offers California's business owners a range of services: attraction, retention and expansion, site selection, permit assistance, regulatory guidance, small business assistance, international trade development and assistance with state government. CMTC partners with GO-Biz to; promote the CA Made program, support cybersecurity initiatives and assist in building awareness of their programs that impact manufacturing.



California Employment Training Panel

The California Employment Training Panel (ETP) helps to ensure that California businesses will have the skilled workers they need to remain competitive by reimbursing the cost of employer-driven training. CMTC uses ETP contracts to train workers statewide.



California Network for Manufacturing Innovation

The California Network for Manufacturing Innovation (CNMI) provides SMMs access to advanced manufacturing technologies that drive growth and global competitiveness. CMTC supports CNMI in promoting and conducting annual summits and regional workshops to develop SMM awareness to technological advances in areas such as Additive and Smart Manufacturing.



California Workforce Development Board

CMTC partners with Regional California Workforce Development Boards to provide incumbent worker training supporting career ladders, business assistance and layoff aversion services.



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