

COLORADO

Congressional District #4



GROWING JOBS IN COLORADO

Manufacturer's Edge works with small manufacturing companies to create high-paying manufacturing jobs in Colorado. The winner in 2014 of an open competition to become Colorado's Manufacturing Extension Partner (MEP), Manufacturer's Edge is a public-private partnership providing small manufacturers with services to help grow their businesses and create well-paying, stable manufacturing jobs for Colorado's middle class families. As an MEP, Manufacturer's Edge is measured quarterly on how many jobs are created or saved by the work we do. We focus completely on driving that job growth and expanding the Colorado economy.

Of the 6,000 manufacturers in Colorado, 80% employ less than 20 people. Manufacturer's Edge is the only federal program dedicated to serving small manufacturers, and fills the gap left by for-profit companies who overlook this large segment. We are proud to be able to serve this constituency and help more and more Coloradans prosper in the growing manufacturing economy of our state.

ECONOMIC IMPACT (Q3 2012 - Q1 2018)



DISTRICT #4
COMPANIES SERVED

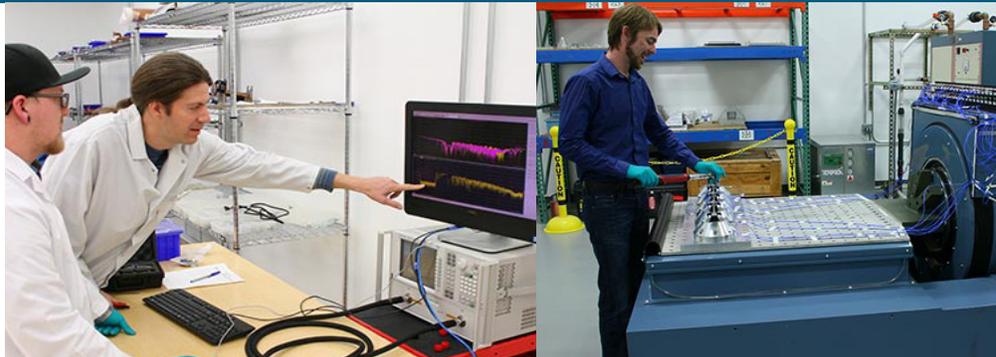
- AGRI-INJECT
- AQUA-HOT
- AVANTI FABRICATION
- BARRY E. WALTER SR. COMPANY
- BIG R BRIDGE
- CIRCLE GRAPHICS
- COLORADO TECH SHOP
- CONCEPT 32

- CUSTOM MICROWAVE INC
- DEBOURGH MFG CO
- DOHM/ICEBOX, LLC
- OLIVER MANUFACTURING CO
- SPARTON
- SURREY SATELLITE TECHNOLOGY US LLC
- YUMBANA



SUCCESS STORY

Custom Microwave, Inc.



CUSTOM MICROWAVE, INC. ENJOYS ASTRONOMICAL GROWTH AFTER RE-FOCUSING THEIR EFFORTS AND PLANTING A FIRM NEW FOUNDATION

ABOUT Custom Microwave, Inc. was founded by Emory Horvath in 1965 in Florida. In 1971, CMi relocated to Colorado and spent the better part of the past 40 years building high performance radio frequency components and antennae feeds for commercial projects, space exploration, and the military. Today, they hold the largest share of the market in the United States and are able to offer services in every step of the process from design and manufacturing to high level testing of key satellite components. CMi's antennae feeds, for example, are located on over 200 satellites currently in orbit and are crucial to the transmission of data and images from the far reaches of the galaxy, including recent photos from Pluto transmitted from the New Horizons probe.

THE CHALLENGE Thanks to their expansion and ingenuity, Custom Microwave has seen exponential growth over the past decade. And, while that growth is exciting and inspires them to continue expanding, CMi also realized that they would eventually need to take a step back, reevaluate, reassess, and establish a firm foundation before any further growth would be possible. As CMi president Clency Lee-Yow says, "a small company can make do with simple processes. As you grow, you need to change --fundamentally."

THE SOLUTION In 2009, Custom Microwave received instruction in Lean, Visual Process Mapping, and 5S. Over time, however, they felt the effects of the training start to fade as they slipped back into old habits. When CMi decided to re-invest in their future and build a new foundation, they knew immediately that they needed to contact Manufacturer's Edge. This time they wanted something they knew would stick--something that they would adhere to permanently. Thus, a unique arrangement was made whereby Manufacturer's Edge has been effectively embedded within the organization in order to provide in-depth, hands-on training, implementation, and policy deployment. Together, they have crafted a focused mission statement, an ambitious 2020 vision, a competitive strategy, specific core goals, and detailed 1-year and 5-year action plans. One of the main goals of their 5-year plan is to start designing and building complete antenna systems. As evidence of their hard work and diligence, CMi can already report that in the first month of the first year of their 5-year plan, they are well on their way having just won their first bid on an antenna system for January 2016 with a second expected for June.

"As we go through this journey, there will be a lot of ups and downs and we'll need to fall back on our core values. Tom Bugnitz and Manufacturer's Edge have been instrumental in helping us craft a foundation for growth."

– CLENCY LEE-YOW,
PRESIDENT

RESULTS



10

Jobs Created



\$5M

Retained Sales



\$200,000

Cost Savings



\$1M

Increased Sales

