

VMEC

VERMONT MANUFACTURING EXTENSION CENTER

2023 IMPACT REPORT



PART OF THE  MEP
National
Network™
OFFICIAL REPRESENTATIVE

 Vermont State
University
VMEC HOST SINCE 1995

STRENGTHENING AND EMPOWERING VERMONT MANUFACTURERS SINCE 1995



A Letter from Our Center Director & CEO



Our team works to **“provide, convene, align and focus all the resources available to us on strengthening and empowering Vermont manufacturers.”** VMEC has no other focus, making it crystal clear who we support, what we do and who we are.”

Cover photo courtesy of Generator Makerspace; other report photos courtesy of Mamava and AllEarth Renewables.

A heartfelt thank you to our clients, partners and stakeholders in Vermont. We are grateful for your business, support, advice and help. Your input and feedback has been critical in shaping what we can support you with and how we deliver it.

At the start of my tenure at VMEC in the summer of 2022, I was initially excited to be part of something special, leading the only singularly-focused resource for manufacturers in the Green Mountain State. Fast forward to today, and my enthusiasm has only become stronger! It truly is an honor to be involved in the world of Vermont manufacturing, a critical sector in the growth and success of our economy, delivering well paid, stable good jobs with advancement opportunities.

Partnering with our clients, the VMEC team, with over 200 collective years of manufacturing experience, delivers our mission - **To Strengthen and Empower Vermont Manufacturers** - on a daily basis. We work with manufacturers to accomplish this through knowledge and know-how, trust, partnership, candor and integrity.

Working together, we seek to understand Vermont manufacturers' unique goals. Then as your partner, determine an agreed customized path to double down on your opportunities as well as solve problems affecting your business. This includes the application of proven

methods and learning opportunities as well as support from our team and network of experts. Our approach includes follow up to ensure your results are powerful and lasting. We are here to help you with everything from the systems and tools that support your operations, the sales and marketing that moves your products to the people and talent that power your results.

Any small and medium-sized manufacturer in Vermont has lots of choices about which groups and organizations to work and partner with to be successful. Our team works to the following intent – “provide, convene, align and focus all the resources available to us on strengthening and empowering Vermont manufacturers.” VMEC has no other focus, making it crystal clear who we support, what we do and who we are. This enables real clarity of purpose with no conflicting priorities.

Regardless of any Vermont manufacturer's size, location, sector, longevity, opportunities or exciting challenges that lie ahead, VMEC is invested in making the future as successful as possible. Please contact us today!

PATRICK BOYLE
Center Director & CEO

VMEC SERVICES

We provide a wide variety of services that help give you a competitive advantage. VMEC is the trusted resource for Vermont manufacturers when it comes to developing or enhancing your systems, processes, technologies and people. You know your business goals and challenges; we know the solutions that will elevate your success and growth opportunities for the future.



Innovation & Growth » We provide collaborative sales and marketing programs that address manufacturing specific challenges and accelerate business growth. When a company has an innovative culture, it'll grow easily, the creative process will be simplified, and innovation is second nature.



Cybersecurity & Supply Chain » Both Cybersecurity and Supply Chain Management are about protecting the essential elements of your business, your reputation, and your relationships with your suppliers and customers. We provide resources and assistance to protect and manage your business.



Quality & Compliance » Partner with us to improve operations, build stronger relationships with customers and achieve long-term success through a commitment to quality and continuous improvement.



Advanced Manufacturing & Automation » We take a complete assessment of your people, process and operation and help you assess where to apply tools that will best strengthen your business.



Operational Excellence » VMEC will guide your journey of continuous improvement and promote a culture where employees at all levels are empowered. With the right tools in place, your business will become more flexible, efficient, and competitive.



People Development » We help companies engage, train, and mentor their existing team members, as well as attract and onboard new ones. We have the experience, know-how and network to strengthen your most valuable asset: your people!

2023 IMPACT OF VMEC IN VERMONT

\$5,467,000
Cost savings



\$10,498,000
Client investment
in modernization



\$58,698,000
Increased and
retained sales



671 Total jobs created: direct,
indirect and induced
210 Jobs retained
95 Jobs created that otherwise
wouldn't have existed



\$50,200,000
Employer wages and
benefits for these jobs

\$30,900,000
Additional labor
compensation

Data reflects client reported impact as a direct result of VMEC assistance from VMEC projects surveyed July 2022 through June 2023. A third party conducted the surveys under contract to NIST MEP. Respondents represent 82% of all Vermont clients served by VMEC during the period. Some data resulted from input-output analysis (using JobsEQ) based on results from VMEC clients surveyed.

CLIENT PROFILE

Mamava

From its production facility in Springfield, Vt., Mamava manufactures private lactation spaces — or Mamava pods — for breastfeeding mothers in all 50 states and beyond. Since installing its first prototype at the Patrick Leahy Burlington International Airport in 2013, Mamava has manufactured thousands of lactation pods.

In 2023, Mamava was ready to increase its production volume and wanted to make the process as efficient as possible, so they reached out to VMEC for support. VMEC advisors came on site to consult with the management team and present hands-on Lean 101 training for all production, office, and management staff.

Co-founder Christine Dodson said that “working with VMEC allowed us to finally take the time to accomplish tasks that we had not been able to get to. As anyone in manufacturing knows, it can be very difficult to interrupt the flow of production, even if it’s for beneficial reasons.”



Beyond the knowledge we gained about Lean Manufacturing, 5S, and problem solving, the biggest gain was the increase in camaraderie that developed between existing and new staff.”

— CHRISTINE DODSON, CO-FOUNDER AND COO

RESULTS OF VMEC ASSISTANCE



Lean 101 training at all levels



Increased camaraderie among staff



Enhanced efficiency

VERMONT MANUFACTURING FACTS & FIGURES



MANUFACTURING CONTRIBUTES 9% TO VERMONT’S GROSS STATE PRODUCT (GSP)

10% OF VERMONT WORKERS ARE EMPLOYED BY MANUFACTURERS, REPRESENTING 29,116 PEOPLE TOTAL

10%



AVERAGE ANNUAL COMPENSATION FOR VERMONT MANUFACTURING EMPLOYEES IS \$68,000, COMPARED TO THE AVERAGE VERMONT COMPENSATION OF \$60,000

Based on 2022 data from National Association of Manufacturers

Top 5 Challenges to Manufacturing Growth

Based on client surveys completed July 2022 – June 2023 by an independent third party under contract to NIST MEP



CLIENT PROFILE

AllEarth Renewables

A leader in renewable energy, AllEarth Renewables is Vermont’s only 100% designed and manufactured solar solutions provider. With over 7,000 solar installations nationwide, its flagship product — the AllEarth Solar Tracker — is uniquely designed to provide more energy than traditional fixed systems.

In 2024, AllEarth is taking the significant step of relocating its corporate headquarters to a new facility in Bristol, Vt., and company leaders turned to VMEC for help executing the move. “After 15 years in our previous location, we recognized the need for a fresh start and to shed outdated habits and excess inventory,” said Director of Operations Eric Pierce.

VMEC’s 5S methodology gave valuable insights into how AllEarth could optimize its work processes and adopt best practices — a core focus as they envisioned their new workspaces in Bristol. The VMEC team delivered a comprehensive 5S training program and then focused on separate departments to target individual processes and operations.


The end result was a clear and targeted set of actions that allowed AllEarth to purge or reallocate a substantial amount of inventory, and to create an improved level of organization and flow in key work areas.




What sets VMEC apart is their unparalleled depth of subject-matter knowledge, a unique offering not found elsewhere in our area. Their ability to articulate complex concepts and principles in a clear and understandable manner is matched only by their proficiency in applying these insights practically in real-world environments.”

— ERIC PIERCE, DIRECTOR OF OPERATIONS


RESULTS OF VMEC ASSISTANCE



5S training for all staff members

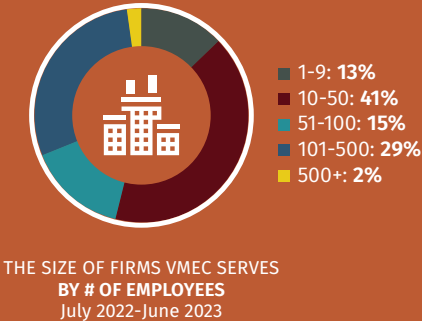
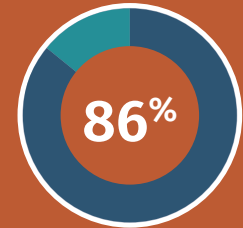
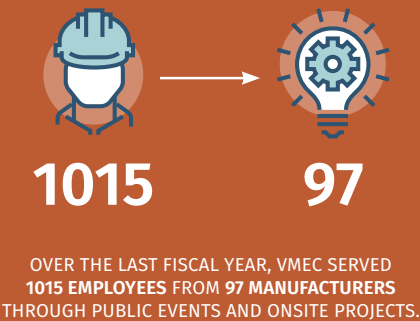


Improved organization and work flow



Adoption of best practices

VERMONT MANUFACTURERS SERVED IN FY 2023





Post Office Box 12
Randolph Center, VT 05061

RETURN SERVICE REQUESTED

CONTACT US

- › 802-728-1432
- › vmec@vmec.org
- › www.vmec.org

NON-PROFIT ORG.
U.S. POSTAGE
PAID
PERMIT NO. 222
BARRE VT

WHAT CAN VMEC DO FOR YOU?

We strengthen your operation with accessible technology, foster a mindset for success, help you invest in your people, focus on quality, protect your reputation, and turn your vision for the future into a reality. We are a trusted advisor and extension of your team, here to help you achieve greater efficiency and sustainable growth. We understand the challenges that manufacturers large and small face and can partner with you to meet those challenges head on and reach your goals.

HOW DOES MANUFACTURING IMPACT THE ECONOMY?



Economic Multiplier

Every **\$1** in manufactured goods generates an estimated **\$2.60** worth of additional economic activity, the third highest of any other economic sector. If the entire manufacturing and supply chain is included, every **\$1** spent in manufacturing adds another **\$3.75** in economic activity.

Employment Multiplier

Each manufacturing job supports an additional **4.4 jobs** elsewhere.

Source: National Association of Manufacturers



Client Return on Investment

Over the past 3 years, every **\$1** clients spent on VMEC assistance returned an average on that investment of **\$336**.

Based on company-reported data, April 2020 through March 2023

