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For Immediate Release:

October 29, 2007

MASSMEP RELEASES IMPRESSIVE ECONOMIC IMPACT NUMBERS

Numbers confirm MassMEP's significant impact on the State's economy

WORCESTER, Mass. – The Massachusetts Manufacturing Extension Partnership (MassMEP) recently released the results of a seven-year economic impact study, further solidifying its reputation as a leader in manufacturing training and management technologies and a significant economic benefit to Massachusetts.

Through an independent third party survey company, MassMEP clients are surveyed to determine the economic impact resulting from their relationship with the MEP program.

In 2000 (Q1) through 2007 (Q2), as a result of their relationship with the MassMEP, Massachusetts-based manufacturing companies have:

- Created or retained 5,070 jobs that otherwise would not have existed
- Increased and retained \$538.7 million in sales
- Spent \$135.3 million on new investment
- Experienced \$209.2 million in cost savings

“The MassMEP provides a crucial service to manufacturing companies that have been struggling to keep up in the Commonwealth,” says Brian Gilmore, executive vice president of public affairs at Associated Industries of Massachusetts and MassMEP board member. “Through training programs and seminars, the MassMEP is truly helping the manufacturing community in Massachusetts grow and stay competitive.”

The effects of this increased economic activity, however, extend beyond the client firms. With assistance from the MassMEP, small- and medium-size manufacturing companies that increased or retained jobs or sales and/or increased investments are responsible for:

- Creating or retaining 13,132 jobs that paid a total of \$632.9 million in employee wages and benefits
- Increasing or retaining economic output worth \$1.9 billion
- Contributing or retaining \$957.9 million of gross state product
- Generating or retaining \$269 million in additional tax and non-tax revenues at the Federal, state, and local government levels, including \$69.5 million at the state and local level

Initiatives such as the M.O.S.T. (Machine Operators Skills Training) program provide both a foundation training for high paying computer control manufacturing positions as well as a model

that firms can imitate to develop their own internal training programs. One such initiative was launched at Perkins Products, of Perkins School for the Blind.

“We leveraged the work of MassMEP to create a model for training blind and visually impaired adults to become skilled CNC Machine Operators,” says David Morgan, general manager of Perkins Products and a MassMEP board member. “We’re grateful that programs like this exist and allow us to train workers who may never have been given the opportunity.”

MassMEP’s leadership in training Lean manufacturing skills and its new initiatives in Lean Product Development and Innovation not only help build operational excellence, but provide a path toward new product development, top line sales growth, and the protection and creation of high skill, high paying manufacturing jobs in Massachusetts.

“We were actively working to identify any resources that could help us to improve our performance and eliminate waste,” says Craig Barton, general manager at Quabaug Corporation, a designer and manufacturer of a variety of rubber products. “The MassMEP supported and assisted us with identifying building blocks to improve our efficiencies and position us for continued success in an increasingly competitive and challenging marketplace.”

“A skilled, well trained and disciplined workforce is the key to Lean Manufacturing and beating the competition both at home and abroad,” adds Micah Chase, president and CEO of Checkerboard Limited, a designer and printer of invitations in West Boylston. “MassMEP was instrumental in providing the training that our people needed.”

According to Al Kasper, president and COO of Savage Arms, a firearm manufacturing company headquartered in Westfield, “It is all about continuous improvement. MassMEP assisted us with developing tools to meet new challenges. We are constantly striving to be better at what we do.”

“The MassMEP, together with Mass Workforce Training Grants, are making it possible for businesses like ours to grow and expand,” said Chase. “Our sales grew 25% each of the past two years and our employment over that period increased by 39%.”

For more information, please visit www.massmep.org, or phone 1-800-MEP-4MFG.

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About MassMEP

The MassMEP is an affiliate of the National Institute of Standards and Technology (NIST) under the U.S. Department of Commerce. The national MEP system is a network of manufacturing extension centers that provide business and technical assistance to smaller manufacturers in all 50 states, the District of Columbia and Puerto Rico. Through MEP, manufacturers have access to more than 2,000 manufacturing and business “coaches” whose job is to help firms make changes that lead to greater productivity, increased profits and enhanced global competitiveness.