



Appalachian Partnership for Economic Growth

May 28, 2015

State Director
Ohio Manufacturing Extension Partnership
Office of Small Business and Entrepreneurship
77 South High Street, PO Box 1001
Columbus, Ohio 43215

RE: MEP Letter of Intent

Dear State Director,

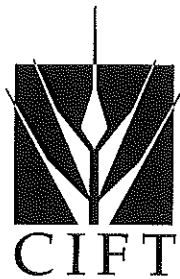
This serves as a Letter of Intent for Appalachian Partnership for Economic Growth, LLC, (APEG) to respond to the Request for Proposals (RFP) published by Ohio Development Services Agency (ODSA) for the Ohio Manufacturing Extension Partnership (MEP) Program for Program Years 2017-2021. The information required by Appendix A of the RFP follows:

Lead Applicant:	Appalachian Partnership for Economic Growth, LLC
Address:	35 Public Square, PO Box 456, Nelsonville, Ohio 45764
Phone Number:	(740) 753-5359
Contact Person:	John Molinaro, President and CEO
Contact E-mail:	jmolinaro@apeg.com
Region to be Served:	Southeast Ohio
Proposed Partners:	JobsOhio and possibly others to be named
Estimated Federal Funds Request:	\$549,667 (per year for all five program years)
Estimated State Funds Request:	\$300,000 in year one, increasing in subsequent years as additional program revenues support match needed for a larger funding request.
Estimated Cash Cost Share:	\$300,000 in year one, increasing in subsequent years as additional program revenues are generated to match state funds.
Estimated In-Kind Services	\$0 in year one, to be determined in subsequent years.

Our understanding is that this letter of intent is non-binding. We are continuing to evaluate the RFP to determine if it is possible for APEG to successfully implement a MEP program in the reduced Southeast Ohio service region while meeting certain new requirements in the RFP. We look forward to the opportunity to discuss our understanding of these requirements with ODSA representatives during the proposal preparation period.

Sincerely,


John Molinaro
President and CEO



Center for Innovative Food Technology

5555 Airport Hwy., Ste. 100 • Toledo, Ohio 43615-7320

May 31, 2016

The Ohio Development Services Agency
Office of Small Business and Entrepreneurship
77 South High Street, 28th Floor
Columbus, Ohio 43215

Subj: Ohio Manufacturing Extension Partnership Program, Request for Proposals

Dear Sirs;

I am writing this letter to express the intention of CIFT, Toledo, Ohio, to submit a proposal in response to the Request for Proposals for the Ohio Manufacturing Partnership Program that was recently issued. CIFT will prepare and submit a proposal to continue in its role as the Lead Applicant for the Northwest Ohio region.

CIFT and its partners from within the region will prepare a plan that will continue to support the goals of the program to increase revenue, create jobs, and generate cost savings for Ohio's manufacturing businesses through technological innovation and improved management practices.

As Chief Executive Officer, I, with the enthusiastic support of the CIFT Governing Board, am the individual who is authorized to make this commitment on behalf of CIFT, and will be responsible for the submission of a proposal that closely supports the objectives and goals of the Ohio Manufacturing Partnership, and the Ohio Development Services Agency.

Sincerely,

Dave Beck
President and Chief Executive
CIFT



June 1, 2016

Ohio Development Services Agency - Office of Technology Investments
77 South High Street
Columbus, Ohio 43215

RE: Ohio Manufacturing Extension Partnership Program - 2016 Request for Proposals

Dear ODSA Representative:

FASTLANE-Manufacturing Extension Partnership organization (FASTLANE) as part of the University of Dayton Research Institute (UDRI) submits this Letter-of-Intent to the Ohio Development Services Agency (ODSA) to provide notification of our intent to submit a formal proposal in response to ODSA's FY-2017 RFP process, which represents year-one of the five-year period of performance (Oct. 1, 2016 – Sep.30, 2021). Our FASTLANE proposal will be submitted to cover the 'West Central Ohio region'.

Proposal parameters:

- Lead Applicant: FASTLANE-MEP / University of Dayton Research Institute
- Address: 300 College Park; Dayton, OH 45469-0104
- Project Director: Phil Ratermann; phil.ratermann@udri.udayton.edu
- Grant Administrator: Marianne Shreck; marianne.shreck@udri.udayton.edu
- Project Title: State-of-Ohio MEP Program RFP for FY-2017
- Targeted Base Funds Request: ~\$1,600,000 (annual amount)
comprised of annual Federal Funds = \$699,576 + State funds ~\$900,000
- Projected Annual Cost Share: > \$1,000,000 (cash)
- Add'l. Special Project Funds: \$500,000 for Tech-Hub program (Airbus)
- Potential Partners: Dayton Regional Manufactures Association and Sinclair Community College
- Period of Performance: October1, 2016 – September 30, 2021 (5 years renewable annually)

FASTLANE expects to continue to support the mission of Ohio-MEP by providing exceptional services to manufacturing firms in our region that:

- Enhance the competitiveness of Ohio manufacturers, with particular focus on small and medium-sized companies
- Serve as a voice to and for manufacturing and manufacturers in engaging policy makers, stakeholders, and clients
- Support national, state, and regional manufacturing partnerships
- Develop MEP's capabilities both within Ohio and the national network of Centers as a learning organization and high performance system.

FASTLANE looks forward to continuing to work with Ohio MEP to create even higher significant impact on job growth and retention in our region and serve as the core network for the Dayton manufacturing community, further creating value for manufacturers of all sizes.

Sincerely,

Institutional Approval



Philip A. Ratermann
Director of FASTLANE



Claudette M. Groeber
Director, Contract & Grants/
Authorized Representative



Ethan Karp
President & CEO

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Joseph D. Roman
Greater Cleveland Partnership

Jack H. Schron, Jr.
Jergens, Inc.

Steven Senkfor

Jeffrey C. Sinclair
University of Michigan

James A. Sternweis
Eaton Corporation

John F. Turben
Kirtland Capital Partners

June 1, 2016

State Director
Ohio Manufacturing Extension Partnership
77 South High Street
P.O. Box 1001
Columbus, Ohio 43216-1001

LETTER OF INTENT

1. Name and Address of Lead Applicant: MAGNET: The Manufacturing Advocacy and Growth Network
1768 East 25th Street, Cleveland, OH 44114
2. Primary Contact Person: Matthew Fieldman
Title: Vice President for External Affairs
3. Contact Phone #: (216) 302-4760, Fax #: (216) 579-9225
4. E-mail Address: matthew.fieldman@magnetnetwork.org
5. Regions Served: Northeast Ohio Upper and Lower
6. Proposed Partners: See next page.
7. Federal Funds Requested: Upper = \$924,440; Lower = \$924,440. Total = \$1,848,880.
8. State Funds Requested (1.5 times federal funds requested): Upper = \$1,386,660; Lower = \$1,386,660. Total = \$2,773,320. Additionally, requesting 10% special projects funding = \$138,666 per region. Total = \$3,050,652.
9. Cash Cost Share: Upper = \$1,251,660; Lower = \$1,251,660. Total = \$2,503,320. Additionally, cash cost share for special projects funding = \$138,666 per region. Total = \$2,780,652.
10. Donated Services: \$270,000.
11. Summary of Project: See next page.

MAGNET: The Manufacturing Advocacy and Growth Network – Letter of Intent

Proposed Partners Include:

- **Outreach and Local Partners:** Medina County Economic Development, Team Lorain County, City of Mentor, Tuscarawas County Economic Development, Wayne Economic Development Council, Geauga County Department of Community and Economic Development, Norwalk Economic Development Corporation, Canton Regional Chamber of Commerce, Greater Cleveland Partnership, Erie Economic Development, Growth Partnership for Ashtabula County, Ashland County Economic Development, Youngstown/Warren Regional Chamber, Conexus
- **Philanthropic Partners:** Cleveland Foundation, Fund for Our Economic Future
- **Community Action Agencies:** Cleveland Engineering Society, Women in Manufacturing, Conexus
- **Technical Partners:** Youngstown Business Incubator, JumpStart, NASA, WIRE-Net
- **Educational Institutions:** Stark State Community College, North Central State College, Case Western Reserve University, Cuyahoga Community College, Lorain County Community College, Lakeland Community College, Youngstown State University, Ohio State University, Cleveland State University
- **JobsOhio/WIB:** Team NEO, OhioMeansJobs|Cleveland-Cuyahoga County

Project Summary

MAGNET: The Manufacturing Advocacy and Growth Network proposes to execute the Manufacturing Extension Partnership for all of Northeast Ohio (both upper and lower regions). Since 1984, MAGNET has helped small manufacturers increase their revenue, create jobs, and compete more effectively through technological innovation and improved management practices. As a result, MAGNET has built strong relationships with NIST, NASA, the White House, and other federal agencies, including hosting an official Presidential visit in March 2015.

For 2016 and beyond, MAGNET will lower the barriers for small manufacturers – especially those located in rural regions, or owned by minorities or women – to adopt best practices in innovation, continuous improvement, and more; partner with experts in exporting, to offer this service across the region; assist manufacturers with adopting digital manufacturing technologies; and rejuvenate existing products. Through these efforts, MAGNET will improve the competitive position of Ohio's SMMEs, promote job opportunities within the workforce system, bring cutting-edge technology from federal labs into the industry, and build an even more robust affiliate network of subject matter experts to assist SMMEs. In close coordination with One Ohio MEP, MAGNET will build on its 30-plus year history to offer the broad and deep technical services across three regions in the State.

Thank you for your consideration.

Sincerely,



Ethan S. Karp
President and CEO



Letter of Intent to Submit a Proposal for the Ohio Manufacturing Extension Partnership Program (MEP)

May 19, 2016

Lead Applicant: Ohio Energy and Advanced Manufacturing Center, Inc. (OEAMC)

Point of Contact: Judith M. Cowan, President and CEO
Ohio Energy and Advanced Manufacturing Center, Inc.
1220 South Main Street
Lima, OH 45804-2047
567-940-9919 office
419-230-7897 cell
www.oeamc.org
jcowan@oeamc.com

The OEAMC is an existing regional 501(c)(6) non-profit organization committed to assisting in the deployment of advanced manufacturing technologies.

In 2014, the OEAMC was named as one of twelve organizations in the United States to receive a grant from the United States Department of Commerce, Economic Development Administration (EDA) through its Regional Innovation Strategies Program (RIS). The funds were to assist the OEAMC in the establishment of a High Velocity Metal Forming (HVMF) Commercialization Center. In 2015, the OEAMC received an additional \$1.2 million from the United States Department of Defense to expand the size and scope of the HVMF Commercialization Center.

Since receiving the federal grants, the OEAMC has accumulated the necessary equipment from vendors in the United States and Germany that were required for us to now claim this facility as the largest High Velocity Metal Forming (HVMF) Commercialization Center in the country.

The primary goal of the HVMF Commercialization Center is to stimulate investment and promote opportunities to produce commercial products using this advanced manufacturing technology, especially by small-to-medium sized manufacturing enterprises (SME's).

The response to the creation of the HVMF Center has exceeded our expectations. The activities listed below have taken place within just the last two months:

- The HVMF Center Director and Technical Director met with a Project Manager from the Department of Energy (DOE) in Washington D. C. to discuss the capabilities of the HVMF Commercialization Center.

- The Connecticut Center for Advanced Technology (CCAT) included the OEAMC's HVMF Commercialization Center in a Proof of Concept paper they were submitting to the DOE entitled "Component Manufacturing to Support the Hydrogen and Fuel Cell Supply Chain".
- The OEAMC was named in the Ohio Capital Budget to receive \$400,000 for the purchase of additional machinery and equipment for the HVMF Commercialization Center.
- The EWI invited the OEAMC to partner in a Concept Paper entitled "Development and Demonstration of Magnetic Pulse Spot Welding for Assembling Sheet Metal Structures in Multi-Material Vehicles".
- The OEAMC has been approached by Philip Chizek, Director of Business Development and Member Relations for the Light Weight Innovations For Tomorrow (LIFT) American Lightweight Materials Manufacturing Innovations Institute (ALMMII) to discuss partnership opportunities. It is our intention to invite Mr. Chizek to the OEAMC for a demonstration of HVMF technology very soon.
- The business development manager from the Ohio Super Computer Center has reached out to the OEAMC about partnership opportunities. We are meeting in early June to discuss options.

Why is the commercialization of HVMF technology so important? The United States metal forming industry has lost its dominate position in the global economy. Our current system is based on the massive infrastructure that has been built for mass production. This served our country well throughout the late 19th and into the first half of the 20th century; but we have slowly lost our competitive advantage as mass production work, which requires a large labor force and is extremely cost sensitive, has been moved off shore to low-wage environments. If America is to regain market dominance in manufacturing, specifically metal forming, and we must break free of the mass production paradigm and create a new paradigm that is geared toward mass customization.

High Velocity Metal Forming (HVMF) offers a low cost method of forming metal that drastically reduces the capitalization impediments small innovative companies face when attempting to introduce a new product or process to the commercial market. We call it the "10-10-1 Rule" - HVMF metal forming requires only 10% of the cost, 10% of the floor space, and less than 1% of the energy is traditional metal forming processes.

It is our desire to share what we have learned with small-to-medium sized manufacturing enterprises (SME's) who would be interested in testing this technology to produce their existing parts. The OEAMC would provide access to our HVMF lab and work with the company through a gated process to test production capabilities of their specific parts utilizing HVMF technologies. Phase I would be Proof of Concept, Phase II a Feasibility Study and Phase III would be Prototype Trials. Assuming a company executes all three steps, and is interested in implementing this new technology into their company, the OEAMC will assist them in purchasing the right equipment, having installed and properly calibrated, and also in the training of their staff.

Sincerely,

Judith M Cowan
President and CEO



May 30, 2016

David Goodman
Director
The Ohio Development Services Agency
77 South High Street, 28th Floor
Columbus, OH 43215

RE: MEP Letter of Intent

Dear Mr. Goodman,

The Ohio State University is pleased to submit this letter of intent to submit a proposal in response to the Ohio Development Services Agency's request for proposals in support of the Ohio Manufacturing Extension Partnership (MEP) Program. Ohio State will propose the MEP@OSU, a collaborative program leveraging internal resources and external partners to support regional small and medium manufacturing entities (SMMEs) in an efficient and effective manner. MEP@OSU is well positioned to lead the MEP program supporting the Central Ohio region composed of Delaware, Fairfield, Fayette, Franklin, Hocking, Knox, Licking, Logan, Madison, Marion, Morrow, Perry, Pickaway, Ross and Union counties.

MEP@OSU will work with regional SMMEs to increase revenue, create jobs and generate cost savings for their organizations through technology innovation and improved management practices. MEP@OSU will have access to resources and facilities throughout Ohio State's six campuses, 15 colleges, 105 departments, and more than 220 centers and institutes in support of regional SMMEs. With initiatives such as Materials and Manufacturing for Sustainability, the Center for Operational Excellence, National Center for the Middle Market, Technology Entrepreneurship and Commercialization, Ohio Manufacturing Institute, the Center for Design and Manufacturing Excellence and others, MEP@OSU is well positioned to maximize the impact they have on regional SMMEs.

MEP@OSU will develop a comprehensive network of proactive affiliate partners in the Central Ohio capable of providing value-added services or products for the regional SMMEs. This network will include other non-profit colleges and universities, economic development agencies, incubators, trade organizations and advisory groups. It will also include for-profit entities which enable the growth of the regional SMMEs such as financial institutions, venture capital groups, angel investor groups, law firms, business advisory groups, engineering service firms and potential supply chain partners. This network, when coupled with Ohio State's resources, creates a powerful economic growth catalyst for the region that will be leveraged by MEP@OSU for its clients.

Ohio State will recruit a diverse and experienced Board of Advisors to ensure that the MEP@OSU program has the support of the regional thought and business leaders. MEP@OSU will work with other State of Ohio MEP partners to ensure that it actively contributes to the "One Ohio MEP" vision outlined by the State. This will include a formal partnering with

MAGNET and informal partnering with the other MEPs in the State of Ohio. These regional and statewide partnerships create a network of capabilities and resources that amplifies the impact any individual organization can have on Ohio's SMMEs.

To ensure maximum visibility and support of the MEP@OSU program, Ohio State has appointed a four-person leadership team to guide the efforts of the MEP@OSU initiative. This accomplished and diverse group include: Matt McNair, vice president of Economic and Corporate Engagement; Jay Sayre, PhD, assistant vice president for Materials and Manufacturing; Ned Hill, PhD, faculty affiliate for the Ohio Manufacturing Institute (OMI); and John Bair, executive director of the Center for Design and Manufacturing Excellence (CDME). The College of Engineering will administer the contract through CDME allowing client companies direct access to Ohio State researchers, equipment and facilities. This group, with MAGNET's support, will ensure the proper staff is identified and program designed to support NIST's key initiatives of continuous improvement, technology acceleration, supply chain optimization, sustainability and workforce development.

MEP@OSU, if selected as the Central Ohio regional affiliate of the ODSA MEP program, will work diligently from day one to ensure that SMMEs benefit from this program in a positive and quantifiable manner. We look forward to the proposal submission and development of a successful economic development program for the Central Ohio region and State of Ohio under the banner of MEP@OSU.

Sincerely,



David B. Williams, Ph.D., Sc.D.
Monte Ahuja Endowed Dean's Chair
Executive Dean of the Professional Colleges
Dean of the College of Engineering



May 31, 2016

State Director
Ohio Manufacturing Extension Partnership

Subject: MEP Letter of Intent

Dear Director

PolymerOhio Inc. is pleased to submit our letter of intent to participate in the Ohio Development Services Agency's RFP for the Manufacturing Extension Partnership affiliate program.

Lead Applicant: PolymerOhio Inc.

Address: 155 Commerce Park Drive Suite 8, Westerville, Ohio 43082

Phone: 614-776-5720

Contact: Bruce Fawcett

Email: bfawcett@polymerohio.org

Region: Central Ohio

Proposed Partners: Ohio BioProducts Innovation Center (OBIC/OSU), Otterbein University, Career & Technical Education Center (Newark), Tri-Rivers Career Center (Marion), Columbus State Community College, Pickaway-Ross Career & Technology Center

Federal Funds: \$499,697

State Funds: \$599,697

Cost Share Cash: \$599,697

Cost Share In-Kind: \$0

Program Summary

We have had the privilege to serve as the state's Central Ohio MEP affiliate for the last several years. The learnings, experience and relationships we have gained provides us with a solid foundation to build upon our successes and to expand the impact of the MEP program for Central Ohio's manufacturing community.

Through a balanced portfolio of internal resources, partners and external third-party resources we will continue to offer a wide range a services including operational excellence, process optimization, market assessments, design and advance manufacturing services including digital simulation and additive processes.

In addition to our “core” offerings, our approach has been to identify and develop innovative programs and services that meet the needs of our clients and are not available in the market. For example, with workforce as a major concern at all our manufacturing clients, we developed our innovative employee placement program for “Restored Citizens” that has now been expanded to include veterans. In addition, our partnership with OBIC enables us to offer leading edge technologies in sustainability, waste reduction and bio-based products, including polymers.

New features of the program will include partnering with Otterbein University at their Advanced Manufacturing Innovation Center. The partnership will enable us to offer expanded services that utilize the resources of the university including faculty and students and the prototyping assets in the innovation center. Not only will this center be a high profile manufacturing resource ecosystem and a training center but also be a development center for small manufacturers and entrepreneurs with the region.

We recognize the need to have an aggressive outreach program to build awareness of the MEP program within all of our targeted audience. We will continue our successful digital content marketing program, business development activities and we will be expanding our outreach through partnerships with a selected portfolio of the region’s educational institutions.

The polymer industry (plastics, elastomers, rubber and coating) is a major component of Ohio’s manufacturing GDP and Ohio leads the nation in employment within this sector. PolymerOhio has been a resource for this industry over the past 15 years and will continue to support this key segment under the MEP program.

Our program is managed and executed by a team of seasoned manufacturing engineers, business leaders and experienced technical consultants. Our customer facing personnel are experienced manufacturing resources, giving us an edge in defining needs and delivering results.

Thank you for the opportunity to participate in this RFP for the Ohio Manufacturing Extension Partnership affiliate program.

Regards



Bruce Fawcett
Executive Director

155 Commerce Park Drive, Suite 8
Westerville, Ohio 43082
www.polymerohio.org

May 27, 2016

State Director
 Ohio Manufacturing Extension Partnership
 77 South High Street
 Columbus, Ohio 43215

RE: MEP Letter of Intent

Dear State Director:

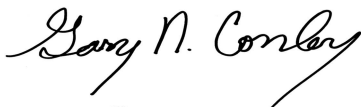
The following information is provided as TechSolve's Letter of Intent in response to the Ohio Development Services Agency's May 16, 2016 Request For Proposal for the Ohio Manufacturing Extension Partnership Program, Program Years 2017-2021.

Lead Applicant:	TechSolve, Inc. 6705 Steger Drive, Cincinnati, Ohio 45237 (513) 948-2000 Contact: Gary Conley Email: conley@techsolve.org
Region To Be Served:	Southwest Ohio
Proposed Partners:	<ul style="list-style-type: none"> ▪ University of Cincinnati ▪ Partners for a Competitive Workforce ▪ Sinclair Community College ▪ Cincinnati State Technical and Community College ▪ First Batch ▪ Port of Greater Cincinnati Development Authority
Federal Funds To Be Requested:	\$899,455
State Funds To Be Requested (estimated):	\$1,349,183
Additional 10% Creative, High-Value Project:	\$224,864
Total Cost Share (estimated):	\$1,574,047
Cash Cost Share (estimated):	\$1,416,642
Donated (In-Kind) Services (estimated):	\$157,405

SUMMARY OF PROPOSED PROJECT

TechSolve proposes to provide, directly or indirectly through collaboration with Partners and Subcontractors, services in the Southwest Ohio Region that fulfill the goals of the Ohio MEP Program for 2017-2021 to increase revenue, create jobs, and generate cost savings for Ohio's manufacturing businesses. This will be accomplished by delivering services that:

- a. Lower the barriers for small and mid-sized manufacturing enterprises (SMMEs) to:
 - I. Learn and implement cutting edge process innovation and continuous improvement through provision of Lean process improvement and quality services by TechSolve staff.
 - II. Export by partnering with export promotion organizations including the Cincinnati US Export Assistance Center, REDI Cincinnati, and the Port of Greater Cincinnati Development Authority.
 - III. Adopt digital manufacturing technologies through provision of services by TechSolve staff.
 - IV. Adopt technologies that rejuvenate existing products through direct services by TechSolve staff and collaboration with the University of Cincinnati, other Ohio universities and colleges, NASA Glenn, US Airforce Research Laboratories, Cincinnati US EPA Andrew W. Breidenbach Environmental Research Center.
- b. Improve the competitive position of Ohio's SMMEs in domestic supply chains of major original equipment manufacturers (OEMs) through provision of supplier development and supply chain optimization services by TechSolve staff and collaboration with OEMs supplied by Ohio SMMEs.
- c. Promote job opportunities by supporting internships and cooperative education, and serving as a voice for industry to the workforce system through joint programs and collaboration with the Greater Cincinnati Chamber of Commerce, Partners for a Competitive Workforce, REDI Cincinnati, University of Cincinnati, Sinclair and Cincinnati State Community Colleges.
- d. Support SMMEs located in disadvantaged regions rural and inner-city Ohio regions through outreach and service provision by TechSolve staff and collaboration with the numerous regional public and private organizations serving these communities.
- e. Support minority-owned and woman-owned enterprises through direct outreach and service provision by TechSolve staff and collaboration with regional and local governmental entities, Chambers of Commerce (including ethnic chambers) and other organizations serving these enterprises.
- f. Collaborate with federal laboratories and other sources of technology-based innovation to encourage technology-push product development including NASA Glenn, US Airforce Research Laboratories, Cincinnati US EPA Andrew W. Breidenbach Environmental Research Center.
- g. Build competitive, high value-added industry clusters through networking with the other Ohio MEP Affiliates that have specialized knowledge in those industries and collaborating with REDI Cincinnati and other Southwest Ohio organizations supporting cluster-based strategies.



Gary N. Conley
President