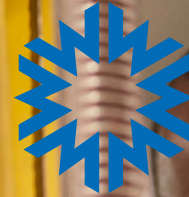


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**MANUFACTURING
WORKS**

2019 ANNUAL REPORT

LETTER FROM OUR BOARD CHAIR AND PRESIDENT

To all our members, partners, and friends,

Both this letter and the associated Annual Report come to you several months later than normal as a result of several dramatic developments that affect us all – the COVID-19 pandemic and the national movement to finally address racism and police brutality in a meaningful way. Our work over the last several months and going forward this year to address these two topics will inform most of the content of our Annual Meeting so we wanted to use this Annual Report to take a look back at 2019.

As you will see in this Report, our core focus continues to be to act as trusted advisors helping manufacturers prosper and grow to build an equitable and thriving economy in Northeast Ohio. We hope this message is loud and clear in the stories, testimonials, and statistics we include in this document. Thanks to all of you who have supported our efforts through your actions, thoughts, time, and money. Your contributions enable us to leverage our own resources many times over, expanding the impact we have on our community.

Finally, we want to make sure you take note of the description in the Report of our first contribution from the John Colm Fund which is a great tribute to our former leader whose legacy we hope to honor each and every day in the work we do.

In these trying times, we hope for the best for all of you and look forward to taking on the current challenges with you as we strive to improve the manufacturing community in which we all work and live.



Gary Davis
Aetna Plastics Corp.
Chair, Manufacturing Works Board of Directors



Ken Patsey
President and Executive Director, Manufacturing Works



Ken Patsey
President and Executive
Director, Manufacturing
Works



Gary Davis
Aetna Plastics Corp.
Chair, Manufacturing Works
Board of Directors

WORKFORCE

- ▶ **10 new employees** recruited, screened, and placed
- ▶ Saved participating WorkSource companies an average of **\$7,256 per placement** compared with other staffing services
- ▶ **13** companies in the apprenticeship consortium
- ▶ **4** new apprentices enrolled in registered apprenticeships for a total of 11
- ▶ **345 students** exposed to careers in manufacturing through MFG Summer Camp, work-based learning experiences, and paid internships.
- ▶ **1 new route** launched through Get2WorkNow – connecting employees to companies through express routes using church vans

Situation

In 2019 T. J. McGowan, Manufacturing Works' Senior Manager of Employment Services worked with Royal Wire Products, Inc. to replace their administrative assistant who was retiring. A focal point of the search was locating someone who would mesh well with the company culture in addition to taking on the responsibilities of working for a busy manufacturer that has a limited administrative staff. T. J. spent extensive time with the leadership of the company creating a profile that led to locating a candidate with over 30 years of experience with a single employer. She not only possessed the skills require to perform the role but has also become a trusted part of the organization.

The Company's Side

"Joi has made a huge impact on Royal Wire. We are a family company with a long history of keeping their employees and some of these employees are starting to retire! Joi was the first office person we hired from outside the company in almost 25 years.

The idea of hiring someone outside of Royal Wire was so foreign and quite frankly terrifying to us, which is why we asked Manufacturing Works to help guide us through the process.

T.J. was always in constant contact with me and pushing us in the right direction with our interviewing skills. We are so appreciative of all the support from Manufacturing Works.

Joi has been with Royal Wire for a while now. We couldn't image the office without her.

Joi is amazing!!!! Her attention to details, always wanting to learn and keep improving processes in the office is so motivating to all of us. Joi always shows up to work with a smile and is ready to tackle whatever we need to get done.

We are proud to have her part of the Royal Wire Family."

*Paige Merrill
Royal Wire Products, Inc.*



The Employee's Side

"Royal Wire is a great place to work that is family owned and that has great benefits. The management treat their employees well and really care about them.

I have been welcomed in like family. Everyone has gone to great lengths to make me feel comfortable and they have given me ample training and the tools to succeed. There is great variety and the opportunity for cross training that will further my knowledge and experience.

Royal Wire treats their employees fairly and everyone gets along well. I really do love my job! It is very rewarding and every day is a new adventure!

*Joi Sudekum
Royal Wire Products, Inc.*

INDUSTRIAL TECHNOLOGY

Gotta Groove Records

Gotta Groove Records is a hidden treasure in Northeast Ohio. From its downtown Cleveland location, the company is celebrating ten years of serving the resurgent record album market as an innovative independent pressing plant. The company's explosive growth created problems, so Manufacturing Works proposed a new idea to improve plant throughput. The company installed a series of digital sensors that measure and upload machine operating information to the cloud, which then provides real-time information and analysis on machine utilization.

"We wanted a better way to track actual machine efficiencies, and we needed a solution that could work on our older technology presses. When we first saw the equipment, and the way that it would attach to any piece of production equipment, we decided to install one to find out if it would work.

It did. We started in February and are now using these units on three of our production presses. We track uptime by machine by month, and we're using the information to find inefficiencies in our processes."

Vince M. Slusarz, Production Manager

City Plating

City Plating is a metal finishing shop, specializing in electroplating zinc and zinc nickel alloy for the automotive industry. The company is growing and with growth, comes opportunities to improve operations. In 2019 they started a project to monitor equipment and help determine when preventive maintenance is needed.

"Right now, we don't have a good way of knowing when the motor is under stress, so the motors operate until failure. And, they shouldn't have to fail because we're not monitoring this properly. In short, we're looking for an automated way to prevent premature failures."

Randy Solganik, President

- ▶ Over **110** owners, executives, managers, and engineers from 64 local companies participated in Manufacturing Works industrial technology initiatives in 2019.

- ▶ **20** referrals to our supporting members led to 8 new project investments into digital technology.

- ▶ **47%** of companies believe that the most important technology for cutting costs is the Internet of Things.

CIRI

Connected with 623 manufacturing and industrial firms representing over **20,000 JOBS***.

Delivered valuable services to **246** different companies.

Managed service interventions to **SIX** companies†.

Interventions affected **390** direct and indirect manufacturing jobs with an estimated annual payroll of **\$17.6M‡**.

Generated **\$1.55 million** in capital investment in 2019 and an estimated **\$1.7 million** of additional investment planned in 2020.

55 new jobs planned upon completion of capital spending in 2020.

PMI Industries

PMI Industries is a subsea engineering company that supports offshore industries around the globe, including oil and gas, seismic, renewable energy, and defense. PMI was awarded a government contract that required doubling production to meet contract requirements. Their plant was too small so options to expand or move were considered. The CIRI Industrial Development Manager worked closely with the company to locate a larger facility within the City of Cleveland but were unable to find a suitable space. Expansion became problematic when the company was told that a utility pole, that interfered with the expansion, could not be moved. The government contractor gave PMI a three-week ultimatum to confirm a plan to meet the production needs. PMI was under pressure to find a solution. The CIRI Manager contacted the City of Cleveland Department of Economic Development for help with finding a solution. The right contacts were made and the utility company agreed to move the pole, creating a clear path for PMI to meet the contract requirements. The City retained 20+ jobs with the potential for additional jobs, once the contract requirements are finalized.

"The CIRI team was most helpful finding a solution especially when the pressure was on. The Industrial Development Manager Kim McCarty was engaged from the start and provided us with great support."

Cheryl Doell, Vice President of Office Operations

Bush Integrated

Bush Integrated is a family owned business providing connective marketing solutions for over 30 years. Services include marketing and creative services, variable digital and traditional promotional products, and e-commerce enabled fulfillment and distribution. In 2019 the company began receiving lawn maintenance charges from the City of Cleveland for a vacant property they own near their facility. The property is maintained by the company's landscape contractor. The company reached out to the City on multiple occasions but were unable to resolve the misunderstanding. When the maintenance bills exceeded \$8,000, some of which had been included on their tax duplicate, Bush Integrated reached out to their Industrial Development Manager for help. The manager spoke with the Division of Park Maintenance and Properties to determine how to appeal the charges. She also requested a complete summary of all charges to include on the appeal. The CIRI Manager worked with Bush Integrated to complete the appeal form and submit it to the review board. Subsequently, all charges were cancelled.

"A sincere thank you to Millie Caraballo our CIRI Manager. She engaged with the City to understand the process and followed through to a successful conclusion for our company."

Kathy Bush, President

* Employment data from Manufacturing Works database of CIRI visit summaries over the past year

† Interventions are defined as services where new jobs were added, jobs were at risk, operational improvements led to cost reductions, or investment was made

‡ Payroll is estimated based on Chamber Model updated with OH-LMI Q1 2019 wage data

BEST WISHES, JOHN COLM!



JOHN'S LEGACY

John's passion was educating the next generation of manufacturers. He was instrumental in the development of the current Max Hayes High School and still serves on the Board of the **Friends of Max Hayes**.

At John's retirement party in February, Manufacturing Works announced the formation of the **John Colm Fund**. The first award from the fund was to the Friends of Max Hayes to continue the implementation of **Motogo Cleveland's** industrial arts curriculum. Initiated by Manufacturing Works Board Member Leslie Yerkes and Max Hayes Principal Derek Patterson, the Motogo program meets students where they are with hands-on skill building, problem solving, and critical thinking through the tangible avenue of motorcycle maintenance.

We gratefully thank the individuals who contributed to the John Colm Fund. To make a donation, please contact Manufacturing Works.

MEMBERSHIP

Cost-Savings Programs

Manufacturing Works members saved money on everyday goods and services through our cost savings program.

Grainger

Total 2019 spend:
\$478,309

Total savings:
\$92,631

PartnerShip

2019 FedEx:
\$5089

Savings in LTL and Full Truckload:
\$23,503

Spooner Incorporated

2019 Group Rating Program
overall projected savings:
\$1,174,000

2019 Group Retro Refunds total:
\$7,253,030

Total Savings for our members on these three programs: **\$8,548,253.96**



New Programs in 2019

Affordable Health Insurance

A unique solution that controls costs and returns the savings back to members – all while providing the quality health plans employees deserve



OSHA Logs

A secure, web-based application that enables employers to create accident reports, track injuries, print required OSHA documents, and view injury metrics in real time



2019 MEMBERS

121eCommerce LLC	ALNI Ltd	Auto Bolt Co.	City Plating
21st Century Concrete Construction, Inc	Alphagraphics Cleveland	Automated Packaging Systems	Ciuni & Panichi, Inc.
3-D Materials Management, LLC	Alphaport, Inc.	Automation Plastics Corporation	Cleveland CycleWerks
A-Brite Plating Company	Aluminum Line Products Company	Bassett Sprinkler Protection Inc.	Cleveland Engineering Society
Acclaim Communications	AMECO USA	Battle & Polly LLC	Cleveland Industrial Training Center Inc
ACE Equipment Company	Amros Industries, Inc.	Beacon Marshall Companies	Cleveland Machinery Sales, Inc.
Ace Paper Tube Corporation	Anchor Manufacturing Group, Inc.	Bellaire-Puritas Development Corp.	Cleveland Specialty Products
ACO Polymer Products, Inc.	Andrako Insurance Consultants	Berea Hardwoods	Cleveland Steel Tool Co.
ActionCOACH Team NEO	ANG Marketing Group, LLC	Wayne Bergman	Compliance Technologies, Inc
Adams Automatic, Inc.	Apex Paper Box Co	Bettcher Industries, Inc.	Control Electric Company, Inc.
Advance Paint Technology, Ltd.	ArcelorMittal	Beverage Machine & Fabricators, Inc.	Conveyer & Caster Corp.
Advanced Controls, Inc.	Architectural Products Development, Inc.	Blaser & Mericle, Inc.	Cook-Leitch & Associates, Inc.
Advanced Secondaries, Inc.	Arena Enterprises Ltd	Blue Point Capital Partners, LLC	CRESCO Real Estate, Cushman & Wakefield
Aetna Plastics Corp.	Arkinetics Inc.	Boutique IT Solutions (BITS)	Crown Warehousing & Logistics, Inc.
Aetna Plating Company Inc.	Art Galvanizing Works	BrainSpark Talent Development	Cudell Improvement, Inc.
Agile1	Artino Industrial Safety & Compliance, LLC	BroCo Products Inc.	Cyrid Media
Ahola HR Solutions Payroll	ASK Chemicals LP	Buckeye Fasteners Company	D. A. Surgical
Air Force One	ASM International	Bush Integrated	Dairymens
Air Products and Chemicals, Inc.	AT&F	C. A. Litzler Company	Dan T. Moore Company
Alliance HR Services	August Mack Environmental, Inc.	Carleton McKenna	David Wolfe Design, Inc.
Alliance Industrial Solutions	Aurel LLC	Case School of Engineering	Decker Steel & Supply, Inc.
Allied Tool & Die Inc.		Catalyst Consulting Group, Inc.	

DEM Manufacturing	Enerco Group Inc.	FocusCFO	HP Manufacturing Company, Inc.
DeMilta Iron & Metal Co.	Energy Management Specialists, Inc.	Food for Thought	Hubbell Machine Tooling, Inc.
Dennison Creative	Envalo, Inc.	Fulcrum ConsultingWorks, Inc.	Huntington Bank - Business Banking West
Detroit Shoreway Community Development	Envirofab, Inc.	Fully Promoted	HW&Co.
Die-Matic Corporation	Equipment Manufacturers International	Geauga Savings Bank	Industrial Pneumatic & Supply Co.
Dise & Company	ERC	Gebauer Company	Industrial Wheels Inc.
Dollar Bank	Erievue Metal Treating Company	General Metal Heat Treating, Inc.	InfoGrow Corporation
Drabik Manufacturing Inc.	ETNA Products, Inc.	Genius ERP	Integrated Automation Consulting LLC
Du West Tool & Die, Inc	Euro-USA Midwest	Gotta Groove Records	Integrity Staffing Services
Duffy+Duffy Cost Segregation Services	Eveready Products Corporation	Grafix	J.J. White Products Inc.
Duraflow Industries, Inc	Evergreen Industrial Batteries LLC	Granite Steel & Processing, Inc.	Jakprints Inc.
Duray Plating Company	Executive Overdrive LLC	Grategy	Jamestown Container Companies
Dynamic Design & Systems, Inc.	Expense Reduction Analysts	Great Lakes Towing Company	Jergens, Inc.
E Solutions LLC	EZ Snap Covers	Greater Cleveland Construction	JMC Brands
e2b Teknologies	Fastsigns Downtown Cleveland	Greenwich Capital Group LLC	Johnson Matthey Process Technologies Inc
Earnest Machine Products Company	Federal Gear	Halvorsen Co.	Joseph T. Snyder Industries, Inc.
EdgePoint	Felber PR & Marketing	Heat Seal/Ampak	JRN Group, Inc.
Effectium	FeneTech Inc	Hinkley Lighting, Inc.	Kalt Manufacturing Company
Efficient Machine Products Corp.	Ferrous Processing & Trading Company	HKB Enterprises	Karyall-Telday Co.
EGC Enterprises Inc.	Fifth Third Bank	HKM Direct Market Communications	Kaufman, Drozdowski & Grendell, LLC
Elco Corporation	First Commonwealth Bank	HMI Industries	Kay Chemical Company
Elsons International	Fisher & Phillips, LLP	Home Savings Bank	Keep It Local Cleveland
EMC Precision	Flow Polymers, LLC	Horizons HR Services/Retention Staffing	

Kent Elastomer Products, Inc.	Mansour Gavin LPA	North Coast Container LLC	Pease CPA
Kerek Industries, LLC	Marcum LLP	Northwest Bank	Peoples Bank
Kerr Lakeside, Inc.	Martindale Electric Co.	NPA Coatings, Inc.	Phoenix Metal Sales & Fabrication, LLC
KeyCorp	Mazzella Lifting Technologies	NSL Analytical Services Inc	Phoenix Steel Service, Inc.
Kitzel Inc.	MCPc	Numerequip, Inc.	Plante Moran
KYOCERA SGS Precision Tools, Inc.	Meaden & Moore	Nu-Tool Industries, Inc.	PNC Commercial Banking
Lakeside Supply Company	MelCap Partners, LLC	Oatey Company - IP	Powell Automation Consultants
Lakewood Supply Company	Melin Tool Company	ODA Strategy	PPG Industries - Commercial Coatings
Lane Steel Co., Inc.	Menyhart Plumbing & Heating Supply	Ohio Advanced Energy Economy	PRADCO
Lazear Capital Partners	Metal Alloy Reclaimers, Inc. II	Ohio Fuel Cell Coalition	Pre-Check Company
Lean Projects Group	Miceli Dairy Products Co.	Ohio Travel Bag	Precision Door Service
Leimkuehler, Inc.	microbites	Olympic Forest Products Co.	Premier Development Partners, LLC
Lewis-Goetz, Inc.	Midwest Box Company/Walford Industrial Park	OneDigital Health and Benefits	Productivity Solutions
Liberty Mutual Akron	Midwest Compressor Co., Inc.	OPT Solutions, Inc	PRODUCTO DIECO
Lincoln Electric Holdings Inc.	Monroe Tool & Manufacturing Co.	Optio Tempore LLC	Products Chemical Company LLC
Lodestone Ltd Professional EOS Implementer	Montville Plastics & Rubber, LLC	Oswald Companies	Profile Grinding, Inc.
Lowe Chemical	Meagan Moore	Otto By Products	Quez Media
LSQ Funding	Msports Inc	PACE Converting Equipment Co, Inc.	R.A.K. Machine, Inc.
Lytkowski & Co. Inc	National Safety Apparel, Inc	Pandata	R.W. Screw Products Inc.
Magna Industries	National Tire & Rubber Company	Parallel Solutions	Radcom, Inc.
MainStreet Growth LLC	Neighborhood Family Practice	PartnerShip	Ratliff & Taylor
Mainthia Technologies, Inc.	Nestle Professional - IJ Minor	Paul Fike Builders, Inc.	Ray's Sausage Inc.
Maloney + Novotny LLC	Neverman Insurance Agency	PDQ Printing Service, Inc.	Rea & Associates

Red Seal Electric Company, Inc.	Spooner Incorporated	The Awning Company	Universal Metals, LLC
Redmond Waltz	SSECO	The Domingo Group LLC	Universal Robots
River Rock Advisors	Staffing Solutions Enterprises	The Garland Company, Inc.	USI Insurance Services
RML Tool & Die	Stainless Specialties	The Gent Machine Company	Voss Industries, Inc.
Rockport Ready Mix	Standby Screw Machine Products Co.	The J.L. Taylor Company, Inc.	Walsh Manufacturing Corporation
Rocksolid Surfaces	Stata Productions	The M. Ryan Group	Bruce Waterhouse
Roeder Consulting	Stetler Associates	The Pipe Line Development Company	Wecall Inc.
Tim Rosengarten	StoneDonut, LLC	Tiger Pack, Inc.	Welke Customs Brokers USA Ltd
Roundstone Management, Ltd.	StretchTape, Inc.	Greg Tilton	Werner G. Smith, Inc.
Royal Chemical Company	Summers Rubber	Timco Rubber Products, Inc.	Weston Hurd LLP
Royal Wire Products, Inc.	SuperTrapp Industries	TPI Efficiency	Westtown Community Dev. Corp.
RSM US LLP	Swagelok	TransitioNext Advisors	Wire Products Company
Rust Belt Recruiting	Swift Filters, Inc.	Tremco, Inc.	WLS Fabricating Company
Sandler Training Powered by MP Solutions	SyncShow	Tribco, Inc.	Woodhill Plating
Schauer Group, Inc.	Talan Products, Inc.	TriState Capital Bank	YES Electric Inc.
Sea Air Space Machining & Molding	Talignite, LLC	Triton Products	Zaclon, LLC
Semco Carbon	Tango Echo Bravo Manufacturing, Inc.	U.S. Cotton, LLC	Zinner & Co., LLP
Sharp Specialty Resources	Tap Packaging Solutions and The Chilcote Company	Ultimate Security Agency	Zito Insurance Agency Inc.
Shoreline Machine Products Inc.	TCDI	Underground Connections	
Sikich, LLP	Tempest, Inc.	UniControl Inc.	
Simplex-IT	TerraOne Engineering	UNIQUE Paving Materials Corp.	
Singleton Corporation	Ter-Wal Tool & Mfg., Inc.	United Garage Door Co.	
Skyhawk Resources, LLC	TestOil	Universal Grinding Corporation	

2019 INVESTORS

Individual Leaders in Giving (\$1,000-\$4,999)

Pete Accorti

David Chilcote

Mark and Rita Dawson

Patricia and Charles Mintz
Philanthropic Fund of the Jewish
Federation of Cleveland

Schron Family Foundation

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Ken Patsey

Mari-Elen Sammon

Anne Schaum

Brianna Schultz

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Aetna Plastics Corp.

Boutique IT Solutions (BITS)

Catalyst Consulting Group, Inc.

Cleveland Steel Tool Co.

Cook-Leitch & Associates, Inc.

KeyBank

Lane Steel Co., Inc.

Metal Alloy Reclaimers, Inc. II

Northwest Bank

Talan Products, Inc.

Tap Packaging Solutions and The
Chilcote Company

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ArcelorMittal

The Catherine L & Edward A Lozick
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Charles M & Helen M Brown Memorial
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City of Cleveland – Department of
Economic Development

The Cleveland Foundation

Cleveland Metropolitan School District

The Fred A. Lennon Charitable Trust

The Fund for Our Economic Future

The George Gund Foundation

Greater Cleveland Partnership

The Lozick Family Foundation

O'Neill Brothers Foundation

Reinberger Foundation

Swagelok Foundation

U.S. Department of Energy

U.S. Department of Labor

Membership Program Partners

ERC

Grainger Supply

NTMA

Oswald Companies

PartnerShip

Roundstone

Spooner Incorporated

Spooner Safety Services

TPI Efficiency Consulting

Zito Insurance Agency Inc.

In-Kind

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Alliance HR Services

ArcelorMittal

Arkinetics Inc.

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Fully Promoted

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Pease CPA

Plante Moran

Talan Products, Inc.

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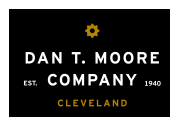
Presenting



audit • tax • consulting • wealth management



Platinum



Other



Gold



Silver



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RSM US LLP

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Industrial Park

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Voss Industries, Inc

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Jergens, Inc.

Thomas Schumann, President
Kitzel Inc.

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Ron Zieske, Heat Seal/Ampak

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Construction

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Cheryl Madsen, Northwest Bank

Brett Neate, Zinner & Co., LLP

Susan Hecht Remer, Midwest Box
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Kiley Smith, Home Savings Bank

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Jay O'Neill, Lane Steel

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Fernando Bertero, Fully Promoted

Bridgette Berthelot, Goodyear Tire &
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Robert Carpenter, PNC Commercial
Banking

Marcia Ciryak, Automation Plastics
Corporation

Mark Dawson, Cleveland Steel Tool
Co.

Mark Kovach, ArcelorMittal

Liana Lake, Arkinetics Inc.

Allison Miller, Felber PR & Marketing

Jay O'Neill, Lane Steel Co., Inc.

Jim Penttila, Boutique IT Solutions (BITS)

Thomas Schumann, Kitzel Inc.

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President and Executive Director

Renee Anderson

Thomas Birkel

Millie Caraballo

Ron Clough

John Colm

Rick Dawson

Linda Dyczkiewicz

Julie Fehrenbach

Kristen Haning

Kim McCarty

T.J. McGowan

Michael McMillon

Brittany Moore

Mari-Elen Sammon

Anne Schaum

Brianna Schultz

Ed Weston

Jessica Westropp

FINANCE REPORT

CONSOLIDATED STATEMENT OF FINANCIAL POSITION

ASSETS	2019	2018
Current Assets		
Cash and Cash Equivalents	\$498,823	\$530,882
Grants Receivable	148,222	107,528
Accounts Receivable	30,150	38,555
Prepaid Expenses	3,898	3,790
Total Current Assets	681,093	680,564
Property and Equipment		
Office Furniture and Equipment	84,933	73,037
Less: Accumulated Depreciation	(73,632)	(73,037)
	11,301	
Other Assets		
Deposits	6,809	6,809
TOTAL ASSETS	\$699,203	\$687,564

LIABILITIES AND NET ASSETS		
Current Liabilities		
Line Of Credit	\$-	\$-
Accounts Payable	73,358	36,579
Accrued Expenses	40,668	34,888
Agency Funds Payable	12,270	41,513
Refundable Advances	183,855	315,938
Total Current Liabilities	126,297	112,980
Net Assets		
Without Donor Restrictions:		
Undesignated	115,954	(15,148)
Board Designated	137,000	167,000
Total Unrestricted	252,954	151,852
With Donor Restrictions	135,713	106,794
Total Net Assets	388,667	258,646
TOTAL LIABILITIES AND NET ASSETS	\$699,203	\$687,564

CONSOLIDATED STATEMENT OF ACTIVITIES

	2019			2018		
	Without Donor Restrictions	With Donor Restrictions	Total	Without Donor Restrictions	With Donor Restrictions	Total
REVENUE AND OTHER SUPPORT						
Grants	\$1,196,526	\$155,000	\$1,351,526	\$706,461	\$147,000	\$853,461
Consulting Fees	187,660		\$187,660	190,257		\$190,257
Membership Dues and Contributions	303,643	15,150	\$318,793	260,369		\$260,369
Program Events and Workshops	219,601		\$219,601	225,380		\$225,380
Interest Income	132		\$132	185		\$185
Net Assets Released from Donor Restrictions	141,231	(141,231)	-	195,302	(195,302)	-
TOTAL REVENUE AND OTHER SUPPORT	2,048,793	28,919	2,077,712	1,577,954	(48,302)	\$1,529,652

EXPENSES						
Program Services:						
Manufacturing Assistance	553,766		\$553,766	440,867		\$440,867
GLWN	42,869		\$42,869	43,165		\$43,165
Workforce Development	703,691		\$703,691	582,320		\$582,320
Membership	353,161		\$353,161	411,670		\$411,670
Supporting Services:			\$-			\$-
Management and General Expenses	232,802		\$232,802	239,992		\$239,992
Fundraising Expenses	61,402		\$61,402	33,161		\$33,161
TOTAL EXPENSES	1,947,691	-	\$1,947,691	1,751,175	-	\$1,751,175

CHANGE IN NET ASSETS	101,102	28,919	130,212	(173,221)	(48,302)	\$(221,523)
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NET ASSETS AT BEGINNING OF YEAR	151,852	106,794	258,646	325,073	155,096	\$480,169
NET ASSETS AT END OF YEAR	\$252,954	\$135,713	\$388,667	151,852	106,794	\$258,646



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