



2019-2020 ANNUAL REPORT

GROW • IMPROVE • LEARN • NETWORK



Helping Manufacturers Grow Profitably Since 1988



DVIRC is a private not-for-profit economic development organization with a public purpose — to support the profitable growth of small and mid-sized U.S. manufacturers.

We are dedicated to our clients' profitable growth and operational excellence, the capabilities of their people, as well as the economic strength and competitiveness of the manufacturing community in the region.

We apply our vast industry expertise and passion to proudly serve our clients to achieve their financial and operational business ambitions and goals.

DVIRC offers customized solutions through three practice areas:

Consulting solutions, training & education courses, and executive network groups

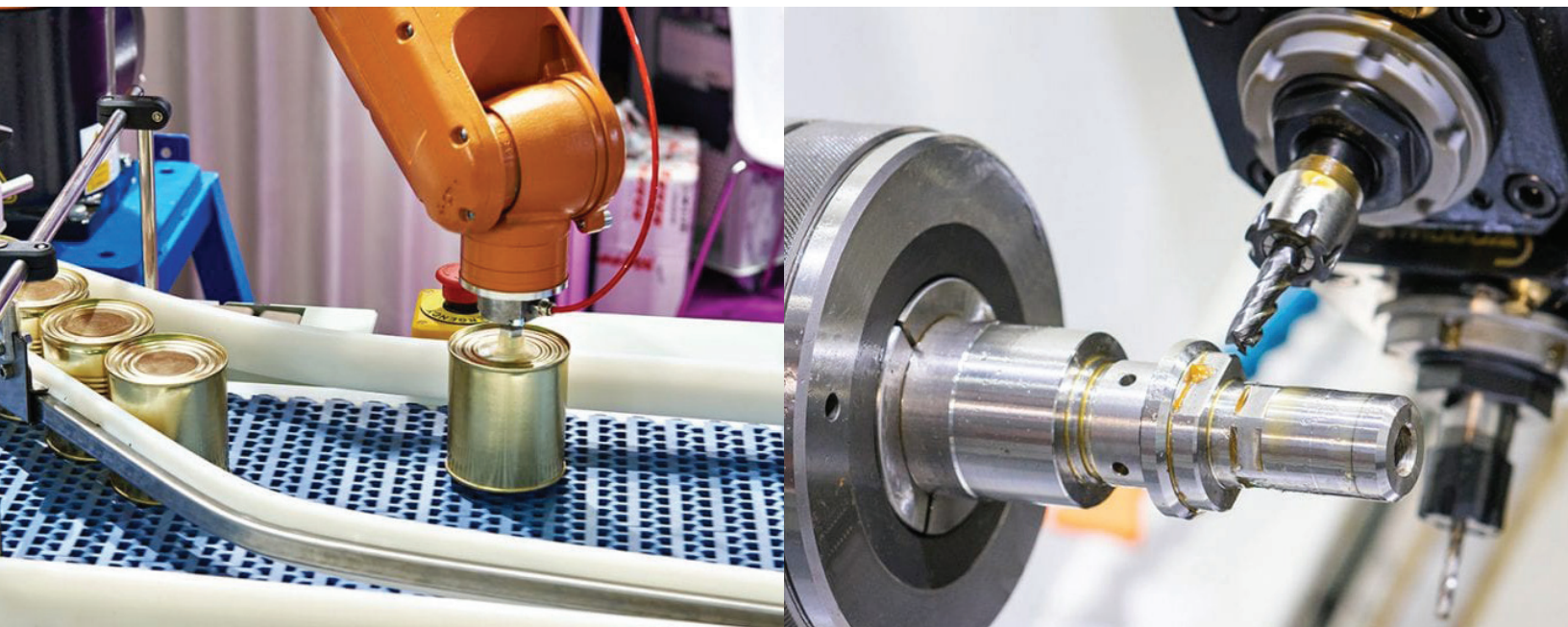
DVIRC is supported in part by the National Institute of Standards and Technology (NIST) Manufacturing Extension Partnership (MEP), and the Pennsylvania Department of Community and Economic Development (DCED). DVIRC is one of seven Industrial Resource Centers in Pennsylvania and one of 50 NIST/MEP affiliates in the U.S. and Puerto Rico.



MANUFACTURING EXTENSION PARTNERSHIP (MEP) OVERVIEW

The Hollings Manufacturing Extension Partnership (MEP) is based at the National Institute of Standards and Technology (NIST). The national Program Office (NIST MEP) provides federal government funding to the MEP National Network™ comprised of 51 MEP Centers located in all 50 states and Puerto Rico. This includes over 1,400 trusted advisors at approximately 375 MEP service locations. DVIRC is an affiliate Center serving the 5,000 manufacturers in the five counties of southeastern Pennsylvania.

As a public-private partnership, the Program delivers a high return on investment to taxpayers. MEP Centers interacted with more than 28,200 manufacturers. MEP Center clients from across the country reported that the assistance they received helped to create or retain 114,650 manufacturing jobs in FY 2019. MEP Center clients had \$15.7 billion in new and retained sales in FY 2019 and realized \$1.5 billion in cost savings.



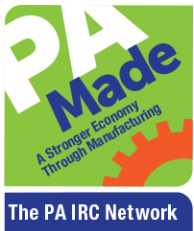
INDUSTRIAL RESOURCE CENTER NETWORK

Manufacturing is critical to the health and prosperity of the Pennsylvania economy. Likewise, Industrial Resource Centers (IRCs) are critical to the small and medium-sized manufacturers that make up more than 92 percent of the Commonwealth's manufacturing base.

The IRC Network represents seven private, nonprofit IRCs located strategically throughout the Commonwealth. These Centers were established to help manufacturers respond to changing markets, new technology and the competitive pressures of today's global economy.

Working collaboratively, company by company, the Network's mission is to help manufacturers envision where they want to be and assist them in achieving it, in addition to giving a voice to an increasingly vital part of the Commonwealth's economy.

DVIRC is one of the seven IRCs that promote, support and strengthen manufacturing in our state.



LETTER FROM THE PRESIDENT



“An example of our team’s pivot was how DVIRC facilitated Network Group members to shift from monthly face to face meetings to virtual meetings weekly to share best practices for policies and procedures for reopening, liability concerns, and staying current with the latest national, state and local COVID guidelines.”

DVIRC ended its Fiscal Year with a very solid performance against our impact goals, thanks in large part to the dedication of our entire team and despite the impact of the coronavirus. Like many organizations, we had to adjust quickly to the changing environment to continue to support our manufacturing clients.

During the early period of the pandemic, 75% of 200 manufacturers surveyed suffered from a sales decline, and 22% shifted production to support the urgent need for PPE items, which were in short supply.

Special thanks to the manufacturing community, here and across the country, for responding to this crisis by being innovative, aggressive and resilient. Firms surveyed reported some employment reductions, but the majority maintained compensation levels, and more than a third offered incentives or temporary pay increases to hold on to their employees. Supply chain disruptions affected 60% of the firms surveyed, with lead-times skyrocketing for overseas supplies. The full impact of this disruption is yet to be realized.

A Major Concern for our Region’s Manufacturers

Advanced Manufacturing Technologies (AMTs) – Our region’s manufacturers are not adopting AMTs fast enough. Period. The world is changing rapidly with a wide range of AMT investment opportunities to support business growth. Companies that do invest will prosper and those that don’t will not. No matter where you are on the digital journey, please increase your pace and cadence! We can help you establish a starting point with our team of proven providers and in-house staff to put in place the systems and technologies that will help you analyze data to reduce costs and increase productivity. The skills needed can be provided by outside third parties or by upskilling existing staff or hiring individuals with experience. Now is the time to act!

Final Thanks

Even amid a polarized political world, thanks to our state and federal elected officials for their bi-partisan support for the MEP and IRC programs. The return for these public investments has been well-documented by The Upjohn Institute, and is reflected in the results reported by our manufacturing clients.

Thanks also to DVIRC’s board of directors for their diligent guidance through these unnerving times, and a final thanks to everyone in our manufacturing community, a community of which we are honored to be a part.

Have a great holiday season! Be safe and let’s grow our businesses profitably.

A handwritten signature in black ink that reads "Barry W. Miller". The signature is written in a cursive, flowing style.

Barry W. Miller
President/CEO



DVIRC is relentlessly dedicated to the health, prosperity, and success of small and mid-sized manufacturers in the Philadelphia region.



We apply our vast expertise, dedication, and reliability toward uncovering opportunities and creating customized solutions that drive operational efficiency and financial growth, transforming each company that we proudly serve.

Since 1988, we've helped manufacturers...



GROW
IMPROVE
LEARN
NETWORK



MANUFACTURING EXCELLENCE

For more than 32 years, our staff has applied deep industry experience to develop and implement successful business solutions for our clients.

Consulting Services, Training & Education, Executive Network Groups

Grow

We help support the organic and inorganic growth of our clients through proven solutions including: Strategic Planning, Executive Coaching, Business Operating Systems, Market Research - Supply Chain Scouting, Voice of Customer, Competitive Analysis, and new market opportunities/new customer acquisition - Lead Generation, market penetration support, digital and integrated marketing, and web development.

Improve

We assist manufacturers in achieving high performance operational excellence including: Lean, Six Sigma, Quality, ERP, Cybersecurity, Advanced Manufacturing Technology assessment & integration, Recruiting, and Organizational Learning & Development.

Learn

DVIRC has provided our unique applied training, coaching and mentoring for over 30 years with exceptional results. Our team of instructors and coaches provide unrivaled expertise successfully improving the capabilities of your leadership and workforce, including standard and customized programs for Supervisor and Management Development, Lean Six Sigma, and Quality.

Network

Our Executive Network Group consists of 125 members, and is the only executive membership exclusively for manufacturing leaders. Members gain insight, perspective and best practices from their peers. Each group consists of 15 leaders from non-competitive firms, led by a professional facilitator.

2019-2020 FISCAL YEAR CLIENT REPORTED IMPACT METRICS

All companies that engage in projects with DVIRC are surveyed by NIST through the Fors Marsh Group, an independent research firm, to demonstrate both quantitative and qualitative impacts. These impact scores convey how we helped improve their performance and achieve their business goals.

\$60,641,000

Increased Sales

\$7,464,500

Investments – New Products

\$88,125,000

Retained Sales

\$18,670,000

Investments – Plant or Equipment

325

Jobs Created

\$5,895,000

Investments – Information Systems & Software

976

Jobs Retained

\$2,154,200

Investments – Workforce/Employees

\$16,574,740

Cost Savings

\$2,360,200

Investments – Other Areas of Business

\$6,086,000

Cost Avoidance

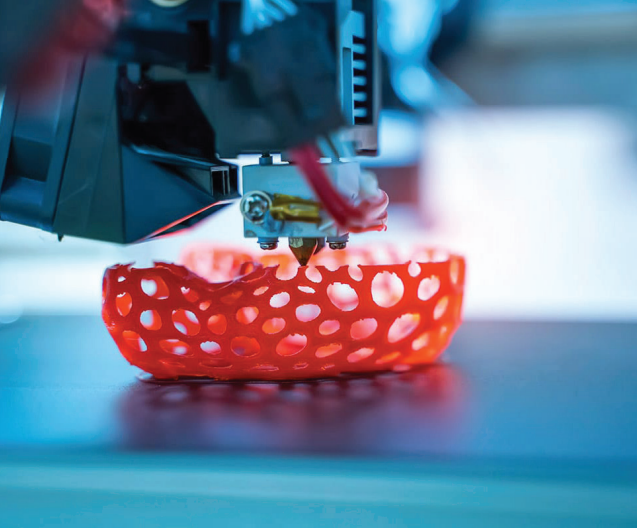
\$36,543,900

Total Investments

Client Satisfaction (Scale of 1-10) **9.5**

2019-2020 MARKET PENETRATION BY INDUSTRY

	Companies Served	Industry Market Penetration
Food and Beverage	8	4%
Textile Mill Products	3	4%
Apparel and other Finished Products Made from Fabrics	7	4%
Lumber and Wood Products, except Furniture	4	3%
Furniture and Fixtures	2	2%
Paper and Allied Products	7	4%
Printing, Publishing, and Allied Industries	2	0.4%
Chemicals and Allied Products	16	5%
Rubber and Miscellaneous Plastics Products	23	9%
Stone, Clay, Glass, and Concrete Products	5	5%
Primary Metal Industries	9	11%
Fabricated Metal Products	39	7%
Industrial and Commercial Machinery and Computer Equipment	52	8%
Electronic and other Electrical Equipment and Components	16	6%
Transportation Equipment	6	6%
Measuring, Analyzing, and Controlling Instruments	20	7%
Miscellaneous Manufacturing Industries	13	4%
	<i>Total</i>	232



2019-2020 MARKET PENETRATION BY COUNTY

	Companies Served	Market Penetration by County
Bucks	71	7%
Chester	40	6%
Delaware	24	5%
Montgomery	55	5%
Philadelphia	42	4%

2019-2020 MARKET PENETRATION BY EMPLOYMENT SIZE

Employee Size	Companies Served	Market Penetration by Employee Size
0-19	54	2%
20-99	115	9%
100-249	42	18%
250-499	13	19%
500+	8	17%

The Manufacturing Extension Partnership (MEP), which is part of the National Institute of Standards and Technology (NIST), contracted with the Upjohn Institute to conduct an analysis of the overall effect of MEP projects on the U.S. economy.

In May 2019 the W.E. Upjohn Institute released an updated study, which found the MEP program generated a substantial economic and financial return of nearly 14.4:1 for the \$140 million invested in the program in FY 2018 by the federal government.

The study also found that total employment in the U.S. was over 238,000 higher because of MEP Center projects than without the program.

The Upjohn study examined additional areas of economic impact not previously reported by the MEP program:

- Personal income is \$15 billion higher.
- GDP is \$24.9 billion larger, translating into an increase of \$2.02 billion in personal income tax revenue to the federal government than without the MEP program.

The W.E. Upjohn Institute is a private, nonprofit, nonpartisan, independent research organization devoted to investigating the causes and effects of unemployment, to identifying feasible methods of insuring against unemployment and to devising ways and means of alleviating the distress and hardship caused by unemployment.

**W.E. UPJOHN
INSTITUTE**
FOR EMPLOYMENT RESEARCH

14.4 : 1

Return on Investment

238,000

Employment Growth

+\$15b

Personal Income Growth

+\$24.9b

GDP Growth

DVIRC MISSION AMPLIFIED DURING COVID-19

Beginning in March, DVIRC, like every organization, was confronted by COVID-19. We experienced a significant decline in business as a result of the disruptions caused by the virus. The initial impact disoriented most, if not all businesses. And the focus was how to continue operations and respond to these new conditions.

DVIRC was approached by an overwhelming number of business leaders seeking help to navigate these extraordinary sea changes.

Our reputation, support and value to the market was validated during this difficult period.

We identified vital needs and provided virtual educational webinars in partnership with various subject matter experts including:

- Deciphering government guidelines for employee and environmental work practices and compliance
- Understanding and accessing critical PPP funding
- Accessing essential PPE supplies
- Helping to transition suppliers to produce PPEs to protect healthcare workers and the general public
- Developing a DVIRC portal to connect suppliers to buyers
- Connecting suppliers and buyers to the state and federal supply chain portals
- Sharing best practices concerning worker health and safety issues
- Expanding our website to curate and feature local, state, and federal COVID-19 information
- Hosting our executive network group meetings virtually every week so leaders could share their concerns and needs and receive guidance from peers, DVIRC, or subject matter experts.

DVIRC transitioned core services into virtual delivery models. This was especially relevant for our Lean Six Sigma consulting, training and education programs, and technology reviews and recommendations. This has been well received and evidenced by a steady increase in business for these services.

Lead Generation, Market Research, and Digital Marketing, all delivered virtually for the past 10 years, have grown considerably. Some clients identified opportunities to grow and expand, while others needed to recover lost revenue. These services have been essential to manufacturers seeking new opportunities for success.

These services have also experienced significant growth through other MEP centers throughout the country that have engaged DVIRC to offer top line growth services to their markets.

To meet new business conditions, we also expanded services to include Continuity Planning, Business Operating Systems, Supply Chain Scouting, and Environmental Health and Safety.

PARTIAL LIST OF CLIENTS

Food & Beverage

Emil's
Weckerly's Ice Cream
Merzbacher's
ISwich Gourmet
Blommer Chocolate, Co.
Barry Callebaut Group, Inc.
Frankford Candy Chocolate
Wricley Nut Products, Co.
Liberty Coca-Cola
Country Fresh Mushrooms, Co.

Textile Mill Products

Davlyn Manufacturing, Co. Inc.
Fabric Development, Inc.
FP Woll & Company

Apparel and other Finished Products Made from Fabrics and Similar Materials

Boathouse Sports, Inc.
Ehmke Manufacturing, Co. Inc.
Garrett Liners, Inc.
Humphrys, DC, Co. Inc.
Kampus Klothes, Inc.
Penn Emblem, Co.
AMPRO

Lumber and Wood Products, except Furniture

Alan McIlvain, Co.
Trimline Windows, Inc.
Toll Integrated Systems
Laminators, Inc.
Acro Display, Inc.
Compass Display

Furniture and Fixtures

Haskell Office
United Safety (formerly USSC Group)
Loparex

Paper and Allied Products

Acme Corrugated Box, Co.
Weber Display & Packaging

Dee Packaging, Co.
Metal Edge International
Label Rite, Inc.
LEM Products, Inc.
Lux Global Label
Oliver Healthcare Packaging
Converters, Inc.
Material Concepts, Inc.
Griff Specialty Paper and Film

Printing, Publishing, and Allied Industries

American Reading Company
Clientlink Direct Mail & Fulfillment
Motson, Co. Inc.

Chemicals and Allied Products

Hammond Group, Inc.
White Engineering Surfaces, Co.
Americhem
Esschem, Co.
Purulite, Co.
Palmer International, Inc.
Skippack
Stockwell Elastomerics
Martech MDI
Charles River Laboratories
Biopharmaceutical Division
Colorcon
Johnson Matthey Pharmaceutical
Materials
Accupac, Inc.
Johnson Matthey Advanced Glass
Technologies
FMC, Corp.
Gelest, Inc.
CGM, Inc.
Coating & Converting Tech
Pelseal Technologies, LLC.
Refractory Minerals, Co. Inc.
Chem Service, Inc.
Lampire Biological Labs, Inc.
Polysciences, Inc.
Spray Products, Corp.
MPD Chemicals

Rubber and Miscellaneous Plastics Products

New Age Industries
Powell Electro Systems, LLC.
Dooley Gasket And Seal, Inc.
M&C Specialties, Co.
Mason Rubber, Co. Inc.
Philadelphia Scientific
Dunmore, Corp.
Global Packaging
Mr. Shrinkwrap
Leading Edge Composites
Westlake Plastics
Gehr Plastics, Inc.
Plastic Supply Of PA, Inc.
Delta Industries
CW Thomas
Dontech, Inc.
Double H Plastics
Fluoro-Plastics, Inc.
Gemalto
Midgard, Inc.
Pac Strapping Products
Rebling Plastics, Co.
Rodon Group

Leather and Leather Products

Polar Manufacturing, Co.

Stone, Clay, Glass, and Concrete Products

Fredericks, Co.
Atlantic Concrete Products, Inc.
POLY-TEC Products, Inc.

Primary Metal Industries

AMETEK - Superior Tube, Co.
PennFab, Inc.
Pennsylvania Steel, Co. Inc.
Metallurgical Products, Co.
SD Richman Sons, Inc.
Johnson Matthey Specialty
Chemicals Division
Reube's Plastics, Inc.
METLAB, Co.
Rex Heat Treat

Heraeus Precious Metals North America Conshohocken, LLC.
Sandmeyer Steel Company

Fabricated Metal Products, except Machinery and Transportation Equipment

Container Research, Corp.
Bestweld, Inc.
Lionheart Industrial Group, LLC.
JGM Welding & Fabricating Services, Inc.
Rhoads Industries, Inc.
William Schmidt & Sons Household Metals, Inc.
Timberlane, Inc.
Fisher Tank, Co.
O'Rourke & Sons Steel
Benjamin Obdyke
Berger Brothers
Computer Components, Corp.
Metal Finishing Systems, Inc.
Southwark Metal Manufacturing
National Glass & Metal, Inc.
Pencoyd Iron Works, Inc.
B&G Manufacturing, Co.
John R. Bromiley Machine Co.
C&L Rivet, Co.
MK Precision
Specialty Ring Products, Inc.
A&S Manufacturing
Germantown Tool & Machine
ARCH (formerly Jade Equipment Corp.)
Marmetal Industries, LLC.
Tottser Tool & Manufacturing
Tucker Industries, Inc.
Precision Finishing
Materials Sciences, Corp.
Evaporated Coatings, Inc.
Plas-Tech Coatings, Inc.
Therm-Omega-Tech, Inc.
Admiral Valve, LLC. dba CPV Manufacturing
AGF Manufacturing, Co.

Vulcan Spring & Mfg, Co.
Closet City, LTD.
Kalan LP
Tri-Com, Inc.
Whitehill Mfg, Corp.
REP Industries, Inc.
Spike's Trophies, Inc.
Windle Mechanical Solutions, Inc.
Excel Machine Div
New Hudson Facades
Schweitzer & Crosson

Industrial and Commercial Machinery and Computer Equipment

PTR Baler and Compactor
Schiller Grounds Care
Snap Cab
NCC Automated Systems
Ballymore, Co.
AWE Tuning
Moldamatic, Inc.
Neu Dynamics, Corp.
ARC Manufacturing
Gemini Bakery Equipment
The Greater Knead
Victory Brewing, Co.
PDC Machine, Inc.
SP Industries
Vibration Specialty, Corp.
Johnson March Systems, Inc.
Packaging Coordinators, Inc.
Emp Industries, Inc.
Aries Electronics
Milton Roy
Teikoku Chempump
New Way Air Bearings
General Air Products, Inc.
Delaware Valley Packaging
Fres-co System USA, Inc.
Omega Design, Corp.
Pacpro, Inc.
Tavo Packaging, Inc.
Wayne Automation, Corp.
Zentis

Ipsen, Inc.
Kingsbury, Inc.
Advent Design, Corp.
Airline Hydraulics, Corp.
Empire Abrasive Equipment, Corp.
Netzsch, Inc.
Rankin, Corp.
Sentinel Process Systems, Inc.
Tescor, Inc.
Two Technologies, Inc.
Lavazza Professional
EIC Solutions, Inc.
Air King America, LLC.
Wesco Industrial Products
Custom Machine and Design, Inc.
Jacquet Mid Atlantic, Inc.
SIMCO-Ion, Inc.
Macron Dynamics, Inc.
Precision Solutions, Inc.
Baum Precision Machining, Inc.
Dynamic Concepts Manufacturing
EF Precision, Inc.
Geitz Machine Works
Hardy Machine, LLC.
Keystone Precision Machining
Laboratory Testing, Inc.
Nicomatic
Prieto Machine Shop, Inc.
Reimel Machine, Inc.
Rowland, Co.
Victoria Precision, Inc.
Shoemaker Mfg Solutions, Inc.
Thomas Springer, Inc.

Electronic and other Electrical Equipment and Components, except Computer Equipment

Penn Panel & Box, Co.
Stein Seal, Corp.
Harold Beck and Sons, Inc.
Bender, Inc.
Onexia, Inc.
APD&M
Edgecraft, Corp.
Independence LED Lighting, LLC



Success Stories

SUCCESS STORY

Sentinel Process Systems

Sentinel Doubles Sales with DVIRC Assistance

Sentinel was interested in growing the business, finding new growth opportunities, and establishing structured processes to do so. In particular, they wished to define their corporate vision, set key growth and operations objectives, and establish processes to measure and monitor progress on those objectives.

Sentinel leaders engaged DVIRC to assist the company and uncover potential new business opportunities. DVIRC's team worked collaboratively with the company to provide assistance with Strategic Planning, Marketing & Sales, Quality, Continuous Improvement, and Executive Networking.



“DVIRC’s strategic planning program really helped me open my eyes to growing my business. I learned to take a 30,000 foot level look at strategic areas of focus. Those types of things became very apparent over the course of the program, beyond just selling our product to customers.”

Paul Tramo
President

Sentinel Process Systems

Results

From the time Sentinel originally engaged with DVIRC in 2010, the company had about \$10 million in sales and had fewer than 20 employees. Since then, the company has:

Doubled its sales

Added another division to the company

Added 9 employees, with additional roles being added by 2020

Achieved \$100,000 in cost savings

SUCCESS STORY

Corry Rubber

DVIRC Lead Generation Yields Significant Long-Term Sales Growth

In recent years, Corry Rubber Corporation's organic growth began to taper off, with sales plateauing.

The company believed a few key factors were the cause:

- Revenue was often project-based and non-recurring, resulting in frequent turnover
- Over-reliance on unproductive sales representatives, or spreading too thin among accounts
- Lack of a focused internal sales program to generate leads with potential new customers

To overcome these challenges, CRC's senior leadership decided to invest in and enhance their sales and marketing capabilities by turning to DVIRC and its Lead Generation service.



"We've always been confident we can beat our competition on almost any customer-provided benchmark...but these capabilities mean nothing if nobody knows about them. In DVIRC we found a partner who not only began to communicate them, but began by taking the time to truly understand our business and goals so that they could do so in the most effective fashion."

Ernie Ferro
President

Corry Rubber

Results

To date, DVIRC's efforts have resulted in four new customers for CRC, with one new client alone contributing \$400,000 in new sales

CRC's first major success was a purchase order that will deliver nearly \$400,000 in additional annual revenue that it believes will be sustainable and recurring well into the future

The company is also quoting another prospect that could generate \$2.5-\$5.0 million in additional annual sales, similarly sustainable and recurring

SUCCESS STORY

Fredericks Company

Internet and Website Project with DVIRC Yields Substantial Improvement

Fredericks had embarked on a growth initiative combining their traditional business development efforts with digital/internet marketing strategies.

The company wished to generate awareness, capture interest from prospects, and respond effectively to inquiries.

DVIRC and strategic partner, Brand Llama, engaged with Fredericks to provide marketing, strategy, new market research, sales support tools, design and support services, such as email marketing, online advertising, search engine optimization, white paper creation, blog post publications, and more. Additionally, DVIRC established a marketing reporting and metrics system, which included lead scoring and marketing automation to help fill the sales funnel.



“Working with DVIRC and Brand Llama (and Sagan Medvec) has been an extremely rewarding and beneficial effort for the company. Results of the digital marketing campaign have been all positive. Internet traffic and client growth have grown tremendously since the start of the work, and certainly year over year. We are very pleased with the results.”

Shawn Orr

Technical Business Development Manager

Fredericks Company

Results

Unique searches and website activity have all increased since Fredericks starting to work with DVIRC and Brand Llama. The costs of utilizing the service have reduced their overall marketing cost with increased results versus their previous vendor. The company has reported:

A reduction in cost of over 50% compared to previous provider, with much greater results, as evidenced by:

6.08% increase in users

7.63% increase in new users

9.41% increase in sessions

13.37% increase in page views

4.62% decrease in bounce rate

Organic search traffic per month experienced a 96.5% increase in June 2020 compared to June 2018, and there has been a consistent trend upwards since January 2018

SUCCESS STORY

Rebling Plastics

Plastics Company CEO Finds Business Advice, Leadership Support, and Training from DVIRC Network Group

Robert Rebling founded Rebling Plastics as a custom plastic molding company in the early 1960's and then began making high current connectors initially used in commercial and military aircraft. The company maintains its reputation for quality and reliability today.

The business recently transitioned from a private owner to an Employee Stock Ownership Plan (ESOP). Nate Bower was named President and CEO, and was responsible for leading and growing the business. The newly minted executive sought the guidance and experience of others to take the business to the next level.

Bower became a member of DVIRC's Executive Network Group to network, learn best practices, and benchmark with other manufacturing leaders.



“We all have common issues running a company. Sometimes we find that company issues stretch beyond the company itself, and into life outside of work. The group is part business advice, part training, and part group therapy.”

Nate Bower,
President and CEO

Rebling Plastics

Results

As a result of participating in a DVIRC's Network Group and receiving advice from his peers, in one membership year alone, Bower was able to realize:

\$35,000 in avoiding unnecessary costs

\$30,000 investment in IT/cybersecurity

5 retained jobs

1 new job created

SUCCESS STORY

Advent Design Corporation

Strategic Planning Results in 500% Sales Increase and Dramatic Business Growth

Advent Design had experienced historic growth. The business had significantly grown its TESCO brand within the utility market, and had developed new products under that brand; while making its contract equipment manufacturing and contract packaging/distribution business more profitable.

Company leaders had also successfully made three acquisitions within two years. Prior to and during this period of growth, company ownership sought the help of DVIRC to look at the business strategically to ensure future success. DVIRC worked with Advent to provide Business Valuation, Strategic Planning and Execution, and Executive Network Group support.



“DVIRC offers such a diversity of services for different areas of the business. We benefited from DVIRC in many different areas of our business, and the capability from DVIRC’s professional staff was outstanding.”

Bill Chesterson
Owner and CEO

Advent Design Corporation

Results

Sales grew from approximately \$3 or \$4 million to **\$18 million**

The business grew **4-5 times** the size it was from when it started the strategic planning engagement with DVIRC

Creation of **10 jobs** and retention of **10 jobs**

\$200,000 in cost savings

\$50,000 savings on investments/avoiding unnecessary investments

ADVANCED MANUFACTURING TECHNOLOGY & WORKFORCE INITIATIVES

DVIRC continued to develop its ability to offer Advanced Manufacturing Technology (AMT), also known as Industry 4.0, support to small and mid-sized manufacturers (SMMs).

DVIRC's Technology Advisor completed AMT assessments with SMMs to inform, advise and help them implement technology solutions to address issues and drive business improvements. DVIRC's growing experience is expanding our ability to support client needs, with Cybersecurity and Automation being the most requested technologies.

DVIRC also hosted a wide array of webinars designed to educate SMMs on the application and benefits of AMTs. DVIRC's AMT consulting practice continues to evolve as we test different services and pricing models in the market. We continue to expand our bench of expert third party partner technology providers to help us with this work, including long-term relationships with Rockwell Automation and Bosch Rexroth.

DVIRC is also part of a national team of MEP Centers (including Oregon, Michigan, and Ohio) working on specific aspects of Industry 4.0/ AMT. This work includes:

- Supporting the development of “go-to” Centers for specific AMTs
- Creating a national asset map for internal use on who is doing what on Industry 4.0
- Developing a searchable database of Industry 4.0 third party vendors
- Piloting AMT assessment/readiness tools
- Developing ROI calculators for AMTs
- Promoting the sharing of knowledge and experience across the MEP network



For Fourth Year in a Row, DVIRC Awarded Department of Defense Contract to Strengthen Manufacturing Supply Chain



For the fourth year in a row, DVIRC was awarded a grant from the Department of Defense's (DoD) Office of Economic Adjustment (OEA) to help strengthen the capabilities and competitiveness of SMMs critical to the supply chain. Through the project—known as the Manufacturing USA Access Project, or MAP— DVIRC is helping SMMs learn about, evaluate, and invest in AMTs, upskill their workforce, engage in internships to support their need for new talent, and put in place cybersecurity systems to protect their operations.

The project builds on the successful work DVIRC completed in prior years, which put in place a regional and national ecosystem working to support and strengthen SMMs in both the defense and commercial supply chain, spur innovation, improve quality and enhance their competitive advantage.

The ecosystem includes regional economic development leaders, academia, system integrators, makers and hardware entrepreneurs, large industrial partners and OEMs, Manufacturing USA Institutes, and technology training organizations.

Through the MAP project, DVIRC and its partners continue to focus efforts on the following areas:

- Market outreach and education on the importance of adopting AMTs
- Working with SMMs on AMT-related project work, including helping them identify areas of their business where automation, robotics, data analytics and digital transformation can improve their enterprise and support commercial and defense market needs
- Workforce development and education to support SMMs' critical needs for talent

DVIRC's vision for the Philadelphia region is to once again become a nationally recognized world-class epicenter for manufacturing excellence, innovation, and talent.



MANUFACTURING SUMMIT

8th Annual Manufacturing Summit Topped Highest Attendance in Event History

DVIRC's Annual Summit celebrates the region's rich heritage of manufacturing leadership and innovation. While the theme changes every year, what remains constant is the need to support U.S. small and mid-sized manufacturers.

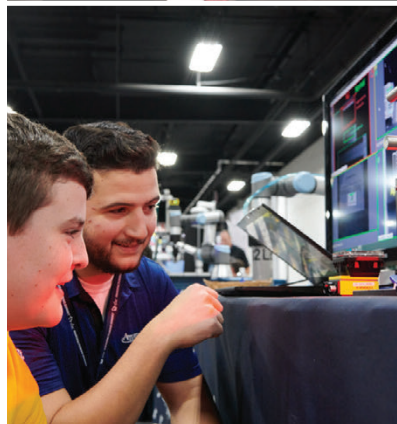
This year's Summit attracted over 650 attendees, including manufacturers, system integrators, industrial and community economic development leaders, state and federal representatives, 19 speakers, and over 170 students from 12 different high schools and universities in the region.

Each year the Summit coincides with National Manufacturing Day and provides the attendees a chance to step out of the day-to-day whirlwind at their companies to learn how they can grow their business, improve their operations; share best practices; and network with peers.

This year's theme was **The Fourth Revolution**, a nod to Industry 4.0 and Philadelphia's rich manufacturing history, and supported by a lineup of speakers, breakout sessions, exhibits, and 40 demonstrations of cutting-edge technology.

DVIRC's subject matter experts shared insights into ways manufacturers can grow their top lines, and improve their people and their productivity.

Each year the Summit welcomes students from area high schools and colleges about the benefits of pursuing careers in manufacturing. Young professionals and HR representatives from several regional manufacturing companies speak with students, share the benefits of working in manufacturing, and discuss the changing attitude and workforce outlook among the millennial generation and Generation Z.





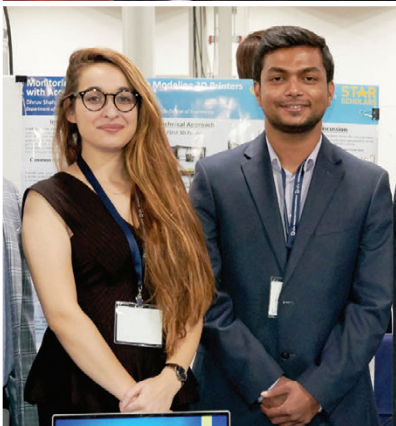
WHAT'S SO COOL ABOUT MANUFACTURING? CONTEST

DVIRC produced its 2nd annual "What's So Cool About Manufacturing?" statewide video contest.

The contest is designed to help build a pipeline of talent by giving middle school-aged students a new perspective on exciting STEM career opportunities that exist in manufacturing.

The ultimate goal is to increase enrollment in technical education programs, which supports manufacturers' needs for talent, creating career opportunities for youth. The students' gain insights by visiting local manufacturers, interviewing personnel and creating short videos. All videos are shared and voted on by peers and the community. The videos provide a fun contest for students. Winners are recognized during an exciting awards celebration.

Unfortunately the contest was halted by the onset of the COVID-19 pandemic. However, DVIRC is committed to strengthening the manufacturing talent pipeline and will resume as soon as it is safe.



BOARD OF DIRECTORS



Bernadine Hawes

Chairwoman, DVIRC Board of Directors
 Chairwoman, MEP Advisory Board
 Chairwoman, Board of Directors, PEC-CDC
 Senior Research Analyst, Community
 Marketing Concepts, Inc.

DVIRC is proud to acknowledge Bernadine for serving as the Chair for the MEP Advisory Board, during which she provided advice and recommendations to the NIST Director to positively impact the MEP program into the future.

ABOUT THE MEP ADVISORY BOARD

The statute for the MEP program includes a requirement that an advisory committee primarily representing U.S. manufacturers provide advice to the NIST Director in a formal Federal Advisory Committee Act (FACA) body. The statutory purpose of the Board is to provide advice and recommendations to the NIST Director on the following items:

- The activities, plans and policies of MEP.
- The soundness of MEP’s plans and strategies.
- Current performance in relation to MEP program plans.



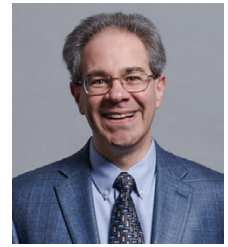
Kip Anthony

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 Member, Governance Committee,
 Member, Technology Committee



Nick Hackett

President,
 New Way Air Bearings
 Member, Technology Committee



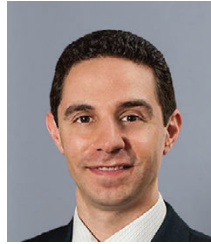
Scott Leonard

Founder and President,
 PM2 Strategies
 Member, Technology Committee



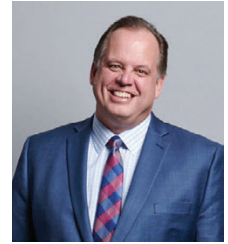
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Owner/CEO, LEM Products, Inc
 Member, Governance Committee



Ben Persofsky

Senior Vice President,
 Brown Brothers Harriman & Co
 Member, Finance/Audit
 Committee



Robert Rosania

President,
 Ehmke Manufacturing Co.
 Chair, Compensation Committee



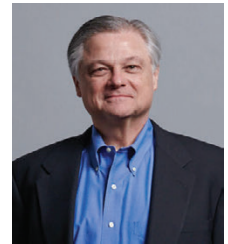
Greg Selke

CEO, ONExia, Inc.
 Member, Technology Committee



Anthony Schweiger

CEO and Managing Principal
 The Tomorrow Group
 Secretary, DVIRC Board of
 Directors, Chair, Governance
 Committee, Member, Finance/
 Audit Committee



James Visnic

AMETEK Chemical Products
 Division Vice President &
 General Manager
 Vice Chair, DVIRC Board of
 Directors, Chair, Finance/Audit
 Committee, Member, Technology
 Committee



Jim Williams

Former VP Aerospace & Defense,
 and Managing Director, 3D
 Systems/Paramount,
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 Chair, Technology Committee



Robert Yablunsky

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 SCP Private Equity Partners
 Member, Finance/Audit
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PERSONNEL



Mark Basla
Senior Vice President,
Chief Marketing Officer



Rob Crossett
VP, New Business
Development



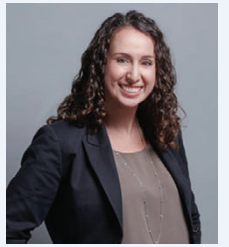
Jennifer Enoch
Training & Education
Coordinator



Kathleen Enright
Manager,
Administrative
Services



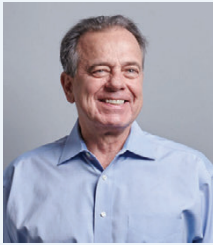
Nicole Farber
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Lonni Gajer
Marketing Manager



Serverna Gibson
Manufacturing Growth
Specialist



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President



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Development



Jeffrey Gossner
VP, Business
Development



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Kathy Kelly
Proposal Administrator



Ellen Harvilla
Director, Human
Resources & Training &
Education



Jameson Kilburn
Sales Support -
Marketing Services



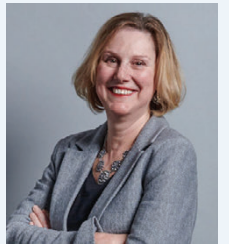
Yvonne Kirks
Manufacturing Growth
Specialist



Jeff Korsyn
Technology Advisor



Barry W. Miller
President/CEO



Lisa Mount
Sr. Manufacturing
Growth Specialist



Sue Murray
Manufacturing Growth
Specialist



Veronica Saboor
Chief Financial Officer



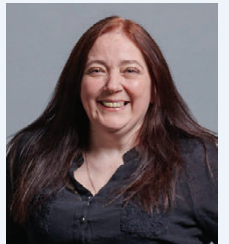
Chris Scafario
Vice President,
Consulting Operations



Alan Shell
Senior Advanced
Manufacturing
Specialist, Master
Black Belt



Don Smullen
Business Solutions
Advisor



Sonja Sykes
Staff Accountant



Nida Uddin
Accounting Manager



Kelly White
Manager, Marketing
Data & Technology



Sylvia Wower
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