

# Annual Report 2018

# GENEDGE

Virginia's best public resource to help  
manufacturing and industry  
innovate, compete, and grow.

PART OF THE  MEP  
National  
Network™

## Message from Board Chair

GENEDGE Alliance continues to be a key technology and manufacturing growth developer for the Commonwealth of Virginia. The strong and successful collaboration between both parties in Virginia's General Assembly in support of GENEDGE has facilitated the delivery of technology jobs and expanded business opportunities for manufacturers here in the Old Dominion.

GENEDGE is increasing its effectiveness and reach within the Commonwealth as it expands contact locations and brings focus to the needs of each of Virginia's unique regions. From the heavy manufacturing in the Piedmont foothills to the Appalachian mountains' reinvention of coal industry technologies; from Old Town and Northern Virginia's growing high tech to the shipyards that protect democracy's might to assisting many small companies in Nathanael Greene's Dan River region, GENEDGE is all about developing Virginia's future through manufacturing and technology business growth.

It is my honor and pleasure to serve as GENEDGE's Chairman of the Board of Trustees. I urge all of Virginia's leaders, manufacturers, teachers and industrial professionals to actively get involved with GENEDGE Alliance's many programs and continue to make a more prosperous future for Virginians with opportunities for all.



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

## Governance

The **GENEDGE Alliance Board of Trustees** acts on behalf of the Commonwealth of Virginia, through their appointment by the governor.

### Chair and Vice Chair:

**Dr. Wayne P. Stilwell**, Chair  
CEO, Stilwell Technology and Robotics, LLC;  
*Chair, Strategic Planning Committee*

**Jeffrey S. Jaycox**, Vice Chair  
President / Owner, Tabet Manufacturing Co.

### Board Members:

**Dr. Makola M. Abdullah**, President  
Virginia State University

**Ed Albrigo**, President  
Center for Innovative Technology (CIT)

**The Honorable R. Brian Ball**  
Secretary of Commerce & Trade

**Tamea L. Franco**, President / CEO  
Global Metal Finishing;  
*Member, Executive Committee*

**Hans de Koning**, President  
Flexicell, Inc.

**Dr. John T. Dever**, President  
Thomas Nelson Community College

**Dr. John A. Downey**, President  
Blue Ridge Community College

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

**Dr. Tiffany McKillip Franks**, President  
Averett University

**Douglas Frost**, PE, Senior Vice President  
Dewberry Engineers, Inc.;  
*Chair, Human Resources and Compensation Committee*

**Richard J. Gagliano**, President / CEO  
AccuTec Blades, Inc.

**Aviv Goldsmith**, President  
Precursor Systems, Inc.

**Marilyn Hanover**, President  
Hanover Business Solutions, LLC

**Roy C. Irvine**, Quality Systems Manager  
The Wauford Group DCI

**David R. Lohr**, President / CEO  
Navigation Point Advisors

**John E. Mead**, CEO  
Master Gage & Tool Co.

**Kevin N. Mumpower**, Principal  
Executech Advisors, LLC

**Dr. Bruce Scism**, President  
Danville Community College

**Meiky Tollman**, Chief of Operations and Supply Chain  
Sabra Dipping Company

**GENEDGE'S vision is to be Virginia's go-to resource that accelerates the growth of manufacturing and technology industrial clusters and quality jobs.**



# Our Market

GENEDGE's core market consists of 10,627\* companies in the manufacturing, engineering, and technology sectors. They employ 322,230\* and represent 11% of the Virginia GDP. \*Source: 2018-Q1 Virginia Employment Commission Labor Market Information



## Business Growth Accelerator

"Ready to take our company to the next level, GENEDGE helped with clarity and guidance on how to attain our company's vision of the future. Through research, analysis, and structured action items, GENEDGE has better positioned us to improve and grow our business."

- Watt R. Foster, Jr., President and CEO of Foster Fuels, Inc., Brookneal, Va.



## New Product

"This [GENEDGE] program was instrumental in helping us move from R&D to commercialization of the MELD technology."

- Nanci Hardwick, CEO, Aeroprobe and MELD Manufacturing, Christiansburg, Va.



<https://youtu.be/5vjJqAtmEfl>



## Virginia Tech Grado Department of ISE Senior Design Project - Press Mold Changeover Time Reduction

"In August 2017, RADVA set a new monthly production record of 86 mold changes. This would not have been achievable if we had not revamped our entire mold change process with GENEDGE's assistance along with the assigned Virginia Tech ISE Senior Design Team."

- Jeremiah Spence, Safety/Operations Manager, RADVA Corporation, Radford, Va.

## MineQuest Inc. SVAM COE Heart Project - New Product

"GENEDGE supported our efforts in the development of a new product for existing and new markets called Proximity Detection™ System. This product will sense the proximity of individuals in reference to potentially dangerous equipment and shut the equipment down if the individual is in its travel path. The project was made possible via funding from the SVAM COE Heart Program that helps companies like ours recover from the decline of the coal industry supply chain."

- Larry Dye, Owner, MineQuest, Inc., Cedar Bluff, Va.



## Kaizen Event

"The Manufacturing Technology Center helped us realize that we didn't need to make major facility changes to increase flow. Through the Kaizen event, we were able to generate a long list of improvement ideas. From there, MTC guided us to focus on key areas that would lead to significant reductions in labor and inventory to help increase overall competitiveness."

- Steve Barrett, Engineering Department Head, Universal Fibers, Bristol, Va.



## Quality Management Certifications

"GENEDGE helped us with reaching the certifications of ISO 9001 and also 14001. They helped us in the preparation to reach the certifications. We did the work for building up the entire quality system, all the pieces to live up to every single standard of these certifications."

- Johan Dalin, President, Starsprings USA Inc., Ridgeway, Va.

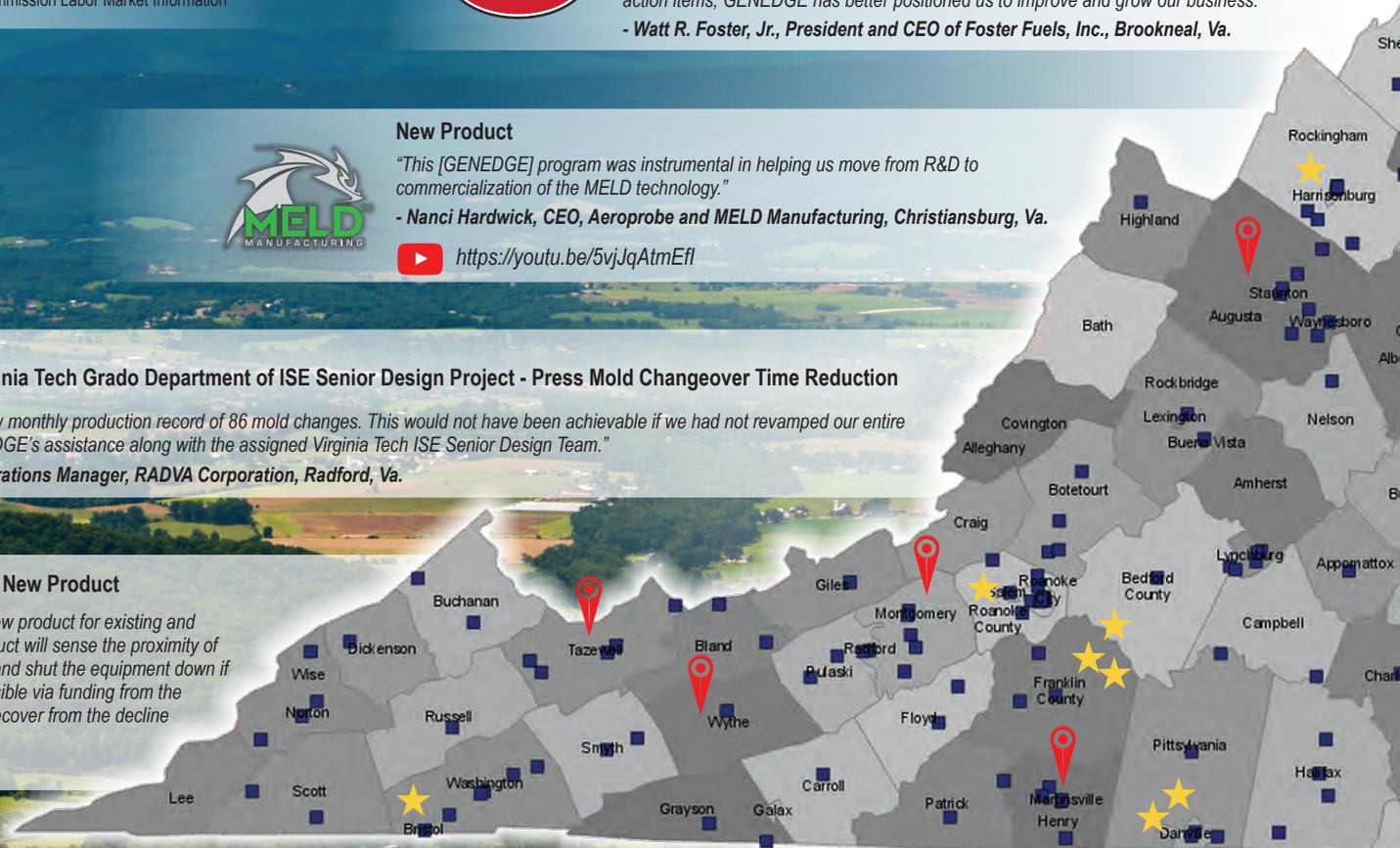


<https://youtu.be/IPI-BMeD4eM>

■ Clients served

★ Board Member

📍 GENEDGE offices



# Our Customers

*"The assistance provided by GENEDGE and MilTech enabled us to evaluate suppliers and develop a more mature supply chain strategy, develop next generation prototypes, and better understand our markets. This has accelerated the commercialization of our exciting Active Shooter Detection (ASD) technology, a revolutionary indoor gunshot detection system, which integrates directly with existing fire alarm and security infrastructure."*

- **Chris Perrine, CEO and Founder, Protective Innovations, Arlington, Va.**



## Manufacturing Day

*"Hiring and retaining the right team members is crucial to our industries' ability to deliver on promises to customers. With the collaboration of the Prince William Public Schools CTE program, Prince William County Department of Economic Development and GENEDGE, we held two educational and impactful Manufacturing Day events where one of our advanced manufacturers' key staff interacted with students and their parents, resulting in several excellent new hires to the company."*

- **George Harben, Director, Existing Business and Entrepreneurship, Prince William County Department of Economic Development, Gainesville, Va.**



## VCUHealth™ Lean Six Sigma Green Belt Certification and Mentoring

*"Since 2013, we have partnered with GENEDGE to train Green and Black Belts as well as offer a deep dive into Lean and Six Sigma in the VCUHealth community. Through our partnership, and mentored by GENEDGE experts, trainees have increased Blood Pressure measuring compliance by 300%, decreased staff onboarding time by 34% in one work unit, and increased revenue in one of our surgical divisions by nearly \$300,000. We highly recommend GENEDGE as a partner in your continuous improvement journey."*

- **Dale Harvey, Director of Performance Improvement, VCU Health System, Richmond, Va.**



## Process Improvements / Lean Mentoring

*"We are truly grateful for GENEDGE's ongoing support as ACI progresses through our Lean Journey. We have learned so much from their vast experience and knowledge offered through mentoring. We strongly believe in the critical role mentoring and collaboration plays in a Lean thinking organization in building the learning environment to support process improvements now and in the future."*

- **Evan Shriver, Executive VP of Construction Operations, Richmond, Va.**



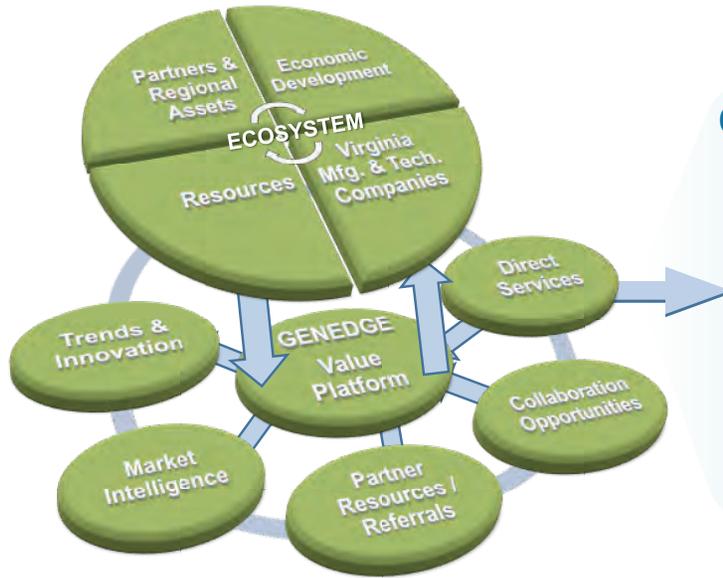
## Business Growth Accelerator

*"The Five Bold Steps were critical for me and set the vision for the company. The steps helped us realign our internal skill sets. They were the turning point where I was completely convinced that the program was worth continuing. GENEDGE is equipped with the right tools for both small and medium businesses to help them realize their strategic goals and to help them understand the future of the business in a clearer idea."*

- **Peter Bale, CEO, Sentinel Robotic Solutions LLC, Wallops Island, Va.**

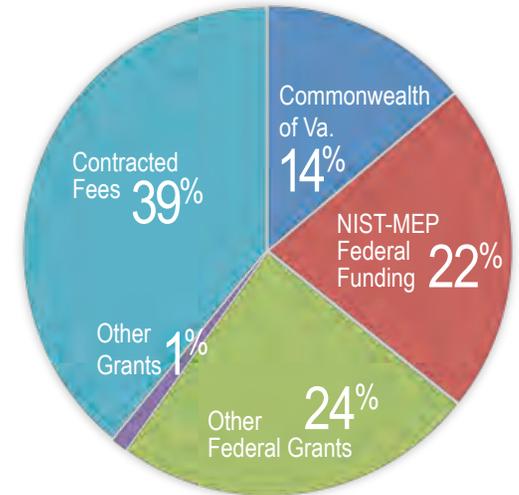
# How We Deliver Value

**GENEDGE is Virginia's best public resource to help manufacturing and industry innovate, compete, and grow.**



## GENEDGE 2019 Projected Service Mix

Supply Chain Engagement	23%
Technology Acceleration	23%
Strategic Innovation & Growth	21%
Cyber Security Services	13%
National Network Programs	11%
Process Improvement	9%



## Projected Revenues FY2019

\*Source: GENEDGE Budget

## Business Model Platform

As we implement our **Strategic Vision for 2021**, GENEDGE has a new business model based on collaboration, more modern communication tools, and varying service delivery methods. Through this model, GENEDGE will work to accelerate growth in technology and industrial clusters and businesses, thereby growing Virginia's GDP and quality jobs.



**Bill Donohue**  
President,  
Executive Director



**Josh Dawson**  
CFO,  
Business Manager



**Cindy Glisson**  
Vice President  
of Operations



**Dean Young**  
Vice President,  
Industrial Development



**Anthony Cerilli**  
Director,  
National Programs



**Brenda Bowman**  
Office & Security  
Manager



**Cindy DeOms**  
Systems  
Administrator



**Valerie Simpson**  
Executive Assistant,  
Client Liaison



**Linda Lancaster**  
Marketing &  
Communications  
Manager



**Mindy Priddy**  
Marketing &  
Outreach Specialist

### Leadership

### Support

### Marketing

**GENEDGE is to be Virginia's go-to resource that accelerates the growth of manufacturing and technology industrial clusters and quality jobs.**

**GENEDGE operates PROGRAMS for specific markets and sectors to affordably deliver top and bottom line growth assistance. Here are some examples:**



**Nelson Teed**  
Executive Director



**Shawn Wildman**  
Senior Project Engineer



GENEDGE affiliates include the **Manufacturing Technology Center (MTC)** in Wytheville, Va. and a premier network of over 50 partners and service providers.



**Steve Holcomb**  
Regional Growth Manager



**Aimee McCarthy**  
Regional Growth Manager



**James Smith**  
Regional Growth Manager



**Sam Wolford**  
Regional Growth Manager

### Industrial Development



**John Hagwood**  
Innovation & Commercialization Practice Manager



**Michael Levy**  
Growth Practice Manager



**Roy Luebke**  
Engagement Manager



**Pete Miles**  
Technology Acceleration Manager



**Jerry B. Robertson, PE**  
Senior Advisor



**Connie Sharpless**  
Customer Operations Specialist



**Jeff Shook**  
Lean Practice Manager



**Anna Yarashus**  
Project Manager



**Tom Zbell**  
Project Manager

### Delivery & Practice Management

# Delivered Impact\*

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

## 2000-2018 GENEDGE Client Impact

\$2.3 billion sales increased or retained

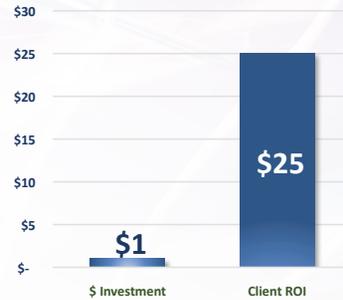
\$1.5 billion cost savings

\$1.8 billion bottom line impact

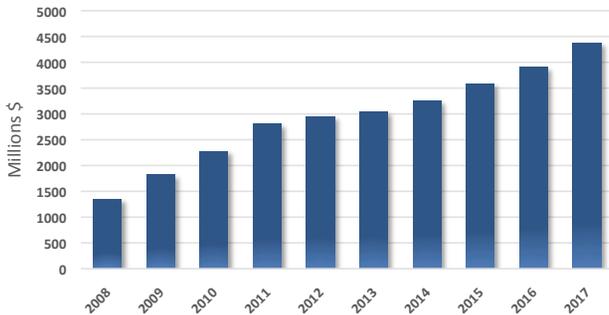
\$598 million investments made to operations

12,742 jobs created or retained

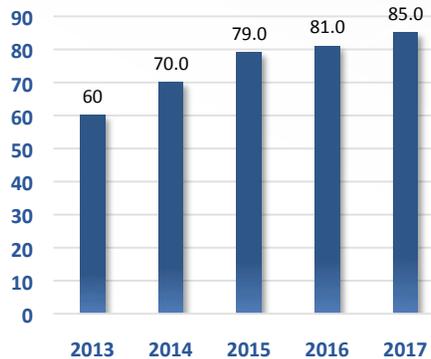
## Every client \$ spent returns \$25



## GENEDGE Cumulative Economic Impact



## Net Promoter Score® %\*\*



\*\*Yearly percentage of clients surveyed that rated their customer experience well above industry benchmarks and indicate a strong likelihood of recommending GENEDGE to another company or colleague.

## Other Partnerships



## Contact Us

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