



City of Tualatin

## CITY OF TUALATIN Staff Report

**TO:** Honorable Mayor and Members of the City Council

**THROUGH:** Sherilyn Lombos, City Manager

**FROM:** Jonathan Taylor, Economic Development Manager  
Jude Kirstein, Oregon Manufacturing Extension Partnership

**DATE:** August 22, 2022

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**SUBJECT:**  
Tualatin Made: A Manufacturing and Workforce Growth Program in Tualatin

### **EXECUTIVE SUMMARY:**

#### Tualatin Made: A manufacturing and workforce growth program

The *Tualatin Made* program is a proposed collaborative partnership with the City of Tualatin, Oregon Manufacturing Extension Partnership (OMEP), and Representative Prusak's Office focusing on assisting Tualatin manufacturers and their employees. This flexible program provides scholarships to local manufacturers to cover contracted programs provided by OMEP. The program intends to focus on assisting as many companies transform for tomorrow's economy in a deep and impactful way. The program will focus on assisting businesses in three key areas: business strategy, manufacturing operations, and workforce solutions. The program is entirely administered from application to completion by Oregon Manufacturing Extension Partnership.

#### Who Is OMEP?

OMEP is an organization that uses real-world manufacturing experience to bring thoughtful problem solving approaches to eliminate obstacles faced by Oregon manufacturers.

In 1988, the National Institute of Standards and Technology (NIST) launched the Manufacturing Extension Program (MEP) to support small- and mid-sized manufacturers in a declining industry. To serve Oregon manufacturers, Oregon Manufacturing Extension Partnership (OMEP) was formed in 1996 as part of Oregon Advanced Technology Consortium (OATC), a consortium of community colleges.

In 2001, OATC was dissolved and OMEP, Inc. was launched as a non-profit company – initially affiliated with the Oregon Institute of Technology and now fully independent. To serve Oregon manufacturers statewide, they've expanded their regional offices to include Bend, Medford, Eugene, and Salem. OMEP has kept its focus on producing long-term, sustaining results for manufacturers.

OMEP is the official representative of the MEP National Network in Oregon. The MEP National Network is a unique public-private partnership that delivers comprehensive, proven solutions to U.S. manufacturers, fueling growth and advancing manufacturing.

Focused on helping small and mid-sized manufacturers generate business results and thrive in today's technology-driven economy, the MEP National Network comprises the National Institute of Standards and Technology's Manufacturing Extension Partnership (NIST MEP), 51 MEP Centers located in all 50 states and Puerto Rico, and its 1,300 trusted advisors and experts at nearly 600 MEP service locations, providing any U.S. manufacturer with access to resources they need to succeed.

In 2017, the Network helped to create and retain more than 100,000 manufacturing jobs. Clients also retained more than \$12 billion in sales and realized more than \$1.7 billion in cost savings. For every one dollar of federal investment, the Network generates \$27.20 in new sales growth for manufacturers and \$27.30 in new client investment. This translates into \$3.5 billion in new sales annually.

## Program Process

### *1. Manufacturers Seek Assistance / Guidance*

Tualatin manufacturers interested in this program can seek assistance through a simple outreach via any method comfortable for the manufacturer directly OMEP and the City of Tualatin. If assistance is requested through the City, we will pass the relevant contact information to OMEP.

### *2. On Site Assessment*

The OMEP Team will confidentially review the manufacturer's business health using assessment results to resolve the most pressing issues the company face.

### *3. Scope of Work, Impacts and Duration Established*

OMEP and the individual manufacturer will work to establish a scope of work, expected impacts, and proposed assistance duration for success.

### *4. Understand and Evaluate Current State*

OMEP will work with each individual manufacturer to solve specific problems, such as increasing efficiency, technological advances, finding and/or retaining skilled workers. Once those issues are resolved, OMEP and the individual manufacturer can start planning for what's "next."

### *5. Implantation Steps To Achieve Desired Future State*

OMEP will work with each company to implement systems for continuous improvement. These improvements apply to operational excellence, business strategies and financial understanding, and workforce and operational challenges.

## Success Matrix

The Tualatin Made Program has five key matrices for program and client success: revenue growth, reduced expenditures, employees retained, employees hired, and wage growth.

*Revenue Growth: The amount of money the company makes over a pre-determined time compared to a previous, identical time.*

*Reduced Expenditures: The amount of money a company can logistical decrease to maximize gross profits.*

*Employees Retained: The number of skilled employees retained and/or lowering the workforce turnover rate.*

*Employees Hired: The number of new skilled employees hired.*

*Wage Growth: The increased amount the average individual employee.*

### Funding Source

The City of Tualatin and Oregon Manufacturing Extension Partnership will utilize up to \$100,000 of the \$410,000 allocated by Representative Prusak to her district through the State Legislature portion of the American Rescue Plan.

### **FINANCIAL IMPLICATIONS:**

If approved, the City will allocate \$100,000 to be utilized for this program from the \$410,000 American Rescue Plan Act funding from State Representative Prusak's Office.

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### **ATTACHMENTS:**

- Attachment A: Power Point