

GENEDGE



ANNUAL REPORT 2020



A Message From Our Board Chair

Navigating, Adversity and Building Resilience Together
In reflecting on 2020, it was everything except business as usual.

Governor Northam's declaring manufacturing as 'essential' to our Commonwealth was critically important to our economy. Despite new challenges, GENEDGE continued to perform due to the dedicated Associates within the organization that stepped up to the challenge, responding to adversity by bringing their best forward while working as a team. Thanks to GENEDGE's Leadership, we adapted quickly to keep people safe, while implementing new ways to remain responsive and evolve our service models to meet the needs of the clients we serve and the conditions in which we must operate. As we look towards the future, we must continue to be flexible in our thinking and adapt our operations as needed.

I am extremely proud of every member of the GENEDGE team who has worked tirelessly to support each other and their clients during this challenging time. As we move into 2021 the team will continue to work hard individually and collectively on behalf of manufacturing and industry in the Commonwealth, especially for those affected by COVID-19. Each day continues to bring on new challenges and everyone steps up to make it work.

I truly appreciate all of you. Stay well and thank you.

Jeffrey Jaycox
Board of Trustees Chair, GENEDGE Alliance
President & Owner, Tabet Manufacturing Co.

Board of Trustees

Chair

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Marc Foglia, President & Co-Founder, NVIS, Inc.

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Roy C. Irvine, Quality Manager, Diversified Converters, Inc. Plt. #5

Dr. Shannon L. Kennedy, President, Rappahannock Community College

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Abdelkarim Moharram, Senior Project Developer, Orascom Construction

Dr. Jackie Gill Powell, President, Danville Community College

Wesley Reid, Director of Operations, Integrity Windows and Doors

Dr. Wayne P. Stilwell, CEO, Stilwell Technology and Robotics, LLC

Bob Stolle, President & CEO, Center for Innovative Technology (CIT)

A Message From Our Executive Director

FY 2020 was a challenging time for the world, and continues to stretch our economies, devastate families, shutdown entire sectors of the economy, and remind us how special our life on earth really is. As a solution and services delivery provider to manufacturing, engineering, and R & D technology sectors of Virginia, all of which were designated as essential businesses, GENEDGE continued to operate throughout the pandemic to support the rapidly changing needs of our clients. We continued to fully engage, focusing first on supporting companies to safely operate. Our second focus was helping the Commonwealth respond to the shortage in PPE, by supporting companies in Virginia as they shifted production to Personal Protective Equipment (PPE). GENEDGE worked with the Governors' PPE Task Force, led by the Department of Public Safety & Homeland Security, to help over two dozen companies across Virginia establish operations, apply for and obtain FDA emergency use authorizations to legally sell their products. GENEDGE also created a microsite (<https://supplychain.genedge.org/>) where over 145 companies are registered to trade in PPE products and components, and provides a resource database, including a handbook for manufacturers (<https://supplychain.genedge.org/covid-19-resources>) on how to get into the PPE manufacturing business.

As the pandemic taught us about the risks associated with offshore supply chains, the national perspective has shifted to assure that we have a resilient supply chain for critical items. GENEDGE was very pleased to have the support of Senator Kaine, who led the appropriation of CARES Act funding for the Manufacturing Extension Program, where GENEDGE as the Commonwealth's MEP affiliate, received a \$873,000 grant. We have used this funding to seed the first ever GO Virginia statewide program- GO Virginia Retooling Virginia



Manufacturers for Strategic Industries - which is retooling Virginia manufacturers for critical industries. This is allowing GENEDGE to help 25 companies become permanent providers of FDA approved PPE. The second phase, which will start in the summer of CY 2021, will pivot 25 existing Virginia companies to support reshoring of products and materials for strategic industrial supply chains. GENEDGE is fortunate to team with the Virginia Hospital and Healthcare Association, the Virginia Manufacturers Association, and the Virginia Economic Development Partnership to determine relevant products and sectors where Virginia production capacity can align with Commonwealth needs and goals.

As we close out this challenging year, I thank the Governor's Office, General Assembly, our Trustees, employees, partners, third-party service providers, and our clients for your trust in GENEDGE. As we look towards the future, we will continue to be flexible in our thinking and adapt our operations as needed. I am extremely proud of our team and how they continue to work hard on behalf of manufacturing and industry in the Commonwealth, especially for those affected by COVID-19.

A handwritten signature in black ink, appearing to read 'Bill Donohue', with a stylized, flowing script.

Bill Donohue

President & Executive Director

Our Leadership Team



Bill Donohue

President & Executive Director



Anthony Cerilli

Vice President of Operations



Joshua Dawson

J.D., M.A., Chief Financial Officer & Business Manager



Scott L. Schein

Director, National Network Programs



Dean Young

Vice President, Industrial Development

Our value comes from improving yours...

\$1
For every **\$1** invested
in GENEDGE services,
\$25 returns
to your
bottom
line.

Why GENEDGE?

GENEDGE is Virginia's sole affiliate of the Manufacturing Extension Partnership™, a public-private partnership that empowers small and medium-sized manufacturers to innovate, improve their competitiveness, and grow. GENEDGE leverages federal and state funding to deliver curated expertise and resources to Virginia manufacturers, businesses, and other organizations. Our experts can help you solve today's toughest problems – how to expand your facilities, increase productivity, keep your workforce safe and healthy, or pivot to new strategic market opportunities. We also help companies address industry standards such as ISO and Cybersecurity. No matter what the challenge, GENEDGE brings expert solutions to help Virginia companies grow and thrive.



Our Values

GENEDGE seeks to apply its expertise and share our values in unique ways to develop long-term relationships with our clients and partners. GENEDGE associates will be guided by the following values:

1. **Work with integrity** (by being responsible, respectful, trustworthy, and with upstanding character)
2. **Work collaboratively** (by embracing differences, encouraging others, supporting teamwork, empowering others, and seeking strong two-way communications)
3. **Always be learning and applying new knowledge** (by being adaptable, flexible, open minded)
4. **Be inclusive** (by being self-aware in all interactions, mutually respectful with others, open and fair-minded, embracing differences)
5. **Think creatively** (focus on doing new things differently, apply new learning and approaches)
6. **Positive Results** (by doing what is right for the client)

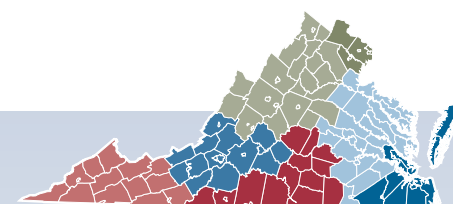
How We Deliver Value To Our Clients

Regional focus, local delivery, customized solutions

Our team is available throughout the Commonwealth to deliver customized solutions to manufacturing, engineering and technology firms.

Our results-focused services bring Virginia companies of all sizes the right expertise, at the right time. We are focused on delivering services and solutions that drive clients' business growth, Virginia's economy, and jobs creation, too. Our affordable, high-value services are designed to meet your team's unique needs so you can:

- **Innovate:** Gain insight to leverage innovation, respond to changing technology, and accelerate development
- **Compete:** Enhance your firm's global competitiveness, improve performance, and respond to a changing workforce
- **Grow:** Strategically accelerate your growth, develop new markets and customers, and commercialize new technology



Where We Serve



Dave Bartlow
Regional Growth
Manager - Northern
Virginia



John Hagwood
Regional Growth
Manager - Southside
Virginia



Aimee McCarthy
Regional Growth
Manager - Central
Virginia



Sam Wolford
Regional Growth
Manager - Southwest
Virginia



Steve Dalton
Regional Growth
Manager - Shenandoah
Valley/Blue Ridge



Steve Holcomb
Regional Growth
Manager - Hampton
Roads



James Smith
Regional Growth
Manager - Roanoke/
New River/Lynchburg



Our partnership with the Manufacturing Technology Center (MTC) in Wytheville provides additional expertise to deliver MEP services statewide, helping our clients generate a sustainable competitive edge through process improvement, growth services, and job creation.



Shawn Wildman
MTC Senior Project
Manager



Linda Newman
MTC Executive
Assistant



Vicki Delp
MTC Business and
Grant Coordinator

Curated Solutions to Help Virginia's Engineering, Technology and Manufacturing Leaders Solve Their Toughest Challenges

Our subject matter experts have the expertise to deliver best-in-class solutions for Virginia's manufacturers



Michael Levy
Practice Manager

Strategy, Marketing & Commercialization

Do you have problems that require a new approach or new thinking to reach an enhanced level of performance? Whether it's new products, new processes, or a new business model, GENEDGE helps companies identify innovative solutions and develop an execution plan.



Jeff Shook
Practice Manager

Automation & Advanced Manufacturing

New technology is revolutionizing manufacturing processes and quality control. This new revolution is called Industry 4.0. The experts at GENEDGE can help you find technological solutions that fit your business needs and will help you compete and grow.



Lewis Bowman
Practice Manager

Process Improvement

What company doesn't want to deliver better quality, faster, at a lower cost and still be able to invest in their employees? GENEDGE provides training and coaching to help your team overcome your biggest roadblocks and achieve breakthrough customer satisfaction and operating results.



Anthony Cerilli
Vice President of Operations

Supply Chain Management

Need to make significant cost improvements and believe you've exhausted internal opportunities? Need better reliability in your supply chain? Want to make supply chain decisions based on total cost and known risks? GENEDGE can help you assess your supply chain and make it more effective and reliable.



Nathan Stable
Practice Manager

IT & Cybersecurity

Ransomware, hacking, phishing, viruses—it only takes one to bring down your network and expose proprietary and confidential information. Using a risk management framework, GENEDGE can help assess your company's risks and develop a plan to protect your critical information. We also can help you comply with specific cybersecurity requirements like the Department of Defense DFARS 7012 requirement to meet the NIST 800-171r1 guidelines to protect Classified Uncontrolled Information (CUI).



April Schmidt
Practice Manager

Organizational Development

Finding the best employees is harder than ever, and keeping your best employees is harder still. GENEDGE's experts in human resources, benefits, communications, and management can help you create a workforce that not only delivers great work but is engaged in helping your company succeed at the highest level.

Quality, Risk & Safety Management

Now more than ever before, manufacturers must demonstrate their ability to comply with national and international quality or safety standards for their products or processes. GENEDGE can help your company develop a quality assurance system or audit an existing system, and identify potential solutions to close system gaps.

Engineering Services & Energy Management

Need support for engineering projects? Can't find adequate technical resources? Want to improve your energy or environmental footprint? Let GENEDGE help with project management, plant layout, new equipment sourcing, and installations.

GENEDGE's program suite was developed to meet the needs of Virginia's industrial base. From expanding production lines, to developing new products, our solutions are curated to help companies thrive.



Dave Bartlow
Program Manager

Defend Controlled Unclassified Information (CUI) Program

This program delivers high quality support for small and mid-sized DoD supply chain companies which may be at risk of losing existing or future DoD contracts due to lack of required Controlled Unclassified Information (CUI) management systems.



John Hagwood
Program Manager

Rural Supply Chain Growth Program

Utilizing our proven expertise in innovation, strategy, supply chain optimization and technology acceleration, this program helps rural companies identify opportunities based on DoD supply chain needs to drive development of new, commercially viable offerings for successful growth.



Cheryl Carrico
Ph.D., P.E., Program Manager

GO Virginia — Retooling Virginia Manufacturers for Strategic Industries Program

Phase 1 will focus entirely on PPE and Phase 2 will engage with other emergent critical industry supply chain retooling and continue PPE capacity additions. The goal will be to serve 50 companies/25 per year, while creating or retaining 500 jobs with new or retained revenue of over \$100M over a five-year period.

MedMMAP (Medical Manufacturers MedAccred® Accreditation PathwaySM)

MedMMAP provides manufacturers and suppliers with efficient and effective audit preparation for MedAccred accreditation. The goal is to increase competitiveness of U.S. medical device and medical instrument manufacturers and suppliers, decrease industry costs, and improve patient safety.



Scott L. Schein
Program Manager

Virginia Tech Grado Department of Industrial and Systems Engineering (ISE) Senior Design Program

GENEDGE and Virginia Tech's Center for High Performance Manufacturing (CHPM) partner to advise and project manage students in the Grado Department of Industrial and Systems Engineering (ISE) Senior Design Program. The program is designed to be the capstone, integrative experience that provides the basic skills needed to effectively plan, manage and implement technical projects. Specifically, students work in teams to apply learned skills to real-world manufacturing opportunities, improving processes and accelerating growth.



James Smith
Program Manager

Engineering Makerspace and Invention Center (EMIC) at Old Dominion University

GENEDGE is proud to partner with the Engineering Makerspace and Invention Center (EMIC) at Old Dominion University. The EMIC provides a state-of-the-art environment for all engineering students, graduate, and undergraduate students to invent, design, prototype, build and test, and promotes interdisciplinary collaboration for students at the Batten College of Engineering & Technology.



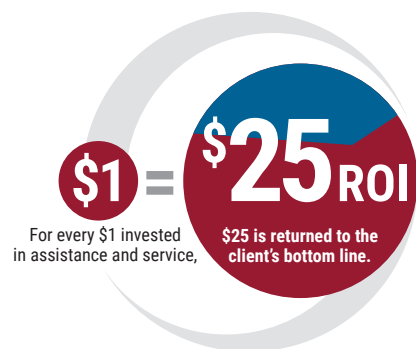
Lewis Bowman
Program Manager



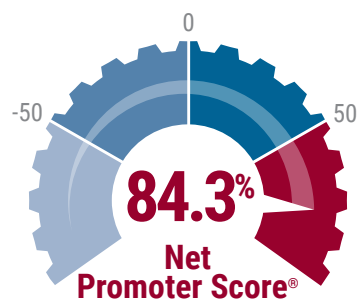
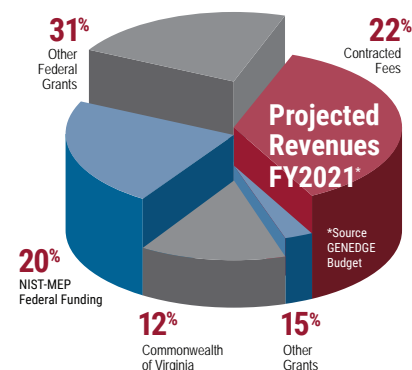
Manufacturing Day

Manufacturing DaySM is a celebration of modern manufacturing meant to inspire the next generation of manufacturers.

Return on Investment

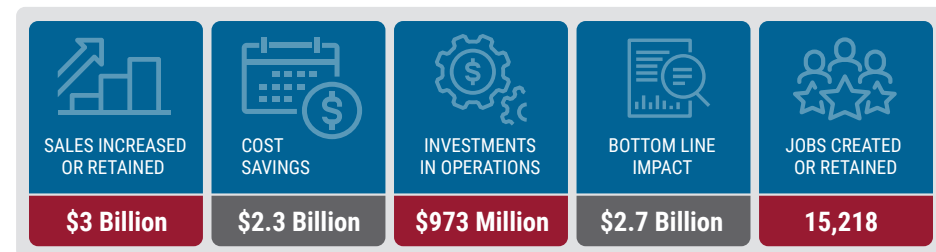


Since 2010, GENEDGE has delivered over **\$3.2B** in **Economic Cumulative Impact** for our clients.



²Clients rated their **customer experience well above industry benchmarks** and indicate a strong likelihood of recommending the MEP Center, like GENEDGE, they worked with to another company or colleague.

2000-2020 GENEDGE Client Impact¹



¹ Source: U.S. Department of Commerce / Independent Survey of Clients

² Net Promoter, Net Promoter System, Net Promoter Score, NPS and the NPS-related emoticons are registered trademarks of Bain & Company, Inc., Fred Reichheld and Satmetrix Systems, Inc. For more information about NPS and industry benchmarks for it, please visit <https://www.satmetrix.com/wp-content/uploads/2020/07/net-promoter-score-benchmarks.pdf>.

Key Alliances and Partnerships

GENEDGE values collaboration, and is grateful for the support and results we are able to achieve because of our strong relationships with the following key allies and partners.

Association of Energy Engineers
 Batten College of Engineering and Technology at Old Dominion University
 Center for High Performance Manufacturing at Virginia Tech
 Center for Innovative Technology
 Commonwealth Center for Advanced Manufacturing
 GO Virginia
 James Madison University
 NASA's Langley Research Center
 Performance Review Institute
 RelInvent Hampton Roads
 Southwest Virginia Alliance for Manufacturing
 U.S. Small Business Administration
 Virginia Community College System
 Virginia Homeland Security Division
 Virginia Department of Emergency Management
 Virginia Department of Health
 Virginia Department of Labor and Industry
 Virginia Economic Development Partnership
 Virginia Hospital & Healthcare Association
 Virginia Small Business Development Centers
 Virginia State University
 Virginia Tobacco Region Revitalization Commission
 Virginia Manufacturers Association

GENEDGE Support

Brenda Bowman, Office & Security Manager
Cindy DeOms, Systems Administrator
Jeanne Grubbs, PHR; Human Resources Manager
Ashley Hudson, Administrative Manager
Connie Sharpless, Client Relations Specialist
Valerie Simpson, Executive Assistant, Client Liaison



GENEDGE Marketing

Linda Lancaster, Marketing and Communications Manager
Valerie Simpson, Executive Assistant; Client Liaison (pictured above)

