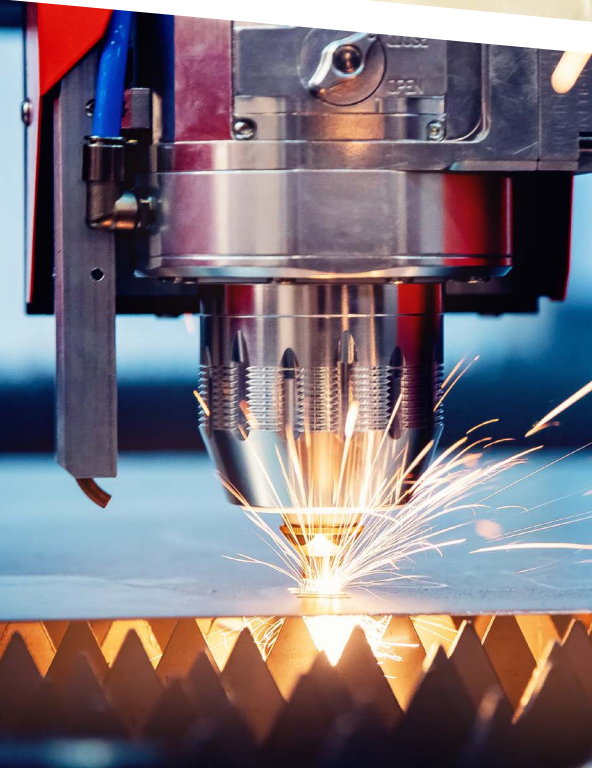





*GENEDGE enhances  
the growth, innovation,  
productivity and  
competitiveness of  
manufacturing in Virginia.*

2023 ANNUAL REPORT



**Our Vision:** To be Virginia's go to resource that accelerates the growth of manufacturing and technology industrial clusters and quality jobs.



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

## Who GENEDGE Is

Launched in 1992, GENEDGE delivers custom solutions to help solve the operational and business challenges faced by engineering, manufacturing, and technology firms in the Commonwealth of Virginia. We leverage federal and state funding to provide a wealth of expertise and resources to our clients.

In partnership with the Manufacturing Extension Partnership, GENEDGE is Virginia's only manufacturing and economic development organization working to support small- and medium-sized companies as they tackle their own unique operational challenges.

With consultants, experts, and partners operating throughout Virginia, GENEDGE provides a full suite of virtual and onsite consulting services to a wide array of clients. Using educational resources, industry connections, best practices, and key knowledge and tools, we help solve problems, increase productivity, improve economic competitiveness, and enhance your technical capabilities.

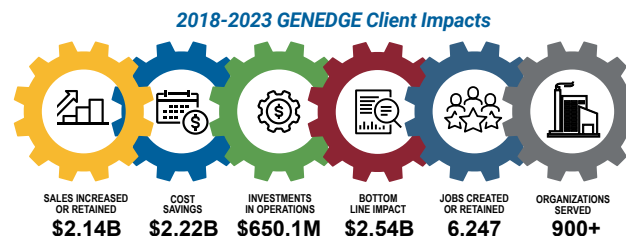
Our goal is to ensure that Virginia's manufacturers have what they need to:

- **Innovate:** Leverage innovation, respond to changing technology, and accelerate development.
- **Compete:** Enhance your global competitiveness and improve overall performance.
- **Grow:** Develop new markets and successfully commercialize new technology.

Our results-focused services bring Virginia companies of all sizes the right expertise, at the right time, at great value. We are focused on delivering services and solutions that drive our clients' growth, which means increased growth for the overall economic health of the Commonwealth.

## Our Value Comes from Improving Yours

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



Cumulative Impact since 2012  
**\$6.56B**

## Major Lines of Service

The GENEDGE difference: empowering Virginia's manufacturing industry through comprehensive assessments and services tailored to each company's needs.

We have simplified our service offerings to better support every manufacturing business in Virginia, helping them to innovate, compete, and grow.

### Consulting Services

Our team of experienced industry leaders are a powerful resource for Virginia's manufacturing, technology, and engineering companies.

Through customized solutions, we successfully address industrial issues for Commonwealth businesses, by providing:

- Advanced Manufacturing Technologies & Industry 4.0
- Business Growth & Strategic Planning
- Continuous Improvement and Lean Manufacturing
- Engineering and Sustainability
- Marketing
- Quality Systems and Performance
- Supply Chain Solutions
- Workforce & Professional Development

### Training and Professional Development

GENEDGE offers a broad selection of standard training packages and professional development resources to help your staff meet learning objectives:

- Online Training
- In-Person Training
- Webinars and Events
- Educational Content and Resources

### Small Manufacturer Services

Manufacturing is essential for economic growth and small manufacturers are a key source of that growth. With over 80% of Virginia's manufacturers having less than 20 employees, addressing their needs is a strategic priority for the GENEDGE Board of Trustees.

Our answer is the GENEDGE Alliance—an ecosystem of powerful resources and tools either for free or at a substantial discount with the goal of helping companies innovate, compete, and grow.

### Programmatic Services

GENEDGE offers specific programs funded by investor partners that accelerate industrial growth with specific, highly affordable offerings.

## Current Programs

**The Emerging Business Program**, successfully launched in 2023, offers Virginia manufacturers employing fewer than 20 people the opportunity to elevate their commercial performance. GENEDGE completed the pilot of this dedicated program and is releasing it statewide to help businesses scale operations, identify gaps, determine solutions, and drive growth.

**Virginia Tech Grado Department of Industrial and Systems Engineering (ISE) Senior Design Program** is where GENEDGE partners with Virginia Tech faculty and over 200 students via the Grado Department of Industrial and Systems Engineering (ISE) Senior Design Program. This integrative, capstone experience provides over 50 organizations annually, 95% of them industrial companies, the opportunity to solve problems with top-notch project teams.

**The Virginia Economic Development Partnership (VEDP)'s Supply Chain Optimization Program** provides assessments, counseling, strategy development, and resources for companies to improve overall performance and reduce costs. The program, currently in its third year, supported 20 clients in 2023.

**The Medical Manufacturers MedAccred Accreditation Pathway (MedMMAP)** is a GENEDGE-led national program that works to help U.S. medical device and instrument manufacturing facilities systematically reduce quality issues. The MedMMAP program is supported by 10 partner MEP Centers from across the country.

For more information on GENEDGE programs, go to [GENEDGE.org](https://www.genedge.org).

**Manufacturing Day** is a celebration of the manufacturing industry and meant to inspire the next generation of manufacturers using educational, hands-on presentations. This year, GENEDGE proudly partnered with Porvair Filtration Group for Mission Tomorrow, an interactive career exploration event that hosted 12,000 eighth grade students from Central Virginia.



**The GO Virginia:** Re-tooling Virginia Manufacturers for Strategic Industries Program addresses short- and long-term needs in critical industries. The focus is to develop Virginia's manufacturing capability and capacity to meet demand for supply chains overly reliant on imports. Starting with PPE needs during the COVID-19 pandemic, GENEDGE leveraged CARES Act and GO Virginia funding to support 56 Commonwealth businesses, developing our manufacturers to strengthen critical domestic supply chains across Virginia and the U.S. The program exceeded expectations, reporting 778 Jobs Created or Retained, over \$5MM in Operations Cost Reduction, and over \$12.5MM in new Investment in the first two years.

**The Monarch Engineering & Innovation Lab (M-Lab)** at Old Dominion University partners with GENEDGE to provide a state-of-the-art maker space for its entrepreneurial inventors. Student teams design, prototype, build, and test their ideas—often with industrial partners—to help solve today's problems and create tomorrow's jobs.

## The GENEDGE Alliance

AllianceGENEDGE launched the GENEDGE Alliance, designed for small manufacturers by manufacturing experts. With over 150 companies served, the GENEDGE Alliance provides members with access to assessments, information sharing, direct consulting services from a GENEDGE manufacturing expert, third-party subject matter experts, and the opportunity to engage with university-based student intern teams.

**CONNEX Virginia** is the exciting new online tool that puts you into the Virginia and national supply chain network and seamlessly integrates with the CONNEX Marketplace, sponsored by the National Association of Manufacturers (NAM). Sponsored by GENEDGE Alliance with partner support by the Virginia Manufacturers Association (VMA), CONNEX Virginia is designed to be the premier system for domestic supply chain sourcing and networking.

The **Learning Management System (LMS) eLearning platform** is now underway. The use of computer Based Training (CBT) content as the mainstay of the learning function leverages GENEDGE staff expertise, coaching, and mentoring students to use and apply their new knowledge in the manufacturing environment.

GENEDGE's partnership with **Tooling U – SME** is one of our first LMS initiatives. Tooling U – SME's more than 500 unique online classes provide a broad offering of manufacturing training topics.

Our **Manufacturing NOW in Virginia Podcast** focuses on relevant topics and issues affecting Virginia's manufacturing community. GENEDGE Alliance members will also benefit from education, special guests, and access to new and upcoming programs and services. The *Manufacturing NOW in Virginia Podcast* will help listeners better address challenges and achieve greater success. As a GENEDGE Alliance member, you get first access to the latest episodes.

## Board of Trustees

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- Gabriel LaMois, Vice Chair, Chief of Staff, Technology Advancement Group

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- Dr. Jerry Wallace, President, Danville Community College
- Dr. Kristen Westover, President, Mountain Empire Community College

## Key Alliances and Partnerships

GENEDGE values collaboration and is grateful for the support and results achieved 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
- Commonwealth Center for Advanced Manufacturing (CCAM)
- GO Virginia
- James Madison University
- MEP National Network
- National Institute of Standards and Technology's Manufacturing Extension Partnership (NIST MEP)
- Performance Review Institute
- RelInvent Hampton Roads
- Southwest Virginia Alliance for Manufacturing
- Third Party Service Providers of GENEDGE
- U.S. Food & Drug Administration
- U.S. Small Business Administration
- Virginia Community College System
- Virginia Homeland Security Division
- Virginia Department of Emergency Management
- Virginia Department of Health
- Virginia Economic Development Partnership
- Virginia Economic Development Partnership International Trade
- Virginia Hospital & Healthcare Association
- Virginia Innovative Partnership Corporation (VIPC)
- Virginia Manufacturers Association
- Virginia Small Business Development Centers
- Virginia State University
- Virginia Tech

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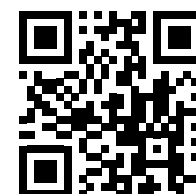
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*For more information on GENEDGE programs, go to [GENEDGE.org](http://GENEDGE.org).*