

Last year, Polaris MEP served more than 37 Rhode Island clients, helping them achieve results including



\$5.16 million in cost savings



\$24.5 in new client investments



\$121.2 million in new and retained sales



901 Jobs created or retained



Polaris MEP helps RI's small & medium-sized manufacturers with the topline, bottom line and pipeline. I'd like to hear about your concerns, hopes and dreams for Manufacturing in the Ocean State. Let's schedule a time to meet or to visit a manufacturer in your district. (508-523-5498; kmahoney@polarismep.org).

Kathie Mahoney, Center Director

RI MANUFACTURING FACTS

- There are 39,200 manufacturing jobs in RI (as of May 2021)
- RI's manufacturing sector has added 4,000 jobs since May 2020
- Manufacturing makes up 10% of RI's private sector workforce
- The manufacturing industry cluster boasts an average annual wage of \$60,290, exceeding the overall private sector average annual wage of \$52,927.

For more data, visit: <https://dlt.ri.gov/lmi/datacenter/ces.php>

OUR CURRENT/RECENT INITIATIVES

- PBS Newshour reports: As nationwide unemployment grows, Rhode Island steps in to help residents find work: bit.ly/36eApfc
- 150 previously unemployed Rhode Islanders placed in manufacturing jobs through state-funded "Machine & Marine" initiative
- Working with Chafee Center and RIMA on reshoring pilot that will include 12 companies
- Matching RI manufacturers to new partners and buyers across the US through MEPNN Supplier Scouting

“Polaris MEP project managers have been very helpful in getting our company where it needs to be with respect to ISO certification. Their vast knowledge of our industry is invaluable to a company like ours.

Christopher Goodwin, Vice President, Goodwin-Bradley



 **\$100,000 in cost savings**  **\$415,000 in new investments**  **25% increase in staff**

“The production manager is very enthusiastic – he's getting more throughput with less cost. It wouldn't have happened in the timeframe defined without the Hexagon/Polaris MEP team approach.

Brian Malloy, Senior Manufacturing Engineer, Hexagon Manufacturing Intelligence




 **15% increase in throughput**  **77% reduction in downtime**  **\$36,000 in cost savings**

“Polaris MEP helped us get faster and more reliable. In less than a year, we went from scaling down staff to hiring new employees to meet increased business.

Steve Kennedy, Owner, Kennedy Incorporated



 **Hiring additional staff**  **Rehired previous staff**  **instant return on project investment**

DID YOU KNOW?

Manufacturing GDP growth rate in RI between 2014 and 2019 was higher than that of manufacturing GDP for all of the US.

Data taken from our new online data dashboard: <https://go.polarismep.org/RIMfgData>

For more data, visit: <https://go.polarismep.org/RIMfgData>

LEAN IMPROVEMENTS LEAD TO MORE THAN \$1.5 MILLION IN SAVINGS

COMPANY PROFILE

Downeast Coffee Roasters has, for three generations, been roasting unique global coffees from their Pawtucket, Rhode Island facility. Nearly 30 workers roast, package, and deliver tasty brews and tailored coffee programs to some of the best food service operators and select grocery stores throughout New England.

SITUATION

VP of sales and marketing Michael Kapos heard about Polaris MEP and Lean Manufacturing through a classmate in the Goldman Sachs 10,000 Small Businesses program. "It's getting more and more expensive to produce that same pound of coffee. Whether it's labor costs, or raw materials, or the machinery. Just about everything keeps going up and up and up," said Kapos. "Improving efficiency and cutting some production costs the Lean way is not only a good thing to do it's a necessity to survive and grow and thrive."

SOLUTION

Polaris MEP provided training on Lean Manufacturing and Value Stream Mapping, and lead two-day "Kaizen" event. This helped the Downeast team identify non-value-added activities (i.e.waste). With Polaris MEP's coaching, they immediately acted on recommendations in a Priority Matrix. The increased efficiency helped Downeast contain costs while expanding capacity.



IMPACTS



\$1,500,000 in direct cost savings



\$500,000 increased sales
\$250,000 retained sales



\$175,000 invested in equipment, plant and systems



\$400,000 saved by avoiding unnecessary investments



10 Jobs retained

“ I have worked with several consultants over my nearly 30 years in the coffee industry and not one of them ever really asked how we did things or why. It was always a forced fit solution! The training was so much more than being handed Lean tools and being turned loose. ”

Michael Fitzhugh
Operations Manager

Read the full success story at: <https://bit.ly/3hfUihu>