

2023

NEW YORK
**MANUFACTURING
EXTENSION
PARTNERSHIP**

IMPACT REPORT



Who We Are

The New York Manufacturing Extension Partnership (NY MEP), a network of organizations that provide growth and innovation services to small and mid-sized manufacturers in every corner of the state, helps hundreds of companies a year create and retain jobs, increase profits, and save time and money.

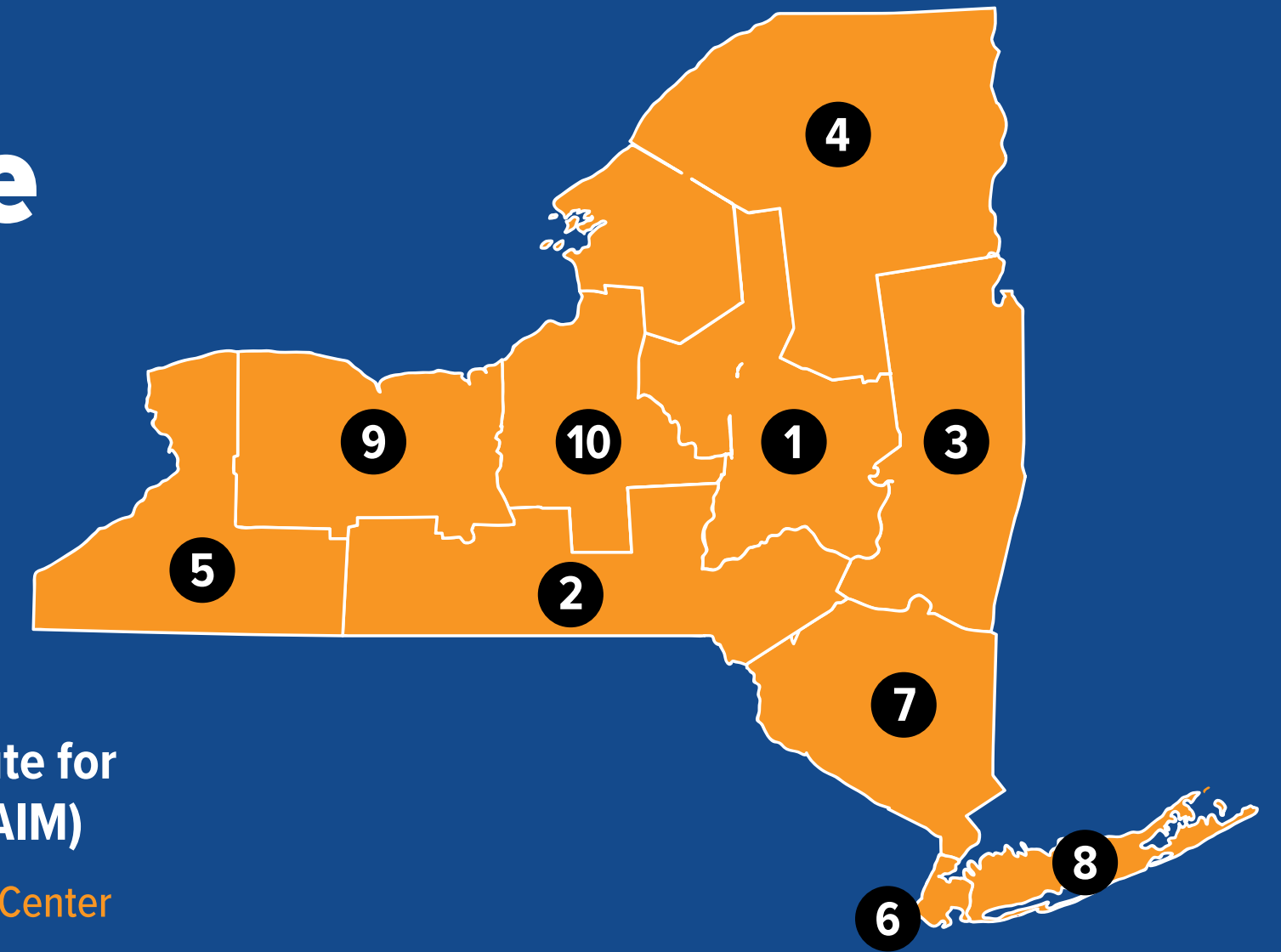
The not-for-profit organizations that comprise the NY MEP assist companies all over New York State, providing affordable services in the areas of technology acceleration, product development and prototyping, process improvements, innovation strategies, quality control, manufacturing scale-up, supply chain assistance, and new market strategies.

NY MEP is supported through a combination of federal and state funding: It is part of the National Institute of Standards and Technology's Hollings Manufacturing Extension Partnership and is administered by Empire State Development's Division of Science, Technology & Innovation (NYSTAR).

The New York Manufacturing Extension Partnership (NY MEP) is funded by



Meet the NY MEP Centers



1 **Advanced Institute for Manufacturing (AIM)**

Mohawk Valley MEP Center
315-624-9800

2 **Alliance for Manufacturing and Technology (AMT)**

Southern Tier MEP Center
607-774-0022

3 **The Center for Economic Growth (CEG)**

Capital Region MEP Center
518-465-8975

4 **CITEC Business Solutions**

North Country MEP Center
315-268-3778

FuzeHub

Statewide MEP Center
518-768-7030

5 **Insyte Consulting**

Western New York MEP Center
716-636-3626

6 **ITAC**

New York City MEP Center
212-809-3900

7 **Manufacturing & Technology Enterprise Center (MTEC)**

Mid-Hudson Valley MEP Center
845-391-8214

8 **Manufacturing and Technology Resource Consortium (MTRC)**

Long Island MEP Center
631-216-7129

9 **NextCorps**

Finger Lakes MEP Center
585-214-2400

10 **TDO**

Central New York MEP Center
315-425-5144

The Leadership of NY MEP

Manufacturing Experts and Trusted Advisors with In-Depth Business Experience

NY MEP is led by business and technical experts with many decades of manufacturing experience. Within each of the state's 10 regions, and across New York State as a whole, these creative problem solvers are helping manufacturers to improve their operations and overcome obstacles to growth.

Each NY MEP Center Director leads a team of professionals who are passionate about problem solving. Whether a manufacturer's challenges involve workforce training, supplier scouting, cybersecurity, or something else, NY MEP's leaders can turn to their teams to get great results.

NY MEP's leaders also look for ways to collaborate with each other, and to bring programs that are available at the national level back home to New York State. When it's time to get to work and advance manufacturing for everyone, look for these leaders to bring out the best in their teams, each other, and the manufacturers they serve.



Jessica Herbert

Director, Manufacturing and Innovation
Programs, Empire State Development



Elena Garuc

FuzeHub
Statewide MEP Center



Don Wiesenforth

The Center for Economic Growth (CEG)
Capital Region MEP Center



Cory Albrecht

Advanced Institute for
Manufacturing (AIM)
Mohawk Valley MEP Center



James D'Agostino

TDO
Central New York MEP Center



Kinda Younes

ITAC
New York City MEP Center



James Senall

NextCorps
Finger Lakes MEP Center



Steve Lockwood

CITEC Inc.
North Country MEP Center



Amy Erickson

Manufacturing and Technology
Resource Consortium (MTRC)
Long Island MEP Center



Carol Miller

Alliance for Manufacturing
and Technology (AMT)
Southern Tier MEP Center



David Carter

Manufacturing & Technology
Enterprise Center (MTEC)
Mid Hudson Valley MEP Center



Benjamin Rand

Insyte Consulting
Western New York MEP Center



NY MEP Network Services

Manufacturers may contact the MEP center in their region for the assistance they need to maintain and enhance their competitiveness, or contact FuzeHub for a consultation to discuss their needs and match them with the appropriate resource.

Planning and Research

- Market Research
- Strategic Planning and Leadership Support
- Technology Driven Market Intelligence
- Technology Scouting

Business Growth

- Exporting
- Marketing and Sales
- Product Design and Development
- Workforce Development

Business Improvement

- Advanced Manufacturing Technology Services / Industry 4.0
- Lean and Process Improvement
- Supply Chain
- Sustainability and Energy

Risk Management

- Business Continuity Planning
- Cybersecurity Services
- Food Industry Services
- ISO and Quality Management

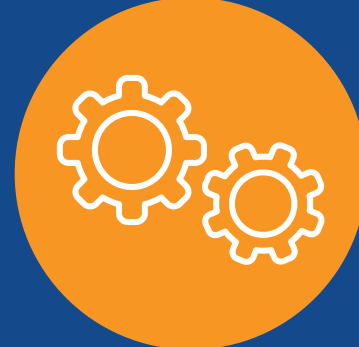
Manufacturing in New York State
QUICK STATS



\$42.0B
in Earnings



435,337
Workers Employed
by Manufacturers



\$98.0B
in Manufacturing
Output

Making An Impact on New York State Manufacturing

NY MEP's 10 regional centers and 1 statewide center have a combined economic impact that can be measured in terms of manufacturer earnings, the number of workers employed by these manufacturers, and manufacturing output.



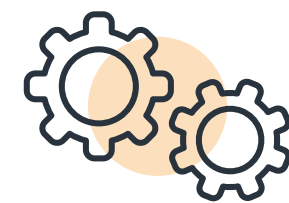
\$1.13 B

in Cost Savings, New and Retained Sales, and New Investments for NYS Manufacturers during the 2023 FY



6,352

New and Retained Jobs during the 2023 FY



4,425

Manufacturing Projects Completed in the Last 5 Years

“

A successful New York is a state of innovation and a state of opportunity. As the Executive Director of the New York State Economic Development Council, our members work every day to grow New York's economy. The NY MEP is a program that produces tremendous economic return through Federal/State/Private Sector Partnerships. By guiding small- and mid-sized manufacturers through their most pressing challenges — everything from scaling up to sourcing materials — the program is strengthening our economy and solidifying New York State as the place for businesses to set up shop. The results are tangible: well-paying jobs for New Yorkers, in-demand products for consumers, and game-changing innovations that are born right here in the Empire State.

- Ryan Silva, Executive Director,
New York State Economic Development Council

New York MEP Success Story

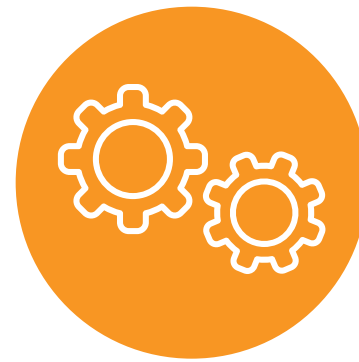
CEG Assists Centrotherm with Plant Layout Maximization at New Waterford Facility



90%
Workforce
Retention



\$3.45M
in New Sales



33.3%
Reduction in
Lead Time

In 2022, Centrotherm had already run out of space at its 62,000-square-foot facility in Albany and partnered with Shaker Logistics to provide offsite warehousing. Space limitations led to a curtailed daily outgoing volume. The facility, which spread across three buildings, could not support a more efficient production layout, and a limited lot size inhibited further additions.

Initially, Centrotherm CEO Joel Dzekciorius wanted to build a completely new facility, but high construction costs made that option unfeasible. Next, Centrotherm considered leasing a building that would house its warehousing operations, but there was limited available space in the region, and the available options were not attractive. That prompted Centrotherm to consider leasing a larger space that would house all operations. In March 2023, the manufacturer signed a lease for a 122,000-square-foot facility in Waterford, New York, about 16 miles away from its Albany location. By having one location instead of two, Centrotherm would lower its operational expenses.

“Once we decided to move everything, we wanted a location that supported our five-year plan,” said Dzekciorius. That would include incorporating lean manufacturing principles into the Waterford facility’s footprint while creating room for further growth. Centrotherm partnered with CEG, part of the New York MEP and the MEP National Network™, to secure a \$15,000 National Grid grant. That funding helped Centrotherm retain new plant layout maximization services from D-Riven Engineered Solutions.

For the plant layout maximization project, D-Riven made several site visits and developed 2D computer-aided drafting (CAD) layouts for the existing Albany and planned Waterford facilities. In collaboration with Centrotherm’s manufacturing team, D-Riven created value stream maps for Centrotherm’s production cells and outlined the steps involved, equipment required, and supplied electrical schematics of the new facility. D-Riven also reviewed the Waterford facility’s layout to ensure it complies with state and federal regulatory requirements and aligns with Centrotherm’s plans for growth.

In spring 2023, Centrotherm moved its warehousing operations to the Waterford facility. In the first quarter of 2024, the manufacturer, along with 65 local employees, will complete the full relocation of its production and office operations to the new plant.



Carlos Flores, CEG’s Vice President of Business Development, did a wonderful job of supporting us in the grant process. Given the multi-milliondollar scale of this investment, the Center for Economic Growth and National Grid’s support was truly appreciated. With our increase in capacity, now we’re really in a position to achieve our five-year plan and continue our rapid growth.

- Joel Dzekciorius, CEO, Centrotherm



New York MEP Success Story

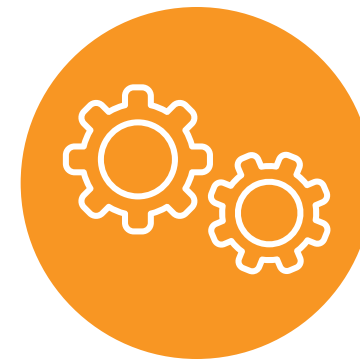
Eagle Metalcraft Achieves Success with ISO9001 Quality Management System Implementation



10-15%
Increase in New
Sales / Markets



25%
in Retained
Sales



Long-term
Sustainability

As Eagle Metalcraft experienced growth, the lack of formal ISO9001 certification was inhibiting even greater growth within target markets. In an effort to drive greater competitiveness, a plan was implemented to transition to and formally adopt ISO9001 standards. The plan was supported by Technology Development Organization (TDO), part of the New York MEP and the MEP National Network™.

Individuals across the entire facility were trained in ISO9001 requirements and methodologies. The ISO9001 transition included internal auditor training as well as a full quality management system overhaul and establishment of a Quality Manual and Top-Level Procedure Manual. By developing a workforce knowledgeable in and adherent to ISO9001 standards, Eagle Metalcraft was able to realize the growth potential of ISO9001.

“Eagle Metalcraft sincerely appreciates the excellent and unwavering support from TDO as well as National Grid for its manufacturing productivity program funding. We look forward to future collaboration as we continue to grow!”

- Michael Bower, Owner / CEO, Eagle Metalcraft



New York MEP Success Story

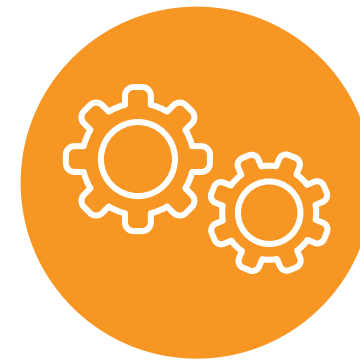
New Website Immediately Increases Leads for Quality Patterns, Inc.



13
Created or
Retained Jobs



\$5,000
in Cost Savings



5
New Leads
Per Week

Due to COVID, many long-term clients are out of business and the emerging designers Quality Patterns usually worked with had disappeared. Orders were unpredictable and addressing customer acquisition was a top priority. Quality Patterns had to find new clients, but without word-of-mouth referrals, they had no systems in place to attract new business.

Prospective customers needed a way to discover Quality Patterns and get educated on their services. Partnering with ITAC, part of the New York MEP and the MEP National Network™, Quality Patterns developed their first website and established a digital footprint. The website showcases their services, builds social proof by sharing an impressive list of past clients, and offers simple methods of getting in contact with the Quality Patterns team.

The website was SEO optimized with a content strategy to help Quality Patterns rank well on Google searches, without any paid ads. A new Google My Business page displays positive reviews and quick links with contact information. With this inbound digital marketing strategy, future customers can easily find Quality Patterns and identify them as the best solution. Digital marketing has provided Quality Patterns with increased awareness and a new, consistent lead source. On average, five new prospective clients are reaching out every week to learn more and schedule consultations. Even international designers are filling out the web form to initiate projects. These new customers help replace past clients lost to COVID, but also smooth out the ebbs and flows of business from top customers who traditionally follow the seasonality of the fashion industry. The team at Quality Patterns remains positive as business picks back up, with much more work from smaller ateliers and emerging designers, who learn of their services thanks to their digital presence.



We were nonexistent in the modern ways of doing business, but now our website is bringing in an average of five new leads a week. Sign me up for any future projects!

- Maria Lipari, Director of Operations, Quality Patterns, Inc.





Learn more about NY MEP:

To learn more about the New York Manufacturing Extension Partnership (NY MEP) go to newyorkmep.org or email us at info@newyorkmep.org.