



2017 YEAR IN REVIEW

NEPIRC

northeastern pennsylvania industrial resource center

Northeastern Pennsylvania Industrial Resource Center
75 Young St., Hanover Township, PA 18706
570-819-8966 • www.NEPIRC.com

Generating Client & Community Impact

NEPIRC’s core mission is to perform strategic client engagements that generate a high return on investment and sustainable long-term results. When our clients succeed, our region benefits through client company reinvestment, modernization and expansion within the community, the strengthening of localized supply chains, the creation of additional jobs and the generation of increased tax revenues on incremental sales, purchases, profits and wages.

NEPIRC utilizes the expertise of the Fors Marsh Group, an independent applied research firm, and specialists within the U.S. Department of Commerce to conduct post-engagement surveys with our clients, analyze client-reported data and determine the specific impacts of our projects.

Throughout 2017, NEPIRC clients reported the following impacts as direct results of more than 200 consultative engagements with NEPIRC:



Impact to Our Clients

- \$213.8 Million of Additional Revenue**
- \$10.8 Million of Operating Cost Savings**
- \$9.2 Million Invested in New Products & Processes**
- \$2.7 Million Invested in New Technologies & Software**



Impact to Our Workforce

1,881 Manufacturing Jobs Created & Retained



Impact to Our Community

\$24.7 Million Invested in New Equipment & Local Expansion and Modernization Projects

Verified by Fors Marsh Group, U.S. Department of Commerce

Introducing Industry-Driven Services

In response to industry demand, NEPIRC introduced several new services throughout the year to complement existing offerings in the areas of Revenue Growth, Operational Excellence, Industry Certifications, Leadership Development, Business Strategy & Financing and Supply Chain Optimization.

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Six Sigma Yellow Belt Training

Complements NEPIRC’s existing Six Sigma Green Belt and Black Belt training by providing a working knowledge of the Lean Six Sigma methodology and the foundational knowledge needed for graduates to assist in Six Sigma projects.



Executive Coaching

Confidential, individually-tailored coaching designed to meet the needs of both the executive and the sponsor organization. Coaching is also available to Leadership Development graduates to further develop their management capabilities.



Supply Chain Risk Management

Allows a company to better identify, assess and mitigate supply chain risks, establish monitoring metrics and develop actionable plans in the event of a supply chain disruption. Also identifies hidden supply chain costs and inefficiencies.

Accelerating Regional Innovation and Industry 4.0



NEPIRC strives to accelerate regional manufacturer awareness, evaluation and implementation of the latest industry innovations and best practices – commonly referred to as “**Industry 4.0**”. By right-sizing technology-based services for the small and mid-sized manufacturers we serve, NEPIRC provides our clients with solutions they can integrate into their existing processes and sustain over the long term.

During 2017, NEPIRC introduced manufacturers to additive manufacturing, robotics, SolidWorks®, machine coding and other facets of **Industry 4.0** through the launch of a new learning center and maker space – the **NEPIRC Innovation Space**. Within the facility, manufacturers can attend NEPIRC courses, learn from regional technology experts, access the latest CAD/CAM and prototyping software and explore additive manufacturing in a hands-on way. Manufacturers can also use **NEPIRC Innovation Space** resources to produce and test prototypes, manufacture “one-off” products for customers and outsource small-batch production runs.

Also during the year, NEPIRC launched a suite of Information Technology & Industry 4.0 services, including information system upgrades, cloud-based computing solutions, cybersecurity and virus/malware monitoring.

Being A Champion of Manufacturing

Through donations, sponsorships, Board of Directors resources, public and foundation support and individual team member efforts, NEPIRC advances the image of manufacturing, positively impacts public opinion of the industry we serve and encourages our region’s future workforce to consider careers in advanced manufacturing.



NEPIRC’s **Manufacturing Day 2017** events introduced over 400 individuals to products made in northeastern and the Northern Tier of Pennsylvania, the great firms that make them and the importance of manufacturing to our community, commonwealth and country.



In partnership with the NEPA Business Journal, NEPIRC’s **Made In Northeastern PA** monthly feature highlights the success, growth and winning strategies of the region’s advanced manufacturers.



NEPIRC’s **Adventures in Advanced Manufacturing Youth Camps**, offered in collaboration with local colleges, allowed area high school students to tour manufacturing facilities while learning employability skills and exploring additive manufacturing, robotics and coding.



Grant, industry and Board of Directors support empowered NEPIRC to offer its first “**What’s So Cool About Manufacturing**” student video contest. Over 80 students from schools throughout the region are participating in this innovative social media and online voting initiative that gets middle school students excited about industrial careers.



By partnering with Lackawanna College, the Society of Manufacturing Engineers, regional manufacturers and the Commonwealth of Pennsylvania, NEPIRC conducted its first **Accelerated Manufacturing Career Readiness Training Program** for local military veterans – with many obtaining new careers in advanced manufacturing immediately upon graduation!

Leveraging Partnerships

NEPIRC leverages national, state, regional and local partnerships to bring the best value to client engagements and more efficiency serve our manufacturing community. NEPIRC is thankful for the partner relationships we enjoyed throughout 2017.



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