The Best Resource for Vermont Manufacturers

VMEC
VERMONT MANUFACTURING EXTENSION CENTER
IMPLEMENTERS OF COMPLETE MANUFACTURING SOLUTIONS SINCE 1996

www.vmec.org
The Vermont Manufacturing Extension Center (VMEC) is a not-for-profit center that provides assistance and training to help manufacturers improve their manufacturing and business processes, adopt advanced technologies, increase productivity, reduce costs and improve competitiveness.

**VMEC’s Primary Mission**

To improve manufacturing in Vermont and strengthen the global competitiveness of the state’s manufacturers.

**The VMEC Advantage**

- We implement solutions for success.
- Our goal is to improve bottom lines. We look at the whole business.
- Our experienced staff has a proven track record.
- As an affiliate of the nationwide Hollings Manufacturing Extension Partnership (MEP), a program of the National Institute of Standards and Technology (NIST), VMEC has access to numerous local, regional, and national resources.

**Partial Impact of VMEC: July 2005 - June 2006**

**CLIENT-REPORTED INVESTMENT IMPACT:** $18,645,200

- Plant & Equipment 2%
- Workforce Practices and Employee Skills 13%
- Information Systems & Software 84%
- Other 1%

**HOW WE ASSISTED FIRMS**

- Technical Assistance 31%
- Training & Education 68%
- Assessment 1%

**ADDITIONAL INDUSTRIAL OUTPUT**

Includes the direct client impact reported by clients via third-party survey, the indirect impact generated when clients firms increase their purchases from suppliers, and the induced impact caused by increased household expenditures generated by direct and indirect effects.

$257,426,795

January 1997 - June 2006

$70,987,310

June 2005 - June 2006
We Get Results!

NUMBER OF MANUFACTURERS SERVED: 760
VMEC served more than 760 of Vermont’s approximately 2,000 manufacturers from January 1997 through June 2006.

CUSTOMER SATISFACTION: >94%
More than 94% of VMEC clients reported being “satisfied” or “very satisfied.”

TWO-YEAR AVERAGE ROI PER COMPANY—101:1
Based on company reported impact data, as a direct result of VMEC services, every $1 invested in VMEC assistance and services returned $101 to the company on its investment. 101:1 is the two-year, average return on investment for the period July 2004 through June 2006.

PUBLIC AND ON-SITE WORKSHOPS PROVIDED IN 2006
More than 2,500 manufacturing employees, from 109 manufacturers, participated in over 116 public and on-site training seminars across Vermont from July 1, 2005 through June 30, 2006.

- Lean Manufacturing 101
- Fundamentals of Lean Office 101
- Lean Executive Overview
- Stage-Gate™ Product Development
- Introduction to Lean Accounting
- The SS System
- Set-up Reduction
- Cellular Flow Manufacturing
- Lean Performance Measurements
- Supply Chain Management
- Total Productive Maintenance
- Value Stream Mapping
- Change Management
- Strategic and Long-Range Planning
- Office Value Stream Mapping
- Training Within Industry (TWI)
- Lean Sigma
- Industrial Marketing
- Learning To Pull
- Policy Management

PARTIAL VMEC IMPACT
- Jobs Created/Retained: 247*
- Additional Jobs Created/Retained: 449**
- Client Investment in Modernization: $18,645,200*
- Cost Savings: $27,829,000
- Additional and Retained Sales: $21,750,000
- Total Increased Vermont Tax Revenues (est.): $7,216,602**
- Additional Industrial Output: $70,987,310**
- Additional Labor Compensation: $20,673,990**
- Additional Indirect Business Taxes: $1,745,768**
- Total Value Added (Gross State Product): $30,203,561**

This data reflects the results of VMEC client projects from July 2005 through June 2006. The data is from formal surveys conducted by a third party under contract to the National Institute of Standards and Technology (NIST), Hollings Manufacturing Extension Partnership (MEP). Clients surveyed represent only 15 percent of all Vermont clients served by VMEC during the period.

* Client-reported impact as a direct result of VMEC assistance.
** Results of input-output analysis (IMPLAN modeling) conducted by Myra Heins, Operations Analyst, MassMEP, based on results from the 15% of clients surveyed.

COST SAVINGS IMPACT: $27,829,000

- Direct Cost Savings
- Avoiding Unnecessary Investments
- Savings on Investments

TOP AREAS OF ASSISTANCE: 29% 16% 16%

- Human Resource Management
- Product Development
- Quality
- Market Development
- Plant Layout
- Manufacturing Business Systems/Management
- Process Improvement

SIZE OF FIRMS SERVED (BY NUMBER OF EMPLOYEES):

- 1-9 Employees
- 10-50
- 51-100
- 101-500
- Over 500

31% 19% 33% 15%
“As a small Vermont manufacturer competing on a global basis, we need to capitalize on every advantage and resource available to us, in order to accomplish our goals. VMEC has become a strategic and beneficial partner in a very short time.”

— SCOTT ANDREWS
VICE PRESIDENT OF SALES
CUTTING EDGE INSTRUMENTS

“Great group of people who very much get the trainers involved in the process and effectively transfer skills.”

— BRYON QUATRINI
GENERAL MANAGER
EHV-WEIDMANN, INC.