



IEDC 2018 Economic Future Forum

June 25, 2018



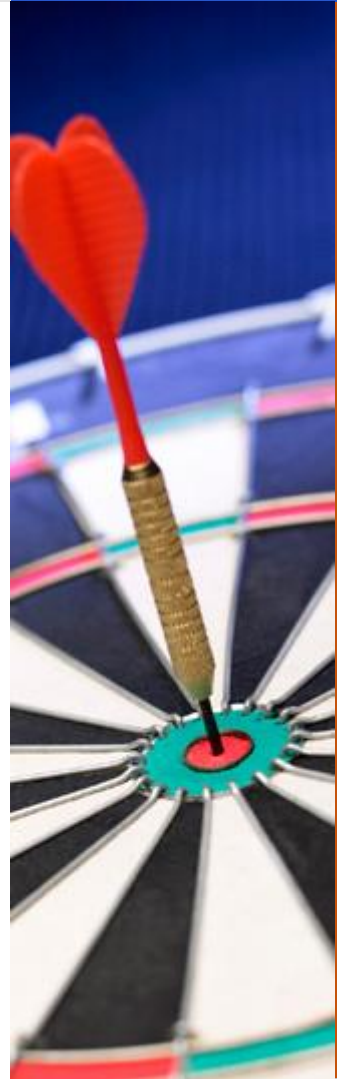
Insyte's Background

- Non-profit consulting company
 - Manufacturing process improvement
 - Entrepreneurial support
- Founded in 1982
- 11 employees
- Serving the five counties of WNY:
Erie, Niagara, Chautauqua,
Cattaraugus & Allegany
- Partially funded by Federal and State
government through MEP Program

Impact Results

- Over \$2.5 billion in Economic Impact *
 - \$1.5B+ in New or Retained Sales
 - \$125M+ in Cost Savings or Avoidance
 - \$360M+ in New Investments
- Over 12,000 Jobs Created or Saved
 - Equates to 19% of direct mfg jobs in WNY
- Top MEP Performer Nationwide
 - Avg Impact per Federal dollar 2013-2017

* Source: Government-funded, quarterly independent surveys of our clients FY 2000-2017



“Different” Initiatives

- Buffalo Manufacturing Works
 - Incumbent manufacturers’ competitiveness
 - Roadmapping and SHIFT
- 43North
 - \$5 million business plan competition
 - Awakening entrepreneurial spirit
- Northland Workforce Training
 - Holistic, Industry-driven approach
 - Wrap-around services & support

