

Defense Industry Adjustment Initiative

NEPIRC and our regional economic development partners, with the support of the Commonwealth of Pennsylvania, have received a U.S. Department of Defense (DoD) Office of Economic Adjustment (OEA) grant to accomplish the following objectives:

- *Conduct a comprehensive market analysis and business evaluation for manufacturers that have DoD contracts in place, had a DoD contract in place over the past year or produce goods for other DoD suppliers (i.e. are in the DoD supply chain);*
- *Summarize market analysis and business evaluation findings and related recommendations within a **Market Diversification Plan** designed to increase manufacturer short-term revenue and long-term competitiveness;*
- *Identify regional third-party consultants and experts that can assist in the implementation of recommendations contained within those evaluations; and*
- *Provide cost subsidies (grants) to accelerate manufacturer implementation recommendations contained within their evaluation.*

The Process:

Qualifying manufacturers will have a team of highly-skilled experts analyze their market, evaluate the performance of their business and prepare a robust **Market Diversification Plan**. The Plan will include expert recommendations for increasing the firm's revenue from new customers, new markets and new products and increasing the firm's profitability through improved efficiencies and the adoption of new technology.

Available Funding:

As a way to accelerate the implementation of recommendations included within the Market Diversification Plan, companies will receive a grant of up to **\$25,000 to cover between 75% and 90% of consultant costs** incurred to implement those recommendations. Companies are free to implement the recommendations that management believes are most appropriate for the business, and may use the firm's grant to implement some, or all, of the recommendations provided within its Plan.

Your company's participation in this initiative begins by contacting NEPIRC to learn more about and to schedule your no-cost market analysis and business evaluation. For more information contact:

Dale Parmenteri, Vice President of Operations, at Dale@NEPIRC.com or 570-819-8966 x 111

About the Office of Economic Adjustment (OEA)

OEA is the DoD's field organization responsible for supporting state and local governments to respond to major defense program changes. OEA assists states and communities to:

- Use technical and financial assistance to plan and develop local adjustment strategies
- Engage the private sector to plan and undertake community economic development and base redevelopment
- Work with military departments in support of the DoD mission