VERMONT MANUFACTURING EXTENSION CENTER (VMEC)

The Vermont representative of the MEP National Network™, the Vermont Manufacturing Extension Center (VMEC) has been operating statewide as a not-for-profit Center hosted by Vermont Technical College since 1995. VMEC's primary mission is, "To strengthen and empower Vermont manufacturers." VMEC routinely collaborates with partners in business, government and education to bring world-class assistance and resources to Vermont manufacturers, helping them overcome ever-changing challenges, become more competitive, and grow their profitability. A local Resource and Trusted Advisor, VMEC has a long track record of achieving measured results and quantified impacts for its clients, with a high average Return on Investment (ROI) reported by clients as a direct result of VMEC assistance. The VMEC Team brings expertise in consulting, coaching, hands-on implementation, continuing support, and training and education for leaders and workers – helping them to innovate, plan, perform and accelerate profitable growth in ways that drive increasing enterprise value. The VMEC Team provides proven systems and solutions focused on Strategies, Processes, Products, Technologies and People.

CONTACT US

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VERMONT ECONOMIC IMPACT

$62.5 Million
Total Increased/Retained Sales

366
Total Increased/Retained Jobs

$15.3 Million
New Client Investments

$17.2 Million
Cost Savings

MEP Center impacts are based on clients surveyed in FY2018

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.
GROWING COMPANY GAINS SPACE

ABOUT LEDDYNAMICS. Founded in 2000, LEDdynamics leads the industry in LED lighting technologies. The company moved to Randolph, Vermont, in 2004, and introduced the revolutionary EverLed-TR™ in 2007. With 75 employees, LEDdynamics continues to evolve its components and integrated products, developing custom solutions for a number of industries and manufacturing the world's smallest, most efficient drivers and modules.

THE CHALLENGE. LEDdynamics needed to address space issues in its growing operation. The company had recently acquired a Connecticut-based lighting business and was having a growth spurt of its own in Vermont. Company leaders had an expansion plan of adding 40 jobs in five years. They reached out to the Vermont Manufacturing Extension Center (VMEC), part of the MEP National Network, for assistance in evaluating the pros and cons of staying put and renovating versus building a new facility in Randolph.

MEP CENTER'S ROLE. VMEC evaluated the use of space in the LEDdynamics facility with regard to the company's current needs, future needs, and critical manufacturing issues. They found that the current space only met 60 percent of the company's needs, requiring 40 percent more space for future staff and operations. The expansion plan did not double the space needed, but did add an additional 25 percent. VMEC helped LEDdynamics compare the investment and trade-offs of leasing more space in the existing facility to building a new facility. The engagement positioned the company to both increase and retain sales while realizing opportunities for cost savings.

Based on VMEC's evaluation, LEDdynamics decided to move forward with a $4.5 million building plan, spurring a new project with VMEC in partnership with the Green Mountain Economic Development Corporation, the town of Randolph, the State's Agency of Commerce and Community Development, and the Vermont Economic Development Authority. The company is on track with its expansion plan, investing in new products and adding jobs.

"Bringing VMEC in to assess and make recommendations improved our confidence in business decisions by having a third party that is both impartial and very qualified to work with."

-Bill McGrath, President

RESULTS

- $30,000 in increased sales
- 5 new jobs
- $700,000 in retained sales
- $100,000 in cost savings
- $210,000 in new products