



# Manufacturing MATTERS

**2024 Annual Report**



**KANSAS  
MANUFACTURING  
SOLUTIONS**

*Trusted Advisors for Growth*



## KANSAS IS A MANUFACTURING STATE.

We know this because we have been in the trenches with Kansas manufacturers trying to hang on to their employees and their businesses, as well as manufacturers who were overwhelmed with a tidal wave of unexpected new orders. We felt the pain of the pandemic experience with them. And now, we are here: An evolution in Kansas manufacturing is taking place.

Benjamin Franklin said, "Out of adversity comes opportunity."

We will continue to work diligently for Kansas manufacturers because we are passionate about this work, the Kansas manufacturing industry, and every manufacturing business and its unique contribution to our state.

**Kansas Manufacturing Solutions (KMS)** operates through a cooperative agreement with the **Hollings Manufacturing Extension Partnership (MEP) Program of the National Institute of Standards and Technology (NIST)** under the U.S. Department of Commerce. The goal of the **NIST MEP program** is to strengthen U.S. supply chains and transfer technology and expertise to small and medium-sized manufacturers.

As a public-private partnership, the MEP program delivers a high return on investment to taxpayers. **For every one dollar of federal investment in FY 2024, the MEP National Network generated \$35.80 in new sales growth and \$40.50 in new client investment.**

We are proud of the work we do and look forward to continuing to help guide the manufacturing evolution in Kansas.



Tiffany Stovall, CEO



# KMS

## Who We Are

Each state has one Manufacturing Extension Partnership, or MEP Center. **KMS** has proudly served as the Kansas MEP for almost 35 years.

### MISSION

To bring advanced manufacturing solutions and innovation to Kansas manufacturers.

### VISION

To create dynamic, agile and competitive Kansas manufacturers.

**KMS** consults with manufacturers across the State of Kansas, leveraging our expertise to improve their competitiveness and overall performance. By facilitating these enhancements, we empower manufacturers to thrive, driving economic growth and fostering a robust industrial ecosystem that benefits local and state economies. As part of the National Institute of Science & Technology Manufacturing Extension Partnership (NIST MEP), our purpose is to help small to medium-sized Kansas manufacturers sustain and grow their businesses.

Visit our website  
and meet our team



# KMS Board of Directors

**Rob Rogers | Chair** President, MidState Aerospace  
Olathe, KS

**Ethan Eck** Owner, Eck Fabrications LLC  
Kingman, KS

**Cynthia Enright** Partner, iValution  
Lenexa, KS

**Gary Goodnight** Plant Controller, Tank Connection  
Parsons, KS

**Ed Honesty, Jr.** Retired President, Best Harvest Bakeries  
Kansas City, KS

**Joshua Jefferson** Deputy Secretary for Business Development,  
Kansas Department of Commerce  
Topeka, KS

**Paula Landoll-Smith** Director of Marketing, Landoll Company  
Marysville, KS

**Jake West** Chief Financial Officer, Winged Plains  
Great Bend, KS | KC Metro



**BIOKANSAS**



## Our Partners

**SubRecipient Accounts (SRAs)** are partners chosen by KMS to collaborate and assist the state’s small to medium-sized manufacturers with their economic development activities, creating growth in the manufacturing industry in Kansas. We are proud to work with the following SRAs.

### BioKansas

The BioKansas mission is to promote the growth, success and richness of the biosciences in the state of Kansas through business solutions, educational opportunities and effective advocacy.



### Hutchinson Community College

Hutchinson Community College has provided quality, affordable education for thousands of students for over 95 years. HutchCC has evolved from a traditional junior college to a full-service community college and serves nearly 5,000 credit students every semester.



### Kansas Chamber

The Kansas Chamber aims to help Kansas be a preferred place, nationally and internationally, where dynamic business leaders choose to invest, innovate and live, thus creating opportunities and prosperity for all Kansans. The organization continually strives to improve the economic climate for the benefit of every business and citizen and to safeguard our system of free, competitive enterprise.



### Wyandotte Economic Development Council

Wyandotte Economic Development Council’s (WYEDC’s) mission is to promote and strengthen Wyandotte County’s economy through innovative approaches to programs, partnerships, incentives and leadership in industrial, residential, office and retail markets. Their approach to economic development is all-encompassing because they know that when everyone in the community is supported and given opportunities, we will rise together. That’s the DOTTE way — and it’s working.





# Our Kansas Manufacturing Networks

KMS operates two manufacturing networking associations. These organizations are coalitions of manufacturers led by manufacturers.



Founded in 1996, **KCMN** is Kansas City's Premier Manufacturing Network. Manufacturing members are dedicated to helping industry professionals connect, learn and grow through networking, education and sharing best practices.



**CKMN** is the peer association of Kansas City Manufacturing Network. This network was founded in 2021 at the request of a group of manufacturers in central Kansas that wanted an organization like KCMN in the region. CKMN's objective is to close the gap and be a resource for the manufacturing industry's growth in central Kansas.

**Emerging Leaders** is a leadership development program exclusively for employees of **KCMN** and **CKMN** member companies. Our goal is to create opportunities for those who want to:

- Improve leadership, management and communication skills
- Learn applicable, practical strategies for career growth and success
- Connect with others with similar goals

In **2024**, we had **172+ unique individual enrollments** from **20 companies**.

**Network subgroups** are offered for both **KCMN** and **CKMN**, connecting manufacturing employees with others in similar roles in member organizations to share best practices, solve problems and learn from each other.

- Human Resources/Workforce
- Continuous Improvement
- Supply Chain



# What We Do

## KMS is the dedicated resource for Kansas Manufacturing.

We provide solutions and services in the following areas.

- **People:** Recruitment/Retention, HR Solutions, Training and Development, Workplace Culture Evolution and Sustainability
- **Process:** Continuous Improvement, Lead/Six Sigma, Quality Management, Compliance, Sustainability
- **Operations:** Strategy Planning, Leadership Coaching, Supervisory Training, Supply Chain Optimization, Sales/Marketing

## Our Programs & Solutions Services



**Agile** is a customized strategic planning solution that provides a roadmap to future growth. Built-in flexibility scenarios help navigate changing conditions that impact manufacturers' business.



**CONNEX KS** is a cloud-based, industry-designed software platform that connects manufacturers in a searchable database, allowing them to quickly post and respond to sourcing needs and discover new business opportunities.



**Kansas Manufacturing CyberShield** is a comprehensive, end-to-end solution designed to safeguard manufacturing operations, comprising industry experts in their respective cybersecurity fields. Of ransomware attacks in 2024, 71% targeted manufacturers, so the need for this service is pressing.



**Evolving Company Culture** is a groundbreaking program designed to revolutionize company culture and create a positive and productive environment that retains and attracts top talent.



**The Kansas City FAME Chapter** is a grassroots, employer-driven program focused on developing highly skilled Advanced Manufacturing Technicians (AMTs). The Kansas City FAME Chapter has been founded by key local employers and community partners. This program is designed to create a pipeline of highly trained individuals who can transition to full-time employment upon graduation.



# Our Events



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**KMS holds events to serve our manufacturers and provide opportunities to learn and network.**

Webinars	11
Lunch & Learns	2
Networking	15
Conferences	2
Total 2024 events	30

## Career Pathways Student Tours in Partnership with Wyandotte Economic Development Council

These tours began in 2022 as an initiative to introduce high-wage career opportunities in manufacturing to Wyandotte County students. The tours showcase great employers and demonstrate that not all high-wage careers require a college degree. The tour days are packed with a tour in the morning, lunch, then a tour of Kansas City Kansas Community College — including a \$500 scholarship drawing — followed by another business tour in the afternoon.

16

tours in 2024

- \$8,000 in scholarships awarded
- 344 students attended tours
- 25 businesses showcased
- 21 showcased businesses were manufacturers

## Midwest DoD Virtual Suppliers Conference 2024

In partnership with the U.S. Small Business Administration and MEP centers in Missouri, Oklahoma, Colorado and Nebraska, KMS hosted this conference to facilitate one-on-one meetings between suppliers, manufacturers and procurement officers from the Department of Defense, other governmental agencies, and prime contractor OEMs, enhancing collaboration and integration across the supply chain.

- ▶ 110 individual one-on-one match meetings
- ▶ 5 webinars for conference attendees to prepare them for their one-on-one match meetings with OEM buyers and offer important supply chain topic updates

## SWOT Summit

This education conference included relevant topic discussions led by subject matter experts and peer manufacturers. The Summit provides attendees the opportunity to use SWOT Analysis to identify how the content can help improve their strengths, uncover opportunities and reduce their risk from threats and weaknesses.

**Event attendance is limited to manufacturing industry employees to ensure that all feel comfortable sharing challenges and successes.**



Executive Director of Kansas Networks, Spencer Monaco, reviews the breakout session at the 2024 KCMN SWOT Summit in Lenexa, Kansas.



# Our Economic Impact

KMS' services produce measurable results for manufacturers in Kansas, and those results mean individual companies can help their communities and our state as a whole meet growth and economic development goals.



173,400

Kansans work in manufacturing, which is 11.5% of the state's total employment.  
Their average compensation is **\$74,541.86.**

**4,435**  
manufacturing  
firms operate  
in Kansas

**84%**  
of Kansas  
manufacturers  
are owned by small  
or medium-sized  
enterprises (SMEs)

**\$14.1  
billion**  
worth of goods are  
exported from Kansas  
manufacturers

**\$32.67  
billion**  
is contributed to the  
Kansas GDP by manufacturing  
(14.5% of the total)

**2,339**  
jobs created and retained



**2024**  
impact results  
reported by Kansas  
manufacturers\*



**\$122.1 million**  
new investment



**\$328.3 million**  
new and retained sales



**\$14.3 million**  
cost savings

**86%**  
of Kansas' yearly exports are  
manufactured goods

Top five countries Kansas manufacturers export to (total \$):



**Mexico**  
\$3 billion



**Canada**  
\$2.6 billion



**Japan**  
\$941 million



**China**  
\$848 million



**Germany**  
\$524 million

\* Impacts reported were collected Q4 2023 – Q3 2024. Final 2024 impacts will be released in March 2025 by an independent third party.

Source: Office of the United States Trade Representative



# Questionnaire:

KMS is excited to share the findings of the 2024 Kansas Manufacturing Industry Questionnaire. This year's survey was conducted to capture key insights into critical manufacturing factors, manufacturers' perspectives, and emerging trends across the Kansas manufacturing industry.

Important data from the 2024 survey is outlined on the following pages, with a special emphasis on changes from 2023 to 2024.

## 2023 vs 2024

### WORKFORCE

Question: Which is most important when recruiting new employees?

Response: Entry-level, unskilled employees



Question: Challenges your company faces in hiring qualified candidates?

Response: Can't pass the drug test



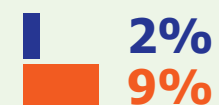
Question: Will the shortage of qualified workers affect your company's bottom line and ability to meet your growth plan?

Response: Yes, a lot



Question: How will you replace workers lost to attrition due to retirement?

Response: Automation



Response: Upskilling current workforce



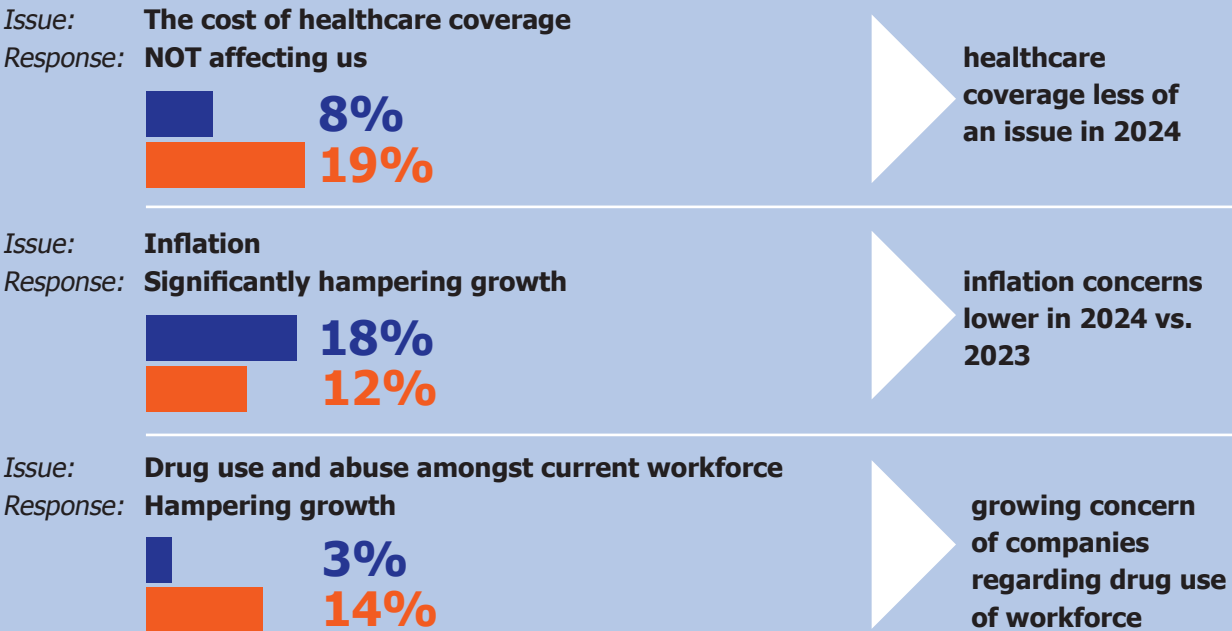
Response: Recruiting new full-time workers



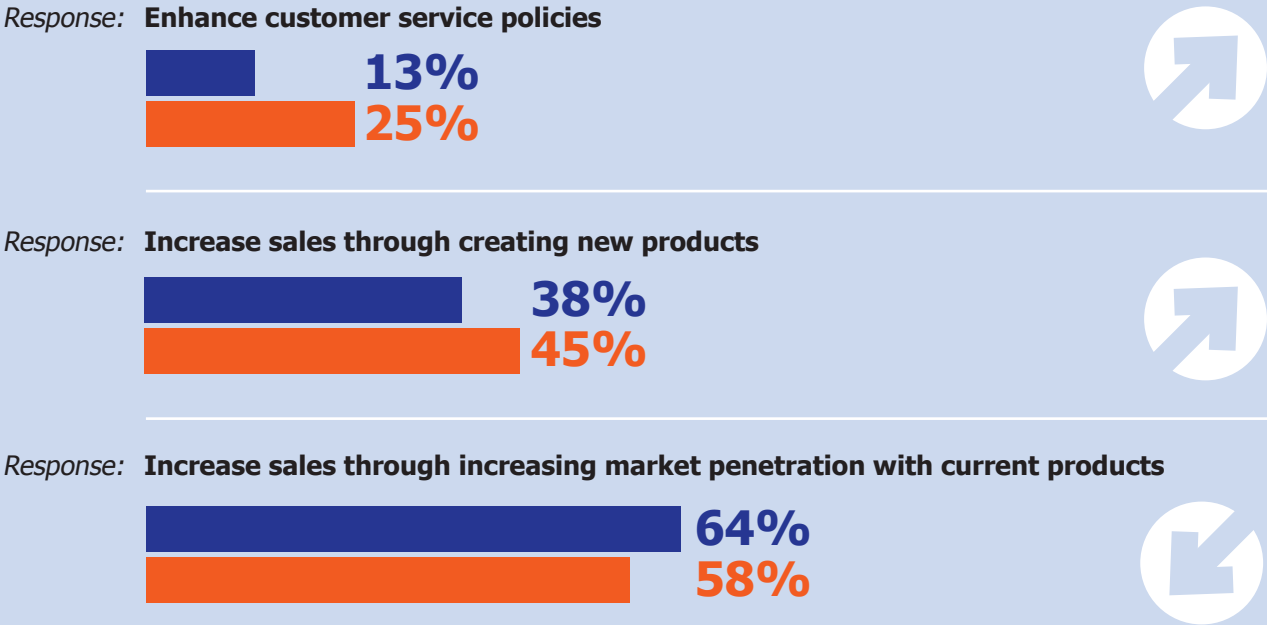


BUSINESS STRATEGY AND OPERATIONS

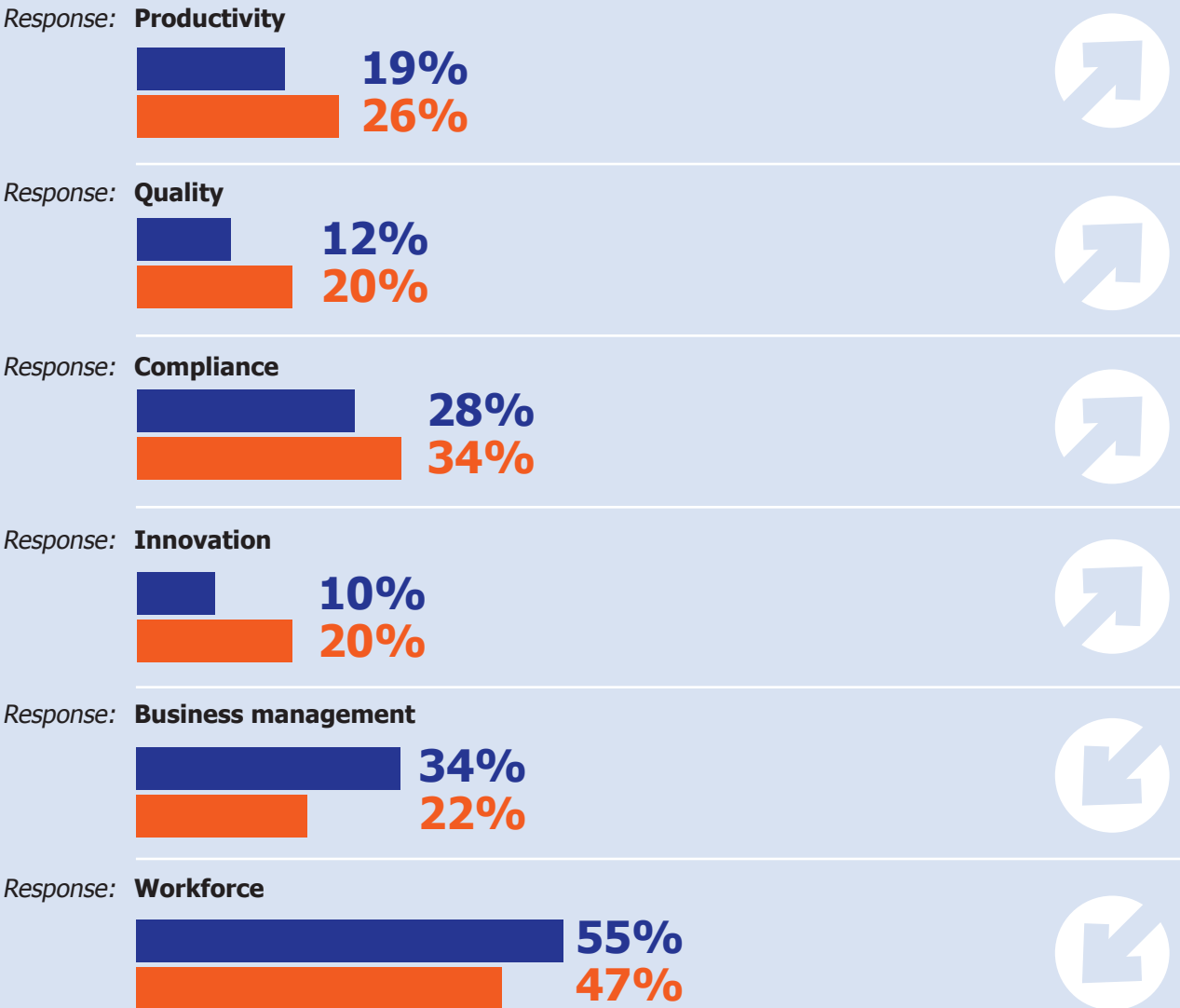
Question: Rate how this business issue is affecting your company.



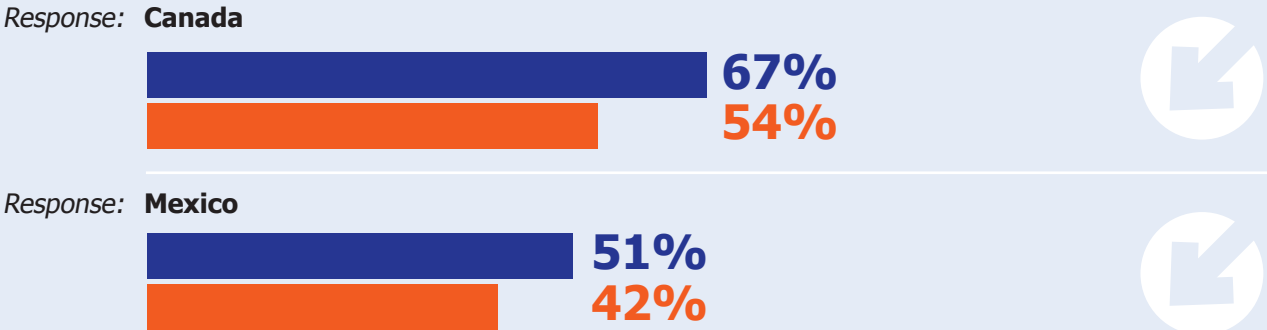
Question: What do you expect will be your top three drivers for increased profits in the next 5 years?



Question: What areas do you seek outside consulting help?



Question: What countries do you export to?



2023  
2024

2023  
2024

Question: **How do you feel about the future for your company?**

Response: **Confident**



This response shows decreased confidence in the future in 2024 than responses to the 2023 questionnaire, but it still indicates optimism.

2023  
2024

Scan QR code for the full report:



# Our Testimonials



"Thanks to our strategic planning project, we've unlocked a roadmap to success that's more than just a plan — it's a journey filled with milestones of achievement. **Gratitude to the KMS team** for turning our aspirations into actionable steps, and making every goal feel within reach."

— Renee Dalrymple, President, Industrial Metal Fabrication



"**Kansas Manufacturing Solutions** helped us with continuous improvement training, and it turned things around here. Their expertise helped our team sharpen their skills and think differently about our processes, boosting productivity across the board. We're seeing less waste and more efficiency, and our folks are more motivated than ever. **It's been a huge boost for our growth.**"

— Mike Bernholtz, Plant Manager,  
Amarr Garage Door



"**KMS and Hutchinson Community College** helped us develop a powerful apprenticeship program. **The benefit of what we received is great**, but our apprentice, now a machinist, received a huge benefit as well. If we are unable to advance his wage, he could go to any manufacturing firm and command a high starting rate. In several companies, he is more than qualified for a maintenance mechanics position too. He has skills and options for a career, not just a job."

— Kristy Kidd, Co-Owner,  
Machine Design Services





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