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 FY2018

- **$152.1 Million**
  - Total Increased/Retained Sales
- **1,538**
  - Total Increased/Retained Jobs
- **$54.2 Million**
  - New Client Investments
- **$17 Million**
  - Cost Savings

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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.


1-800-MEP-4MFG • MFG@NIST.GOV
CORE VALUE ASSESSMENT HELPS MANUFACTURER INCREASE VALUE

ABOUT APPLIED INDUSTRIES, INC.. Applied Industries is a not-for-profit sheltered workshop located in Longview, Washington. They currently have 8 employees and manufacture wooden pallets for a variety of industries.

THE CHALLENGE. Impact Washington, a NIST MEP affiliate, introduced the Core Value Assessment tool to Applied Industries as a way to help them improve their business. The tool looks at 18 drivers within an organization and Applied Industries hoped that it could help them position themselves for future growth.

MEP CENTER'S ROLE. After participating in the Core Value Assessment, Applied Industries created a succession plan, a strategic plan and customer satisfaction targets. All of these things helped them position themselves to grow in new industries, including Industrial Construction and Export. In the year that Applied Industries has used the Core Value Tool, they closed their value gap substantially.

"Core Value is an excellent tool that made us think about things we hadn't thought of."

-Dale Novotny, President

RESULTS

- $300,000 of value added to the business
- 66% improvement adding over $300,000
- Rating of 90 out of 100