

OREGON MANUFACTURING EXTENSION PARTNERSHIP (OMEP)

OMEP works side by side with Oregon manufacturers to build successful businesses. We draw on our team's significant depth and breadth of real-world manufacturing experience, bringing a thoughtful problem-solving approach to eliminating obstacles companies face. With our roots in lean as a business operating philosophy, we leverage these methodologies to provide solutions in Manufacturing Operations, Business Financials & Strategy and Organizational Development to be Oregon manufacturer's source for growth and prosperity.

ECONOMIC IMPACT

MEP Center impacts are based on clients surveyed in FY2023



\$202.9 Million

Total Increased/Retained Sales



1,701

Total Increased/Retained Jobs



\$51.6 Million

New Client Investments



\$31.5 Million

Cost Savings

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SUMMIT BODY AND EQUIPMENT GROWTH IN THE PNW & BEYOND

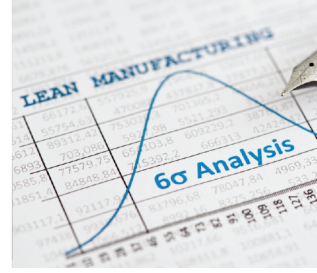
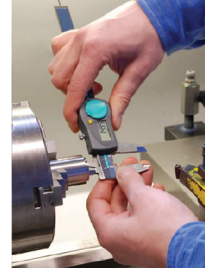
ABOUT SUMMIT BODY & EQUIPMENT, INC.. As of Q1 2024, Summit Truck Body has around 50 employees in Oregon and Washington. Summit generates about \$30 million a year in revenue. They build, on average, six truck bodies a day of mixed model composition: dry freight, refrigerated vans, curtain-side vans, and flatbeds. The company has been growing rapidly since it was purchased by the employees as an employee stock ownership plan (ESOP) about seven years ago. To date, its primary market has been the Pacific Northwest.

THE CHALLENGE. OMEP, part of the MEP National Network™, has worked closely with Summit for six years. Four years ago, Summit started thinking about expanding into new geographic markets in Northern California and southwest through Phoenix. However, their facility was at capacity and completely consumed by their existing client base in the Northwest.

MEP CENTER'S ROLE. Summit decided to take a bold step and build a new facility that would triple its capacity. This would allow them to serve the current market while expanding geographically. OMEP helped Summit choose a piece of land, design the three new assembly lines, and worked closely with the design and construction team through building and permitting. OMEP has helped develop new fixtures and processes, established training for the growing team, and coached the rising leaders within the company. OMEP has been present for each major step and initiative Summit has taken on its growth path.

"Summit Truck Body is proudly 100% employee-owned and over the past several years has grown dramatically, capitalizing on opportunities within the industry and market. That the value of the company is shared by all employee-owners makes the day-to-day operational decisions all the more relevant to each member of this incredible team. To assist in this daily journey, OMEP has been a valued part of the Summit team over the years. We appreciate the help that OMEP provides and attribute a measurable amount of Summit's success to their assistance. In fact, I'd say it has been invaluable."

-Ted Croce, President and CEO



RESULTS



Grew to **50** employees in 2023 from 25 employees in 2021



\$23,000,000 for the new facility and all tooling



35-40% increase in productivity in each of the previous **3** years



Hundreds of thousands in cost savings



Summit clarified its values, mission, and strategy

