

FOR IMMEDIATE RELEASE

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MEP National Network™ Helped US Manufacturers Meet the Challenges of the Pandemic as Clients Report Significant Bottom-Line Impacts

[Washington, D.C.] January 18, 2021 – Today, the MEP National Network announced the results from its fiscal year (FY) 2020 manufacturing client survey. The survey is conducted annually by an independent third party to document the annual economic impact of services provided by MEP National Network representatives and measure the return on investment to manufacturing clients served. The survey found that the services provided helped U.S. manufacturers achieve \$13 billion in new or retained sales as manufacturers navigated numerous challenges due to the COVID-19 pandemic.

The MEP National Network strengthens and empowers U.S. manufacturers by making training, tools and technologies more accessible through MEP Centers in every state and Puerto Rico. MEP Centers provide expertise to help manufacturers reduce costs, create new products, find new markets and enhance value within supply chains. MEP Centers also help manufacturers achieve business success by developing the next generation workforce.

In FY 2020, the MEP National Network interacted with more than 27,574 small and medium-sized U.S. manufacturers. According to MEP manufacturing clients surveyed in FY 2020, the MEP National Network helped these companies realize:

- 105,748 jobs created or retained
- \$13.0 billion in new and retained sales
- \$2.7 billion in cost savings
- \$4.9 billion in new client investments

During 2020, U.S. manufacturers faced incredible challenges. MEP Centers around the country helped many manufacturers meet these challenges, survive and in some cases, even thrive. MEP Centers helped manufacturers pivot and retool to meet the rising demand for personal protective equipment, medical supplies and medical devices. MEP Centers also

helped manufacturers stabilize their supply chains, protect their workforce and workplace, adopt technology to improve productivity, and protect against emerging cyberthreats due to changes in how and where people worked.

“The MEP National Network was uniquely positioned to help manufacturers meet the challenges of 2020 and MEP Centers in every state and Puerto Rico delivered vital assistance. MEP continues to demonstrate a significant return on the federal investment in the program. For every dollar of federal investment in FY 2020, the MEP National Network generated \$19.60 in new sales growth and \$33.70 in new client investment. During this same time, for every \$1,381 of federal investment, the Network created or retained one manufacturing job,” said Chuck Spangler, board chair of the American Small Manufacturers Coalition and president of the South Carolina Manufacturing Extension Partnership.

About The MEP National Network

The MEP National Network is a unique public-private partnership that delivers comprehensive, proven solutions to U.S. manufacturers, fueling growth and advancing U.S. manufacturing. Focused on helping small and medium-sized manufacturers generate business results and thrive in today’s technology-driven economy, the MEP National Network comprises the National Institute of Standards and Technology’s Manufacturing Extension Partnership (NIST MEP), the 51 MEP Centers located in all 50 states and Puerto Rico, and over 1,300 trusted advisors and experts at more than 385 MEP service locations, providing any U.S. manufacturer with access to resources they need to succeed.

About the Survey

Fors Marsh Group, LLC (FMG) conducts the NIST MEP client survey. FMG is an Arlington, Virginia-based applied research firm. The company has experience both in market research and surveying, and specializes in working with small manufacturers. FMG conducts the survey quarterly and MEP Center clients are interviewed annually. The survey asks clients to consider the entire set of projects or services provided by a Center and to report on how their company’s performance and processes have been affected in the last 12 months. The survey asks clients to report on the impact of MEP Center services on bottom-line client outcomes and impacts such as sales, jobs created/retained, capital investment and cost savings. The survey has 16 questions and takes an average of 10 minutes to complete.

About ASMC

The American Small Manufacturers Coalition (ASMC) is a trade association of manufacturing extension centers that work to improve the innovation and productivity of America's manufacturing community. ASMC advocates for legislative and programmatic resources that allow our small manufacturing clients to better compete in the global marketplace. The Coalition and its members do this by increasing awareness of the importance of American small manufacturers, the challenges which they face, and the federal legislation and programs that affect them.