

# 2022

# Client-Reported Impacts



4,471

Jobs Created and Retained



Exceeds

19:1

Return on Investment



1867

Companies Assisted



\$1,357,032

Average New and Retained Sales  
*per client/project*



\$73,969

Average Cost Savings  
*per client/project*

\$480,633,397

Aggregate Impact to the Illinois Economy



MEP  
National  
Network™

IMEC



Plan. Implement. Excel.

## A Competitive Edge Through a Digital Makeover

### Sangamon Reclaimed

Springfield, IL | 9 employees | [sangamonreclaimed.com](http://sangamonreclaimed.com)

Sangamon Reclaimed changed ownership during the COVID-19 pandemic to a new entrepreneur, Amanda Compton. New to entrepreneurship and manufacturing, Amanda acquired a great local business, but her vision was to expand nationally. This requires an active and engaging ecommerce presence.

Amanda's timing in reaching out to the IMEC team was perfect, as IMEC had just launched its Grow Your Future program. This program provided small and mid-sized Illinois manufacturers with fully-funded projects designed to drive revenues and growth within their business.

IMEC partnered with B2Btail to complete the digital makeover. The new website and ecommerce platform puts Sangamon Reclaimed closer to their goal to scale nationally – and its ease of maintenance gives them a competitive edge for marketing and Search Engine Optimization.

#### Results

- Anticipated new and retained sales: \$11,000
- Anticipated cost savings: \$8,000
- New and retained jobs: 5

## Streamlining Processes and Improving Efficiency

### Bonnell Industries, Inc

Dixon, IL | 92 employees | [bonnell.com](http://bonnell.com)

Bonnell Industries has been a family owned, industry leader in the truck equipment industry in Northern Illinois for decades but struggled to embrace the concept of Lean Manufacturing.

IMEC technical experts introduced the basic concepts of Lean Manufacturing to the team, demonstrating tools and techniques and how to effectively implement them in their operations and processes.

As they learned the basic concepts and participated in the simulation, they were able to see first-hand the benefits of embracing lean and how they could transfer what they were learning to their roles at Bonnell, streamlining their processes, and improving productivity and efficiency.

#### Results

- Anticipated new and retained sales: \$3,000,000
- Anticipated cost savings: \$2,200,000
- Anticipated new investment: \$60,000
- Jobs created or retained: 8

## Improved Productivity and Reduced Waste With Improved Satisfaction

### Aztec Plastic Company

Chicago, IL | 14 employees | [aztecplastic.com](http://aztecplastic.com)

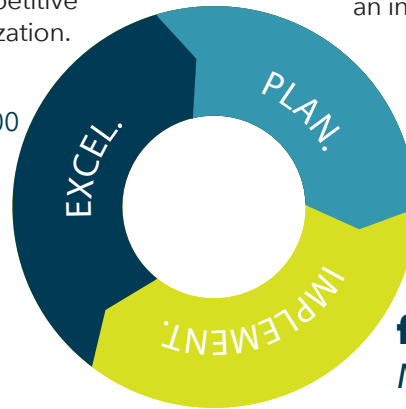
In an effort to set and maintain new standards that would eliminate wasted time, space, and inventory, and create an environment where employees can participate in continuous improvement activities, Aztec Plastic Company engaged Lean experts at IMEC.

After understanding what Aztec Plastic wanted to accomplish and assessing their workspace, IMEC conducted a Focused 5S Workplace Organization training and Kaizen that was conducted over 2.5 days with 6-10 Aztec Plastic team members.

With all the tools and tooling components readily available, employees are now able to complete their jobs more efficiently. As a result, Aztec Plastic Company is noticing improved productivity and reduced waste, while also seeing an increase in employee satisfaction!

#### Results

- Anticipated new and retained sales: \$1,100,000
- Anticipated cost savings: \$165,000
- Anticipated new investments: \$70,000
- New and retained jobs: 15



## Training and Processes Built for Employee Retention

### Mennie Machine Company

Mark, IL | 250 employees | [mennies.com](http://mennies.com)

Mennie Machine Company specializes in low to high volume contract machining and manufacturing. Finding new employees and retaining their current team is a huge focus for their organization.

Partnering with IMEC, they put together a program for coaching leadership for increased employee engagement as well as updating and revamping their new hire orientation process. The program continued to include a communication focus that equipped the organization to facilitate ongoing news, updates and collaboration through monthly newsletters and all team meetings. Seeing the impact these programs have had on company culture and engagement, Mennie Machine continues to build on the foundations that were a result of these projects.

#### Results

- Anticipated new and retained sales: \$30,000,000
- Anticipated new investment: \$476,000
- Jobs created or retained: 250