

ANNUAL REPORT

Prepared by 434 Marketing & Consulting



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Opening Message



GENEDGE strengthens Virginia's manufacturing economy by helping companies innovate, compete, and grow.

Across Virginia, manufacturers are more than businesses — they are anchors of local economies, providers of stable, high-quality jobs, and engines of innovation that sustain communities across generations. When manufacturers succeed, communities thrive, skills stay local, and opportunity reaches places where it matters most. GENEDGE exists to ensure those manufacturers have the tools, talent, and support they need to remain strong, competitive, and resilient.



In 2025, we expanded access to technical expertise, advanced manufacturing solutions, and workforce development programs that directly support economic growth, job creation, and national security. Our work ensures that manufacturers across the Commonwealth, including those in rural and underserved regions, can modernize, improve performance, and remain competitive in global markets.

FY 25 Highlights Include:



Establishing the Virginia Smart Manufacturing Accelerator (VSMA) to enable advanced manufacturing development and investment



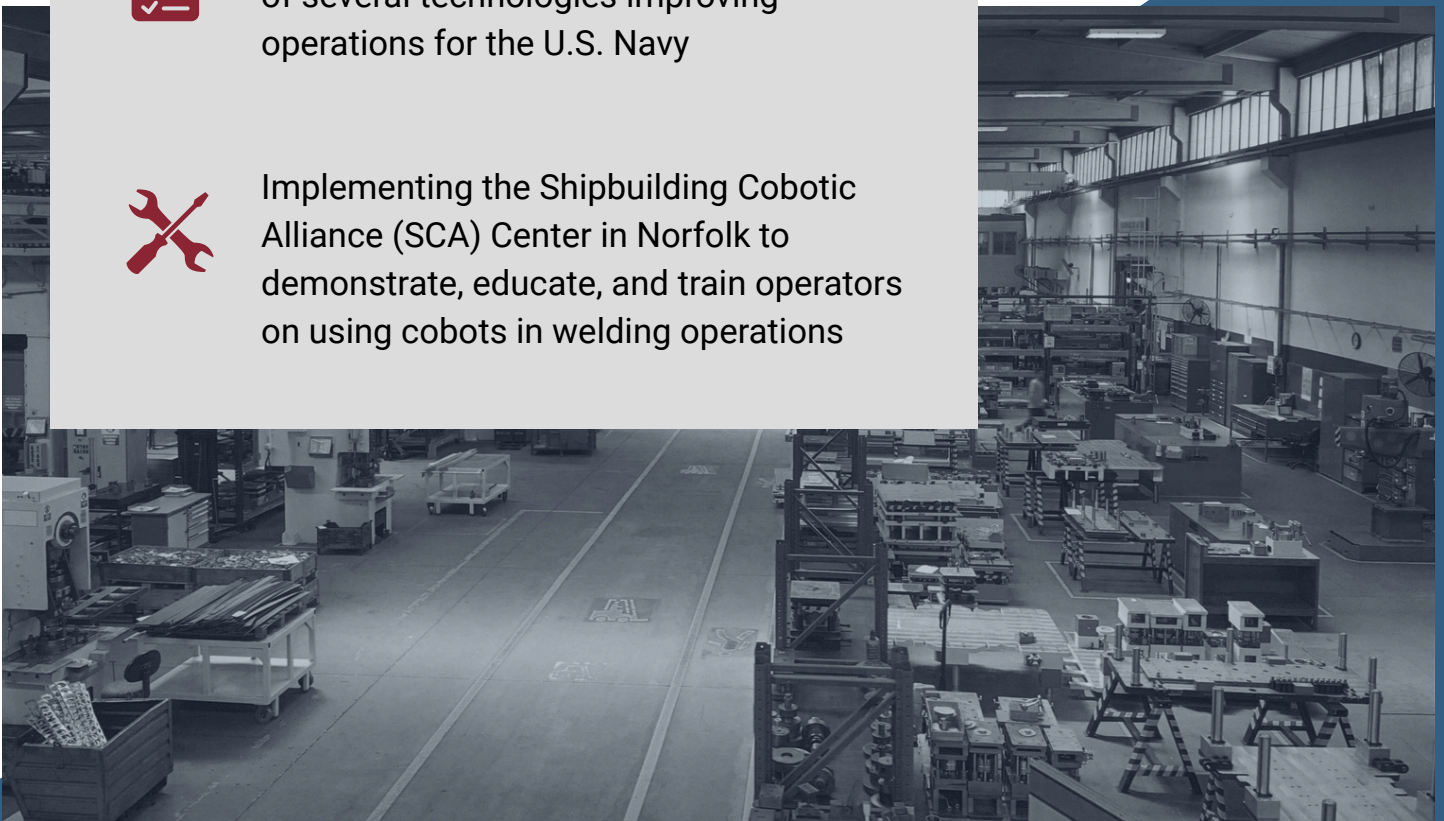
Partnering with VEDP to deliver the Supply Chain Optimization Program (SCOP) serving 20 manufacturers statewide



Successful demonstration and facilitation of several technologies improving operations for the U.S. Navy



Implementing the Shipbuilding Cobotic Alliance (SCA) Center in Norfolk to demonstrate, educate, and train operators on using cobots in welding operations



GENEDGE Impact Snapshot

Measured over multiple years, GENEDGE's impact reflects sustained investment in Virginia manufacturers and long-term economic outcomes across the Commonwealth.



→ Sales Increased or Retained:	\$3.46B
→ Cost Savings:	\$2.82B
→ Investments in Operations:	\$527.9M
→ Jobs Created or Retained:	7,379
→ Organizations Served:	980+

Source: NIST MEP Program voluntary survey of GENEDGE client companies



The Mission of GENEDGE

Manufacturers account for over 230,000 high-paying jobs in Virginia and GENEDGE's mission is to assist them in growing that number through education in advanced manufacturing technologies and implementation of operational improvements.

Since 1992, GENEDGE has been the only economic development organization in Virginia delivering custom solutions and training to small and mid-sized manufacturers in:

- ✓ Supply chain
- ✓ Leadership development
- ✓ Advanced manufacturing
- ✓ Operations improvements
- ✓ Workforce training
- ✓ New product development
- ✓ Program management
- ✓ Safety
- ✓ Energy efficiency

How GENEDGE Delivers Impact

We leverage grants and state funding to provide our clients access to expertise, resources, and experience they may not possess in-house but are critical for them to grow their businesses.

GENEDGE works with manufacturers 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

GENEDGE is measured on the economic impact to our clients and the industrial base in Virginia. We constantly innovate and improve our offerings to deliver maximum impact to manufacturers throughout the Commonwealth.

Our on-site presence with our manufacturing clients will always be central to our approach and ensure GENEDGE is viewed as a trusted partner in tackling their toughest challenges.

Developing the Workforce of the Future

GENEDGE focuses on developing the people who drive Virginia's manufacturing competitiveness.

A skilled manufacturing workforce is essential to sustaining and growing Virginia's industrial base. GENEDGE delivers targeted programs and trainings that build capability for new leaders, technical teams, and the next generation of engineers.

“

This training advanced our team's skills and strengthened our improvement culture.

– Jeff Thompson, Vice President of Operations, C.B. Fleet - Lynchburg, VA

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In 2025, we strengthened Virginia's workforce by providing:

- Leadership development for emerging manufacturing supervisors and managers
- Operational excellence training that strengthens frontline and technical skills
- University engineering teams from Virginia Tech and Old Dominion University that deliver practical solutions to real industry challenges
- Advanced manufacturing workshops to educate firms and their employees on the benefits of new technologies and techniques

These efforts help companies build internal capability, improve retention, and develop the talent needed to support long-term growth.

“

Their support helped us refine our strategy and communicate our value more effectively.

– John Parkinson, CEO, Drake Extrusion
– Ridgeway, VA

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GENEDGE programs help manufacturers build stronger teams and future leaders.

Accelerating Technology Adoption and Advanced Manufacturing Investment

GENEDGE expands statewide access to advanced and smart manufacturing tools that improve productivity, quality, and cost efficiency.

In 2025, GENEDGE advanced modernization through:

- Deployment support and technical guidance for managers through the Virginia Smart Manufacturing Accelerator (VSMA)
- Assistance in evaluating and adopting digital technologies, automation, and high-performance computing
- Data-driven manufacturing solutions that enhance throughput and decision making
- Digital simulation methods that enable firms to envision how advanced manufacturing technologies can be used prior to investment
- IAC Equivalent Assessor services that help companies qualify for federal incentives that drive capital investment and reduce operational costs

GENEDGE ensures that modernization is achievable for every manufacturer, regardless of size or region.

GENEDGE strengthened our systems and accelerated our progress in demanding markets.

– Randy Herman, Vice President of Operations and Engineering, AccuTec – Verona, VA

The automated quality system GENEDGE helped us build is already improving efficiency and lowering costs.

– Bart Heenan, CEO, Morphix Technologies – Virginia Beach, VA

Our technical guidance reduces risk and speeds adoption of modern manufacturing tools.

Strengthening Virginia's Defense Industrial Base

GENEDGE strengthens the suppliers and capabilities that support Virginia's national security mission. Virginia's defense manufacturing network is vital to national security and regional economic stability.

GENEDGE provides specialized support to ensure suppliers can meet demanding performance, quality, and delivery requirements.

Key initiatives included:

- Establishing technology center at Shipbuilding Cobotic Alliance (SCA): establishing a national center for cobotic welding training and qualification to support naval shipbuilding and repair
- Increasing adoption of metal additive manufacturing for defense-critical components through various programs and training workshops
- Advanced technology development and insertion to improve workforce efficiency, knowledge, and safety
- Support for manufacturers in Hampton Roads, Northern Virginia, and other regions serving the U.S. Navy and Department of Defense

These programs enhance readiness and resilience across the defense supply chain.

GENEDGE strengthened our systems and accelerated our progress in demanding markets.

– Randy Herman, Vice President of Operations and Engineering, AccuTec – Verona, VA

GENEDGE has been a trusted partner for more than 20 years, supporting our growth, quality, and workforce development.

– Cathy Roberts, QA and Contract Manager, Capewell Aerial – Meadows of Dan, VA

We help suppliers meet the high standards required for defense contracts and readiness.

Building Supply Chain Resilience

GENEDGE works to strengthen domestic supply chains and reduce vulnerabilities for Virginia manufacturers.

Robust supply chains are central to Virginia's economic competitiveness.

GENEDGE partners with state and federal organizations to help manufacturers improve sourcing, reduce risk, and participate in high-value markets.

“

The retooling support modernized our capabilities and improved business performance.

– Michael Tyson, Vice President of Programs, UTS Systems – Fairfield, VA

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Our 2025 supply chain initiatives delivered:

- Performance management, sourcing, and cost-reduction assistance
- Accreditation readiness and quality system support for medical device, pharmaceutical, and instrument manufacturers through MedMMAP
- Targeted assistance for companies supporting advanced pharmaceutical and life-science clusters in Virginia

This work improves resilience and increases the competitiveness of Virginia-made products.

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GENEDGE connected us with the expertise we needed to sharpen our competitive edge.

– Steve Potter, General Manager, Porvair Filtration – Ashland, VA

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Our support strengthens sourcing, quality, and supply chain reliability.

Improving Energy Efficiency and Operational Performance

GENEDGE strengthens the performance of manufacturing systems, helping companies operate more efficiently and cost-effectively.

Energy costs and facility inefficiencies continue to challenge manufacturers. Through partnerships with the U.S. Department of Energy and regional organizations,

GENEDGE helps companies reduce energy consumption, improve equipment performance, and support sustainability goals.

Our assessments and technical support help manufacturers:

- Conduct energy and facility assessments that identify high-cost losses and improvement opportunities
- Improve equipment performance, reliability, and throughput through targeted technical solutions
- Reduce operational waste and emissions to support sustainability commitments
- Access federal incentives and funding to modernize systems and reduce energy intensity

These services help manufacturers lower costs while improving operational stability and long-term competitiveness.

GENEDGE helped us align our leadership team, mitigate risks, and plan for long term growth.

– Jessica Savage, Chief Strategic Officer, West River Machine – Oakwood, VA

GENEDGE's Lean training produced immediate gains in efficiency and quality.

– Mike Stanley, Manufacturing Manager, EDM
– Lynchburg, VA

GENEDGE helps companies lower costs and reinvest savings into growth.

Looking Ahead

GENEDGE's work is rooted in the belief that a strong manufacturing base is essential to Virginia's economic resilience, national security, and long-term prosperity. As technologies evolve, supply chains shift, and workforce needs grow more complex, manufacturers will continue to face new challenges and opportunities.

GENEDGE remains committed to meeting those challenges alongside Virginia's manufacturers — delivering practical solutions, expanding access to innovation, and strengthening the people and systems that power the Commonwealth's industrial future.



Partners

- Appalachian Voices
- Association of Energy Engineers
- City of Danville
- Commonwealth Center for Advanced Manufacturing (CCAM)
- George Mason University
- GO Virginia
- Hampton Roads Alliance
- Lynchburg Regional Business Alliance
- New College Institute (NCI) – Martinsville
- Old Dominion University – Batten College of Engineering and Technology
- RelInvent Hampton Roads
- Southwest Virginia Alliance for Manufacturing
- U.S. Department of Commerce – NIST
- U.S. Department of Energy, Office of Manufacturing and Energy Supply Chains
- U.S. Food & Drug Administration
- U.S. Small Business Administration
- Virginia Commonwealth University (VCU)
- Virginia Community College System (VCCS)
- Virginia Economic Development Partnership (VEDP)
- Virginia Gateway Region (VGR)
- Virginia Innovative Partnership Corporation (VIPPC)
- Virginia Manufacturers Association (VMA)
- Virginia Small Business Development Centers
- Virginia State University (VSU)
- Virginia Tech – Center for High Performance Manufacturing
- Virginia Works



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- Ms. Megan Lucas, CEO, Lynchburg Regional Business Alliance
- Ms. Susan Schjonning, Partner, Swissomation

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