



900 W. Capitol Avenue, Suite 320  
Little Rock, Arkansas 72201

[www.asta.ar.gov](http://www.asta.ar.gov)

Phone: 501.683.4400  
Fax: 501.683.4420

**Arkansas Science & Technology Authority  
Arkansas Manufacturing Solutions**

**Authority Mission:** Advance the talent and innovation necessary for Arkansas to prosper.

**Program:** Arkansas Manufacturing Solutions, a program under the Authority sponsored by NIST MEP through the Department of Commerce.

**Authority Board Goal:** Strengthen Arkansas companies' capacity to innovate, create wealth, expand knowledge-based jobs, and compete globally.

**AMS**

**Vision:** Equip Arkansas companies to compete and prosper in the global economy.

**Mission:** Enhance Arkansas company's capacity to innovate, create wealth, expand knowledge based jobs, and compete globally.

**Statutory Authorization:** ACA 15-3-108(c)(6).

**Committee Membership:** Four Industry Committee members are selected and assigned by the Chair of the Authority Board. There are six Industry Advisory members sitting on the Industry Advisory Committee. Industry Committee members are voting members and Advisory members are non-voting members. Industry and Advisory Committee meetings are held together so AMS can benefit from the input of manufacturers as we deal with committee actions.

**Funding:** AMS receives one-third of its funding from the Federal Grant through NIST MEP. The rest of AMS funds come from a State of Arkansas appropriation and through client fees.

**Scope and Responsibilities:** The Industry Committee is a standing committee of the Authority's Board of Directors and was created to advise AMS (Manufacturing Extension Partnership) on matters related to strategy and operations. Their responsibilities include but are not limited to the following:

1. Ensure the AMS strategy is aligned with the needs of small to medium sized manufacturers.
2. Ensure the AMS strategy is aligned with the NIST Next Generation Manufacturing Strategy and with the requirements of its partners and stakeholders.
3. Provide industry focused guidance from the manufacturing sector to assist AMS in implementing its strategy and operations.
4. The Industry Committee reviews applications submitted under the manufacturing extension partnership. The committee recommends projects for funding to the Authority Board for approval.
5. Guidelines for the operation of Advisory Committee are contained in the document entitled "AMS Advisory Committee Administrative Procedures".

**AMS Strategic Goals and Metrics:** AMS’s primary mission is to improve the global competitiveness of Arkansas manufacturers:

Goal	Performance Metrics	Results for Last 12 Months
<p><b>Provide information, training and implementation of world class business practices to Arkansas industry</b></p>	<ul style="list-style-type: none"> <li>• <b>Increased &amp; Retained Sales</b></li> <li>• <b>Total Cost Savings</b></li> <li>• <b>Investment Impact;</b></li> <li>• <b>Jobs Created and Retained</b></li> <li>• <b>Clients Served per Year</b></li> </ul>	<ul style="list-style-type: none"> <li>• <b>\$593,514,871</b></li> <li>• <b>\$58,541,218</b></li> <li>• <b>\$130,060,277</b></li> <li>• <b>4,861</b></li> <li>• <b>250-300</b></li> </ul>

**History:**

Fiscal Year	Milestone
1995	<ul style="list-style-type: none"> <li>• Arkansas Science &amp; Technology Authority (Authority), the state’s leading technology-focused economic development agency, received state FY 96-97 appropriations for General Improvement funds for the Arkansas Manufacturing Extension Network (Network, later renamed Arkansas Manufacturing Solutions).</li> </ul>
1996	<ul style="list-style-type: none"> <li>• Authority awarded cooperative agreement from NIST to establish the Network.</li> <li>• Established formal partnerships with Arkansas State University (ASU); Southern Arkansas University Tech (SAU Tech); University of Arkansas at Little Rock (UALR); University of Arkansas, Fayetteville (UAF); and Westark College.</li> <li>• Hired Director and six field staff.</li> </ul>
1997	<ul style="list-style-type: none"> <li>• Began serving clients through technical assistance and management projects.</li> <li>• Hired two additional field staff.</li> <li>• Received state FY 98-99 appropriations for General Improvement funds.</li> </ul>
1998	<ul style="list-style-type: none"> <li>• Added formal partnerships with Henderson State University (HSU) and Winrock International.</li> </ul>
1999	<ul style="list-style-type: none"> <li>• Received state FY 00-01 appropriation for General Improvement funds.</li> <li>• Discontinued partnership with Westark College.</li> </ul>
2000	<ul style="list-style-type: none"> <li>• Added Wood and Metal Manufacturing Specialists to field staff.</li> </ul>
2001	<ul style="list-style-type: none"> <li>• Lydia Carson was promoted to Director from a field staff position.</li> <li>• Received no state FY 02-03 appropriation.</li> </ul>
2002	<ul style="list-style-type: none"> <li>• Hired Operations Manager and modified organizational structure so that Network field staff and central office staff report to this position, allowing Director to increase focus on strategy.</li> <li>• Added Accounting Supervisor position – needed to address past audit issues.</li> <li>• Eliminated two field staff positions and Marketing Manager position due to limited budget.</li> <li>• Discontinued partnership with HSU.</li> <li>• Completed Strategy Retreat with new ad hoc Network Advisory Committee.</li> </ul>
2003	<ul style="list-style-type: none"> <li>• Received the Arkansas Quality Commitment Award from Governor.</li> <li>• Added two new partners – Arkansas Quality Award (AQA) and Arkansas Department of Economic Development (ADED).</li> <li>• Received state appropriation for General Revenue funds.</li> </ul>

Fiscal Year	Milestone
2004	<ul style="list-style-type: none"> <li>• Discontinued partnership with Winrock International, moving Winrock's project manager position to the University of Arkansas at Little Rock (UALR).</li> <li>• Received the Arkansas Quality Commitment Award from Governor.</li> <li>• Completed project with a communications firm to develop a new organizational brand identity and a comprehensive communications plan.</li> <li>• Changed name from Arkansas Manufacturing Extension Network to Arkansas Manufacturing Solutions (AMS).</li> <li>• Changed business model to include account management and hired an Account Manager to focus on sales.</li> </ul>
2005	<ul style="list-style-type: none"> <li>• Added new services in areas of Strategic Business Solutions and Information Technology.</li> <li>• Received the Arkansas Institute for Performance Excellence Commitment Award.</li> <li>• Conducted an AMS strategy retreat involving key internal and external stakeholders.</li> <li>• Formed an AMS Advisory Committee comprised of manufacturing representatives.</li> </ul>
2006	<ul style="list-style-type: none"> <li>• Formalized the AMS Advisory Committee through Board action.</li> <li>• Created a field staff/central office liaison role in response to an employee survey suggesting that this would improve communications and reduce conflict within the organization.</li> <li>• Added new services in the area of Growth Planning/Marketing.</li> <li>• Initiated a project with a marketing and communications firm to conduct public relationship activities to help AMS gain recognition and visibility.</li> <li>• Developed a new partnership with Winrock International to house a new AMS project manager who will provide Growth Planning/Marketing service to Arkansas manufacturers.</li> </ul>
2007	<ul style="list-style-type: none"> <li>• Modified the Arkansas Science &amp; Technology Authority's enabling legislation to clarify that the Authority and AMS are covered under sovereign immunity and that Authority Board members can utilize AMS' services.</li> <li>• Obtained additional state appropriation to allow adding one field staff position.</li> <li>• Added Energy services, partnering with the Department of Energy's Industrial Assessment Centers.</li> <li>• Participated in the MEP pilot for new growth planning/innovation services, Eureka! Winning Ways Choices for Growth.</li> </ul>
2008	<ul style="list-style-type: none"> <li>• Lydia Carson resigned as Center Director in August 2007. Dan Curtis was hired as Center Director in January 2008.</li> <li>• Organized and presented the second annual Manufacturing Matters conference in Arkansas with Doug Hall as one of the keynote speakers.</li> <li>• Started delivery of first Eureka! Winning Ways Choices for Growth project.</li> <li>• Received from the State Energy Office: 1) the DOE Accelerated ITP State Energy grant to conduct energy assessments, and 2) the Energy Efficiency Arkansas contract to conduct energy efficiency trainings to Arkansas manufacturers.</li> </ul>
2009	<ul style="list-style-type: none"> <li>• Completed a three-year AMS Strategic Plan for FY 2009-2011 with inputs from staff and stakeholders.</li> <li>• Rolled out new services: Training Within Industry (TWI), Website Marketing and Marketing Message.</li> <li>• Began participation in the USA National Innovation Marketplace and will establish the Arkansas Innovation Marketplace with assistance from the Eureka Ranch.</li> <li>• Added a Marketing Manager position which will be filled in April 2009.</li> </ul>
2010	<ul style="list-style-type: none"> <li>• Adding two Business Development positions to improve our market penetration and our sales approach with clients</li> <li>• Start planning and organizing our first ExporTech with the USEAC and other partners</li> </ul>