POLARIS MEP
Manufacturing Forward

IMPACT REPORT 2020

MOVING RHODE ISLAND MANUFACTURERS FORWARD





Economic Impact FY 2020

Clients report a measurable impact from Polaris MEP's services

- **$89m** total increased or retained sales
- **$20.6m** new client investments
- **$5m** in cost savings
- **790** jobs added or maintained

ABOUT THIS REPORT

Polaris MEP helps Rhode Island manufacturers with their bottom line, topline and pipeline.

A trusted non-profit, we are uniquely positioned to support the growth of the state's manufacturing sector.

We are the local affiliate of the national Hollings Manufacturing Extension Partnership (MEP) network. Team members bring decades of experience to each challenge, helping manufacturers with custom and/or innovative solutions that:

- **reduce waste,**
- **increase productivity**
- **increase quality.**

Our annual IMPACT report summarizes the positive outcomes that projects and community-supported partnerships generate for our state.

Due to the COVID 19 pandemic, 2020 impacts were different. Polaris MEP worked with the state and our partners to ensure manufacturing stayed open and kept employees safe.

As manufacturers met the challenges of COVID, Polaris MEP provided the support needed.

This report highlights some of the contributions made to the Rhode Island manufacturing sector in 2020.

Please visit PolarisMEP.org/2020IMPACT for more.

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On average, an MEP Center has a 13 to 1 return for every client investment

2020 IMPACT METRICS: COVID RESPONSE AND SUPPORT

Communications

- >350 technical assistance outreach calls
- >6,500 views of online COVID resources
- Roughly 60,000 emails
- 10 webinars with > 150 participants

Workforce

- 150 previously unemployed placed in manufacturing jobs by Polaris MEP / Rhode Island Marine Trades Association
- 57 companies hiring /training workers with Machine & Marine grants
- 59 companies in manufacturing "Talent Exchange"

Tools

- 6 re-designed facility layouts for safety/efficiency
- 1,543 downloads of the Polaris MEP / Rhode Island Manufacturers Association COVID-19 Manufacturing Readiness "Playbook"
- 7 MEP National Network "Supplier Scouting" cases

Safety & Eco-system Support

- 14 local companies supplying PPE, disinfectants through "Safe Guard RI"
- 8 manufacturing companies in Reshoring pilot
- 42 home sewers, designers & manufacturers selling through MasksRI
- >100 COVID safety assessments

RI MANUFACTURING FACTS

Manufacturing accounts for **10% of the state'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.

The Brookings Institution Metropolitan Policy Program has identified Manufacturing as an "advanced industry," which Brookings says encompass "the nation's highest value economic activity. As such, **these industries are the country's best shot at innovative, inclusive, and sustainable growth."**

34.5% of RI Manufacturers have 10-99 employees; 60.5% have 9 or fewer workers.

Fast-growing manufacturing subclusters include Surgical and Medical Device Manufacturing and Shipbuilding.

Manufacturing represents **8.7%** of the state's total GDP.

There are about **1,300 Manufacturing companies** in Rhode Island, **employing more than 39,700** of our neighbors.

For every $1 of federal investment in FY 2020, the MEP National Network generated $19.6 in new sales growth and $33.7 in new client investment.

WHAT DO OUR CLIENTS SAY?

"Polaris MEP was the right partner to help us work more efficiently, help get to our goals, and consistently see improvement."

Minnie Luong
Founder and CHI-E-O, Chi Kitchen



$150,000 increased and retained sales

5 created or retained jobs

$55,000 in savings

"[Polaris MEP was] able to take the Governor's orders and put it into a manufacturing language... And when we were shorthanded on supplies, they were able to position me and to help me continue to keep the workforce safe."

Michael Black
Founder, MJB Associates, LLC



"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

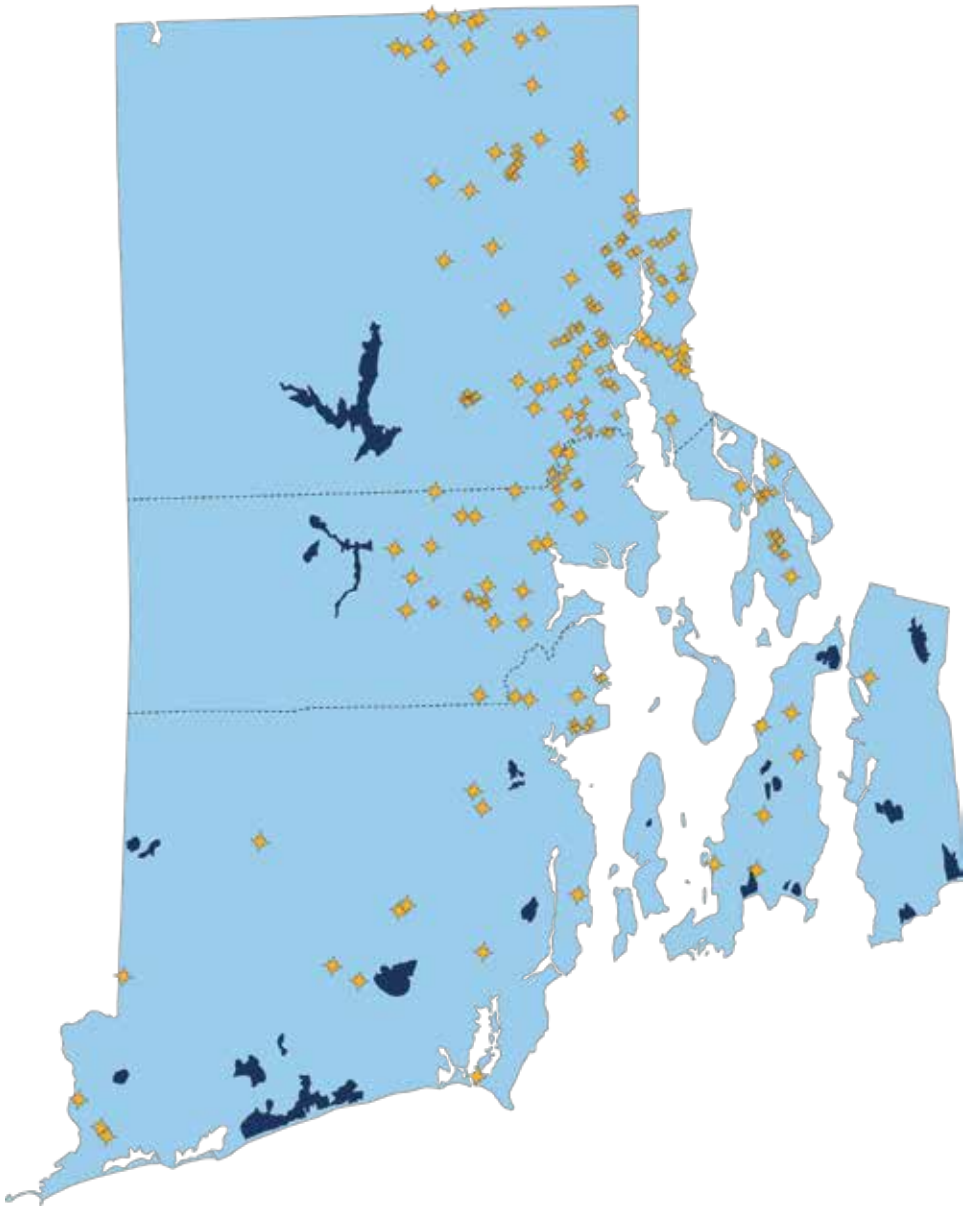


15% increase in throughput

77% reduction in downtime

$36,000 annual cost savings

SERVING MANUFACTURERS ACROSS RHODE ISLAND



WHO IS POLARIS MEP?

Polaris MEP has earned the trust of RI's manufacturers through the delivery of:

- Growth & Strategy Services
- Lean Manufacturing Training and Implementation
- Quality Management Systems Development, Certification and Improvement
- Intelligent Facility Layout
- Cybersecurity
- Technology Acceleration
- Public Workshops, Customized Training
- Workforce Development

We lead the Rhode Island Textile Innovation Network and took a leadership role in establishing the New England Regional Defense Industry Collaboration as well as the 401 Tech Bridge materials innovation center.

Polaris MEP is a non-profit partnership between the federal government, public and public or private entities. We are an affiliate of the National Institute of Standards and Technology's Hollings Manufacturing Extension Partnership (NIST MEP), and a business unit of the University of Rhode Island Research Foundation.

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