

NEW YORK'S MANUFACTURING EXTENSION PROGRAM (NY MEP)

How The MEP System Helps NYS Manufacturers

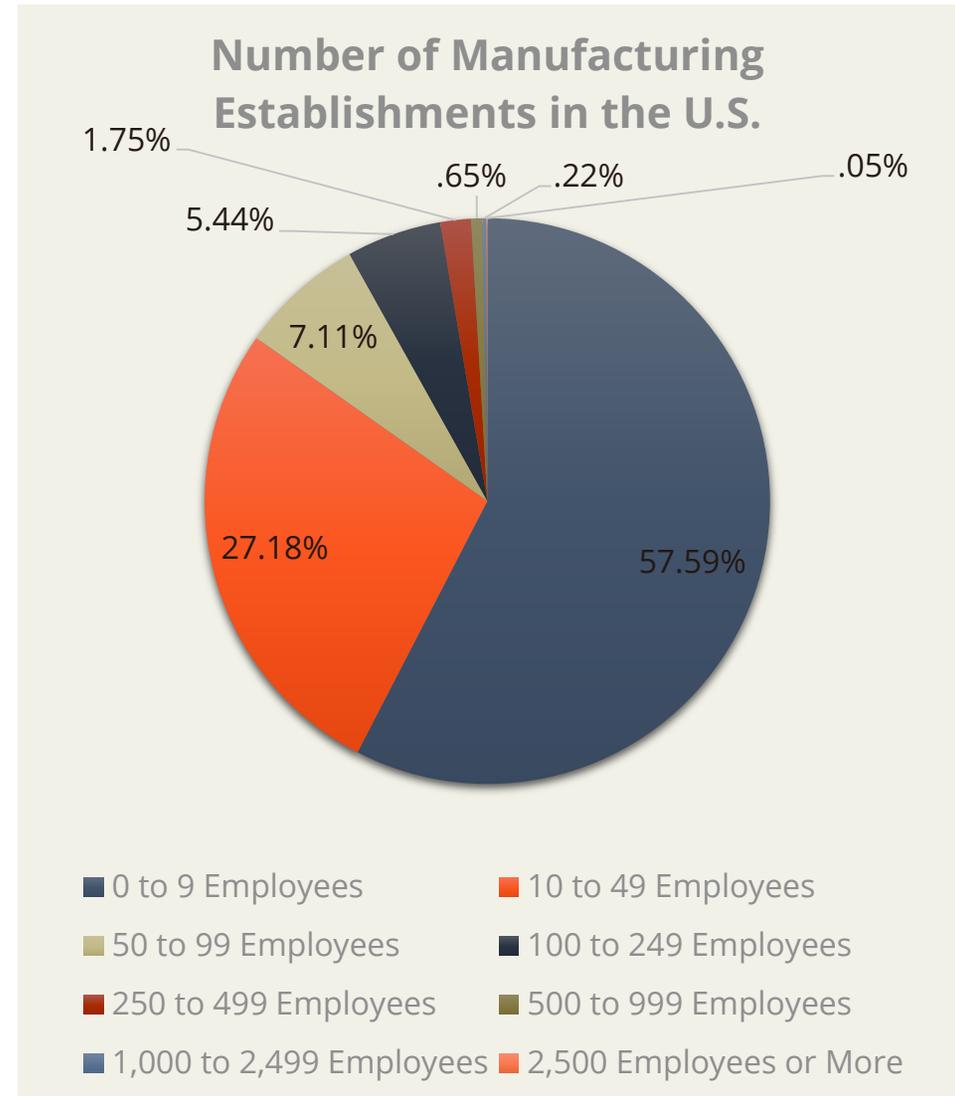


THE ROLE OF SMES IN MANUFACTURING

When discussing the importance of supporting small and medium-sized enterprises (SMEs) in the United States, we're often drawn in by emotional aspects related to our particular situations such as helping to save the jobs of our friends and family members and creating new jobs to build up our local communities.

These arguments definitely have their merits, but they can be strengthened even further if we look at the economic data.

SMEs, especially those in the manufacturing industry, are critical for our economy at every level – national, state, and local. As reported by the [2012 Economic Census of the United States](#), businesses with less than 500 employees represented 99% of all manufacturing establishments and employed almost 8.2 million people, or 73% of the manufacturing workforce. **They also were responsible for over 62% of the total value-added by all U.S. manufacturers**



NEW YORK MANUFACTURING SMES

To protect confidentiality and to reduce sampling errors, not all of the data from the Economic Census is publicly available at the state level. However, data from the [2013 County Business Patterns](#) series shows similar – and in some cases, more pronounced – information for New York State.

In 2013, New York State manufacturing establishments with less than 500 employees accounted for

99% of all manufacturing businesses in the state

80% of the manufacturing workforce in the state

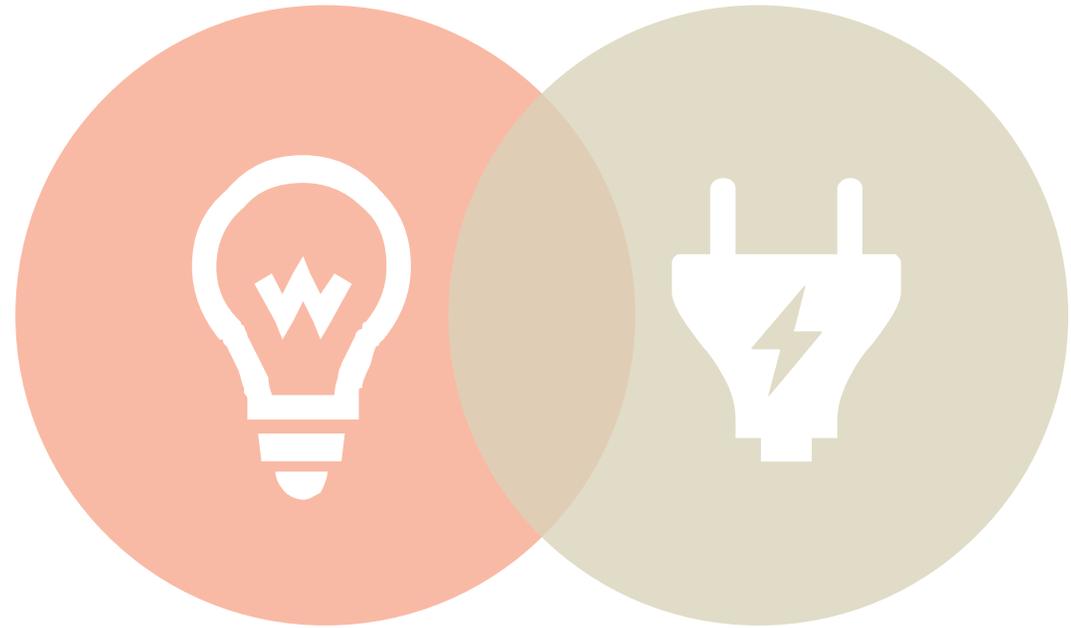
340,000 manufacturing jobs



THE NEED TO SUPPORT SMES

Clearly, it is well worth the time and effort to help manufacturing SMEs succeed. However, despite having such a major impact on the economy, these entities face a number of challenges as they try to grow or even just manage to stay afloat.

This is where MEP Centers can help in a variety of ways, from giving business and technical advice to connecting manufacturers with new suppliers and distributors.



“The relationship between large and small firms is becoming more complementary and cooperative rather than competitive. As large firms increase their dependence on suppliers for parts and services, the performance and capabilities of small manufacturers is even more important to the competitiveness of all manufacturers and to the health of the U.S. economy.”

[Delivering Measurable Results to Manufacturing Clients](#), NIST Manufacturing Extension Partnership

THE MANUFACTURING EXTENSION PARTNERSHIP

Created in 1988, the Hollings Manufacturing Extension Partnership (MEP) is a national network that is dedicated to helping U.S. manufacturers meet all the ever-changing needs and challenges that come their way.

As part of the U.S. Department of Commerce's National Institute of Standards and Technology (NIST), MEP's strategic objective is to create value for all manufacturers, especially small and medium-sized businesses.

The MEP network consists of hundreds of business and technical experts all across the nation with regional centers in all 50 states and Puerto Rico. A large part of the program's success is due to the emphasis it places on collaborations at the federal, state, and local levels in order to identify and address the unique needs of each member of the manufacturing community.

In New York State, the MEP program is administered by Empire State Development's Division of Science Technology and Innovation (ESD) and 10 regional centers located across the state. The centers play a key role in providing manufacturing services to enhance the productivity and technological performance of New York State manufacturers, particularly those that are small and medium-sized.



MANUFACTURING STATS FOR NEW YORK

Every five years, the U.S. Census Bureau conducts the [Economic Census](#) to measure major economic indicators across the country using a variety of factors. Although the most recent Economic Census was conducted in 2012, we're also able to review additional information from other annual surveys taken by the Census Bureau, such as the [County Business Patterns](#) and [Annual Survey of Manufactures](#). The following table summarizes several key metrics for New York State manufacturing for 2007 through 2013.

| | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 |
|--|---------|---------|---------|---------|---------|---------|---------|
| Number of establishments with paid employees | 18,629 | 18,251 | 17,275 | 16,933 | 16,653 | 16,475 | 16,165 |
| Total paid employees | 533,835 | 511,209 | 462,496 | 434,298 | 434,903 | 426,621 | 429,298 |
| Value of shipments (\$ Millions) | 162,720 | 163,993 | 144,648 | 150,027 | 150,445 | 148,880 | 144,754 |
| Annual payroll (\$ Millions) | 24,268 | 24,111 | 21,496 | 21,770 | 22,214 | 22,073 | 22,013 |

Source: The United States Census Bureau. Data for 2007 and 2012 taken from the Economic Census, which is conducted every 5 years. Data for the remaining years is taken from the County Business Patterns and the Annual Survey of Manufactures.

TYPES OF SUPPORT AVAILABLE THROUGH MEPS

In addition to working with federal, state, and local agencies, MEP Centers partner with a number of other organizations – both public and private – to strengthen U.S. manufacturing.

Through these partnerships, local MEPs are able to educate their communities about the needs of manufacturing SMEs and connect manufacturers with the resources and services they need to move to fulfill those needs. These services include (but aren't limited to) process improvement, workforce development, supply chain integration, innovation, and technology transfer

Another strength of the MEP program is its ability to evolve in order to address new challenges as they arise so that MEP Centers are able to help manufacturers find solutions to tomorrow's problems as well as today's.

MEP Centers Help Manufacturers



Find innovative solutions to business and production problems



Increase productivity and improve workflow processes



Improve economic competitiveness and find new markets



Enhance technological and production capabilities

ECONOMIC IMPACTS OF MEP PROGRAM FOR FY2014

For the 2014 Fiscal Year, the MEP Network helped manufacturers achieve the following results.

NATIONAL LEVEL

63,954

Total Created and
Retained Jobs

\$6.7 Billion

New and Retained
Sales

\$2.7 Billion

New Client
Investments

\$1.1 Billion

Cost Savings

FOR NEW YORK STATE

4,054

Total Created and
Retained Jobs

\$538 Million

New and Retained
Sales

\$140 Million

New Client
Investments

\$51 Million

Cost Savings

GETTING HELP FOR YOUR BUSINESS

If you're a New York manufacturer and you'd like to know more about how the MEP program can help your business, it's easy to get started. Just contact any of the resources below or visit their websites to get more information.



NIST MEP

Get more detailed information about the mission and objectives of the MEP network and use the MEP Finder tool to locate the MEP centers in your community.

Website:

nist.gov/mep



NYMEP

The New York MEP system, along with many other state programs for manufacturers and SMEs, is supported by ESD's Division of Science, Technology and Innovation.

Website:

esd.ny.gov/nystar



FUZEHUB

FuzeHub specializes in helping NY manufacturing SMEs connect to the resources and programs they need to grow and become more productive.

Website:

fuzehub.com