

NEPIRC

northeastern pennsylvania industrial resource center

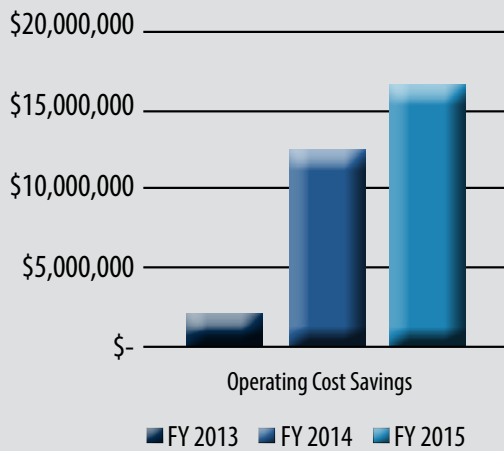
CLIENT REPORTED PROJECT IMPACTS

JULY 1, 2012 - JUNE 30, 2015

As verified by the U.S. Department of Commerce



REGIONAL MANUFACTURER COST SAVINGS



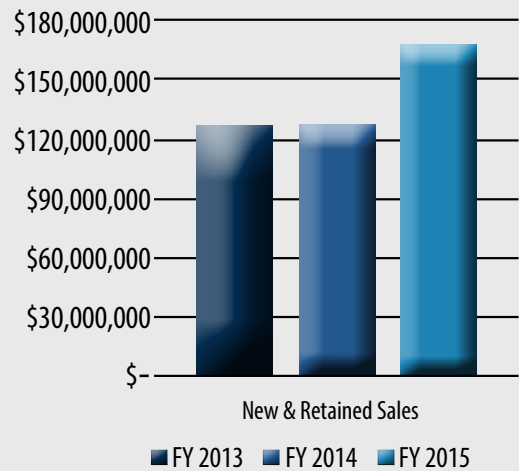
NEPIRC Engagements Result In Bottom-Line Savings For Clients

Through working with clients to implement Continuous Improvement strategies, improve product quality, reduce processing waste, lower company turnover and become more energy efficient, NEPIRC's projects yield quantifiable immediate and long-term savings.

These savings fall right to the "bottom line" and provide clients with a quick return on their investment in NEPIRC services. In fact, clients that retain NEPIRC for cost-reduction engagements typically recognize a one-year return of

\$41 in **savings** for every
\$1 invested.

CLIENT SALES & REVENUE GROWTH



NEPIRC Clients Report Dramatic Sales Growth

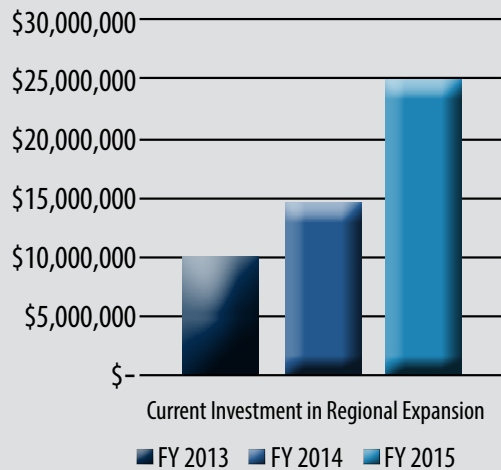
NEPIRC's industry certification services (ISO, AS, TS, API,...), New Product & Innovation Management, Lead Generation, Technology Driven Market Intelligence and other top-line focused services enable clients to secure new customers, enter new markets and generate additional revenue.

NEPIRC's expert capabilities in Six Sigma, Process Improvement and a wide range of workforce training topics provide clients with the ability to meet rigorous customer quality, cost and delivery demands, thus retaining sales that would have otherwise been lost.

Over the past 12 months, NEPIRC clients reported.....

\$26.4 million
in **new** sales and
\$138.9 million
in **retained** sales.

REGIONAL MANUFACTURER INVESTMENTS LEVERAGED



NEPIRC Facilitates Regional Manufacturer Investments

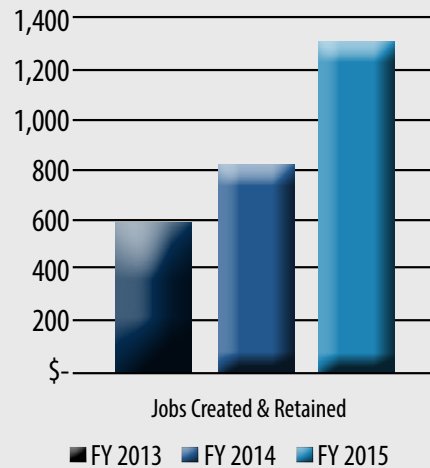
By providing clients with the industry expertise they need to successfully enter new markets, adopt new technologies, access research and development ("R&D") resources and generate new products, NEPIRC's projects bolster manufacturer profitability and facilitate their investments in expansion and innovation.

These investments keep our regional manufacturers on the cutting edge and create both direct manufacturing jobs and indirect jobs within fields such as architecture, construction, HVAC, utilities and others.

Last year, NEPIRC projects enabled our clients to invest....

\$16.9 million in plant expansion and new equipment
\$2.9 million in new products
\$5.7 million in workforce training.

MANUFACTURING JOBS IMPACT



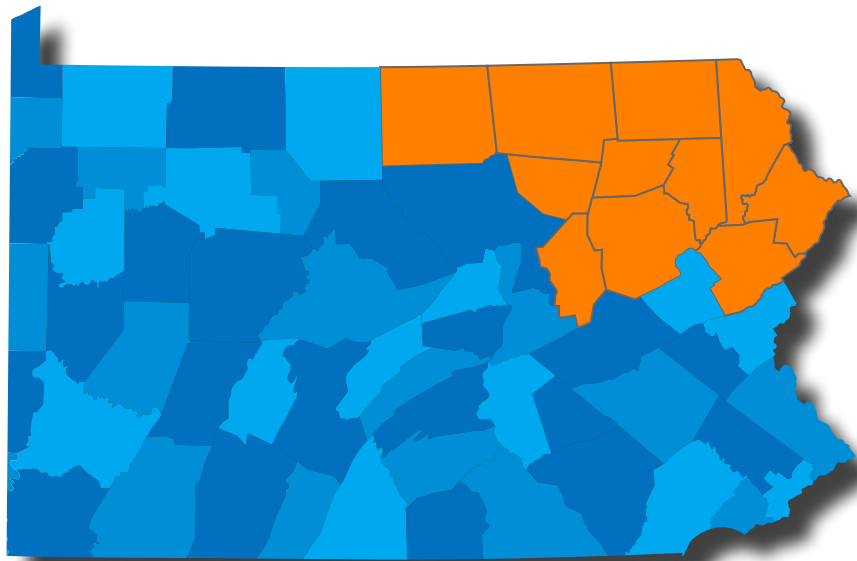
NEPIRC Services Create and Retain High Paying Manufacturing Jobs

By generating bottom-line savings far in excess of client fees, enabling clients to successfully generate new, profitable revenue streams and facilitating manufacturer reinvestment in their plants, technology and workforce, NEPIRC services create and retain high-paying manufacturing jobs within our region.

As client revenue, production cost and profit margin trends continue to move in the right direction, regional manufacturers bring on additional workers to respond to increased product demand and pursue exciting new revenue opportunities.

Over the past 12 months, NEPIRC clients....

added **273** new jobs
 avoided **1,029** layoffs
 by working with NEPIRC.



Serving eleven counties in northeast and the northern tier of Pennsylvania, NEPIRC is a private, not-for-profit corporation that works alongside small and mid-sized manufacturers on initiatives designed to increase their productivity, revenue and profitability, which ultimately create new manufacturing jobs.

NEPIRC

Northeastern Pennsylvania Industrial Resource Center

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