Forge New Possibilities for Success

REAL SOLUTIONS FOR MANUFACTURERS

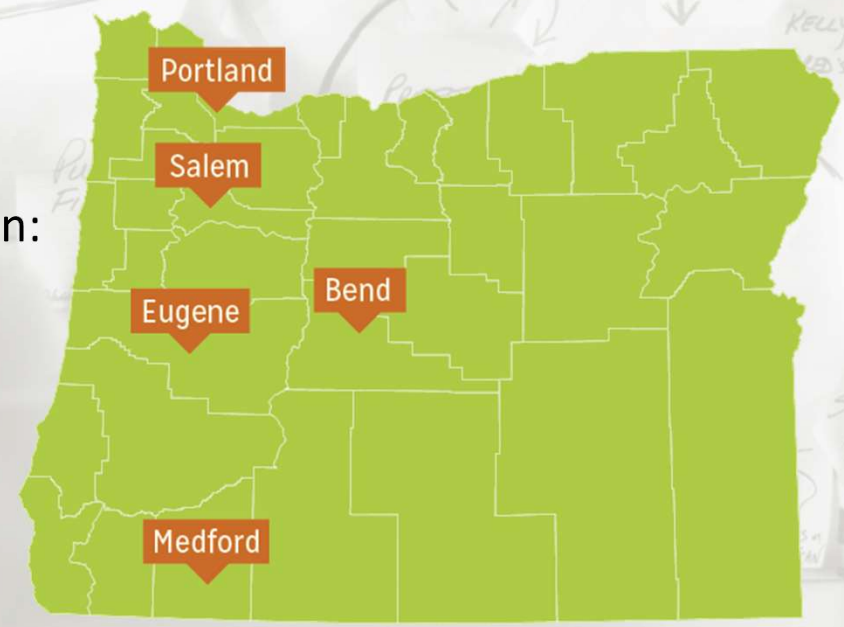
OMEP

Who Is OMEP?

- The Oregon Manufacturing Extension Partnership (OMEP) is a Private-Public nonprofit Management Consulting firm funded by federal, state and client funds established in 1996 to provide services that help small and medium manufacturers to improve competitiveness in the global market.

- Federally funded under the Department of Commerce, OMEP is part of a national network of Manufacturing Extension Partnerships in every state of the U.S. As part of the National Institute of Standards and Technology (NIST), MEP provides technical support to manufactures in business financials and strategy, manufacturing operations, and workforce solutions.

- 23 staff based around the state with offices in:



Mission

OMEP works side by side with Oregon manufacturers to help build successful businesses

SIDE BY SIDE

SUCCESSFUL BUSINESSES

OMEP Service Offerings Summary

MANUFACTURING OPERATIONS

- Operational Excellence
- Manufacturing Engineering
- Technology Solutions

BUSINESS MANAGEMENT

- Financial Understanding
- Growth Services
- Strategic Planning and Deployment

WORKFORCE SOLUTIONS

- Organizational Structure & Alignment
- Leadership & Employee Development
- Structured On The Job Training

PROJECTS BY COUNTY

OMEP

Partial list of OMEP projects:

BAKER
Behlen
Cutter's Edge Manufacturing
Blue Mountain Orchard Wood
Tasty Bake

BENTON
eChemion
Mega Tech of Oregon
Microflow CVo
Nectar Creek
NutSac Bags
Shelterworks
Softstar Shoes
Vivacity Fine Spirits
Microflow CVO

CLACKAMAS
Apex Biomedical
Bee Thinking
Benchmade Knife
Bob's Red Mill
Cascade Record Pressing
Steelhead MFG
Cornell Pump
CRB Manufacturing
Crimson Trace
Dravon Medical
DWFritz Automation
Eclectic Institute
Exceed Enterprises
General Sheet Metal
Kittyhawk Products OR
Koa Roots
Great Northern
Kinetics Climax
Ladies First
Lightspeed Aviation
Logic General
Marks Brothers
MEC Northwest
Miles Fiberglass
Milwaukee Electronics
NW Packaging / Bliss
Nut Butter
Northwest Machine Works
NW Polymers
NW Technologies
Oregon Iron Works
Oregon Tool
Oregon Wild Harvest
Package Containers, Inc.
Pioneer Pump
Ran-Tech Engineering and Aerospace
Virgian Reclaimed Wood
United Street Car
Web Steel Buildinggs

CLATSOP
Ag Bag International
Fort George Brewery
The Columbia Bar
J&H Boatworks
Seely Mint Farm

COLUMBIA
Composites Universal
Photo Solutions
Rightline Equipment
Taylormade Products
TNW Firearms
USIA

COOS
Bandon Rain
Hardin Optical
Tarheel Aluminum

CROOK
Consolidated Pine
Northwest Laundry

CURRY
Freeman Marine
Linx Technologies

DESCHUTES
Advanced Machining
Bend Commercial Glass
Beko Technology Corp
Breedlove Guitars
Brian's Cabinets
Bridge Masters
Cascade Alchemy
Certainteed Corners
Composite Approach
CushCore
Dana Signs
Deschutes Brewery
Deschutes River
Cabinet & Closet
DEMT Instruments
Drummer Boy Acc.
Earth Cruiser USA
Entre-Prises Climbing
Food For The Sole
Full Circle Sewing
Gear Fix
Giant Loop
ISCO Manufacturing
Jem Raw Organics
Kawak Aviation
Kialoa
Northland Furniture
Kitigan Crossboats
Legend Cider
Lonza
MC Smith Sign & Graphics
Medline ReNewal
NW Wheel Repair
Northland Furniture Co.
Oregon's Wild Harvest
Outback Mfg
Poltex Fabrication
Preston Thompson
Guitars
Ruff Wear
Stratos Aircraft
Structus Building Tech
Suterra
Titan Manufacturing
Two Old Hippies
Zamp Solar

DOUGLAS
Adapt Oregon
Alcan Cable
Bayliner Marine
Bravado Outdoor Products
Convey Keystone
Cornerstone Foundation Systems
FCC Commercial Furniture
Inspiration Mixes
Kester Foods
North River Boats
North Star Fabrication and Machine
Oregon Door
Paramount Printing
Treehouse Tinker
Umpqua Monument & Sign
Wild River

GRANT
Malheur Lumber

HOOD RIVER
Cardinal Glass Ind.
Champion Mfg
Diamond Fruit Electronics Assemblers
Luhr Jensen & Sons
Naked Winery
Ship Interior Systems
Sivetz Coffee
The Fruit Company
The Renewal Workshop

JACKSON
Airscape
Brammo Motorsports

Bob Drake Productions
ECS Composites
Energy Outfitters
Fire Mountain Gems
Linx Technologies
Lee's Quality Doors
New Tribe
Noah's Bees
Noveske Rifleworks
Noah's Bees & Products
Pacific Botanicals
Rogue Truck Body
Rogue Valley Doors
Stratotech LLC
Taylor Sausage
Watch Technologies

KLAMATH
Aqua Glass
Desert Lake Tech.
Electro Scientific
MCX Inc.
Production Metal
NuNaturals
Oregon Trail'r
Pearl Buck Center
Positive Community Kitchen
Precision Machine
Rosboro
Salsa Garcia
Sohr foods
Screamin' Jay's Hot Lunch
Sohr Foods
Sweet Creek Foods
Western Shelter Systems
Wildtime Foods
Willamette Valley Co.
Yellow Emperor
Young Mountain Tea

LINCOLN
Great Life by Lucinda

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PROJECTS BY COUNTY

OMEP

Partial list of OMEP projects continued:

Cascade Fruit Growers
Columbia Helicopters Inc.
Curry & Company
Diana Foods
Divine Distillers
DK Fab
Fleet Sales West
Fresh n' Local
Garmin AT.
GEM Equipment
GK Machine, Inc.
Givaudan
IOKA Farms
Kichatna Apparel
Marion Polk Food Share
MELTAR Supply LLC
NORPAC Foods
Northwest Millwork
Oregon Bath & Kitchen
Oregon Cherry Growers
Oregon Fruit Products
Oregon Pallet
Pacific Pure Aid
Pacific Coast Producers
Patrick Industries
RainSweet
Rigado
Safe-T-Nose
Sustainable Storage
Teardrops NW, Inc.
T's West Construction
Truitt Brothers
The Urven Companies
Vitro Flat Glass
Wholesale Baking

MORROW
Boardman Foods

MULTNOMAH
Albina City Nuts
American Direct Procurement
AmFor Electronics
Arnprior Aerospace
Apex Industries
Betsy & Iya
Blue Star Donuts
Boyd Corporation
Brady Weber
Bridgetown Foods
Canron Western Constructors, Inc.
Cascade Corporation
Celestica
Choi's Kimchi Co.
City of Roses Disposal
Columbia Steel Casting
Connor Manufacturing
CNOC Outdoors
Crary Shoes
Cultured Kindness
Egg Press
Dos Hermanos Bakery
Elemental Technologies
Elephants Delicatessen
EVRAZ
Focal Technologies
For Bitter For Worse
Form 3D Foundry
Gamblin Artist Colors
Garnish Apparel
General Glass
Get Sushi Designs
Gluten Free Gem
Graziano Foodservice
Griffith Rubber Mills
Grove Made
Grov Tec U.S.
Gunderson
Happy Mountain Kombucha
Harlow Jewelry
Hibisbloom
Harry's Fresh Foods
Honey Mamma's
Honeybee Sparkling Lemonade & Syrups
Hot Mamma Salsa
Icicle Tricycles
Little Sous
Iwata-Medea
Jewell Attachments
J&L Industries
KCR Manufacturing
King Cycle Group
Krown Lab
Leatherman Tool Group
Loopworks
Marsee Foods
Microchip Technology
McKenna Metal
McTavish Company
Metalcraft Fabrication
Migration Brewing
Mindful Proteins
Morel Ink
Moventas

Muluk
Myers Container
New System Laundry
Nong's Khao Man Gai
NW Pipe Company
CONFIDENTIAL Natural Beauty Company
Nossa Familia Coffee
Olander Earthworks
Olympia Provisions
Orchestrated Operations
OMSI
ONSP Skis
One Inch Round
Oregon Ferralay Partners
Oregon Soap Company
Oregon Spice Co.
Origami Catering
Orox Leather
Ota Tofu
Owens Corning
Pacific North Press
Pan's Mushroom Jerkey
PDX Empanadas
Portland Juice Co
Portland Leather Goods
Portland Pet Food Company
Premier Press
Rawdacious Desserts
Revant Optics
Riverpoint Medical
Rodda Paint
Rose City Label
Roy Manufacturing
Ruby Jewel Ice Cream
Ruckus Composites
Salt and Straw
Sapa Extrusions
Scenic Fruit Company
Schmidt's Deodorant
Schoolhouse Electric
Schooner Creek Boat Works
Shikosha Dental Laboratory
Scout Books
ShedRain
Shikosha Dental Laboratory
Simplex Aerospace
Sit Still
SpieWerk Toys
Small Parts MFG
Stack Metallurgical Services
Streimer Sheet Metal
Sturdi-Built
Subzero Scientific
Sugar Wheel Works
Summit Body & Equip.
Summit Wood Creations
Superior Tape & Label
Supreme Perlite Co.
Super Pacific
Teeny Foods
Temp Control Mechanical
Thai and True
The Bitter Housewife
The Higher Taste
The Joinery
Toyo Tanso
Transco Industries
Twofold
Woodblock Chocolate
Umi Organic
Urban Gypsum

POLK
Cherry Country
Forest River Inc.
Marquis Spa
Meduri Farms
Medallion Cabinetry
Westview Products
Zena Forest Products

TILLAMOOK
Hallco Industries
Precision Wood Manufacturing
Stimson Lumber

UMATILLA
Alexander's Chocolate Classics
Diamond Eye Manufacturing, Inc
Pioneer Asphalt

WALLOWA
Integrated Biomass
Joseph Bronze
Timber Bronze

WASCO
Hemp Northwest
Legend Cider
Medi-Mech

WASHINGTON
ABOM, Inc.
Adventure Wagon
Acumed
Adventure Wagon
Allied Technologies Int.
Apex Industries
Ascentec Engineering
Asset Protection Partnership
Axiom Electronics
Construction Equipment Co.
Cascade Brewing
Decor Industries
Dental EZ
Dub Box USA
Eagle Precision Sheet Metal
FEI Company
Forest Dental Products
Frye Electronics
Hampton Lumber
Happy Campers
Hardwood Industries
Hartmann & Forbes, Inc
Hue Noir
Integrated Metal Components
Jentay Group, LLC
Jewell Attachments
Jewett-Cameron
Jireh Semiconductor
Kal USA
Kerry Sweet
Lightspeed Tech
Leupold & Stevens, Inc.
Lumencor
Meta Fab
Mitchell, Lewis & Staver Co.
nLight Photonics Corp.
Northwest Fourslide
Northwest Signal
Pacific Furniture
Pacific Gate Works
Pacific Recreational Prodoucts
Pella Corporation
Phoseon Technology
Poly-Cast
Rainshadow Labs
Retronix Semiconductor
RevMedx
CONFIDENTIAL Sports Apparel Company
Sevenfold Home
SIIB Power Plant Eng.
Shields Manufacturing
Smart Vineyards
Speedrack West
Stauffer-Cisco Supply
Thermo Fisher Scientific
Tosoh Quartz
Tualatin Sleep Prod.
Turk Manufacturing, Inc.
TVF&R
UEI Test Instruments
Vision Plastics
Warne Scope Mounts
WaveCel
Welch Allyn
Woodfold Marco MFG
Wrap Knowledge LLC

YAMHILL
18 Oaks Sign Co.
3d Plastics
Alchemist's Jam
Amerson Precision
Applied Physics Tech
A.R.E. Manufacturing
Beaudry Woodworking
Blue Raeven Pie Company
Cart-Away Concrete Systems, Inc.
Cascade Steel Rolling Mills
Climax Portable Machine Tools
eCNC, Inc.
Exceltech Inc.
Finish Line Industries
Fordyce Design and MFG,
Newberg Steel & Fab

7650 SW Beveland Street, STE 170, Portland, OR 97223 p. 503 406-3770 www.omep.org

OMEP has worked with over 1,000 small to medium sized manufacturers throughout Oregon

Measuring OMEP Success

- As an MEP center, OMEP is measured by the real-life results we bring to our clients. An independent third-party contractor, hired by NIST, surveys our clients six months after the end of an engagement to determine the impact on: new and retained jobs, increased and retained sales, cost savings and new business investments.

State Funding Supports Rural Manufacturers

- Direct client reported impacts by rural* clients in NIST Survey over past two years:
  - 1,067 direct jobs created/retained
  - $268 M total impacts

* State definition of rural is outside Portland Metro region.

OMEP Client Success Story
Zuñiga Foods

Karla Lawrence – Zuñiga CEO & OMEP Board Member

- The Zuñiga **(pronounced zoo-knee-ga)** story began when Cecilia Zuñiga Sibelian started preparing homemade, hand-diced salsas for potlucks and family get-togethers. Through numerous revisions, she was able to capture the subtle flavors of Old Mexico with contemporary tastes. Her salsa became a party favorite and many asked for the recipe. On one fateful occasion, a friend of Cecilia requested four containers for a weekend party and was willing to pay for them. From this innocent request an idea was born.

- *The issues facing Zuñiga*
- *Reaching out to OMEP*
- *OMEPs approach*
- *Solutions*
- *Impact*
- *Future for Zuñiga*

2002-2022 Client Reported Impacts Thru NIST Survey

JOBS CREATED & RETAINED	COST SAVINGS	NEW & RETAINED SALES	INVESTMENTS IN PLANTS / EQUIPMENT
18,000	$298 Million	$2.5 Billion	$510 Million

IMPLAN Results 2002-2021

Using the independent client NIST survey results, the Northwest Economic Research Center (NERC) calculates the full multiplier impact through an IMPLAN study each year. Results from 2002-2021 (there is a one year lag in IMPLAN analysis to capture full year of data:

EMPLOYMENT	DIRECT OUTPUT	TOTAL OUTPUT
35,005 Direct and Indirect	$3.3 Billion	$5.8 Billion

Projects Surveyed: 1,211

* Study Performed by NERC, Portland State University College of Urban and Public Affairs

State Dollars Leveraged – Used to Match NIST Award

Funding	OMEP Biennial Revenue 21-23	% of Total
Client Service Revenue	$3,958,496	31%
NIST Base	$4,335,416	34%
State Funding	$2,000,000	16%
Other NIST/Special Awards/ DOD	$1,909,856	15%
Ec Dev/Partner Funds	$618,906	5%
Total	**$12,822,674**	**100%**

State Funding used to match NIST Base Funding statutorily required 1:1 match (currently, base award match has been temporarily waived by NIST due to COVID-19)