



CALIFORNIA MANUFACTURING TECHNOLOGY CONSULTING (CMTC)

CMTC, a private non-profit corporation, was established in 1992 to provide consulting services to small and medium-sized manufacturers in California. In 2016, The U.S. Commerce Department's National Institute of Standards and Technology (NIST) awarded CMTC a five-year agreement to be California's Manufacturing Extension Partnership (MEP) Center. This agreement makes CMTC the lead organization for delivering services to small and medium-sized manufacturers in California with support of "California's Manufacturing Network" partners throughout the state.

Through its collaboration with these partners, CMTC will enhance operational performance, new product development, market expansion and technology adoption for manufacturers in both urban and rural centers. CMTC is part of the MEP National Network™ which is a unique public-private partnership that delivers comprehensive, proven solutions to U.S. manufacturers, fueling growth and advancing U.S. manufacturing. For more information visit www.cmtc.com.

ECONOMIC IMPACT

MEP Center impacts are based on clients surveyed in FY2024



\$523.5 Million

Total Increased/Retained Sales



8,476

Total Increased/Retained Jobs



\$137.1 Million

New Client Investments



\$46.3 Million

Cost Savings

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CMTC

STRATEGIC MANAGEMENT PROCESSES HELP COMPANY GROW

ABOUT POWERS BROS. MACHINE, INC.. Powers Bros. Machine Company is a large-capacity machine shop specializing in industrial repair, metal coatings and pump repair, servicing municipalities and industry throughout Southern California. The company was founded in 1976 when the three Powers brothers opened a machine and grind shop in a small building in Huntington Park, California.

The Powers brothers later moved to a larger shop in Montebello, California, with the next generation of the family and other employees. The company's staff of machinists and technicians specialize in consulting, engineering, servicing, and quality control for municipal, industrial, and commercial customers. Today, the company is operated by the third generation of the Powers Family.

THE CHALLENGE. Powers Bros. General Manager Casey Powers was seeking guidance with strategic management processes to help him grow the company, stay competitive in the market, and identify realistic goals and objectives that aligned with the history and vision of his family-owned business. Powers turned to CMTC, part of the MEP National Network™, for help.

MEP CENTER'S ROLE. From August 2021 through February 2022, CMTC provided strategic planning assistance to help Casey identify high-level organizational goals and break down the goals into realistic and achievable objectives. CMTC and Casey worked together to evaluate the company's strengths, challenges, and growth opportunities; and in turn, were able to develop a roadmap for Powers Bros.

Following their work with CMTC, Powers Bros. added three new jobs, saw an estimated \$400,000 increase in sales, and realized \$23,600 in cost savings. Additionally, the company saw a \$60,000 return on investment and forecasts \$100,000 in new investments. "My experiences with CMTC have always helped move our company forward - I really appreciate their programs," Casey said.

"I have known about CMTC for almost ten years and have worked with them several times. This experience was very positive and really helped our company progress."

-Casey Powers, General Manager



RESULTS



3 jobs created



\$400,000 estimated new sales



\$60,000 return on investment



\$100,000 forecasted in new investments



\$23,600 in cost savings

CMTC