



# Targeting Supply Chains as Economic Development Policy: Lessons from the WMDC

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# WMDC Supplier “Cluster” and Impact on State

- 290 Nominated Suppliers
- > \$1 billion in purchases from 7 OEMs
- > 50,000 people employed
- 44 different counties in the state



# WMEP Role

- Training subsidy and administration (Department of Commerce & WMEP)
- WMEP consulting services
- Supplier communication
- Alignment of Technical College training delivery with supplier needs
- Inter-firm, networking opportunities through Mfg Matters Conference, kick-off events, training opportunities



# WMDC Results

- 6404 students attended 468 different classes
- 100 companies each year taking advantage of training and/or project work
- Suppliers keeping and expanding business with OEMs and other customers
- Program copied in other states



# Lessons Learned

- Huge potential economic impact
- Supply chain as proxy for “cluster”
- Fails without industry champions
- Focus on industry measured results
- Intermediary organization role critical
- Long-term commitment required with incremental expansion. Patience required.
- “Guerrilla” warfare