



Manufacturer's Edge Boots On The Ground Perspective

Who is Manufacturer's Edge?

Manufacturer's Edge is a statewide assistance center dedicated to increasing the competitiveness of Colorado manufacturers.

**Our Mission is to Strengthen
and Grow the *Colorado
Manufacturing Community***



**MEP • MANUFACTURING
EXTENSION PARTNERSHIP**

- A public/private partnership hosting the Colorado Manufacturing Extension Partnership (MEP)
- Partially funded by U.S. Department of Commerce
- Provides a range of growth and transformation programs to Colorado manufacturers
- Program income from private industry
- State Funds for specific grants

What is “Manufacturing”?

- In the US, it's a collection of 252,000 companies and 12,000,000 workers contributing \$2.1 *Trillion* to the economy.
- Productivity is up 150% since 1987
- There will be 3 *Million* unfilled manufacturing jobs in the next 5 years
- It's the 9th largest economy in the world.

The “Typical” Manufacturer

- Only 1.5% are larger than 500 people
- 75% are LESS THAN 20 people.
- In Colorado, 48% are less than 5 people.
- 84% are S Corps, Partnerships, or Sole Proprietors.

Priorities

- **Staying in business**
- **Making money**
- **Making payroll**
- **Getting bigger**
- **Making Money**
- **Finding people**
- **Making Money**
- **Developing new products**
- **Eventually, new technology, future trends, standards, etc.**

Standards/Certs Driven by:

- **Supply Chain Trends**
- **Customer Requirements**
- **Company Culture**
- **New Blood**
- **Government/Industry specs**

Thank You!!!

Questions?

Tom Bugnitz

303-998-0303

tbugnitz@manufacturersedge.com