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NEWS RELEASE

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Manufacturing in Missouri ends strong in last quarter of 2017; impact report released

According to the #1 manufacturing partner in Missouri, companies created/retained 948 new jobs and project to invest \$25.1M into their Missouri facilities

Rolla, Missouri - Today, Missouri Enterprise, a non-profit consulting organization that is part of the National Institute of Standards and Technology Manufacturing Extension Partnership (NIST MEP) network, released fourth quarter impact figures which showed that after utilizing Missouri Enterprise's services, Missouri manufacturers created and/or retained nearly 1,000 jobs. These same companies also reported that they project to invest more than \$25.1 million into enhancing or adding onto their facilities and expect to realize a total cost savings of more than \$16.3 million.

"The number I find so impressive is the \$57.9 million in projected new/retained sales, which is a significant sum of money that will make a big difference for our small and medium-sized manufacturers," said Missouri Enterprise President and CEO Dusty Cruise.

Missouri Enterprise's mission is to help Missouri manufacturers succeed by providing them with customized and industry specific solutions. The organization's services include but are not limited to diversifying and onboarding products, sustaining a productive workforce, reducing inefficiencies and improving quality, and identifying new markets. Missouri Enterprise serves as the number one partner in manufacturing, helping the State of Missouri and its producers compete and grow.

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“Manufacturing continues to be one of the state’s top industries, contributing more than [13 percent](#) to our GDP,” Bill Anderson, Executive Director of the Missouri Technology Corporation said. “The state works diligently alongside partners like Missouri Enterprise to provide Missouri’s manufacturing companies with the tools they need to compete and create more jobs.”

According to the [National Association of Manufacturers](#), Missouri’s average annual wage for those in manufacturing is more than \$68,000, which is \$24,000 more than the state’s nonfarm average annual wage.

Every state has an MEP center dedicated to serving small and medium-sized manufacturers. Missouri Enterprise serves as Missouri’s MEP center and continues to perform in the top five percent of all centers for economic impact, specifically relating to jobs, investment and an increase in sales for the clients.

One such client that utilized Missouri Enterprise’s services was Kansas City-based Hanna Rubber Company, a manufacturer and distributor of industrial rubber and plastic products for the construction, automotive, military, industrial and manufacturing industries. Founded in 1925, the company saw potential new sales opportunities by pursuing ISO certification and sought help from Missouri Enterprise. The Missouri Enterprise team conducted an ISO 9001:2008 Gap Analysis to help the company set a benchmark for their current operational systems and identified where they needed to make changes to meet the specifications for ISO certification. The project managers provided written materials and other topical information to help the team at Hanna understand where and why changes needed to be implemented.

“We really needed a qualified third party to look at it and give us a line to say ‘we’re here’ and ‘this is where you need to go’. Missouri Enterprise did a great job, and we’re excited about moving forward,” says Scott Assyia, Vice President at Hanna Rubber Company.

Hanna Rubber Company projects that through their work with Missouri Enterprise, they will see an increase in sales of over \$40,000 in the next 12 months, an exceptional return on their investment.

With the recent quarterly figures, Missouri Enterprise’s five-year impact numbers indicate Missouri manufacturers engaging in services created or retained 11,822 jobs, increased sales by \$1.66 billion, and made more than \$527 million in investments into enhancing their companies.

Founded in 1983 and serving as an innovation center, Missouri Enterprise receives funding from the Missouri Technology Corporation of the Missouri Department of Economic Development as well as from NIST MEP. This funding allows Missouri Enterprise to offer manufacturers a wide range of services at affordable costs. For more information, visit missourienterprise.org.

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