



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

2024 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.

About GENEDGE

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

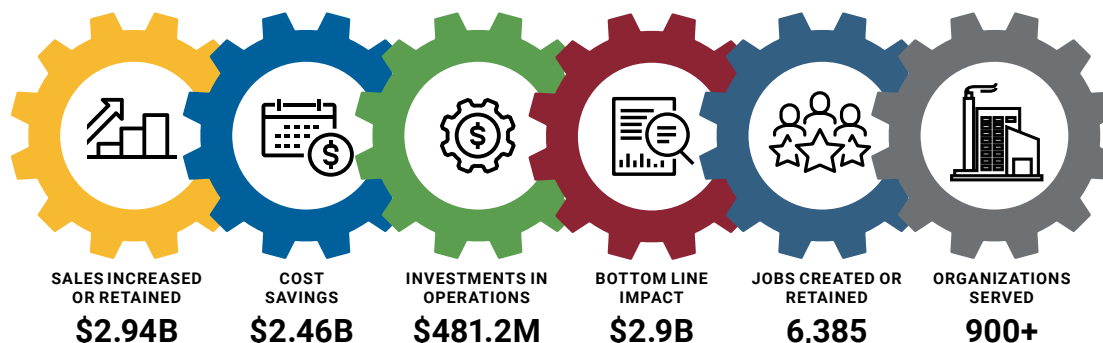
In partnership with the Manufacturing Extension Partnership, GENEDGE is Virginia's only manufacturing and economic development organization supporting small- and medium-sized companies as they tackle unique operational challenges.

We provide a full suite of consulting services to a wide array of clients. Using educational resources, industry connections, best practices, and key knowledge and tools, we ensure Virginia's manufacturers have what they need to:

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

Our results-focused services bring Virginia companies the right expertise, at the right time, for a great value. We deliver services and solutions that drive our clients' growth, which improves the overall economic health of the Commonwealth.

2019–2024 GENEDGE Client Impacts



Cumulative Impact since 2019 **\$5.89B**

Source: NIST MEP Program voluntary survey of GENEDGE client companies

At GENEDGE, we proudly showcase significant achievements that highlight a steadfast commitment to excellence and innovation. The dedicated team consistently delivers impactful solutions, driving growth and efficiency across industries. These accomplishments underscore a strong dedication to fostering the growth, innovation, and competitiveness of Virginia's manufacturing supply chain.

FY 2024 Accomplishments:

- ✓ **NSRP Cobotic Alliance:** A \$1.6 million national initiative supporting Naval Shipbuilding, based in Norfolk, Virginia, will establish a training and qualification facility for cobotic welding applications starting in 2025.
- ✓ **GENEDGE** was awarded the prestigious **IAC Equivalent Assessor Designation** by **DOE MESC**. Virginia manufacturers that undergo this service may qualify for DOE grants of up to \$300,000 to invest in their facility.
- ✓ We validated the success of our **Emerging Business Leaders Program**, in cooperation with Small Business & Supplier Diversity (SBSD), by graduating its first cohort of five leaders.
- ✓ With support from DOE MESC, we launched the **Virginia Smart Manufacturing Accelerator (VSMA)**. In cooperation with CCAM, ODU, VCU, VSU, and Virginia Tech, we are commercializing SMART Manufacturing and high-performance computing services for small and mid-sized manufacturers.
- ✓ Due to the success of our **Student Teams programs** at VT and ODU, GENEDGE has assigned James Smith to manage these relationships and expand this key service line.

Current Programs

Medical Manufacturers MedAccred® Accreditation Pathway (MedMMAP)

The MedMMAP program, managed by GENEDGE under the NIST MEP National Network, aims to improve the quality, resilience, and growth of domestic medical, pharmaceutical, and medical instrument manufacturing supply chains. In collaboration with the Performance Review Institute and industry leaders, it prepares companies for MedAccred accreditation and helps them meet the FDA's updated Quality Management System requirements (ISO 13485) through pre-audits and gap-closure consultations.

Reconfigure Virginia's Manufacturers for Modernization Program (Re-VAMMP)

Re-VAMMP is a U.S. Department of Defense Office of Local Defense Community Cooperation funded program. Led by Virginia Tech, we are enabling greater adoption of metal Additive Manufacturing in Virginia's defense supply chain.

VT Industry 4.0 ACE Initiative – GoVA Region 2

GENEDGE is teamed with Virginia Tech CHPM to support an Industry 4.0 initiative in the GoVA Region 2 area. ACE will compliment our VSMA program and startup with SMM's.

Advanced Pharma Cluster

GENEDGE's advanced pharma services support cluster supplier development for business attraction to the region. A newly launched Pharmaceutical Supplier Resource page guides pharmaceutical suppliers through the complex landscape of cybersecurity requirements.

Alliance Small Business Programs

The GENEDGE Alliance is an ecosystem of powerful resources and tools—either for free or at a substantial discount—that help companies innovate, compete, and grow. Services include: **Supply Chain Support Services; Digital Resources and Tools** from leading industry experts; the **Ask The Expert** exchange page for real-time answers; and **Online and In-Person Training Opportunities** for professional development. The **Emerging Business Leaders Program** offers Virginia manufacturers employing fewer than 20 people the opportunity to elevate their commercial performance.

VEDP Supply Chain Optimization Program

VEDP's Supply Chain Optimization Program provides assessments, counseling, strategy development, and resources for companies to improve overall performance and reduce costs.

Student Teams

GENEDGE partners with senior design teams at Virginia Tech and Old Dominion University to define, analyze, and solve industrial customer problems and create tomorrow's jobs.

Cobotic Alliance

GENEDGE is managing a new NSRP cobotic welding service center with the objectives to 1) develop a national technician certification program, 2) create a welding process qualification program for Naval supply chain applications, and 3) include full cobotic cellular manufacturing of Navy and commercial applications.

Introducing VSMA

GENEDGE was awarded \$2.6 million by the U.S. Department of Energy through a grant to build capacity and capability to commercialize adoption of **Smart Manufacturing** at small and mid-sized manufacturing companies.

Together with esteemed partners—including Commonwealth Center for Advanced Manufacturing, Old Dominion University, Virginia Commonwealth University, Virginia State University, and Virginia Tech—we are developing **comprehensive services, workforce pipeline curricula, and workshops** to support Virginia's manufacturing base.

These SMART manufacturing tech workforce training and upskilling workshops will:

- **Uplift apprenticeship programs** with SMART manufacturing curricula
- **Increase creation and retention of high-quality, well-paid jobs** via the accelerated deployment of SMT capabilities to SMMs.

VSMA allows GENEDGE, our partners, engineers and engineering technology students, faculty, private sector companies and entrepreneurs, and VCCS campuses to come together to **reduce operational costs, improve new product speed to market, reduce carbon footprints, and enhance top-line growth and profitability.**

[Learn more at vsma.tech](https://vsma.tech)

Board of Trustees

Chair and Vice Chair

Gabriel LaMois, Chair
Chief Executive Officer, Technology Advancement Group (TAG)

Wesley Reid, Vice Chair
Director of Operations, Integrity Windows and Doors

Board Members

- Dr. Makola M. Abdullah, President, Virginia State University
- Dr. Marcia Conston, President, Tidewater Community College
- Dennis S. McDermott, Sr. Vice President, ITAC
- Dr. Eileen Van Aken, Professor and Department Head, VT Grado School of Industrial Engineering
- Jeff Jaycox, President & Owner, Tabet Manufacturing Company
- Matthew Clarke, President & Founder, Clarke Precision Machine
- Richard J. Gagliano, President & CEO, AccuTec Blades, Inc.
- The Honorable Aimee Rogstad Guidera, Secretary of Education
- Alexander Marcus, President & CEO, ESI Total Fuel Management
- Abdelkarim Moharram, Innovation Portfolio Director, Bechtel Corporation
- Lisa Papini, President, Dante Valve Co.
- The Honorable G. Bryan Slater, Secretary of Labor
- Karen D. Sorber, CEO & Co-Founder, Micronic Technologies, Inc.
- Dr. Wayne P. Stilwell, CEO, Stilwell Technology and Robotics LLC
- Joe Benevento President & CEO, Deputy Secretary of Commerce and Trade / Interim President, Virginia Innovation Partnership Corporation
- Kaushik Vashee, P.E., VP Engineering & Process Development, Circ Earth
- Dr. Tracy Fitzsimmons – President, Shenandoah University
- Dr. John Gaskins – President / Founder, Laser Thermal
- Dr. Quentin Johnson – President, Southside Community College
- Ms. Cathy Roberts – Director of Operations at Capewell

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:

- Activation Capital
- 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
- MEP National Network™
- National Institute of Standards and Technology's Manufacturing Extension Partnership (NIST MEP)
- Old Dominion University
- Performance Review Institute
- ReInvent Hampton Roads
- Southwest Virginia Alliance for Manufacturing
- Third Party Service Providers of GENEDGE
- U.S. Department of Energy, Office of Manufacturing and Energy Supply Chains
- U.S. Food & Drug Administration
- U.S. Small Business Administration
- Virginia Manufacturers Association
- Virginia Community College System
- Virginia Department of Emergency Management
- Virginia Economic Development Partnership
- Virginia Economic Development Partnership International Trade
- Virginia Innovative Partnership Corporation (VIPIC)
- Virginia Small Business Development Centers
- Virginia State University
- Virginia Tech
- Virginia Works

Contact

President & Executive Director

Bill Donohue
Phone: (276) 666-8890 ext. 222
Email: bdonohue@genedge.org

GENEDGE Headquarters

32 Bridge Street
Suite 200
Martinsville, VA 24112

Mailing Address

PO Box 5423
Martinsville, VA 24115
Phone: (276) 666-8890 ext. 221
Fax: (276) 666-8892
Email: info@genedge.org

For more information about GENEDGE programs, visit GENEDGE.org.