



Growing Montana's Economy
by Helping Manufacturers Succeed

Growth, Innovation & Sustainability

Since 1996

Small Business Webinar 2-6-25

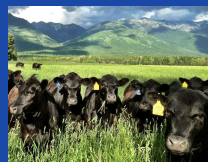


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What is Manufacturing?

Manufacturing is when you add value to something physical, that was grown, mined, or previously manufactured.

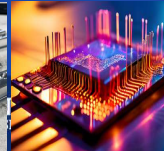


↓
Manufacturing

Value Added Ag

Value Added Forestry

Value Added Mining



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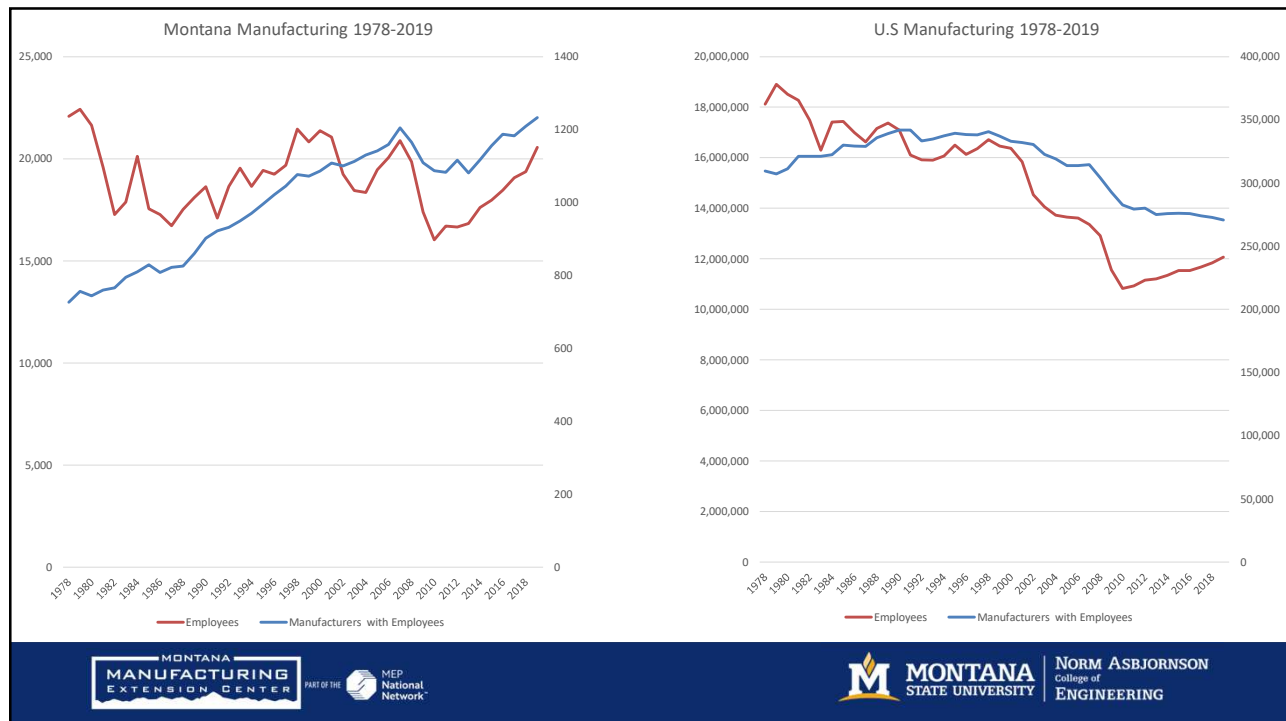
Why Is Manufacturing Important?

- According to UM Bureau of Business and Economic Research...In Montana, every manufacturing job creates 2.63 additional non-manufacturing jobs in the community.



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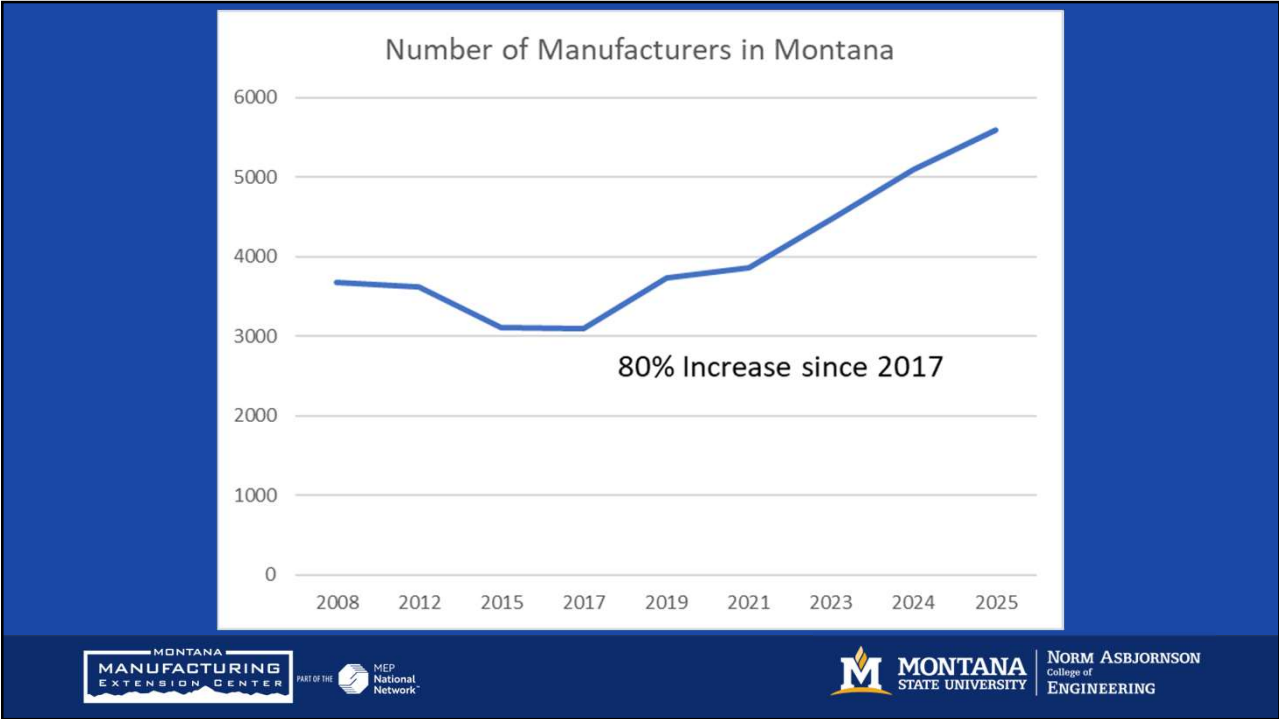
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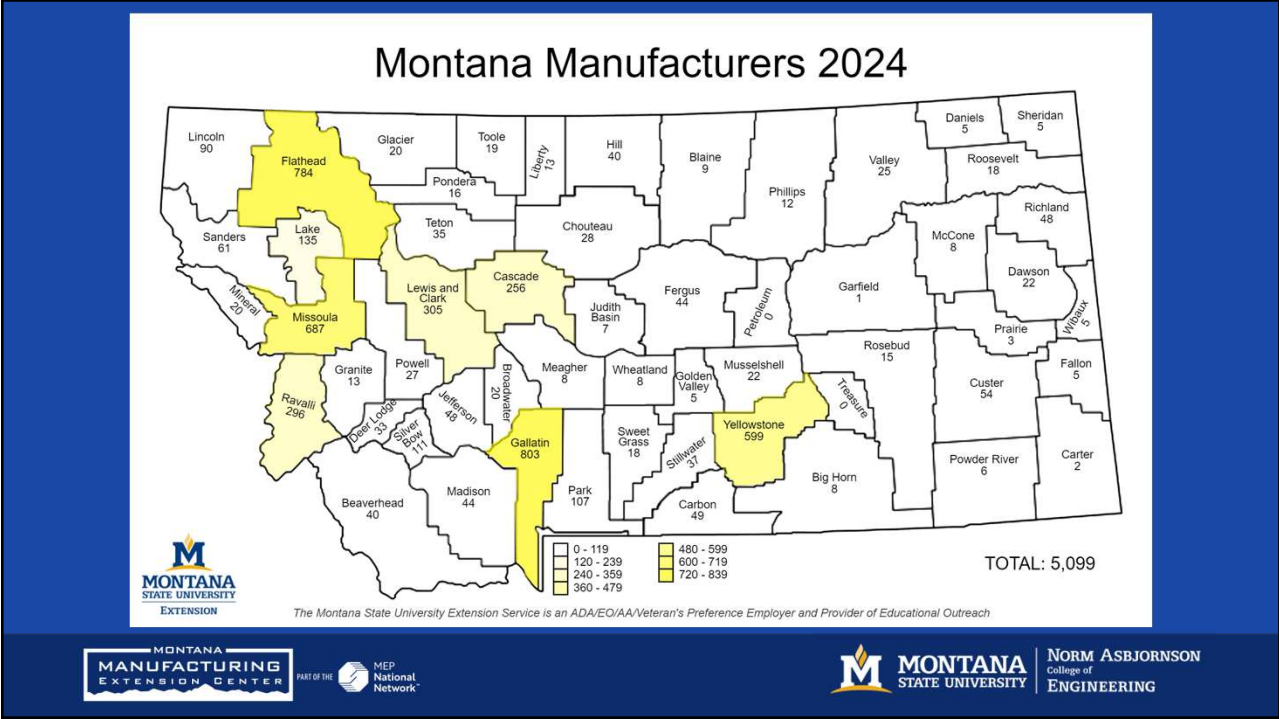
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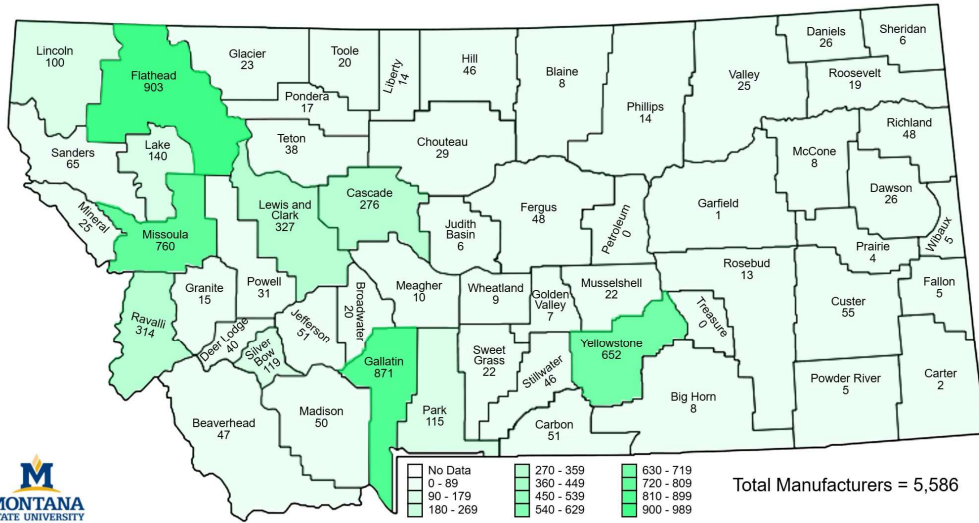


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Manufacturers in Montana 2025



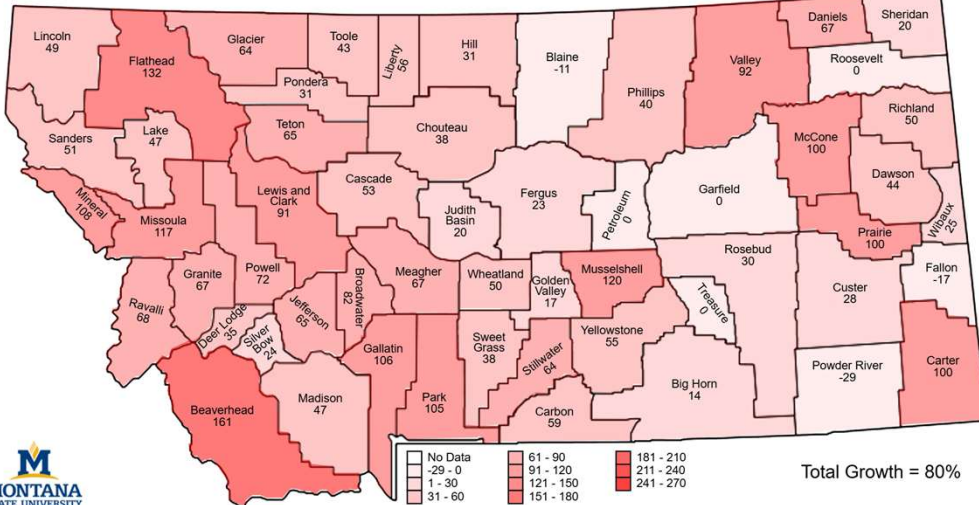
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% Growth of Number of Manufacturers 2017-2025

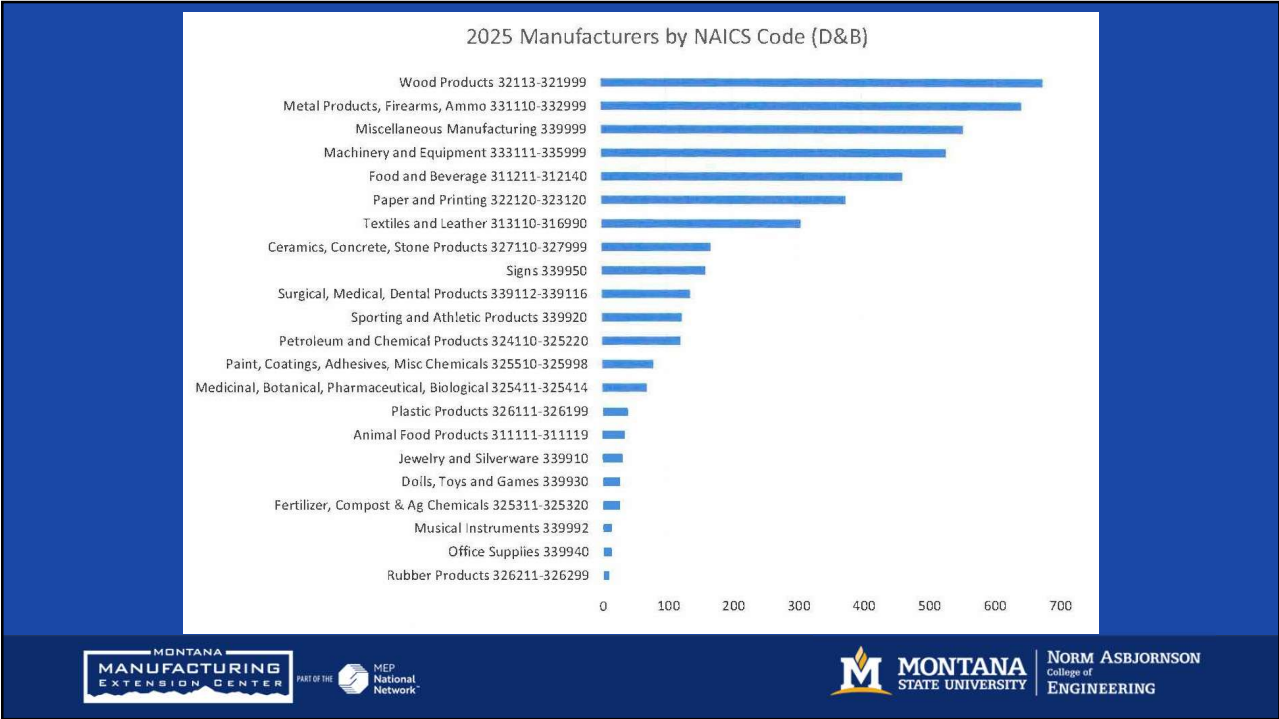


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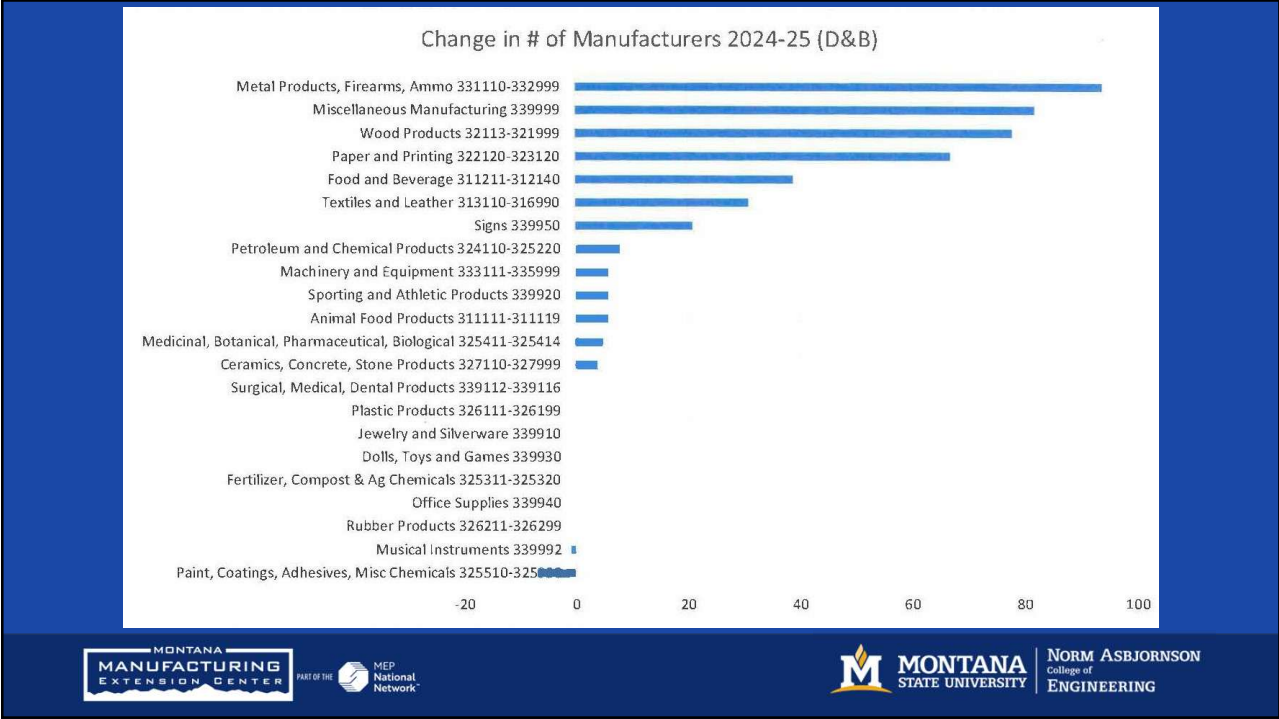


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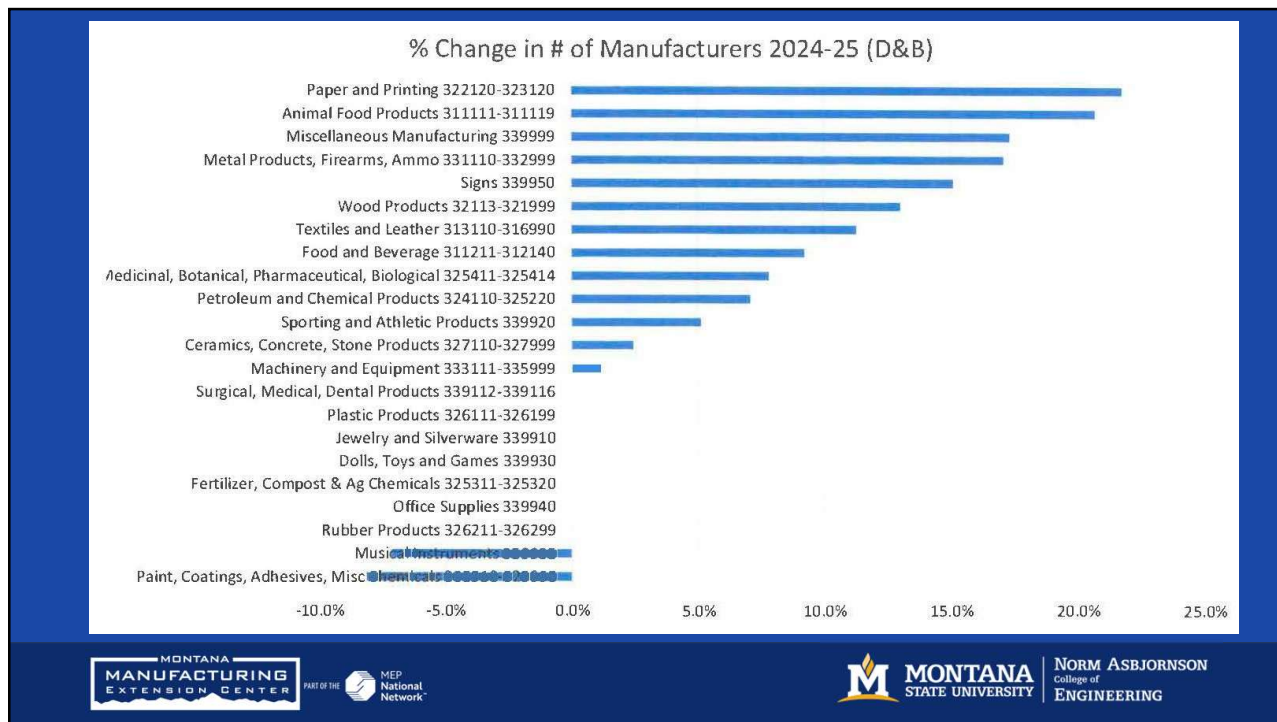
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MMEC Business Advisors - 2025


Missoula
Steve Dybdal




Kalispell
Rich Turner




Great Falls
Carolyn Kelman




Sidney
Shay Steinbeisser
Automation Engineer




Butte
Brian Sullivan




Helena
Claude Smith
Food and Process Specialist




Billings
Lane Gobbs





Bozeman
Alistair Stewart





Jeff Peterson
Supply Chain Project Manager



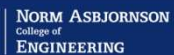
Find bios at
<https://www.montana.edu/mmec/about/expertise.html>

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MMEC Typical Services

- Feasibility Studies
- Market Research
- Start-ups
- Strategic Planning
- Financing, Grant Assistance
- Product Development, Commercialization, Engineering
- Supply Chain Development and Optimization
- Process Efficiencies (Lean, TOC, Six Sigma)
- Quality Management Systems (ISO9001, AS9100, ISO13485, etc.)
- Technology Implementation (Automation, Smart Manufacturing, Industry 4.0)
- Worker Safety, Food Safety, Environmental Compliance, Energy Use Reduction



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MMEC Typical Services Continued

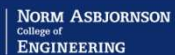
- Workforce Development
 - Front Line Technical Training
 - Training Program Development (Smart Talent)
 - Supervisory Skills
 - Leadership Development
 - Internships
 - Apprenticeships
- Managerial Accounting
- Cybersecurity compliance including CMMC
- Exporting/Importing Assistance
- Getting your product into DoD
- Business Valuation and Transition Assistance



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Montana Manufacturing Trends/Challenges

- Transportation will always be an issue in Montana
- Supply chain risk is high in Montana
- Workforce shortages are expected for many years to come in Montana and US
- Montana is behind in terms of automation
- Food and Beverage Industry is growing in Montana and US
- Firearms, Ammo, and DoD business is growing
- Photonics and Quantum industry is growing
- Montana has vast natural resources that are not being processed or manufactured in Montana



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Possible Solutions

- Workforce
 - Become more efficient
 - Cross training
 - Automate unpleasant tasks
 - Higher pay – must be more efficient
 - Career ladders – increases retention
 - High School/Higher Ed partnerships
 - Internships/Work Based Learning
 - Apprenticeships – increases retention
 - In-house childcare
 - Housing Allowances



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Possible Solutions Continued

- Supply Chain
 - Map supply chain including lower tiers
 - Calculate Cost of Ownership with each supplier
 - Hold suppliers accountable
 - Partner with suppliers
 - Look for opportunities to reduce shipping costs, duplicate suppliers
 - Develop buying groups
 - Develop shipping groups



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Questions?

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