

LEAN SIX SIGMA GREEN BELT CERTIFICATION DRIVES COST SAVINGS AND NEW INVESTMENTS

ABOUT SNOWVILLE CREAMERY, LLC. Snowville Creamery, located in Pomeroy, Ohio, is a woman-owned business with 26 employees. Specializing in premium A2 dairy products, Snowville makes a variety of fluid milk, yogurts, and cheeses. Their products are distributed across Ohio and neighboring states, with their cheese reaching markets throughout the Midwest. Snowville is committed to quality and sustainability, providing natural, wholesome dairy products.

THE CHALLENGE. As a small-scale producer of premium, minimally-processed A2/A2 milk in Southeast Ohio, we face significant operational challenges, especially in market access and distribution logistics. The high cost of refrigerated delivery makes it hard to profitably supply smaller "Mom & Pop" or health food stores, since the delivery expense can exceed the profit on small volumes. Additionally, we struggle with market disruptions when larger retailers use conventional milk as a "loss leader," selling it at deep discounts that substantially diminish Snowville's competitive edge and often lead to the costly return of unsold product. This ongoing battle against the economics and practices of large, centralized dairy distribution poses a major obstacle to the creamery's growth and stability.

MEP CENTER'S ROLE. The Green Belt Certification for employees tackled operational issues by empowering staff to identify and fix process inefficiencies. The training provided key employees with Lean Six Sigma methods and statistical analysis tools, enabling them to systematically review the creamery's production line, especially around bottlenecks in the bottling and packaging processes. Using the DMAIC (Define, Measure, Analyze, Improve, Control) framework, certified Green Belts led targeted improvement projects that shortened changeover times between different product runs, reduced product waste from errors in filling and sealing, and enhanced overall equipment effectiveness (OEE). This data-driven approach encouraged a culture of continuous improvement, which directly contributed to lower operating costs, more consistent output, and a sustained boost in the quality and efficiency of the creamery's daily operations.

"Dawn Coleman and the OSU South Centers MEP provided a tremendous opportunity for us to evaluate our operations with this project. The provider, Stonepath Business Solutions was very professional and knowledgeable. I look forward to working with Dawn Coleman and The OSU South Centers MEP in the future."

-Anna Shields, CEP

RESULTS



\$70,000 in cost savings



\$25,000 in new investment

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