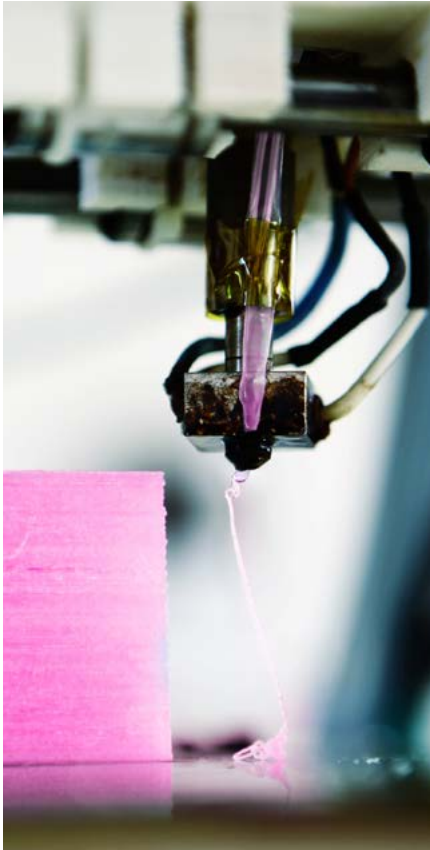


# 2016 ECONOMIC IMPACT SUMMARY



*Serving Northeast and the Northern Tier of PA Manufacturers since 1988*

Northeastern Pennsylvania Industrial Resource Center  
75 Young St., Hanover Township, PA 18706  
570-819-8966 • [info@NEPIRC.com](mailto:info@NEPIRC.com) • [www.NEPIRC.com](http://www.NEPIRC.com)

## YOUR LOCAL CONNECTION TO NATIONAL RESOURCES

### What is NEPIRC?

NEPIRC is the only regional economic development corporation created to serve manufacturers throughout northeastern and the northern tier of Pennsylvania. Since 1988, NEPIRC has been committed to strengthening our regional manufacturing economy by continually evolving to meet the changing consultative needs of manufacturers while staying abreast of innovations, technologies and trends that impact their business. Through the provision of results-oriented technical services, NEPIRC has a profound impact on the growth of well-paying manufacturing jobs, the expansion of the region's industrial sector and the long-term competitiveness and profitability of our clients.

NEPIRC's strategic objective is to provide consultative services that create real value and impact for our clients, with a focus on small and mid-sized enterprises. NEPIRC also strives to accelerate regional manufacturer awareness, evaluation and adoption of new technologies and business practices. NEPIRC is able to provide expert services to individual manufacturers by hiring only the most qualified professionals, continuously investing in our staff, and crafting strategic partnerships that amplify our reach and capabilities.

NEPIRC is funded in part by the National Institute of Standards and Technology, a U.S. Department of Commerce agency, and the Pennsylvania Department of Community & Economic Development.

### Access to Regional Resources

As a member of the Commonwealth of Pennsylvania's Partnerships for Regional Economic Performance (PREP) initiative, NEPIRC assists our clients in accessing an array of complementary economic development programs. By serving as a single point of contact to coordinate the

delivery of provider services, NEPIRC simplifies client growth, expansion and job-creation efforts and ensures that our clients leverage all available Commonwealth of Pennsylvania resources. Through PREP, NEPIRC brings the expertise and offerings of more than 40 collaborating partners to our engagements.

### A Statewide Network

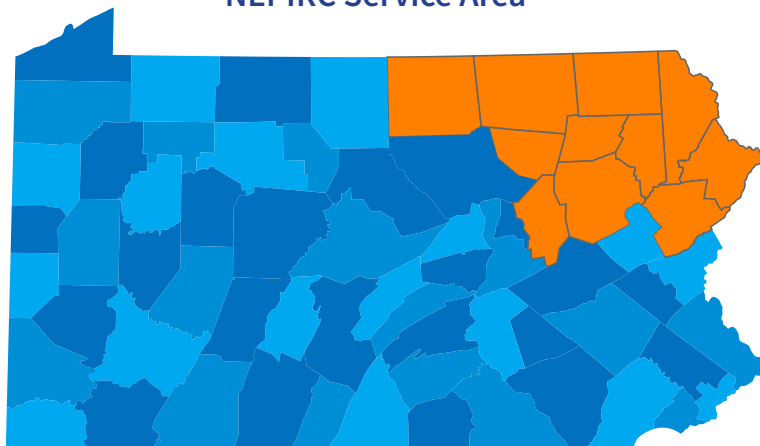
Through the statewide Industrial Resource Center Network, NEPIRC develops statewide manufacturing priorities that keep the Commonwealth's manufacturing sector vibrant. With our kindred Industrial Resource Centers, NEPIRC then designs related services customized to the small and mid-sized manufacturing market.

These services leverage Pennsylvania's unique industrial assets and resources, thus enabling our clients to create and maintain competitive advantage. Recent statewide efforts have focused on manufacturer reshoring, improving client energy efficiency, expanding industrial use of broadband technologies and assisting manufacturers in entering new high-growth bioscience, Marcellus Shale and alternative energy supply chains.

### National Capabilities at the Local Level

NEPIRC's Manufacturing Extension Partnership (MEP) Center affiliation gives our clients access to a national network of over 1,600 technical experts and researchers in areas such as continuous improvement, supply chain integration, process automation, innovation, technology scouting and market development. Each year, the MEP network of professionals helps thousands of manufacturers increase profits, create jobs and strengthen their position for long-term growth. As an MEP affiliate, NEPIRC brings "big firm" expertise, education, and know-how to northeastern and northern tier of Pennsylvania small and mid-sized manufacturers.

### NEPIRC Service Area



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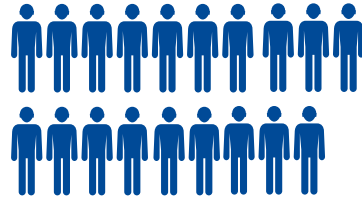
## NEPIRC CLIENT IMPACTS

Each year NEPIRC helps Northeast and the Northern Tier of PA manufacturers increase profits, create jobs and establish a foundation for long-term business growth and profitability. NEPIRC engagement impacts are gathered from clients during independent voluntary surveys conducted by the U.S. Department of Commerce and worldwide business analysis firm, Fors Marsh.

*Advised and assisted*

# 188

*Manufacturers  
in FY 2015/2016*



 = 10

**\$267.4 Million**  
New and Retained Sales

**1,796**  
Total Created and Retained Jobs

**\$36.7 Million**  
New Client Investments

**\$20.1 Million**  
Cost Savings



## TOP NEPIRC SERVICES



**Continuous Improvement**  
Clients turn to NEPIRC for engagements that optimize productivity, minimize waste and maximize profits.



**Industry Certification**  
NEPIRC clients have a 100% success rate in achieving ISO, AS, TS, API and similar certifications on their first attempts.



**Leadership Development**  
NEPIRC's proprietary leadership training programs create well-rounded, problem-solving leaders who get things done while reducing turnover and improving morale.



**Business Growth**  
NEPIRC's Business Growth services empower clients to achieve profitable growth through innovation, new market identification, new product development and improved sales techniques.

## WHY CLIENTS CHOOSE NEPIRC



**Expertise of Staff**  
Seven out of ten clients chose NEPIRC because of our technical expertise and industry savvy.



**Cost of Services**  
Value-priced services that provide high ROI are the 2nd most frequent reason clients chose NEPIRC as their consultant.



**Reputation for Results**  
Nearly one-third of NEPIRC clients cited our reputation to get results as a factor in partnering with NEPIRC.

## NEPIRC Professional Staff

Eric Joseph Esoda  
*President & CEO*

Dale Parmenteri  
*Vice President of Operations*

Drew Mackie, CPA  
*Chief Financial Officer*

Robert Zaruta  
*Director of Business Development*

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Jack Adams  
*Business Advisor*

Paul Cwalina  
*Business Advisor*

Jayne F. Evans  
*Accounting & Office Manager*

Leo Gilroy  
*Director, Strategy & Innovation*

Gerry Giza  
*Director, Lean & Continuous Improvement*

Tami Herman  
*Business Advisor*

Ray Kryeski  
*Mechanical Engineer*

Nancy Markovich  
*Industry Outreach & Program Evaluation Coordinator*

Maureen Mulcahy, LBC, CGBP, CSCP  
*Continuous Improvement & Supply Chain Specialist*

Donald Olszewski, QMS-A  
*Director, Quality & Industry Certification Services*

Colleen Reardon  
*Events and Marketing Manager*

Randy Yash  
*Manager of Information Systems*

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Action Lift / Medico Industries, Inc.

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Greater Scranton Council Labor Union, AFL-CIO

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Gentex Corporation

### SECRETARY

Shirley Helbing, *Director of Program & Institutional Research*  
Johnson College

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Ronald Daniels, *Chief Financial Officer*  
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