

Kentucky Manufacturing Extension Partnership KY-MEP

“We Solve Manufacturing Problems”

Mission

Solving Kentucky manufacturers problems through operational efficiencies, automation technologies, development of leaders, and igniting innovative growth.

Vision

Strengthen Kentucky manufacturers with world class, emboldened resources.

KY-MEP Stakeholders



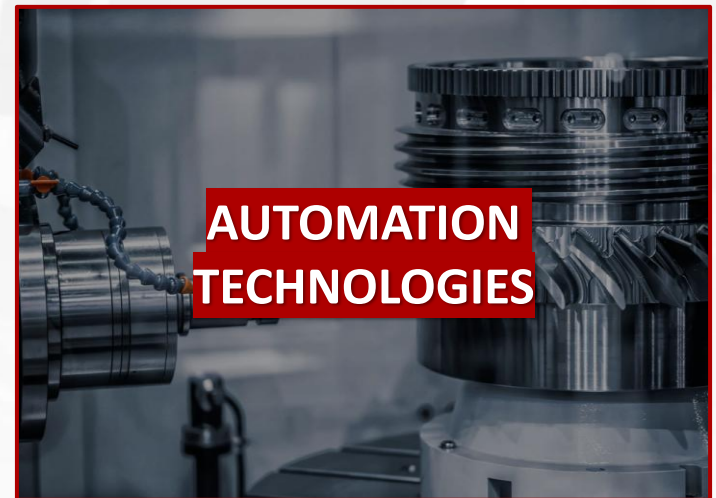
Regional Structure

- ✓ Divided into 4 outreach regions
- ✓ Each with Client Services Manager
- ✓ Managed by Director of Client Services



We Solve Manufacturing Problems

UL of KY MANUFACTURING
EXTENSION PARTNERSHIP



SOLUTIONS:

LEADERSHIP AND CULTURE

Our **Leadership and Culture** platform focuses on helping leaders lead people to manage processes. Our customized programs provide strategies to fully engage your workforce and develop an internal talent pipeline while supporting recruitment and retention initiatives.

- ✓ Train the Trainer Series: Instructions, Methods
- ✓ Safety Culture Relations
- ✓ Workforce Culture Assessments/ Coaching
- ✓ Administrative Series Performance Assessments and Coaching
- ✓ Onboarding/Operator Series
- ✓ Maxwell DISC
- ✓ Leadership Level I, II, and III

SOLUTIONS:

AUTOMATION TECHNOLOGIES

KY-MEP's **Automation Technologies** suite of solutions helps you integrate 21st Century technologies throughout your operations. We employ assessments, expertise, research, and integration solutions.

- ✓ Automation Assessments
- ✓ Palletizing
- ✓ Machine Tending
- ✓ Pick-and-Place
- ✓ Robotic Programming
- ✓ Engineering Consultation

SOLUTIONS:

GROWTH AND INNOVATION

The **Growth and Innovation** platform helps companies profitably leverage technology to identify, vet, and commercialize ideas for new revenue streams.

- ✓ Website, Marketing & Branding
- ✓ Research & Market Intelligence
- ✓ ExporTech™
- ✓ Strategy & Business Coaching
- ✓ Executive Coaching
- ✓ Growth Management System
- ✓ Sales Training
- ✓ Cybersecurity

SOLUTIONS:

OPERATIONS AND EFFICIENCY

Our **Operations and Efficiency** platform helps you eliminate waste and engage people throughout your operations. We employ proven Lean tools to systematically raise your team's skill level while driving change.

- ✓ Lean 101, 5S, QCO (SMED), KATA
- ✓ Quality Management System
- ✓ Value Stream/Process Mapping
- ✓ OSHA-based Safety Training
- ✓ Thermal Imagery
- ✓ Kaizen & Kanban Events
- ✓ Advanced Manufacturing, Industry 4.0
- ✓ Maintenance
- ✓ Six Sigma, Problem Solving
- ✓ Automation, Robotics, 3D Printing

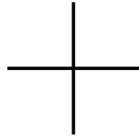
5-Year Heat Map of KY-MEP Clients

UL KY MANUFACTURING
EXTENSION PARTNERSHIP



Total Cost
Savings

\$93M



Total New
Investment

\$270.2M



Total
Sales

\$354.6M



Total
Impact

\$717.8M



PROVEN RESULTS



NORTH AMERICAN STAINLESS

"Working with the KY-MEP has been a rewarding learning experience and helped NAS to understand and implement Value Stream Mapping principles to Material Handling Movements."



BENDIX

"We've seen a major cost savings of over \$23,000/month. The tools that are taught can apply to almost any process."



RAJANT

"The Relationship that we have with this outstanding group of professionals continues to grow. The KY-MEP has assisted our staff with training that is not only relevant now, but it helping us build a strong cornerstone for our operations for many years to come."

Manufacturing Expos

in partnership with KY Cabinet for Economic Development

UL KY MANUFACTURING
EXTENSION PARTNERSHIP

Average Results

1400+

ESTIMATED
CONNECTIONS MADE

720+

ONE-ON-ONE
B2B MEETINGS

120-140

ATTENDEES AT
EACH EXPO

<20%

NON-MANUFACTURERS ON
AVERAGE IN ATTENDANCE

30+

MANUFACTURING
DISPLAY EXHIBITS AT
EACH EXPO

12

EXPOS HOSTED



UL KY MANUFACTURING
EXTENSION PARTNERSHIP

BOWLING GREEN MANUFACTURING EXPO

 **Tuesday, December 9th: 9AM-3:30PM (CST)**

Knicely Conference Center

- 2355 Nashville Rd, Bowling Green, KY 42101

Join Us for a Full Day of:

- Networking & B2B One-on-One Meetings
- Over 40 Manufacturing Exhibitors
- Expert-Led Panels:
 - Automotive Supply Chain
 - Economic Uncertainty & Tariffs
- Exclusive Behind-the-Scenes Plant Tour
- Evening Before Networking Reception

 **REGISTER NOW:** <https://formstack.io/D1F08>



2024-2025 Expo Locations

- | | |
|--------------|-------------|
| • Louisville | • Somerset |
| • Lexington | • Owensboro |
| • Florence | • Richmond |
| • Murray | |

Quotes from expo participants

Kelly McCane, General Manager, FITS Trailer Rentals- Panelist & Exhibitor

“As soon I finished the panel discussion, I had a potential client come right over to me to introduce herself and say that you had no idea about the solutions a trailer rental company could provide. Since I met her, I have had 2 meetings with them, and we are in final stages of a deal for her company.”

Chase Barker, Operations Manager, Machine Time Inc – Panelist, Exhibitor, & Sponsor

“The most valuable aspect of the event for us it to meet other manufacturers in the state and develop those relationships. These events are free, which is a huge deal, I have spoken to many companies that talk about how they are not doing events because you always must pay \$500+ to get a booth.”

Ryan Cook, Plant Manager, Pioneer Plastics – Exhibitor & Attendee

“The event helped me achieve my business goals by putting me face to face with others not only in my industry but within industries that I can help. I am currently in talks with a few companies that I had spoken to at the Expo. I am very optimistic that the meaningful conversations had at the Expo will flourish into a long-term collaboration.”

Bill Plutnick, Founder, Swiss Metrology – Repeat Exhibitor & Attendee

“Do you know how much time and money it would take me to be in the same room with this many people let alone talk to them? I am unaware of any other opportunity to do this. We walk away from each event with real leads and opportunities.”

Created a Statewide Supply Chain Database in partnership with KY Cabinet for Economic Development

MEP SEARCH

KY-MEP SUPPLYSOURCE

Search by Name, NAICS code, or NAICS description

RESULTS

Database Features

- Functional
- Pulls from KY-MEP Salesforce
- 4573 KY SME's
- 12K+ contacts

(added 2920+ new contacts in past 10 months alone)

KY-MEP SUPPLYSOURCE

Search by Name, NAICS code, or NAICS description

☐ Select all

- ☐ All Other Miscellaneous Fabricated Metal Product Manufacturing (332999)
- ☐ All Other Miscellaneous Nonmetallic Mineral Product Manufacturing (327999)
- ☐ Fabricated Structural Metal Manufacturing (332312)
- ☐ Metal Can Manufacturing (332431)
- ☐ Metal Coating, Engraving (except Jewelry Allied Services to Manufacturers (332812)

RESULTS

Name: 4C Innovations
NAICS code: 332710

Name: A & M Machine LLC
NAICS code: 332710

Name: A A Machine, Inc
NAICS code: 332710

Name: A C TOOL & MACHINE CO
NAICS code: 332710

COMPANY LOGIN

Type in your company name to verify access,
then press enter.

MEP SEARCH

KY-MEP SUPPLYSOURCE

Search by Name, NAICS code, or NAICS description

RESULTS

Name: 4C Innovations
NAICS code: 332710

Account Name: 4C Innovations
Country: None
Street: 227 East First Street
City: Horsehead
State: Kentucky
Country: United States
Lead Phone: (606) 336-0626
Website: <https://4cinovations.com/>
Sales Volume: \$28559.0
Employees: 11
Primary NAICS Code: 332710
Description: 4C-Innovations, Llc is primarily engaged in manufacturing machinery and equipment and parts, such as amusement park equipment and fabrica metal hose and tubing. This also includes producing or repairing machinery and equipment parts, not elsewhere identified, on a job or order basis for others.

Contacts:
Name: Kevin Gault
Title: Owner
Phone: (606) 336-0626
Email: Kevin@4cinovations.com
Name: Kyle Gault
Title: Owner
Phone: (606) 336-0626
Email: kyle@4cinovations.com

Name: A & M Machine LLC
NAICS code: 332710

Name: A A Machine, Inc
NAICS code: 332710

Name: A C TOOL & MACHINE CO

Catalyst Equipment Match (CEM)

Year 1 Statistics

\$12.5

Total ROI

120

Jobs Created

5.4:1

Leverage Ratio

\$3.45M

Total Match
(Funding)

\$6.9M

New Wage
Growth

\$21.7M

Project Budgets
Supported

Year 2 Statistics

(July 1, 2025 – October 31, 2025)

\$8.8M

Total ROI

135

Jobs Created

15.5:1

Leverage Ratio

\$1.09M

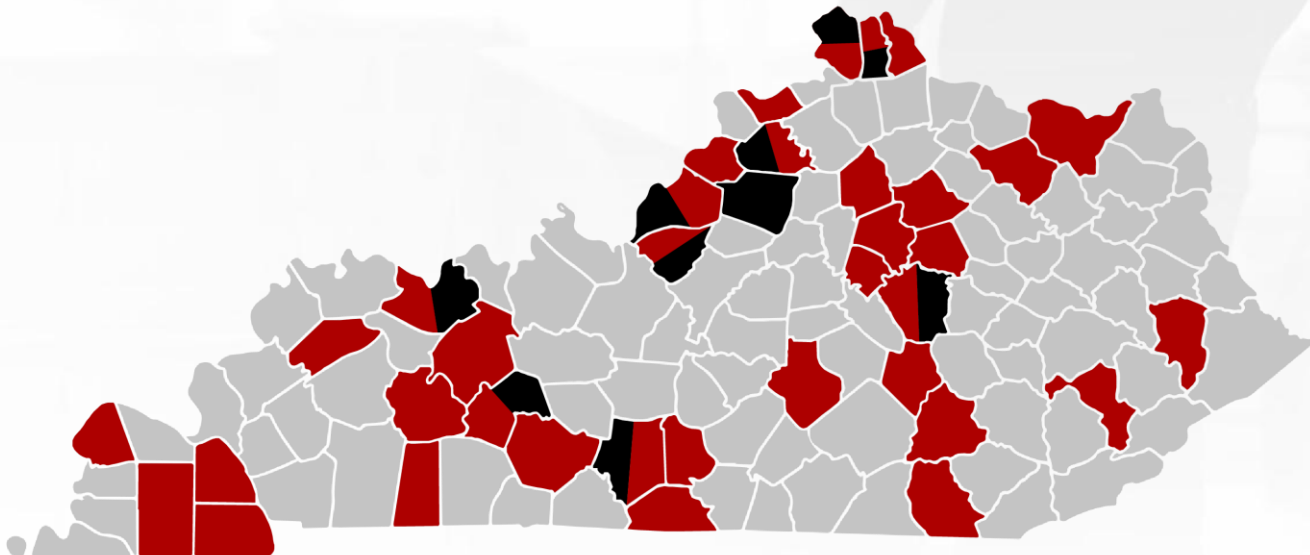
Total Match
(Funding)

\$8.65M

New Wage
Growth

\$34.5M

Project Budgets
Supported



Two Years of Impact (July 1, 2024-Oct1, 2025)

103

Total Applications

41

Total Awards

31

Total Counties

\$4.54M

Total Match
(Funding)

\$203.1K

Average Match
Awarded

\$56.2M

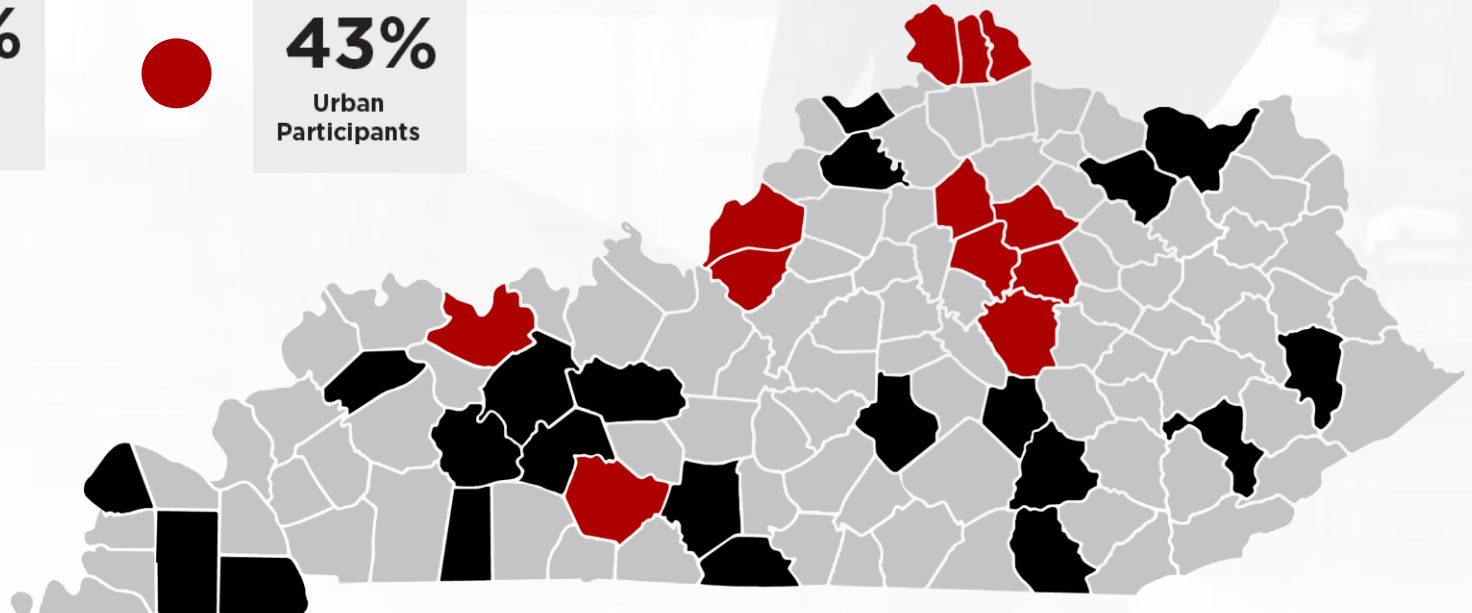
Project Budgets
Supported

57%

Rural
Participants

43%

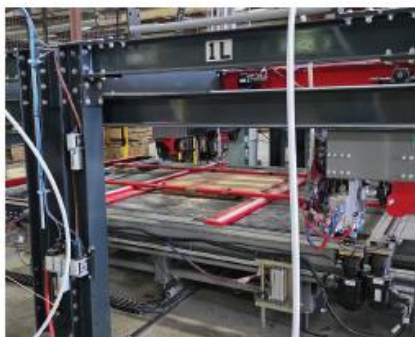
Urban
Participants



Catalyst Equipment Match (CEM) Success Stories

Success Story

Anderson Forest Products



Before Photo

"The CEM program has been a game changer for Anderson Forest Products. The team at the KY-MEP made the process easy to understand and the metrics for the funding were attainable for our business. With the funding from the CEM program, we have been able to invest in automation that has transformed our operation. **The production output for this part of our operation has risen almost 25%.** We have also seen improvements in our quality and on-time deliveries due to the implementation of our new machinery. We are very pleased with the support that we have received from the KY-MEP, they have been a great partner to work with and we believe they are a true asset to the future of manufacturing in Kentucky."

Josh Anderson
Operations Manager
Anderson Forest Products Inc.



Anderson Forest Products out of Tompkinsville, KY produces high quality, specification-based wood products. Their most popular products are custom reels, crates, and shipping platforms, which are available in hardwood and plywood. They were able to increase production capacity 30%, reduce cycle time, increase quality, increase customer base and improve safety with the installation of a new custom lay-up automation cell while adding 5 full-time positions to their team.

Success Story

Murray Mold and Die



"The CEM program had significant impact on our team. The application process was straightforward, and the funding allowed us to invest in new equipment that **immediately boosted our efficiency.** We're already experiencing faster run times in this department. The KY-MEP team was extremely helpful to get this accomplished."

Jonathan Duncan
Murray Mold and Die
Vice President/GM



Murray Mold and Die out of Murray, KY is a contract tool and die shop and is primarily engaged in manufacturing special tools and fixtures for use with machine tools, hammers, die-casting machines, and presses. They were able to increase production speed 39%, add capacity, improve accuracy and reduce lead times with the installation of a new EDM Machine while increasing their workforce by nearly 5%.

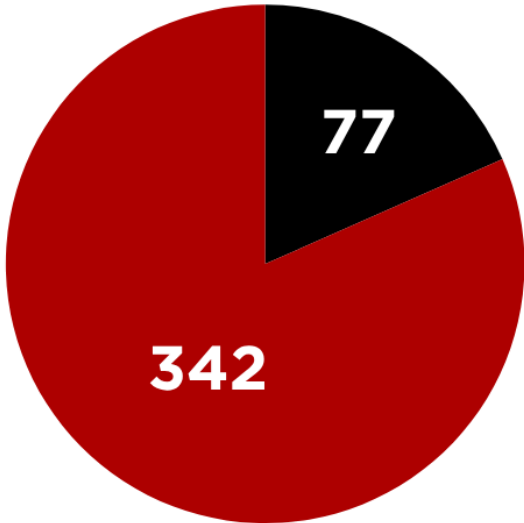
Direct impacts from state appropriation

FROM JULY 1, 2024 - OCTOBER 1, 2025 (15 MONTHS)

Total Cost Savings:	\$17,701,600
Total New Investments:	\$38,722,050
Increased/Retained Sales:	\$96,466,400
Total Jobs Impacted:	623

KENTUCKY COMPANY
DEMOGRAPICS

- Manufacturers
- Non-Manufacturers



Total Impact Since July 1, 2024

\$152,890,050



LEARN MORE ABOUT KY-MEP