



# ANNUAL REPORT FY2022

## **MOVING MANUFACTURING FORWARD**

**\$96.9M**

TOTAL INCREASED  
OR RETAINED SALES

**\$18.6M**

NEW CLIENT  
INVESTMENTS

**\$3.5M**

IN COST  
SAVINGS

**974**

JOBS ADDED  
OR RETAINED



# Selected ACCOMPLISHMENTS

## CULTIVATING THE NEXT GENERATION WORKFORCE

- More than 75 previously unemployed placed in manufacturing jobs
- 30 companies hiring from Fast Track to CNC Manufacturing
- 50 companies hiring from other programs managed by Polaris MEP
- 221 incumbent workers completing training; 86 receiving wage increases as a result
- 400+ middle & HS students introduced to manufacturing career pathways

## LEVERAGING NATIONAL/REGIONAL RESOURCES

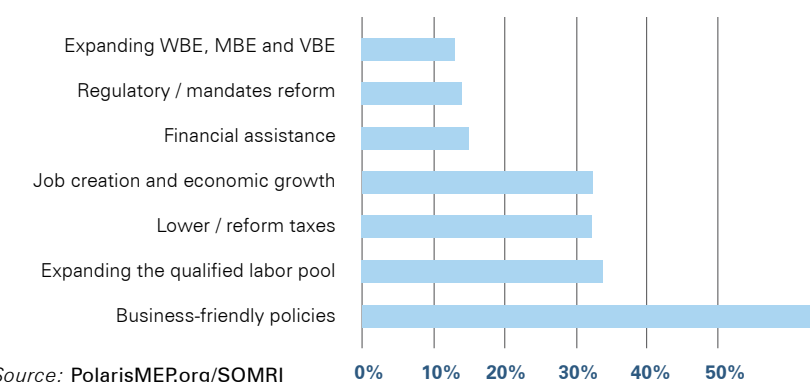
- Secured Office of Local Defense Community Cooperation (OLDCC) Defense Manufacturing Community designation, with \$5M to strengthen the state's manufacturing defense supply chain. New program, named RI MADE, launches in 2023
- Leveraged mini-grant from America Works for a Virtual Reality pilot program in RI high schools
- Secured additional America Works mini-grant to build excitement around manufacturing training programs
- Co-presented forum on sustainability with the Rhode Island Textile Innovation Network

## ACCELERATING GROWTH & INNOVATION

- Published first-ever in-depth study of manufacturing sector as driver of state's economy, the State of Manufacturing Rhode Island report
- Co-presented Scale Up! RI program, accelerating commercialization and growth
- Served or engaged with more than 300 manufacturing companies, >20% of the state's sector

A "year at a glance" review can be found at [PolarisMEP.org/2022impact](https://PolarisMEP.org/2022impact)

## TOP PRIORITIES FOR RHODE ISLAND LAWMAKERS TO SUPPORT MANUFACTURING



# ABOUT THIS REPORT

Polaris MEP uniquely delivers world-class assistance, resources and measurable impact to Rhode Island's smaller manufacturers. Seasoned manufacturing advisors help clients with their bottom line, topline and pipeline.

The "MEP" in our name stands for Manufacturing Extension Partnership, and is key to our achievements.

We are mission-driven to grow and strengthen RI's **Manufacturing** sector.

We are a business unit of the URI Research Foundation. In 2022 we successfully renewed our 10-year cooperative agreement with the Hollings Manufacturing Extension Partnership as Rhode Island's affiliate. This **Extends** our reach so we can leverage regional and national resources to benefit RI.

We **Partner** with industry, academia, government and beyond to maximize results.

The charts and themes in this report are drawn from Polaris MEP's 2022 "State of Manufacturing" study. Visit [PolarisMEP.org/SOMRI](https://PolarisMEP.org/SOMRI) to download that report.

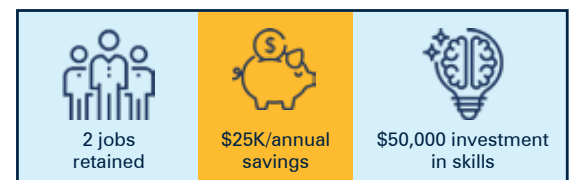
# TOP GROWTH DRIVERS

## WHAT DO CLIENTS/PARTNERS SAY?



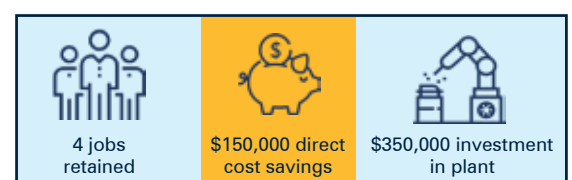
"Their vast knowledge of our industry is a great asset and invaluable to a company like ours."

– Christopher Goodwin, **Goodwin-Bradley**



"The Polaris MEP team has been an invaluable resource, from providing quality candidates to identifying workforce grants to offering employee training programs."

– Karen Gardner, **Mahr Inc**

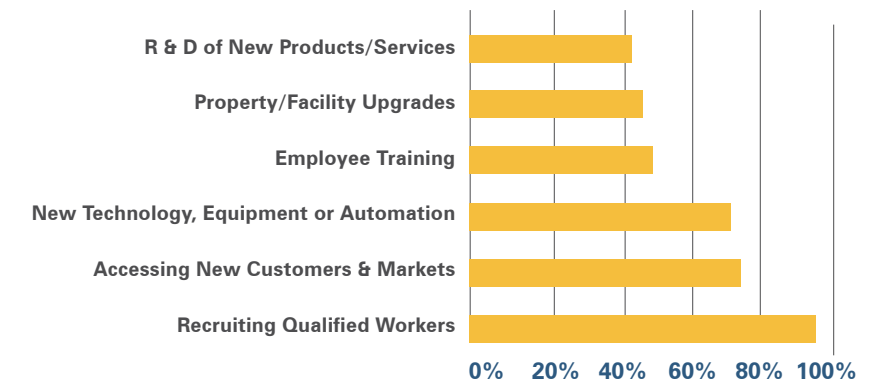


"[Training] was an amazing experience ... This was an extremely effective transformation program that enabled us to completely overhaul our processes."

– Rik Kleinfeldt, **New Harvest Coffee**



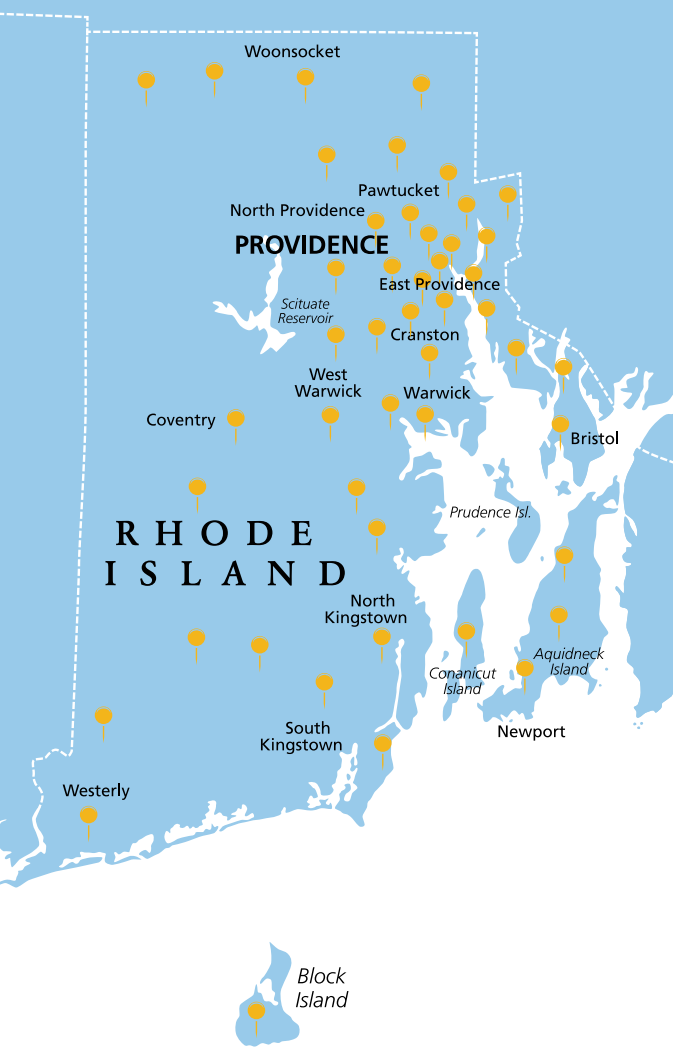
## TOP GROWTH DRIVERS FOR RHODE ISLAND MANUFACTURERS



Source: PolarisMEP.org/SOMRI



# SERVING MANUFACTURERS ACROSS RHODE ISLAND



**1,400 COMPANIES**

**8.5% OF PRIVATE SECTOR WORKFORCE**

**\$80,000 AVERAGE ANNUAL WAGE**

**2.1 JOBS MULTIPLIER, \$1.90 INCOME  
MULTIPLIER, \$1.53 SALES MULTIPLIER**

*Source: PolarisMEP.org/SOMRI*

## WHO IS POLARIS MEP?

POLARIS MEP IS A NON-PROFIT PARTNERSHIP BETWEEN THE FEDERAL AND STATE GOVERNMENT, PUBLIC AND PRIVATE ENTITIES. WE HAVE EARNED THE TRUST OF RI'S MANUFACTURERS AND POLICY MAKERS THROUGH THE DELIVERY OF

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



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