

**Impact Washington is a non-profit organization that provides value-driven consulting and training to support a healthy and vibrant manufacturing community in every corner of the state.**

Impact Washington is affiliated with the Commerce Department's National Institute of Standards and Technology (NIST) and is part of the Hollings Manufacturing Extension Partnership (MEP) Program. With centers in every state, the MEP National Network serves as an outgrowth of the U.S. Government's policy to develop and deploy affordable manufacturing expertise for improving the competitiveness of manufacturing for small and medium-sized companies (SMMs)

Our experienced staff is committed to helping build a thriving manufacturing industry across the entire state of Washington by providing a wide array of consulting and training solutions in the workforce and leadership development, growth, supply chain, cybersecurity, skills development, technology acceleration, operational excellence, food processing, research services and more.

Our expertise and federal, state, and local resources make improvement, growth, and sustainability possible for manufacturers ready to advance their competitive edge in today's global economy and excel in every facet of manufacturing.

## **THE POWER OF PARTNERSHIPS & THE MEP NATIONAL NETWORK™**

With a national mission to strengthen and empower U.S. manufacturers, the network comprises 51 MEP Centers located in all 50 states and Puerto Rico, with over 1,400 trusted advisors and experts at more than 385 MEP service locations.

Each MEP Center tailors its services to meet the critical needs of its manufacturing community. Each Center is the hub for manufacturers, connecting them with government

agencies, trade associations, universities and research laboratories, state and federal initiatives, and a host of other resources to help them grow and innovate.

As a public-private partnership, the MEP National Program delivers a high return on investment to taxpayers. For every one dollar of federal investment in FY 2021, the MEP National Network generated \$26.20 in new sales growth and \$34.50 in new client investment. During this same time, for every \$1,193 of federal investment, the network created or retained one manufacturing job.

In Fiscal Year (FY) 2021, the network interacted with 34,307 manufacturers. According to clients surveyed in FY 2021, the MEP National Network helped manufacturers achieve \$14.4 billion in sales, \$1.5 billion in cost savings, \$5.2 billion in new client investments and helped create and retain 125,746 U.S. manufacturing jobs.



## CONSULTING & TRAINING SERVICES FOR WASHINGTON MANUFACTURERS

Impact Washington works with manufacturers to identify their unique challenges and opportunities to make it more profitable and a better place to work. Excellence in manufacturing comes from dedication to leading-edge management and operational practices that keep organizations ahead of the competition.

We focus on creating value and strengthening manufacturers' competitiveness by boosting growth, productivity, reducing costs, and increasing capacity through customized, hands-on solutions and implementation.

Impact Washington programs and training focus on the following areas:



### WORKFORCE DEVELOPMENT

*A systematic approach to maximize employee engagement, satisfaction, retention, and productivity*

- ✓ Leadership Development
- ✓ Succession Planning
- ✓ Change Management
- ✓ Safety
- ✓ Training Within Industry (TWI)
- ✓ Toyota Kata



### GROWTH & INNOVATION

*Methods to effectively develop new products, markets, and services*

- ✓ Strategic Planning
- ✓ Automation/Industry 4.0
- ✓ Supply Chain
- ✓ Sales & Marketing
- ✓ New Product Introduction (NPI)



### OPERATIONAL EXCELLENCE

*Tools and methods to transform your organization one step at a time*

- ✓ Lean Transformation
- ✓ Value Stream Mapping
- ✓ Quality Systems/ISO Compliance
- ✓ Enterprise Resource Planning (ERP)
- ✓ Cybersecurity
- ✓ Rapid Improvement Workshops (Kaizen)



### FOOD & BEVERAGE SAFETY & PROCESSING

*Tools, resources and expertise from Food Scientists and Specialists*

- ✓ FSMA Gap Assessment
- ✓ Food Safety Consulting and Guidance
- ✓ Standardize Food and Beverage Trainings
- ✓ Product Development

## A PASSION FOR SUPPORTING A THRIVING MANUFACTURING COMMUNITY IN EVERY CORNER OF THE STATE

Impact Washington's federal sponsor, NIST-MEP, contracts with an independent, third-party survey firm to conduct impact interviews with clients approximately 6 to 12 months after their project was completed. Since 1997 Impact Washington has delivered improvement solutions to more than 1,500 Washington State manufacturers.



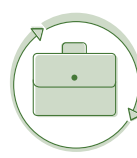
**\$2.1 BILLION**

Increased Sales/Revenue



**\$1.0 BILLION**

New Client Investments



**19,186**

Jobs Created/Retained



**\$429 MILLION**

Cost Savings

## MANUFACTURING MAKES A DIFFERENCE IN WASHINGTON

Impact Washington's impact goes beyond individual manufacturing clients. New sales, cost savings, and adding and keeping jobs in Washington help maintain Washington's firm manufacturing footing and provide increased industrial and personal tax revenues for the state. More than 7,500 SMM's based in Washington employ nearly 300,000 workers, building a solid foundation for the state's economy. \*