



**Division of
Science, Technology
& Innovation**

A Division of Empire State Development

New York Manufacturing Extension Partnership 2022 Report

December 2022

NYSTAR’s New York Manufacturing Extension Report (2022)

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PROGRAM OVERVIEW AND PURPOSE

Empire State Development (ESD) is New York's chief economic development agency. The mission of ESD is to promote a vigorous and growing economy, encourage the creation of new job and economic opportunities, increase revenues to the State and its municipalities, and achieve stable and diversified local economies. Through the use of loans, grants, tax credits and other forms of financial assistance, ESD strives to encourage private business investment and growth to spur job creation and support prosperous communities across New York State.

ESD's Division of Small Business & Technology Development (SBTD) supports the growth of small businesses, defined as firms with 100 or fewer employees, providing and implementing programs and services that facilitate access to capital, technical assistance, technology assistance, and venture funding.

ESD's Division of Science, Technology & Innovation (NYSTAR), within SBTD, is designated as the New York Manufacturing Extension Partnership (NY MEP). NY MEP is part of the National Institute of Standards and Technology's Hollings Manufacturing Extension Partnership (NIST MEP), which is a public-private partnership with centers in all 50 states and Puerto Rico dedicated to serving small and medium-sized manufacturers. NY MEP was awarded over \$6 million in federal funds per year. New York State adds approximately \$3.7 million in state funding. NYMEP is a network of 11 organizations that provide growth and innovation services to small and mid-sized manufacturers in every corner of the state to help them grow and thrive.

NY MEP directs funding it receives to one sub-recipient organization in each of New York State's 10 economic development regions, along with one statewide center, for a total of 11 centers. Each regional center works independently with manufacturers in their region and will collaborate with other centers as additional assistance or expertise is needed. Each center offers a broad range of services that include, but are not limited to:

- Re-shoring production;
- Manufacturing scale-up;
- Sustainable manufacturing;
- Supply chain;
- Innovation strategies;
- Process improvements;
- Quality control;
- Technology acceleration;
- New market strategies;
- Product development and prototyping;
- Workforce development;
- Entrepreneurial and start-up assistance, including financing and grant information; and
- Other services tailored to regional priority industry clusters.

This report lists each center with required and additional information included. Information about each center includes:

- Activities and accomplishments (including new services developed) as reported by the centers;
- Types of companies assisted;
- Impacts generated;
- Support of a Regional Cluster;
- State, federal and match (other sources) funding; and
- Industry-oriented workforce training.

FuzeHub, the statewide center, primarily focuses on marketing system capabilities; hosting awareness and training events; serving as a trusted advisory; and referring companies to the most appropriate regional MEP or other innovation asset for necessary assistance.

NIST MEP reviews and scores the work of NY MEP centers as a collective and not each individual center. They collect impacts from companies receiving assistance from our 11 centers using a third- party survey house. Below is a view of the collective impacts. Which is followed by a report on each individual center and their impacts. At the end of this report, numerous charts have been included demonstrating

NYMEP Impacts:

	01/01/2021 - 12/31/2021
Number of unique companies served	596
Number of jobs created	2,150
Number of jobs retained	5,875
Increased/retained sales	\$991,840,736
Cost Savings	\$46,424,595
New investment	\$214,555,250
Non-job Impacts Total	\$1,252,820,581

NYMEP Center Funding:

01/01/2021 - 12/31/2021	
State Funding	\$3,773,000
Federal Funding	\$5,985,194
Matching Funds	\$2,375,000
MEP-Dedicated Employees	74.38

ESD has prepared this report to fulfill disclosure obligations set forth in NY Public Authorities Law Sections 3102A (Industrial Technology Extension Services) and 3102D (Technology Development Organizations).

**Insyte Consulting
Western New York Region
Benjamin Rand**

Activities and Accomplishments:

In 2022, Insyte Consulting celebrated its 40th Anniversary and surpassed \$4 Billion in cumulative economic impact, including over 18,000 jobs created or saved, since NIST MEP established its impact survey in 2000. Insyte Consulting reached these milestones by continuing to offer value-added consulting services, including new services, to meet the needs of WNY manufacturers, which includes new branding, invoice auditing and workforce services.

Types of companies assisted:

Primarily small and mid-sized manufacturers.

Impacts

	01/01/2021 - 12/31/2021
Number of unique companies served	38
Number of jobs created	290
Number of jobs retained	1889
Increased/retained sales	\$429,530,500
Cost Savings	\$14,805,050
New investment	\$51,337,300
Non-job Impacts Total	\$495,672,850

Summary of Centers Support of Regional Cluster:

Insyte Consulting continues to serve Western New York’s (WNY) Priority Cluster (materials and machinery) and works closely with the Regional Economic Development Council (REDC) to further the region’s strategy, particularly as it pertains to advanced manufacturing and entrepreneurial support. In 2022, Insyte Consulting was part of a consortium led by the WNY REDC, that secured a \$25 million EDA “Build Back Better” grant. This award will fund Insyte Consulting and Buffalo Manufacturing Works to conduct the “SHIFT 2.0” Program to introduce advanced manufacturing technologies, particularly collaborative robotics into small WNY manufacturers over a 3-year period beginning in 2023.

Center Funding:

01/01/2021 - 12/31/2021	
State Funding	\$290,000
Federal Funding	\$560,000
Matching Funds	\$270,000
MEP-Dedicated Employees	11.31

Industry-Oriented Workforce Training:

Throughout 2022, Insyte Consulting worked with partners at the Northland Workforce Training Center (NWTC), the Buffalo Niagara Manufacturing Alliance (BNMA), and the Manufacturing

Association of the Southern Tier (MAST). Insyte Consulting's president, Ben Rand, continued to serve as the Secretary of the NWTC Board of Directors while NWTC secured significant NYS funding to train non-traditional, minority and female workers in skills relevant to advanced manufacturing careers. Insyte Consulting is supporting BNMA's workforce training efforts, particularly around apprenticeships and secondary school outreach, modeled on the National Association of Manufacturers "Dream It! Do It!" program, with resources, funding and advice.

NextCorps, Inc.
Finger Lakes Region
James S. Senall

Activities and Accomplishments:

Despite the continued impact of COVID-19, Next Corps completed 194 substantive projects during the year and has 119 projects ongoing at the end of 2021. Next Corps concentrated its sales activity on engaging firms in the RG&E/NYSEG/National Grid electric service area to leverage the Manufacturing Productivity Program/Manufacturing Accelerator Program reimbursement. During 2021 NextCorps submitted 69 completed RG&E/NYSEG Manufacturing Accelerator Program (MAP) applications. The MAP is a significant contributor to MEP project activity in this region.

NextCorps also executed NYSERDA's M-Corps program (aka Scale For ClimateTech) to assist cleantech firms transition from prototype products to full-scale production. The program graduated its third cohort in 2021 and selected the fourth cohort in November. These companies executed projects ranging from design reviews to building prototypes. Several program participants launched products or services in response to the COVID pandemic. Ecolecto leveraged its chemical production capability to make hand sanitizer. Potsdam Sensors launched a prototype to measure and evaluate particulates in hospital rooms. In addition, NextCorps worked with its downstate M-Corps partner, SecondMuse, to support New York City's response to COVID by providing links to upstate manufacturers producing Personal Protective Equipment. Additionally, NYSERDA provided additional funds to provide direct help to Climatetech hardware/manufacturing readiness advancement projects, supporting individual company projects with grants ranging from \$25,000 to \$75,000.

NextCorps was awarded the NYSERDA contract for the cleantech accelerator program that is a follow on to the NEXUS-NY proof of concept center. This program had nine companies complete the program for cohort 1 and began recruiting for the 2nd cohort. The program, now branded as Venture for ClimateTech, is run in partnership with SecondMuse.

NextCorps launched the Manufacturing Readiness Program, funded through the NIST MEP Competitive Awards Program (CAP), in October 2020, and work continued throughout 2021. Objectives include developing an online platform to educate early-stage companies on key issues in scaling up manufacturing, and bridging gaps between hardware technology inventors/entrepreneurs and contract manufacturers to increase the rate of new product commercialization, job creation and economic growth. A pilot cohort of companies in the Finger Lakes Region is working to develop their hardware-based manufacturing capabilities. A second pilot is scheduled to take place in Pittsburgh, with Innovation Works and the Pittsburgh area MAP, Catalyst Connections.

Types of companies assisted:

Primarily small and mid-sized manufacturers.

Impacts

	01/01/2021 - 12/31/2021
Number of unique companies served	96
Number of jobs created	298
Number of jobs retained	752
Increased/retained sales	\$139,665,303
Cost Savings	\$85,412,500
New investment	\$3,532,043
Non-job Impacts Total	\$50,710,760

Summary of Centers Support of Regional Cluster:

Twenty-three substantive projects were completed with companies within the Optics, Photonics, and Imaging (OPI) cluster in 2021 with 25 projects ongoing at the end of the year.

The Luminate accelerator program (focused on helping startups in the optics, photonics, and imaging sector) held its Finals competition in September 2021 in conjunction with the Optical Society's international Frontiers in Optics + Laser Science APS/DLS conference. This event marked the completion of cohort 4 of the five-year, \$25 million Luminate program. Since its inception, Luminate has invested \$12 million in 40 startups. The companies in the portfolio now share a net worth of \$350 million. Many of the companies are establishing U.S. operations or some aspect of research and manufacturing in the Rochester region, which continues to be the epicenter of the OPI industry in North America. The companies have 105 employees in the Finger Lakes region with an additional 45 technical positions open.

PreAct Technologies won first-place, for which it received a \$1M equity investment. Other top finishers were Andluca Technologies, Mesodyne, DynoCardia, Owl Autonomous Imaging, and Layer Metrics. Pre-Act, an Oregon-based startup, will open an office in Rochester.

Center Funding:

01/01/2021 - 12/31/2021	
State Funding	\$290,000
Federal Funding	\$560,000
Matching Funds	\$270,000
MEP-Dedicated Employees	2.76

Industry-Oriented Workforce Training:

NextCorp completed 8 workforce training projects . Another 4 projects had some training component. Training broadly covered entry, mid and leadership levels of employees. Continued efforts in mechatronics focused on enhancing the technical skills. Leadership training included train-the-trainer and supervisor development training. Sales, supply chain, cybersecurity, continuous improvement, and quality rounded out the training efforts.

**Alliance for Manufacturing and Technology
Southern Tier Region
Carol Miller**

Activities and Accomplishments:

Alliance for Manufacturing & Technology (AMT) has continued to implement its 2020-2023 strategic plan, which has led to improved, consistent, and strong organizational performance and alignment with our stakeholder priorities. AMT continues to grow with the use of expanded in-house capabilities and 3rd-party providers to provide clients with high-impact, end-to-end business services with a focus on Workforce, Industry 4.0, and Supply Chain Management. In 2021, AMT added two consulting staff members; as a result, the center was able to offer new services in the areas of Strategic Planning, Human Resources, and Safety as well as conduct special Workforce Development projects. AMT also added Industry 4.0 (i4.0) services, including Value Stream Mapping with a focus on technology improvements and it conducted two technology-related pilot projects.

AMT continuously meets with companies to help them understand the concepts, opportunities, requirements, partners, customers, and specific activities that lead to successful participation in supply chains as it relates to business growth and profitability. AMT has partnered with NYSERDA, FuzeHub, ESD, IDAs, WDI and other economic development partners in the development and support of Supply Chains. AMT deployed a new cost shared savings program with a partner organization. The program focuses on reviewing and reducing several recurring costs like overbilling and reductions. Two companies that utilized the service in 2021 found significant savings in laundering and utilities. AMT’s board development included creating an onboarding process for new board members. AMT held four board meetings in 2021 and added two board members. Several board members attended NIST’s webinar for new board members to gain a better understanding of NIST MEP and its priorities.

Types of companies assisted:

Primarily small and mid-sized manufacturers.

Impacts

	01/01/2021 - 12/31/2021
Number of unique companies served	10
Number of jobs created	130
Number of jobs retained	679
Increased/retained sales	\$163,575,000
Cost Savings	\$935,000
New investment	\$5,134,001
Non-job Impacts Total	\$169,644,001

Summary of Centers Support of Regional Cluster:

Transportation and Advanced Manufacturing Products, Components and Systems Control Cluster and Agriculture are key REDC Clusters in the Southern Tier. Assisting companies in Advanced Manufacturing and Transit Industry has been a long-term, strategic focus for AMT and the center has continuously provided guidance and assistance to these companies in the Southern Tier and beyond. In 2021, AMT conducted 24 projects in its priority cluster. In the second quarter of 2021, AMT was awarded a grant in partnership with Binghamton University. This project facilitated a Watson College PhD student and faculty advisor to collaborate with the Watson Industrial Outreach Office and AMT to develop a survey-based tool for assessing the Industry 4.0 readiness capabilities of AMT’s regional manufacturing businesses. AMT surveyed 45 small and mid-sized manufacturers to gain an understanding of the opportunities and barriers in adopting new technologies. In addition to the survey, two Innovation Audit pilot projects were conducted to assist the companies in understanding how to apply cost-effective, practical technology to improve their operations.

Center Funding:

01/01/2021 - 12/31/2021	
State Funding	\$195,000
Federal Funding	\$380,000
Matching Funds	\$185,000
MEP-Dedicated Employees	6.33

Industry-Oriented Workforce Training:

Workforce Training is a priority for AMT, and in 2021, AMT conducted 18 Workforce-related projects and training activities to support regional manufacturers. AMT participated in numerous meetings with regional Industrial Development Agencies, workforce investment boards, SUNY partners, Workforce Development Institute, county chambers, and REDC workforce and advanced manufacturing workgroups to represent small to mid-sized manufacturing training needs. AMT co-hosted an Apprenticeship webinar with SUNY Broome and SUNY Corning on the education programs and funding available to regional manufacturers for 45 attendees. AMT kicked off an Immigrant & Refugee Workforce Readiness pilot. The initial discovery phase of this pilot was completed in 2021. In addition, AMT and the Mohawk Valley MEP joined the Otsego Refugee Resettlement Coalition to support the employment committee. AMT launched a workforce development project in partnership with Job Corps to implement a manufacturing program at the Oneonta facility. AMT also launched Tooling U – SME, an online training platform which includes over 500 manufacturing-related training sessions. The program can be customized based on an individual company’s needs. Client interest exceeded expectations due primarily to the ease of access and hybrid training approaches.

**Central New York Technology Development Organization
Central New York Region
James D’Agostino**

Activities and Accomplishments:

The Technology Development Organization (TDO) provided numerous services throughout the year including: lean/process improvement support to improve productivity and overall operation; Kaizen support to improve shipping processes and overall productivity across the operation; ISO9001/AS9100 support for formal ISO 9001/AS9100 certification; Toyota Kata coaching resulting in numerous impactful process improvements including productivity, quality, and delivery; and reshoring/supply chain to develop/locate local injection molding tooling suppliers.

Types of companies assisted:

Primarily small and mid-sized manufacturers.

Impacts

	01/01/2021 - 12/31/2021
Number of unique companies served	49
Number of jobs created	77
Number of jobs retained	601
Increased/retained sales	\$62,322,622
Cost Savings	\$4,670,438
New investment	\$8,416,814
Non-job Impacts Total	\$75,409,874

Summary of Centers Support of Regional Cluster:

TDO continued to use Kata to strengthen its position regarding the cluster focus Data to Decisions Research. The research and activities included connecting with NIST MEP, other MEP centers, regional NYSTAR partners, and service providers to better understand how TDO can assist clients and initiate engagements. This work includes learning and developing assessment tools as possible entry approaches for assisting clients and beginning engagements. TDO provided development and implementation support, with a specific focus on utilizing data to make decisions, to a personal protection equipment (PPE) manufacturer. TDO also assisted a PPE manufacturer with a Kanban data analysis to allow the development of an inventory and manufacturing system for its production operation.

Center Funding:

01/01/2021 - 12/31/2021	
State Funding	\$195,000
Federal Funding	\$380,000
Matching Funds	\$185,000
MEP-Dedicated Employees	5.00

Industry-Oriented Workforce Training:

TDO provided foundational blueprint reading and Geometric Dimensioning and Tolerancing workforce training to numerous manufacturers and apprentices through several cohorts. TDO provided workforce training and mentoring to multiple maintenance apprentices at a precision machine shop, which helped develop critical workforce skills, including maintenance troubleshooting and programming. TDO facilitated leadership development workforce training at a precision machine shop, which allowed the manufacturing team to develop critical workforce leadership skills. TDO also facilitated industry-oriented sales training for a printing manufacturer, which allowed the manufacturer to grow its top-line and development foundational workforce skills. Finally, TDO provided Job Relations training to a precision component manufacturer, which enabled better front-line supervisory skills and an improved overall workplace culture.

**Mohawk Valley Community College Advanced Institute for Manufacturing
Mohawk Valley Region
Cory Albrecht**

Activities and Accomplishments:

Mohawk Valley Community College (MVCC) and Advanced Institute for Manufacturing (AIM) experienced significant success in 2021. Together with the MVCC's SUNY Apprenticeship Program (SAP), AIM conducted more than 150 business outreach meetings with regional manufacturers. AIM also hosted, along with FuzeHub and Herkimer County Community College, the Herkimer County Business to Business Virtual event. This event provided manufacturers in New York State with an opportunity to connect with one another to build strategic business partnerships, and to learn first-hand how to enter the Semiconductor Supply Chain as Wolfspeed's CEO, Gregg Lowe, provided the keynote and Q&A.

In 2021 the most significant business need and concern throughout the Mohawk Valley region was the need for a technically skilled workforce. Severely impacted by the pandemic, the region's workforce began to navigate away from the manufacturing industry. In response, MVCC and AIM brought several area manufacturers to the MVCC Utica campus to speak to the technology classes to create an employer/student connection for future employment.

AIM also deployed another manufacturer resource – the SUNY Apprenticeship Program, which provides funding for registered apprentices and pre-apprentices in New York State. In 2021, MVCC and AIM awarded 107 registered apprentices and pre-apprentices from 7 regions in New York State. The program works to replenish the aging and retired technical workforce with a new, diverse workforce that is looking to enter the manufacturing industry.

AIM is a strong supporter and partner with the Expertise Project, a New York State Benefit Corporation based out of Troy, New York with very strong connection to the Mohawk Valley Region. This project creates career discovery videos platforms and shrinks the awareness gap that exists between students and the world of local work opportunities. The program works with parents, students, educators, and employers to create short videos that introduce different industries and the professionals that work there and showcase how to get the training and skills in their school and local community. As part of this agreement, AIM will receive 8 latest generation standalone virtual reality headsets, the corresponding operating system; and, it will preload the equipment with career exploration content using a wireless content management system, and support services. This workforce development and career exploration system will allow employers to create and distribute industry-relevant videos that can then be viewed by students and job seekers.

Types of companies assisted:

Primarily small and mid-sized manufacturers.

Impacts

	01/01/2021 - 12/31/2021
Number of unique companies served	82
Number of jobs created	129
Number of jobs retained	563
Increased/retained sales	\$36,351,000
Cost Savings	\$2,768,000
New investment	\$17,591,902
Non-job Impacts Total	\$56,710,902

Summary of Centers Support of Regional Cluster:

In 2021, AIM implemented the New York State Cybersecurity Assistance Grant. This grant program was a collaboration between NYSTAR, , AIM, and NYMEP partners FuzeHub and MTEC. The grant’s major deliverables consisted of: providing financial assistance for personalized cybersecurity risk assessments to a minimum of 67 defense manufacturers; completion and submission of intake and reporting mechanisms; development of a DoD supply chain cohort membership; provision of online and self-paced self-assessment materials to a minimum of 250 defense manufacturers; and development and launching of a series of workshops and webinars on the basics of cybersecurity, featuring presentations by industry and academic experts.

Throughout the program, cohort members were exposed to different types of threats and to the consequences of being underprepared to defend against cyber criminals, as well as the federal government’s expectations for members at every level of its supply chain. The webinars addressed the current and emerging cybersecurity topics, such as learning about the unseen enemies, protecting against internal threats, industry standards and requirements, and more. This training provided the DoD manufacturers with the knowledge of how to complete a NIST 800-171 self-assessment.

The project was successfully completed in December 2021. The project distributed financial awards to 79 unique DoD companies to provide DFARS NIST 800-171 cybersecurity assessments, covering all 10 regions in New York State. Upon completion of the project, companies not only had the necessary System Security Plan (SSP) and Plan of Action with Milestones (POAM) to meet DFARS requirements, but they were also provided with guidance on how to prepare for the upcoming CMMC Certification. In total, there were 252 unique registrants in the online self-assessment training.

In addition to the cybersecurity assessment initiatives, AIM is also partnered with FuzeHub to develop a NY MEP Cybersecurity Guidebook for small to mid-size manufacturers in New York State. The guidebook will provide a manufacturer with answers to commonly asked questions while also providing the NIST SP 800-171 requirements framework and clarification on common terms people in manufacturing may not totally understand. This guidebook is a general primer for those who are unfamiliar with some of the more common aspects of cybersecurity as well as what may be expected from them. AIM Cybersecurity Team of Paul LaPorte and Tanya Macri constructed the

language for this handbook, and FuzeHub’s Everton Henriques and Steve Melito completed the layout and graphic design. AIM also attended the 2021 New York State Innovation Summit in Verona, New York. This event brought companies from all over New York State together to discuss innovative ideas and upcoming industry trends in a three-day event. AIM was able to distribute more than 300 guidebooks at the summit with the hope that the presented information will create an awareness regarding potential cyber-threats that are prevalent today.

Center Funding:

01/01/2021 - 12/31/2021	
State Funding	\$195,000
Federal Funding	\$380,000
Matching Funds	\$185,000
MEP-Dedicated Employees	6.00

Industry-Oriented Workforce Training:

AIM developed the Basic Maintenance Technician Academy (BMTA) as a solution for the remote training need. AIM constructed the project out of an initial survey to area manufacturing and distribution centers, and then held a focus group session. This meeting resulted in an outline of six modules that the organizations agreed upon to be presented in the academy. The participating employers requested that the information be immediately relevant to the skills required, that the material be offered in a flexible time format to address the shift work of their employees, and the information be presented by highly qualified and experienced instructors.

The format of the Basic Maintenance Technician Academy takes in the needs of the employers and, with the onset of the COVID 19 pandemic, the need to offer the program remotely. The staff chose to use a cloud-based platform that hosts the content and tracks the progress of each student, which includes presentation completion, segment testing and completion certificates. The program also integrates other technologies to bolster the rigor of the presentations through video recordings and virtual meeting sessions where students are given reading assignments to be discussed every other week during learning sessions; supplemental material is offered live during screen sharing. AIM was extremely proud to partner with several Mohawk Valley distribution and automated manufacturers including Indium Corporation, Tractor Supply, WalMart, Worthington Industries, HP Hood, Beechnut Nutrition, and the FX Matts Brewery. The BMTA training modules offered through this project include Communication and Leadership, Shop Basics, Basic Electronics, Basic Machining, Basic Maintenance Mechanic, and HVAC. All the training modules can be accessed through the cloud-based platform at any time by the participants to accommodate their work schedules; program support is offered through a dedicated staff member to the project to assist in access, and coordinate progress to offer an accessible experience for the student.

**CITEC Business Solutions
North Country Region
Steve Lockwood**

Activities and Accomplishments:

Small and medium manufacturers in the North Country continued to move forward throughout another pandemic year, while CITEC and the NY MEP positioned themselves to assist with their most pressing challenges including supply chain, workforce, and efficiency. Clients continue to prioritize leadership and management skills as a requested service. CITEC built on the successful Management Development Essentials by adding a more advanced Leadership Development Essentials training. These classes are offered virtually and are proving popular. There is a need for focusing some leadership skills on incumbent, high-potential workers to make sure they are ready to take on leadership roles. In 2021, CITEC also developed Critical Skills training covering critical thinking, delegation, facilitation, change management.

Marketing as a service is a growth area for CITEC business solutions, and CITEC, partnering with MTEC, developed stronger goals based on the work of other MEP Centers

Types of companies assisted:

Primarily small and mid-sized manufacturers.

Impacts

	01/01/2021 - 12/31/2021
Number of unique companies served	8
Number of jobs created	29
Number of jobs retained	179
Increased/retained sales	\$47,794,342
Cost Savings	\$848,084
New investment	\$5,802,700
Non-job Impacts Total	\$54,445,126

Summary of Centers Support of Regional Cluster:

The North Country Regional Cluster is transportation equipment and materials and aerospace. CITEC serves on the NAmTrans (North American Center for Transportation Excellence) advisory board. NAmTrans is an excellent partner promoting the cluster to Canadian companies despite that 2021 was hampered by a strained relationship over border policies. 2021 saw a successful virtual Solutions Forum, a partnership with CITEC, NAmTrans with Fuzehub at the lead supporting the North Country cluster with resources and networking. Cluster companies represent a sizable chunk of training and consulting services for the North Country MEP Center.

Center Funding:

01/01/2021 - 12/31/2021	
State Funding	\$195,000
Federal Funding	\$380,000
Matching Funds	\$185,000
MEP-Dedicated Employees	7.00

Industry-Oriented Workforce Training:

CITEC developed a Level 2 Six Sigma Yellow Belt for a specific client of a sister MEP, continuing a collaboration from 2019. The two-level program will continue to play a role in introducing the basic concepts of Six Sigma to wider constituents. Building on the successful Management Development Essentials, CITEC added a more advanced Leadership Development Essentials training. These classes are offered virtually and are proving popular. Incumbent, high-potential workers also require some leadership skills on to make sure they are ready to take on leadership roles. To address that need, in 2021, CITEC developed Critical Skills training covering critical thinking, delegation, facilitation, change management and more. CITEC received grant funding to launch a study to determine if basic workforce readiness training could increase retention rates for entry-level workers. There is renewed interest in very basic lean training for almost every worker in a facility. Several companies trained small numbers of workers in Lean 101 and then requested CITEC return to train more workers throughout the companies.

**Center for Economic Growth
Capital Region
Michael Lobsinger**

Activities and Accomplishments:

During 2021, the Center for Economic Growth (CEG) and its Reshoring and Supply Chain Initiative partners awarded 23 manufacturing companies with grants up to \$10,000. The grant program aimed to assist manufacturing companies who experienced disruptions in their supply chain because of the COVID-19 Pandemic. In Q4 2021, CEG completed its Supply Chain Survey and Study with the Siena College Research Institute and Reshoring Institute, respectively. In December 2021, CEG held two supply chain webinars highlighting the results of the research: “Building a Resilient Manufacturing Business” and “Manufacturing Outlooks & Supply Chain Report”. These webinars shared best practices regarding pandemic response and supply chain preparedness with the manufacturing community. In collaboration with Fuzehub, and CFES, CEG held a Manufacturing Solutions Forum with a focus on Clean Energy and Sustainability.

Types of companies assisted:

Primarily small and mid-sized manufacturers.

Impacts	
01/01/2021 - 12/31/2021	
Number of unique companies served	128
Number of jobs created	100
Number of jobs retained	360
Increased/retained sales	\$59,321,713
Cost Savings	\$4,272,660
New investment	\$8,902,718
Non-job Impacts Total	\$72,497,091

Summary of Centers Support of Regional Cluster:

One of the Capital Region’s clusters is Research & Development to Commercialization. As such, CEG’s goal is to support regional R&D assets and entrepreneurs by helping them commercialize their Intellectual Property, connecting the manufacturing client base to resources, identifying funding sources, engaging with technology start-ups and aligning them with the local ecosystem. CEG continues to support the Tech Valley Center of Gravity as a Corporate Sponsor and engaged in the continued success of the program. CEG provided EIR support services and sits on Team Advisory Boards as part of the TVCOG Manufacturing Incubator Program. In 2021 CEG made available its Stratasys F270 3D Printer, located at the Tech Valley Center of Gravity, for startups and manufacturers at a subsidized cost. In 2021, companies utilized the printer for 880 hours on their projects. Users included Poxel Press, ArchimeDesign, Tech Valley Center of Gravity, Any1Can Craft, Brushi, FlowActive, and Howard Inventions. Utilization of this printer helped companies reduce the cost of investment in a \$40,000 printer and reduce their time to market by allowing for rapid prototyping. CEG continues to partner with UALBANY to run the ESD Innovation Hotspot for the Capital Region. CEG’s primary role is to ensure the program leverages other assets (like the MEP

program) as well as encourage collaboration among the partners. CEG attends advisory meetings and is focusing on a shift to provide more consulting services to startups. The shifting focus has resulted in implementing a more formal process for VentureB program. In Q4 2021, CEG began utilizing the GUST platform to help define a process to attract high growth technology companies to be better prepared to pitch to venture capitalists via the VentureB program.

Center Funding:

01/01/2021 - 12/31/2021	
State Funding	\$195,000
Federal Funding	\$380,000
Matching Funds	\$185,000
MEP-Dedicated Employees	6.48

Industry-Oriented Workforce Training:

Based on renewed interests in Workforce Development, CEG continued its work as a Group Sponsor to the New York State Registered Apprenticeship Program. At the close of 2021, CEG added the apprenticeship trade of “Brewer and Distiller”. At a joint celebration for National Apprenticeship Week, CEG signed its first Brewer Distiller apprentice from Frog Alley Brewing, alongside Department of Labor Commissioner Roberta Reardon. CEG now supports six manufacturing trades through NYS Registered Apprenticeship. In 2021, CEG managed the manufacturing apprenticeship programs of eight manufacturing companies and steadily increased the number of apprentices enrolled in Advanced Manufacturing Apprenticeships over the course of the year. To further support the expansion of New York State Registered Apprenticeship in Manufacturing, CEG applied for Apprenticeship Expansion Grant 2 (AEG 2) on behalf of signatory companies. Through this grant opportunity, manufacturers accessed \$105,526 of wage reimbursement to help offset the costs and risks of hiring apprentices. Additionally, CEG released the STEM in Careers Manufacturing request for proposal. Through the proposal process, CEG engaged with two video creation consultants, the Expertise Project, and Career Jam to create ten videos of manufacturing facilities to develop an online profile within their platforms. CEG created these videos as targeted media toward middle school and high school students to provide a firsthand look at working in manufacturing careers.

**Manufacturing & Technology Enterprise Center
Mid-Hudson Valley Region
Thomas G. Phillips**

Activities and Accomplishments:

In 2021, MTEC worked with just under 60 Hudson Valley manufacturing companies to improve their competitiveness and long-term viability. MTEC customized assistance projects as appropriate to the unique requirements of each manufacturer to improve their productivity, improve quality, reduce costs, improve on time deliveries, and increase market share. MTEC employed various tools and processes in the delivery of these projects, including but not limited to: Lean and Six Sigma, ISO Certification and Quality Management, equipment automation, new and enhanced product design, facility design and layout, IT acquisition and implementation, and key technical and management recruiting services . MTEC delivered nearly all projects virtually or in a hybrid, virtual/in-person format in recognition of the restrictions imposed by the COVID pandemic.

Cyber services remained strong in 2021 with over 20 Cyber projects performed for manufacturers during the year, nearly all within the DOD supply chain. Cyber projects continued to be the most requested service of MTEC clients accounting for over 20% of all projects. MTEC’s independent audit is based on standards established for cybersecurity assessment defined by NIST (NIST 800-171) and includes: Risk identification and management, Comprehensive understanding and awareness of current cybersecurity industry standards, External vulnerability testing of firewall protection & internal network exposure, Review of current policies related to information security, data protection, and access control.

Types of companies assisted:

Primarily small and mid-sized manufacturers.

Impacts:

	01/01/2021 - 12/31/2021
Number of unique companies served	36
Number of jobs created	30
Number of jobs retained	58
Increased/retained sales	\$10,763,709
Cost Savings	\$1,133,800
New investment	\$3,164,500
Non-job Impacts Total	\$15,062,009

Summary of Centers Support of Regional Cluster:

MTEC continued to focus on expanding and enhancing its level of engagement and services to the Food & Beverage Manufacturing industry within the region and state during 2021. Both NYS and the Mid-Hudson Regional Economic Development Council (MHREDC) have recognized Food & Beverage Manufacturing as a significant growth industry within the manufacturing sector. As a result of the COVID pandemic, the activity supporting the Food & Beverage (F&B) Cluster was drastically reduced in 2020; however, with the easing of many of the pandemic-influenced

restrictions, activity in support of this sector improved significantly during 2021. Meetings with F&B prospects increased from four in 2020 to fifteen in 2021 bringing the program to date total to 121. Likewise, there was an increase in the number of contracts signed by F&B companies from three in 2020 to five in 2021 with eight additional proposals under consideration by companies.

Center Funding:

01/01/2021 - 12/31/2021	
State Funding	\$290,000
Federal Funding	\$560,000
Matching Funds	\$270,000
MEP-Dedicated Employees	10.50

Industry-Oriented Workforce Training:

The level of activity for incumbent worker training program improved during 2021 with the introduction of significantly more virtual training programs covering a more diverse array of subjects from process improvement, quality, human resources, finance, and cybersecurity. The increase was also driven by the lack of available labor to fill open key manufacturing positions. In some situations, however, the lack of available skilled labor negated the ability to provide any significant training. With the introduction of three contracts to provide sub-contract of new product early production parts for clients, the STEM program has begun to recover to pre-pandemic levels. The projects allow the manufacture of early customer shippable units by MTEC STEM interns while the supply chain is established for high-volume low-cost activity. Several other proposals are being considered by clients, that if and when accepted, will drive continued growth in the STEM intern program.

**ITAC
New York City Region
Kinda Younes**

Activities and Accomplishments:

ITAC completed the NYMEP COVID Recovery Program in September 2021, providing assistance to manufacturers in recovering from the pandemic. As an example, ITAC started its Personal Protective Equipment (PPE) Assistance Program, providing assistance to small and medium manufacturers statewide to efficiently and sustainably secure PPE. 26 NYS PPE manufacturers received assistance through this program.

With RIT, ITAC evaluated available PPE cleaning and sanitization methods and technologies and investigated more sustainable technologies to reduce the impact on the environment. ITAC created a NYS PPE Manufacturing list, clearly identifying companies that could supply PPE in the 10 regions across the state. The final list contains over 400 entities across the state that distribute and/or manufacture PPE. Thanks to the program, countless manufacturers were engaged across New York State, leading to the continuation of PPE development, purchasing and manufacturing.

In July ITAC started Year 2 of the program and will work with 30 manufacturers. ITAC helped develop a COVID-19 version of National Grid’s MPP program that reimburses SMEs for consulting costs incurred to retool their operations/processes/systems to capture market opportunities created by the pandemic and cover effort like layout changes, new quality, and industry certifications, improving their digital posture.

In 2021, ITAC clients reported impacts of over \$217MM and 1,309 new and retained jobs thanks to ITAC’s work with them.

Types of companies assisted:

Primarily small and mid-sized manufacturers.

Impacts

	01/01/2021 - 12/31/2021
Number of unique companies served	149
Number of jobs created	895
Number of jobs retained	455
Increased/retained sales	\$70,611,844
Cost Savings	\$10,617,220
New investment	\$48,154,255
Non-job Impacts Total	\$129,383,319

Summary of Centers Support of Regional Cluster:

To Support the Smart Cities Priority Cluster as it Relates to Manufacturing and Technology, ITAC provides early-stage companies with technical assistance and access to NYC and NYS resources.

One example is the work ITAC does with a specialty handmade gift manufacturer around marketing options and enhancing brand exposure through State resources.

ITAC assists small manufacturing and technology companies in scaling up through training, coaching, and consulting on manufacturing basics. The ultimate objective is to accelerate commercialization of new products, thereby creating revenue and jobs for NYC and NYS. For example, ITAC worked with a small manufacturer that designs and creates custom home furnishings, advising ownership on production and staffing issues and enhanced sales strategies. ITAC helps with industry expansion and cultivation as a member of the Steering Committee of the World Trade Week meant to encourage exports. ITAC also participated in multiple webinars, including “Building Tomorrow’s Manufacturing Business Today: How Process Improvement In Action Can Strengthen NYC Companies for the Future” (with NYCEDC/SBS); “How to Tackle Your First Automation Project” (Industry Week); “Passport Overview and Training for NIST MEP New Users” (EuroMonitor); and “Implementing CNC Automation – Crawl, Walk, Run” (Industry Week).

Center Funding:

01/01/2021 - 12/31/2021	
State Funding	\$315,000
Federal Funding	\$635,000
Matching Funds	\$320,000
MEP-Dedicated Employees	8.00

Industry-Oriented Workforce Training:

ITAC partners with workforce organizations to increase the pipeline of available candidates for existing and emerging jobs and helps clients with their workforce needs. ITAC continues to work closely with the Workforce Development Institute (WDI) and has introduced multiple companies to WDI in order to help them obtain grants. ITAC also meets regularly with key players to discuss workforce initiatives including internships and apprenticeships. Given its solid knowledge of local manufacturers, ITAC is often asked to provide input into relevant programs. A member of the NYC Regional Economic Development Council, ITAC Executive Director Kinda Younes participates in meetings and initiatives and serves on the Citywide Career and Technical Education Advisory Council.

**Manufacturing and Technology Resource Consortium
Long Island Region
David Hamilton (Interim)**

Activities and Accomplishments:

The MTRC team worked diligently with internal and external program partners to increase awareness of its program and services in 2021. The center worked with companies from different sectors of manufacturing in projects involving a wide range of substances, including its cluster focus – biotechnology. The activities ranged from cybersecurity, offshore wind (OSW), food & beverage manufacturing, support of reshoring and supply chain, prototype development, workforce development and training, community engagement, and more.

MTRC partnered with the Composite Prototyping Center (CPC), the Center for Economic Growth (CEG) and NYSERDA for a presentation to the OSW community to help everyone better understand the opportunities available. The National Offshore Wind Research and Development Consortium was introduced. Funded by US Department of Energy (DOE), NYS Energy Research and Development Authority (NYSERDA), and led by key offshore wind industry stakeholders and research institutions, the Consortium will promote research and development, reduce cost and risk, and maximize economic benefits. Internal program partner, the Advanced Energy Research Technology Center (AERTC) is one of the major participants. In addition, MTRC also works with the OSW workforce development initiative at Stony Brook University, as well as the national research initiative of wind energy, chaired by Bob Catell, Chairman of the Board of AERTC.

Types of companies assisted:

Primarily small and mid-sized manufacturers.

Impacts

	01/01/2021 - 12/31/2021
Number of unique companies served	0
Number of jobs created	110
Number of jobs retained	237
Increased/retained sales	\$10,401,006
Cost Savings	\$1,292,800
New investment	\$10,994,500
Non-job Impacts Total	\$22,688,306

Summary of Centers Support of Regional Cluster:

MTRC participates in several regional manufacturing committees. For example, MTRC is part of the Long Island Workforce and Education Advisory Committee, which is composed of public and private sectors of industry throughout Long Island, including Suffolk and Nassau County Community College to leverage services and collaborate in outreach efforts. Additionally, MTRC participates in the Manufacturing and Industry Committee of LI REDC/ESD.

Center Funding:

01/01/2021 - 12/31/2021	
State Funding	\$315,000
Federal Funding	\$635,000
Matching Funds	\$320,000
MEP-Dedicated Employees	1.0

Industry-Oriented Workforce Training:

From early 2021, MTRC worked closely with the County Labor Department to assist in the effort of filling immediate positions within the companies as the reopening and returning to work processes continue. The center worked with the Suffolk County Labor Department to host a manufacturing job fair. This in-person event brought over 30 manufacturing exhibitors to seek to fill hundreds of open positions in the region. MTRC also participated in a second job fair focused on the food and beverage industry in October 2021. Additionally, MTRC worked closely with the Center for Corporate Education (CCE), Workforce Development Institute, Climate Jobs NY and the county labor department on meeting the workforce needs of the region. One of MTRC’s strongest workforce development efforts was in furthering STEM-based education in the form of the annual Robotics camp.

**FuzeHub
Statewide
Elena Garuc**

Activities and Accomplishments:

FuzeHub continued to serve manufacturers throughout New York State in 2021.

Marketing of NYSTAR-funded NYS Innovation centers was strong. Due to this effort, in collaboration with The Martin Group (a New York State communications firm), , media mentions and placements have increased significantly and the NYSTAR Network now has a stronger platform for branding and outreach. We received a total of 140 media hits for organizations and NYSTAR network.

FuzeHub held over 30 events attracting close to 4,000 registrants. One of the most successful programs, the New York State Innovation Summit, was held November 8-9 in Verona, NY. It attracted close to 550 attendees, including over 50 speakers and over 100 exhibitors.

In addition, the US Economic Development Administration awarded FuzeHub \$750k over the 2022 to 2024 calendar years to provide manufacturing grants to companies for prototype development assistance.

New Services

Cobot lending program

FuzeHub collaborated with the Center for Economic Growth (CEG) for the first lease of a collaborative robot, providing it to the Engineering, Architecture, and Manufacturing departments at Hudson Valley Community College. As part of this effort FuzeHub and CEG arranged a two-day robot training course for members of NYMEP and Hudson Valley Community College (HVCC).

This initial project ultimately extended into 2022, with HVCC utilizing the robot in a senior project to automate metallurgic testing (freeing up approximately 18 hours of class time). HVCC has since purchased multiple robots and is establishing a robotics curriculum.

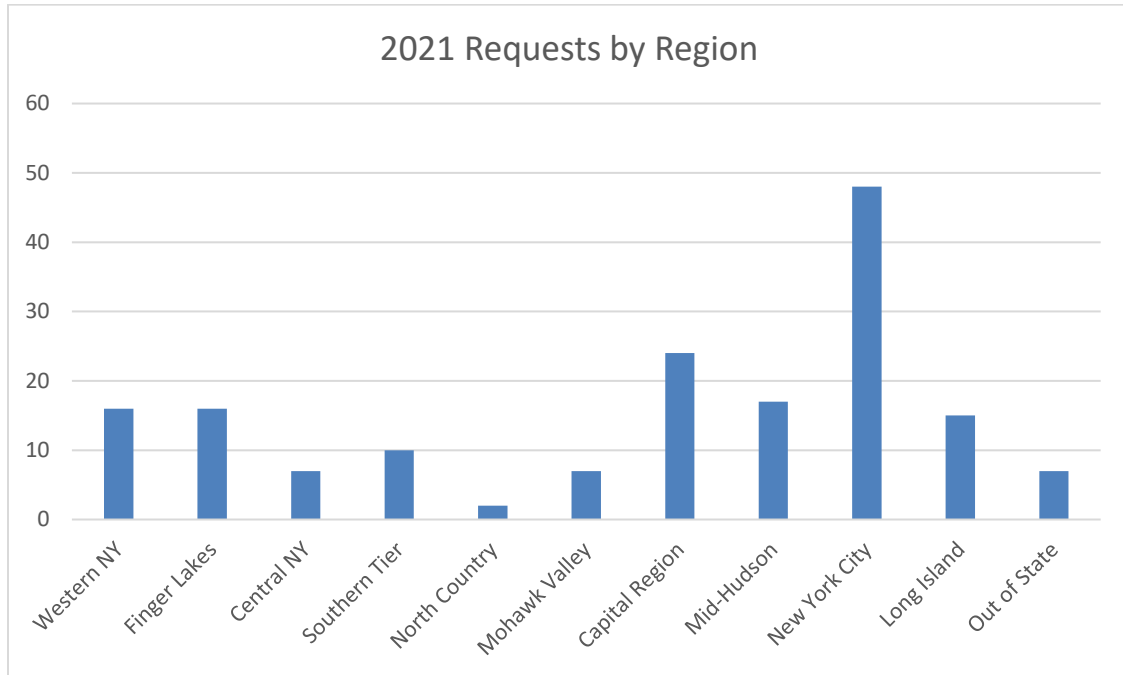
Marketing Services

FuzeHub launched marketing services directly to manufacturers. These services include assistance with websites, marketing materials, promotional emails, webinars, and many other efforts.

Matching Services

FuzeHub had an extremely productive and active year helping connect, educate, and service NYS manufacturers. They received 169 requests for assistance during 2021.

This chart shows requests by region.



Below re examples of the types of assistance provided:

Jelika Lite (New York City), a 2020 Commercialization Competition winner, is a medical device company that the Manufacturer Solutions Program connected to the Sensor Center for Advanced Technology (CAT) at the City University of New York (CUNY) for possible design assistance. Although the Sensor CAT was not able to assist Jelika Lite directly, the CAT made a connection to Vyir, an NYC company that works with the Sensor CAT and has a focus in optics-related technologies. Jelika Lite is now working with Vyir on a project to design its next product.

Tidy Tots (Capital Region), is a small manufacturer of cloth diapers that began developing a reusable isolation gown for hospitals treating COVID-19 patients. The Manufacturer Solutions Program connected Tidy Tots to the Industrial & Technology Assistance Corporation (ITAC) in order to apply for funding through ITAC’s NY MEP COVID-19 Assistance Grant. ITAC awarded Tidy Tots \$10,000 to cover the cost of FDA approval of its gowns, and Tidy Tots will begin marketing its new product to hospitals.

Natural Beauty Breast Prosthesis (Capital Region), is a small manufacturer of all-natural external breast forms for women who have had mastectomies. The Manufacturer Solutions Program connected Natural Beauty Breast Prosthesis to Finger Lake Textiles, a contract manufacturer. FuzeHub introduced Natural Beauty Breast Prosthesis’s to a Finger Lake Textile manufacturer. As a result of the meeting, the two companies applied for and were awarded a FuzeHub Manufacturing Grant, enabling Natural Beauty Breast Prosthesis to increase production by 300%.

AeroMed Technologies (Mohawk Valley), a manufacturer of medical-grade systems for airborne COVID infection control, needed an installation, operation, and maintenance (IOM) manual for its production line of LEXUS products, germ killing ultraviolet light fixtures. AeroMed also needed an alternate version of the IOM manual for its LEXUS OPEN products. FuzeHub developed all of the required technical documentation and provided on-time deliverables in print and digital formats.

Square One Coating Systems (Oriskany) is a small manufacturer that provides coating, plating, and anodizing services, primarily to companies in the aerospace industry. FuzeHub connected Square One Coating Services to Amphenol Interconnect Products, an electronic parts supplier in Endwell, NY. As a result of this connection, Amphenol is now Square One Coating Systems' largest customer. Square One Coating Systems earned \$1 million in additional sales from Amphenol and created six new jobs.

Just Right LLC (Bellmore) is a startup company working to bring a baby bottle invention to market. The bottle mixes and warms formula for babies with gastrointestinal issues that make feeding with a regular bottle problematic or impossible. The founder of Just Right LLC engaged FuzeHub for guidance on establishing a company, getting a prototype made, and securing funding to help commercialize the product. Following FuzeHub's advice, she engaged with engineers to have CAD drawings made, had a prototype produced, created a pitch deck, formed an LLC, and received a \$2,000 feasibility grant through MTRC, her local NY MEP center. Soon, Just Right LLC will begin working with a contract manufacturer to produce its first products.

ResET Water LLC (Potsdam) is a startup that uses an electromechanical oxidation process to safely remove harmful algal blooms from bodies of water. ResET Water LLC's production capacity was limited by the unavailability of electrodes for an electromechanical oxidation process. As a result of a \$20,000 FuzeHub Solutions Program Grant, ResET Water LLC partnered with Clarkson University's Center of Excellence in Healthy Water Solutions to test three types of electrodes with the potential to adequately address the supply chain limitations. These electrodes were coated by Square One Coating Systems (Oriskany) and deemed acceptable. Today, ResET Water LLC is moving forward with the production of prototypes.

Prose (New York City), a manufacturer of custom hair care products and supplements, contacted FuzeHub for guidance about how to develop a sustainability program encompassing manufacturing and packaging options that reduce waste. FuzeHub connected Prose to the Pollution Prevention Institute (P2I) at Rochester Institute of Technology for assistance. P2I partnered with Prose to provide the company with a Lifecycle Assessment. Prose has indicated that it would like to begin another project with P2I once the Lifecycle Assessment is complete.

Cybersecurity

FuzeHub helped NYS manufacturers to strengthen their cybersecurity efforts and increase their competitiveness by supporting cybersecurity initiatives from the New York Manufacturing Extension Partnership (NY MEP) network.

The purpose of this initiative was to raise awareness of NIST SP 800-171 while providing grants up to \$5,000 per eligible company for small-to-medium manufacturers who want to identify and address their cybersecurity deficiencies as measured by NIST SP 800-171. FuzeHub held a cybersecurity self-assessment workshop that attracted 90 registrants.

Manufacturing Day

FuzeHub organized two Manufacturing Day events in October 2021.

In partnership with the Advanced Institute for Manufacturing (AIM) and Mohawk Valley Community College (MVCC), FuzeHub organized Mohawk Valley Manufacturing Day. During this in-person event on October 8th, over 130 students from seven schools toured five Mohawk Valley manufacturers.

On October 15th, FuzeHub hosted a virtual Manufacturing Day event with a statewide reach. Over 300 students from all 10 NY MEP regions participated.

Innovation Fund

FuzeHub awarded over \$1M to 21 projects. Examples include:

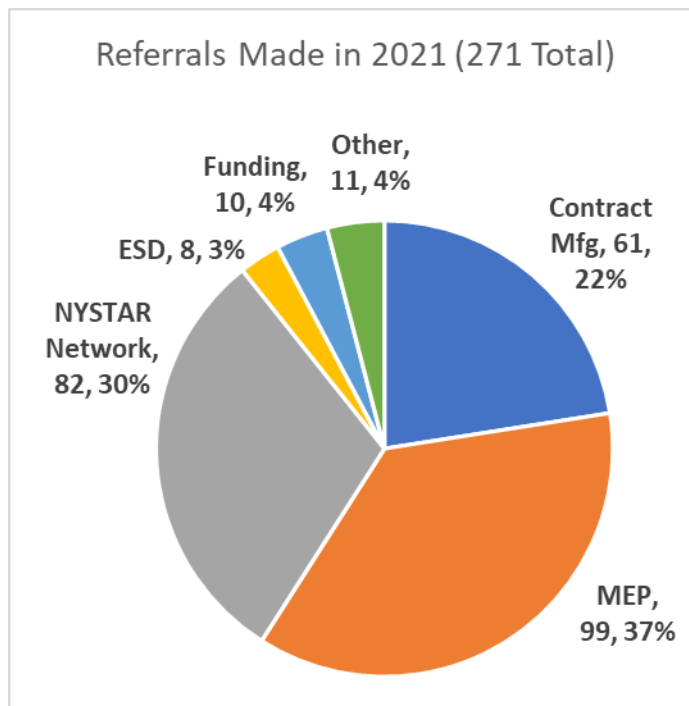
Clip.Bike worked with the Brooklyn Navy Yard in a Manufacturing Grant to develop the first version of their portable e-bike attachment. After project completion, Clip.Bike was able to bring the device to market and sold over 1,000 units.

SunThru received a Commercialization Competition award to develop their aerogel monolith, a highly transparent and insulating insert for windows. They are currently finalizing their molds and are on their way to building their first device and achieving successful project completion. As a consequence of this progress, in September of 2022, SunThru applied to phase II of an NSF SBIR grant.

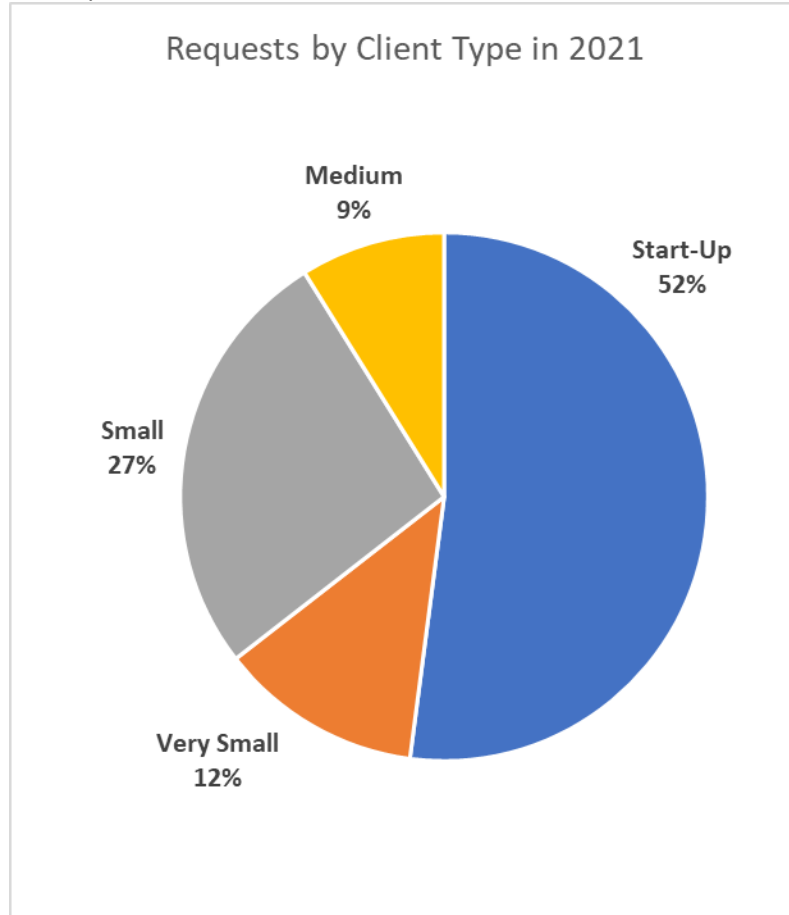
Types of companies assisted:

Primarily small and mid-sized manufacturers. Specific Referrals or Collaborative Activities made to other RTDCs (NYMEP centers), NYSTAR Partners or other Partners.

FuzeHub made 271 referrals to NYMEP centers, NYSTAR Partners and other partners. Notably, connections to NYSTAR-funded assets were 30% of the total. This chart provides a breakdown by category with percentages.



FuzeHub received requests-for-assistance from organizations that we categorized by Client Type. 91% of these requests were from small, start-up, and/or very small companies. Moreover, over 50% of these requests were from startups.



FuzeHub helped NYS manufacturers to strengthen their cybersecurity efforts and increase their competitiveness by supporting cybersecurity initiatives from the New York Manufacturing Extension

NYMEP OVERALL

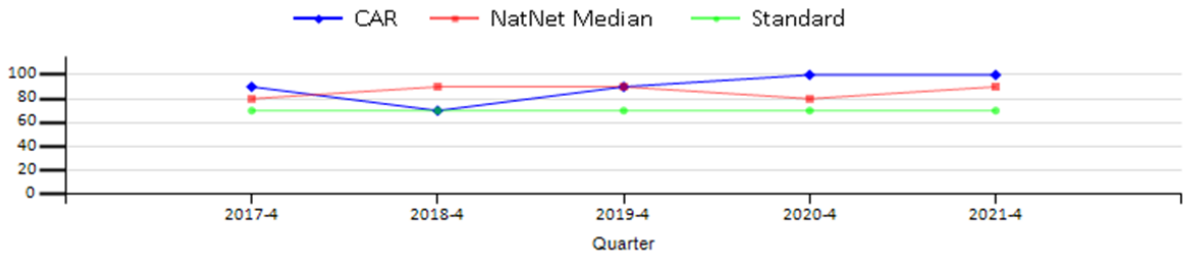
The charts below reflects information and impacts generated by all 11 centers during calendar year 2021.

NIST MEP Score Card - IMPACT Metrics						
Performance					100	
Federal Funding - \$6,599,660.00 Total Cash Resources - \$13,199,320.00 (Four Quarter Rolling Average)						
Impact Metrics						
Metric	CAR Reported Impact	Normalized CAR Performance	Performance Standard	CAR Metric Points	NatNet Median Performance	From Threshold
Impact data based on MEP Client Survey responses						
New Sales (10)	\$213.2 M	32.3	\$15	10	\$27.2	215%
Retained Sales (10)	\$778.7 M	118.0	\$35	10	\$57.4	337%
Jobs Created and Retained (10)	8,025	1216.0	500	10	780.4	243%
New Investment (10)	\$214.6 M	32.5	15	10	\$29.7	217%
Cost Savings (10)	\$46.4 M	7.0	7	10	\$10.0	100%
Percent Improving Competitiveness (10)	566.0 / 671.0	84.4%	80%	10	86.0%	4.4 PP
Net Promoter Score(r) (10)	88.7 - 2.7	86.0	75	10	87.1	11 PP
Impact data based on Client/Project Submissions						
Mfg.Clients / \$M Fed (15)	626	95.0	73	15	78.6	130%
New Mfg.Clients / \$M Fed (15)	334	51.0	29	15	39.5	175%
Supplemental Data						
Survey Response Rate (0)	671.0 / 967.0	69.4%	70%	N/A	83.9%	-0.6 PP

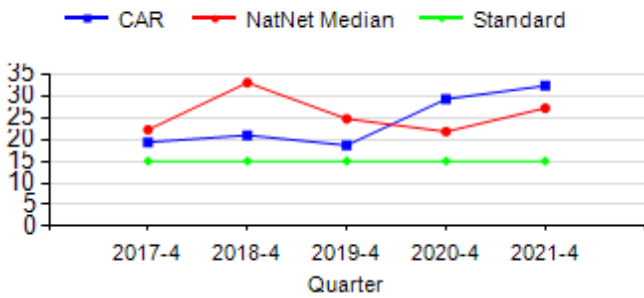
- A. Net Promoter, Net Promoter System, Net Promoter Score, NPS and the NPS-related emoticons are registered trademarks of Bain & Company, Inc., Fred Reichheld and Satmetrix Systems, Inc.
- B. PP - Percentage Points

NYSTAR's New York Manufacturing Extension Report (2022)

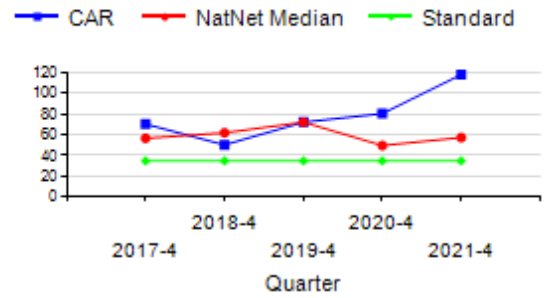
Impact Metrics - New York Manufacturing Extension Partnership



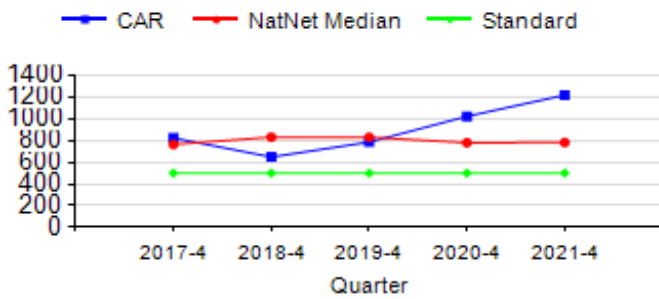
New Sales (10)



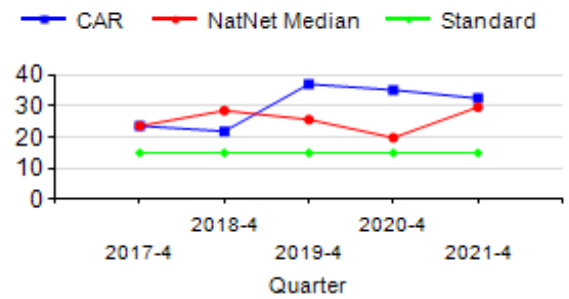
Retained Sales (10)



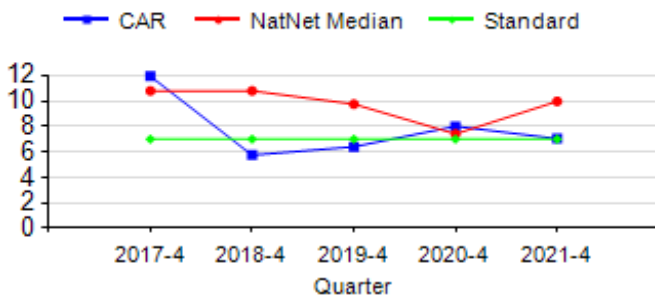
Jobs Created and Retained (10)



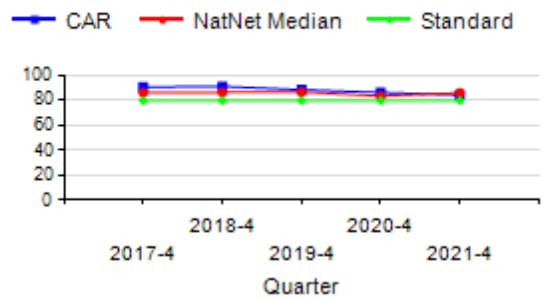
New Investment (10)



Cost Savings (10)

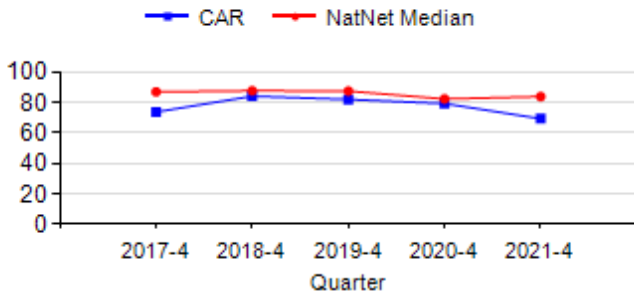


Percent Improving Competitiveness (10)

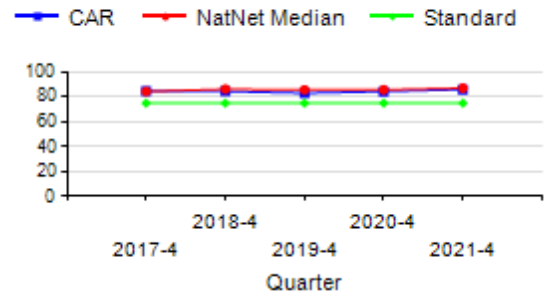


NYSTAR's New York Manufacturing Extension Report (2022)

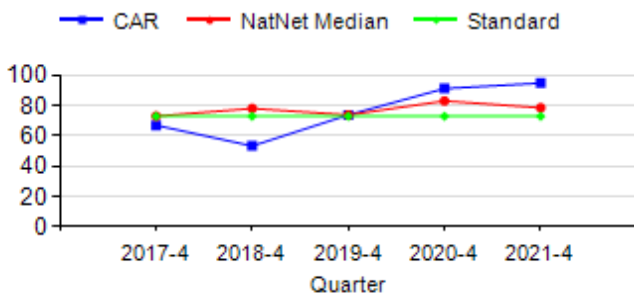
Survey Response Rate (0)



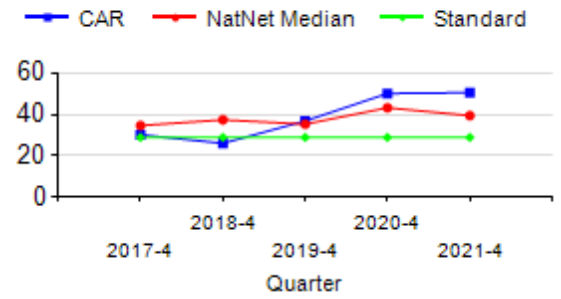
Net Promoter Score(r) (10)



Mfg. Clients / \$M Fed (15)



New Mfg. Clients / \$M Fed (15)



APPENDIX

NIST MEP Score Card – NIST MEP creates Score Cards for each state center. All calculations are based on the sum (or aggregate) of the impacts reported by the center’s clients over a rolling 4 quarter period. Each category is listed in the table below.

NIST MEP Operations Performance Management Score		
For each metric category, a score of 10 is given for meeting or exceeding the metric threshold. If a metric is below the threshold, a score of zero is given. Scores are based on a rolling four quarter average of survey results.		
Metric	Threshold	
New Sales	\$15	Per million federal funding
Retained Sales	\$35	Per million federal funding
Jobs Created and Retained	500	Per million federal funding
New Investment	\$15	Per million federal funding
Cost Savings	\$7	Per million federal funding
Percent Improving Competitiveness	80%	% of companies that realized a benefit
Survey Response Rate	70%	Percentage % of companies submitted for survey and complete the survey
Net Promoter Score	75	Companies rank from 1 to 10 the likelihood of recommending the center to others
Manufacturing Clients / \$M Fed	65.0	Per million federal funding
New Manufacturing Clients / \$M Fed	28.0	Per million federal funding