




GREAT PLAINS

TECHNOLOGY & MANUFACTURING CLUSTER

JANUARY 2022 NEWSLETTER

Member Spotlight

Osborne Industries
Osborne, Kansas

 Our member spotlight this month is Osborne Industries from Osborne, Kansas. They are one of the largest employers in the North Central Kansas region and have two main divisions: manufacturing and distributing a proprietary line of livestock management equipment, and custom molding services for domestic original equipment manufacturers (OEMs) in several industries, including military, construction, medical and agriculture.

Osborne Industries was founded in 1973 by local community leaders interested in providing jobs for the community and surrounding areas. Their first product, which is still made today, was the Stanfield heat mat, which is an electric, under-body animal heater developed through a method of fiberglass-reinforced plastic molding. Since then, the company has grown into a fully diversified, 100% employee-owned organization with products distributed to more than 40 different countries.



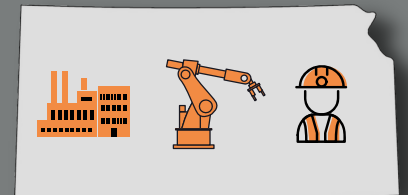
Within their divisions, the company strives to be a leading manufacturer of thermosetting composites via Resin Transfer Molding (RTM) and Reaction Injection Molding (RIM), and has been recognized by many of their top OEM customers with supplier awards, on-time deliveries, and high-quality parts. As company is located in a rural area, they have become self-reliant to support their manufacturing process, but have also been able to utilize partners, such as the K-State Technology Development Institute (TDI), to assist with adding value to their products and capabilities. Osborne has had a long partnership with TDI that has resulted in many collaborations, including the exploration of automated manufacturing technologies.

With nearly 50 years of experience, Osborne Industries is a valuable resource for the Great Plains region in custom-molded plastic parts and livestock equipment. The company is always looking for opportunities to connect with new companies, suppliers and partners to develop new products, access new markets, and improve their manufacturing capabilities. For more information, please visit <https://osborne-ind.com/>.

Did you Know...

...that Kansas manufacturers employ approximately 165,000 Kansans in all industry sectors? - [KS Dept. of Commerce](#).

As technology changes and new processes are developed, it is important for manufacturers to ensure their employees are up to date on the skills they need so that Kansas can continue to manufacture high quality products.



Our membership serves as a networking hub where Kansas manufacturers can find the resources they need to upskill and retain their employees. Connect with us today!

www.greatplainstmc.org

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#BuyKC Business Search

KCSOURCELINK has an opportunity for Kansas City regional businesses to list their company and/or search for other businesses through #BuyKC. Users can search the list of #BuyKC businesses through filters such as:

- Location
- Products/Services
- Shopping for yourself or your business
- In-store or Online
- Different industries, such as manufacturing, construction, financial/legal, etc
- Minority owned businesses

The goal of the #BuyKC directory is to help KC businesses and companies promote to their local consumers as well as strengthen the local economy. For more information, to view the #BuyKC directory, and/or list your business, please click [here](#).



KCSOURCELINK

Upcoming Partner Events

- **2/16 - Woman Owned Small Business Federal Contracting Program - SBA**
- **2/18 - Metal Fabricating and Finishing Webinar - PPI (Date Changed from 1/20 to 2/18!)**

Proud to be Made in Kansas



The Kansas Department of Commerce is sponsoring the "Made in Kansas" program to help promote Kansas manufacturers and workforce to buyers throughout the state, U.S., and internationally. Through this promotion, Kansas manufacturers will be able to have their company displayed on the "Made in Kansas" website and registry, and will also have the rights to display the "Made in Kansas" logo (see image below) on their products and promotional materials.

Eligibility for the program will be determined by KDC. To apply for the program, the company must have products that meet the following criteria:

- Minimum of 50% of components produced in Kansas
- Final assembly occurs in Kansas
- Non-food manufactured products
- Utilizes a manufacturing process



This program gives Kansas manufacturers the opportunity to take pride in their products and allows them to belong to an elite group for mentorship, networking, and promotional opportunities. To learn more about the program and to sign up, please visit <https://www.madeinkansas.com/>

Free Financial Management Training



The Kansas SBDC is partnering with Profit Mastery to provide free financial management training for small business owners in the state of Kansas. Profit Mastery is a organization that provides financial management education to business owners, bankers, managers, and CPAs around the country.

This virtual course will be offered over 7 weeks and will begin on February 8th from 4:00pm - 5:00pm. Attendees will learn about the primary causes of business failures/under performance and how to avoid them. They will also understand the importance of monitoring their financial position as well as an action plan to achieve and maintain a "fiscal fitness". It's a new year - time to get fit, right? Other topics of the course include:

- Creating a Foundation for Success
- Financial Ratio Analysis
- Price-Volume-Costs
- Cash Flow
- Financial Gap Analysis
- Dealing With Banks

Thanks to the Kansas SBDC, this training is being offered at no cost to the attendees! Normally, this course is priced at over \$800 per attendee. The deadline to register is Tuesday February 8th at 8:00am. If you would like to view the course syllabus, please visit <https://bit.ly/profitmastery2022>. To register visit, please visit <https://ksbdc.ecenterdirect.com/events/26871>. Seating is limited!

Great Plains Microfactory Network Update

From one of our previous newsletters, you saw that the GPTMC partnered with the K-State Technology Development Institute (TDI) to submit a proposal to the US EDA's Build Back Better Regional Challenge (BBBRC). In an effort to accelerate economic recovery and to build economies that will be resilient to future economic shock, GPTMC and TDI proposed the Great Plains Microfactory Network (GPMN) - a network of multi-tenant manufacturing scale up facilities to support the entrepreneurial growth of rural manufacturers in 12 Kansas communities. There were a total of 529 Phase 1 applicants, and the EDA selected 60 of them to move onto Phase 2. Unfortunately, GPTMC and TDI's submission was not a finalist.



We greatly appreciated the amount of support we received from our partners, members and other manufacturers across the region. This support showed that our manufacturing community is strong and believes that projects like the GPMN would benefit small manufacturers and create a significant economic impact on the region. There were approximately 120+ companies that supported through emails, letters and partnerships - Thank You for your support!!

We have continued to advance this concept based on constructive feedback from the EDA and supporting communities and businesses. We plan to develop ideas and programs that will continue to strengthen our technical capacity while also supporting manufacturers in the Great Plains region.

Supply Chain Program - Tell us your thoughts!

Supply chain continues to be a huge issue for many companies and manufacturers throughout the US and world. Many of those issues include high costs, delayed shipments, limited capacity, forecasting issues and more. In an effort to support manufacturers and help them navigate through this process, the Great Plains TMC is exploring the possibility of developing a supply chain program in partnership with a supply chain expert in the region. The purpose of the program would be to inform, guide and assist manufacturers with supply chain basics, how to overcome the challenges mentioned above, how to re-evaluate processes and more.



The Great Plains TMC is interested in your thoughts on what you would like to see in a supply chain program. Your information and suggestions will help us determine content, strategies, and educational information that can assist you in achieving supply chain goals. Please fill out the form [here](#), or feel free to email us your responses at info@greatplainstmc.org.

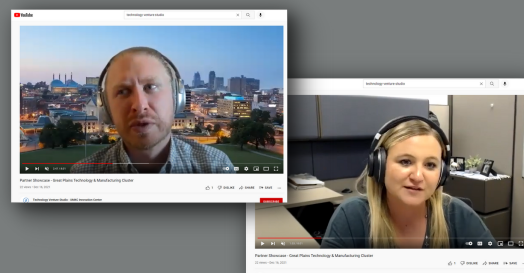
- What area(s) of supply chain does your company need the most assistance?
- What supply chain resources/programs does your company currently use?
- What types of content and resources would you be most interested in? (Webinars, guides, blogs, assessments, etc)
- What areas would you want to address first for your organization in a supply chain program?
- Please list additional feedback on information you'd like to see in the program.

Year in Review

What a year 2021 was! We are thankful for all of our members and partners that were involved in our network in 2021, and look forward to what 2022 has in store for the GPTMC! Here are some statistics of our successful year.

- Total Members - 200
- Total Presentations - 12
- Events Attended - 17
- Blogs - 13
- Total Website Creations - 14

Interview with W2B



In our last newsletter, we highlighted our upcoming interview with Whiteboard 2 Boardroom. They started a YouTube series that showcases resources partners and new technologies available for licensing from partners.

The interview video is live! Check it out - www.youtube.com/watch?v=sipWROdPZLQ.

