

## IMPACT WASHINGTON

Impact Washington is a not-for-profit organization that helps Washington manufacturers and manufacturing compete globally. We help you thrive through expert consulting, training programs, educational and industry events and resources that will increase your profits, develop your people, help you be more sustainable, and build your business. The professionals at Impact Washington provide affordable assistance to improve your company's productivity, efficiency and competitiveness through technology, techniques, and best practices. We understand the challenges manufacturing businesses face and can help you make the changes that make the difference between surviving and thriving. We have specialists in every area of manufacturing for all sizes of businesses, so you are sure to get the right expertise for your specific needs. Impact Washington's mission is to improve manufacturing performance in Washington, and we do that by helping companies identify opportunities to improve performance and increase their value.

## ECONOMIC IMPACT

MEP Center impacts are based on clients surveyed in FY2023



**\$336.5 Million**

Total Increased/Retained Sales



**1,320**

Total Increased/Retained Jobs



**\$133.2 Million**

New Client Investments



**\$54.3 Million**

Cost Savings

## CONTACT US



11812 North Creek Parkway N  
Suite 205  
Bothell, WA 98011-0000



(425) 287-6808



[www.impactwashington.org](http://www.impactwashington.org)



[info@impactwashington.org](mailto:info@impactwashington.org)



## LEVERAGING AUTOMATION AND CYBERSECURITY TECHNOLOGY HELPS MONROE MANUFACTURER PROTECT ASSETS AND CONTINUE GROWTH

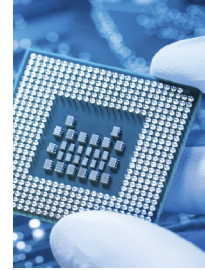
**ABOUT TOOLCRAFT, INC..** The creation of Monroe-based Toolcraft Inc. was a risk that certainly has paid off. Founded in 1990 by Karl Niemela, the machine shop began by making custom precision tools, jigs, and fixtures for large shops, using basic tools. Since then, family-centric Toolcraft has expanded into the production CNC precision machining market, moved into a 12,000-square-foot facility with fully automated tools, and now has a staff of about 50.

**THE CHALLENGE.** Toolcraft has experienced steady growth since its inception and was looking to build a solid foundation on which to grow. Company leaders recognized the importance of staying ahead in an ever-evolving landscape, turning to Impact Washington, part of the MEP National Network™, for guidance.

**MEP CENTER'S ROLE.** Impact Washington provided Toolcraft with 35.5 days of comprehensive instruction and training, focusing on two critical areas: CMMC (Cybersecurity Maturity Model Certification) and automation with the help of Cortac and Rapid Design Solutions. Toolcraft underwent rigorous training in cybersecurity to meet the requirements set forth by the Department of Defense's Defense Federal Acquisition Regulation Supplement (DFARS), a set of regulations designed to ensure that the department receives quality goods and services at fair and reasonable prices. Training was also provided to help meet the new CMMC standards. Simultaneously, Toolcraft delved into automation. Through hands-on training, they built their skills in utilizing pneumatic/electronic actuators, sensors, and programming tools, paving the way for the development of robust and flexible automation cells. By conducting the automation project planning and implementation, Toolcraft streamlined workflows, reduced lead times, and optimized costs.

"We at Toolcraft Inc. are proud to share our exceptional experience working with Impact Washington. I laugh about it now but when Impact Washington first came by, I was 'too busy' to engage in any improvement projects. With patience they came by several more times until we partnered up on an automation project which was the start of our transformation from a garage shop to a professional manufacturing facility. Since that first automation project their expertise and dedication have significantly contributed to our growth and success in numerous other areas, including lean practices, Toyota Kata, and CMMC IT Security. Impact WA has truly been a partner in our success, and we highly recommend their services to any organization seeking to enhance their operations and achieve sustainable growth."

-Steve Wittenberg, Vice-President Operations at Toolcraft Inc. and Chairman of Impact Washington's Board of Directors



## RESULTS



21 jobs created or retained



\$4,735,808 in retained sales



\$800,000 in new sales



\$440,000 in new investment



\$120,000 in cost savings

