

IES Fact Sheet

2015 Overview and Basic Facts



About the NC State Industry Expansion Solutions

Who is IES?

The NC State Industry Expansion Solutions (IES) was founded in 1955. The first organization of its kind in the United States, its primary mission is to help North Carolina industry in all 100 NC counties grow and prosper.

What Does IES Do?

IES helps improve, promote and connect industry to the world-class research and expertise of NC State, and to one another. It delivers solutions that result in lower costs, better products and higher efficiencies. Since 2000, IES-led NCMEP efforts have resulted in \$2.9 billion economic benefit to the state of North Carolina. It serves the manufacturing, healthcare, government and service sectors.

What Expertise Does IES Offer?

IES expertise extends to diverse areas like process optimization; quality management; workplace health and safety; sustainability and energy; and innovation and growth strategies. IES oversee the North Carolina Awards for Excellence (NCAfE) Program, modeled on the Malcolm Baldrige National Quality Award criteria. It also administers the membership-based mfgNC Connections and the Manufactured in North Carolina (MNC) supply chain tool.

NIST MEP

Since 1996, IES has been the designated state agency for the federal National Institute of Standards and Technology (NIST) Manufacturing Extension Partnership (MEP). The North Carolina MEP center includes IES, the Polymers Center of Excellence, the Manufacturing Solutions Center, NC Community Colleges, Economic Development Partnership of NC, UNC Charlotte, North Carolina A&T State University and Energy Solutions

IES at a Glance

- Founded in 1955; headquartered at NC State University in Raleigh, NC
- Offers improvement strategies for manufacturing, healthcare, government and service sectors in 100 NC counties
- Expertise in process optimization; quality management; health and safety; sustainability and energy; and innovation and growth strategies
- Since 2000 has helped create \$2.9B in economic value for North Carolina
- NIST MEP center for North Carolina
- Additional facilities include the Technology Incubator, Southeastern OSHA Training Institute Education Center, and the Minerals Research Laboratory
- Administers the Manufactured in North Carolina (MNC) supply chain tool and website and Manufacturing Connections program

How IES is Funded

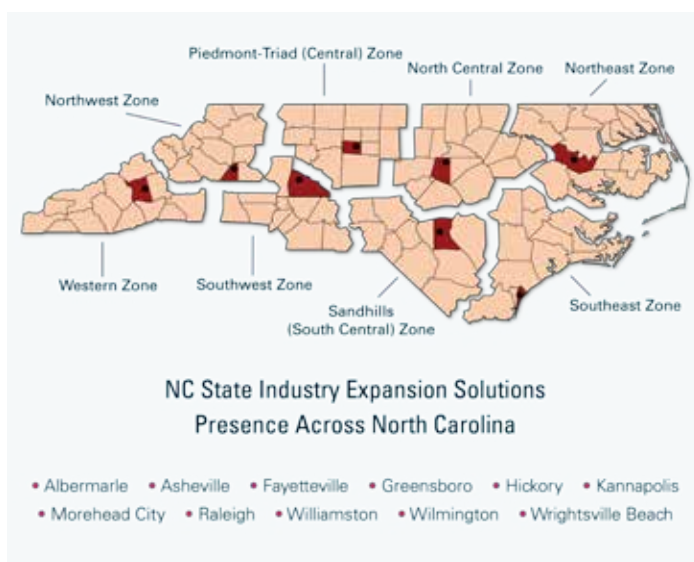
Approximately one-third of the IES budget derives from client fees for services. As the designated state MEP center, IES also receives funds through the National Institute of Standards and Technology. The State of North Carolina matches the MEP funds and since FY 06-07 has increased its contribution.

Recent Budget Year

The 2014-15 IES budget totaled \$10.0 million, with funds received from various sources:

- Receipts (fee-for-service): \$2.3 million
- State appropriated funds: \$3.2 million
- MEP federal funds: \$2.3 million
- State and industry contracts: \$.8 million
- Gifts and other supplemental receipts: \$1.2 million

In the most recent survey to date, client companies responded to NIST MEP surveys and reported \$166,137,464 in economic impact and 1948 jobs created or retained.



Additional Facilities

Technology Incubator: Located on the NC State campus, IES manages the NC State Technology Incubator (ncstate.epicenterone.com). At the Incubator, over two dozen technology-based companies may be nurtured until they graduate to self-sufficiency.

Southeastern OSHA Training Institute Education Center (SEOTI): In partnership with the University of Tennessee, IES administers SEOTI, which provides the US Department of Labor OSHA Outreach Training Program to states throughout the region.

Minerals Research Laboratory: IES manages the Minerals Research Lab in Asheville, which is equipped with mineral processing equipment and an analytical support facility for mineral characterization.

Featured Offerings

Manufacturing Connections: Manufacturing Connections is powered by NCMEP as the organizing and management body of Manufacturing Connections. NCMEP is an active public/private operating alliance of state supported programs working together to enhance the performance of NC manufacturers. The combined resources and collaboration efforts lead to more economic growth and job creation in manufacturing.

Manufactured in North Carolina: Manufacturing Connections is networked by MNC (manufacturednc.com), the leading database that provides access to NC manufacturing companies. MNC is a searchable directory designed to showcase the capabilities and innovations of North Carolina's manufacturers to business-to-business markets locally, nationally and globally. MNC is becoming the leading source for finding and initially vetting new suppliers in the state of North Carolina.

It provides access to premium services including "concierge" support by a professional who manages search requests to ensure best responses are discovered. Additionally, through MNC, NCMEP representatives can visit and evaluate prospective suppliers on your behalf and provide a report addressing your specific interests.