



**MAGNET**  
Manufacturing Advocacy & Growth Network

**Ohio**

**Manufacturing  
Extension Partnership**

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President & CEO

June 5, 2017

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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 25<sup>th</sup> 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: Southeast Ohio Subregion 2
6. Proposed Partners: See next page.
7. Federal Funds Requested: \$423,55.
8. State Funds Requested: \$635,033; Total of \$1,058,388
9. Cash Cost Share: \$952,549
10. Donated Services: \$105,838
11. Summary of Project: See next page.

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

Proposed Partners Include:

- **Outreach and Local Partners:** Southeastern Ohio Port Authority; JEDIA: Joint Economic Development Initiative of Southern Ohio; APEG: Appalachian Partnership for Economic Growth; Ohio Economic Development Association; Athens County Economic Development; Economic Development Alliance
- **Technical Partners:** Youngstown Business Incubator, America Makes, NASA Glenn Research Center
- **Educational Institutions:** Muskingum University; Ohio University; Marietta College; Kent State University – Tuscarawas; Ohio Southern University

### **Project Summary**

MAGNET: The Manufacturing Advocacy and Growth Network proposes to execute the Manufacturing Extension Partnership for Subregion 2 of Southeastern Ohio. Since 1984, MAGNET has helped Ohio's 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. MAGNET currently serves the 21 counties of Northeast Ohio, and serving this subregion would increase the organization's footprint by an additional eight counties.

For 2017 and beyond, MAGNET will lower the barriers for Southeastern Ohio's 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 manufacturing companies, 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 Ohio MEP, MAGNET will build on its 30-plus year history to offer the broad and deep technical services across Southeastern Ohio.

Thank you for your consideration.

Sincerely,



Ethan S. Karp  
President and CEO