



OHIO MANUFACTURING EXTENSION PARTNERSHIP (OHIO MEP)

Ohio MEP supports Ohio's small and medium-sized manufacturers by providing products, services and assistance to help drive their productivity, growth, innovation and global competitiveness. Small and medium-sized manufacturing companies are critical to Ohio, representing 90% of job growth for high-paying jobs. For every new manufacturing job that is created or retained, three to five supporting jobs are also created. Managed by the Ohio Development Services Agency's Office of Small Business and Entrepreneurship, Ohio MEP is a State and Federal initiative sponsored by the U.S. Department of Commerce, National Institute of Standards and Technology (NIST). To serve the diversity of Ohio's industrial base, Ohio MEP manages a network of regional partner organizations that are competitively selected and coordinated to serve as a statewide resource to meet the needs of key industry sectors and small manufacturers. Those manufacturers have access to a broad base of services, including training, coaching and implementation of operation improvement, Lean and Six Sigma, automation, engineering, process and planning for bottom line enhancements. Ohio MEP client-based activities support job creation, increased sales, cost savings, and new business investment. Ohio MEP has 6 regional partners to support statewide assistance. 1. Center for Innovative Food Technology (CIFT, Toledo), 2. Manufacturing Advocacy and Growth Network (MAGNET, Cleveland), 3. Center for Design and Manufacturing Excellence at the Ohio State University (OSU-CDME, Columbus), 4. PolymerOhio (Westerville), 5. TechSolve (Cincinnati), 6. FASTLANE at the University of Dayton Research Institute (FASTLANE, Dayton)

ECONOMIC IMPACT

MEP Center impacts are based on clients surveyed in FY2023



\$956 Million

Total Increased/Retained Sales



6,119

Total Increased/Retained Jobs



\$170 Million

New Client Investments



\$147.6 Million

Cost Savings

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Ohio

**Manufacturing
Extension Partnership**

THE NOCK IS GETTING SAUCED WITH UNCLE STEVIE'S

ABOUT UNCLE STEVIE'S SIGNATURE SAUCES LLC. The owner of Uncle Stevie's Signature Sauces, Steve Vaughan, began making his BBQ sauce about 15 years ago. Now you'll find a wide range of flavors that the company produces, from extremely spicy to the uniqueness of a lime BBQ sauce. The jars all feature a picture of various family members or friends. These sauces are sold online and locally at a number of markets, and are served at a variety of restaurants in the region. Uncle Stevie's has won numerous national and international awards as well!

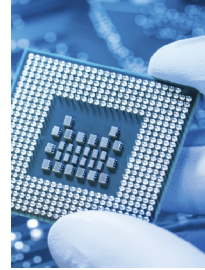
THE CHALLENGE. Steve Vaughan grew tired of making sauce at home. It was taking over his own kitchen, which became messy and cramped. Production became more complicated as he developed new flavors of sauce. He needed a better option to accommodate the growing business.

Friends, family, and co-workers were interested in buying his sauces. They all began tell him that he needed to get his product into stores. That meant he needed to meet certain regulations and not fall under any cottage food laws. A facility was needed to be able to provide recipe modifications for increased batch production, food safety compliance, and other assistance specifically geared toward food entrepreneurs. The questions became, "Does he break ground to build his dream or let his passion for sauce-making die?"

MEP CENTER'S ROLE. Luckily, Steve learned about the Northwest Ohio Cooperative Kitchen(NOCK) in Bowling Green, Ohio, through CIFT, the regional coordinator of the Ohio MEP, part of the MEP National Network™. He investigated using the NOCK's commercial equipment to make and package his sauces, which would allow Uncle Stevie's to process a consistent product in an environment that adhered to food safety guidelines. He began using the kitchen in 2018 and consistently returns each quarter to produce more. Uncle Stevie's now produces 27 variations of the original sauce with more in development.

"Without the NOCK, we would not be able to produce at the volumes that we need. Yes, you may find smaller kitchens to make tiny batches of sauces, but the NOCK has scale in mind. Our daily production record currently stands at 3,600 16.5 oz jars in a 9-hour shift. That covers everything from prep, to cook, and finally filling. We did come back the next day to label them all! The NOCK staff is good at listening to the needs of their clients and making improvements. You only pay a small hourly fee to use the facility. All electricity, cleaning supplies, and water usage are included. The NOCK provides the knowledge, the people, and any assistance needed. "

-Steve Vaughan, Founder/Co-owner



RESULTS



\$75,000 in new or retained sales



\$2,805,450 in new investment



Won **4** Scovies, 2 Weekend of Fire, 2 Fiery Foods, 5 Michigan Renaissance cookoffs



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