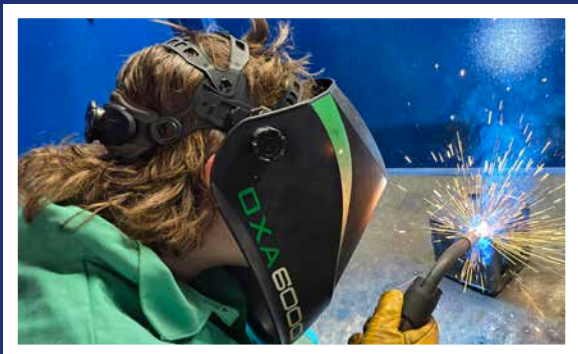




PRODUCTION +
MANUFACTURING
INSTITUTE

Don't just talk about manufacturing...

LIVE IT!



EXPERIENCE MANUFACTURING

*A hands-on exploration to career pathways
in manufacturing and the trades for youth*

**PROGRAM
GUIDE
2025**

Welcome to the Institute!

You Can Make a Difference!

Students want to succeed, but many lack opportunities to explore career pathways in manufacturing and the trades. Without exposure to classes like shop, automotive, or construction, they can't discover their true calling.

Founded in 2019, the Production and Manufacturing Institute (PMI) connects students with real-world experiences in manufacturing and the trades. What started as 20 students has grown to multiple locations and programs offering immersive, hands-on learning.

Students work as a team to design, create, and sell products to customers. They gain skills in communication, operations, leadership, and more. They get real-time career preparation as they improve collaboration, critical thinking, and problem-solving.

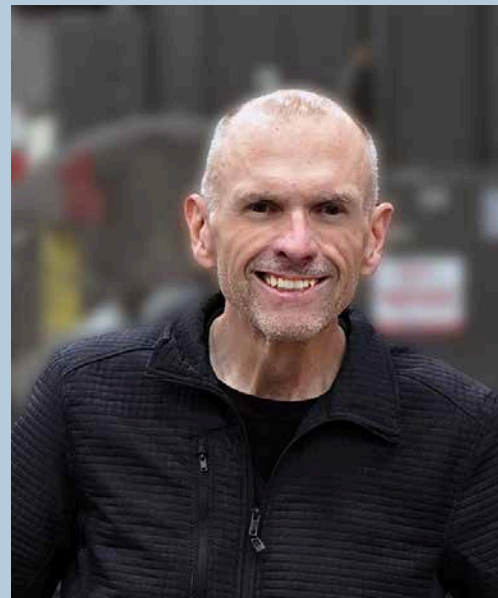
The Institute collaborates with businesses, schools, and the community. The workforce challenge is **bigger than any one of us**. It takes all of us to solve it. Your involvement as a mentor, sponsor, or supporter can make a difference.

Join us in shaping the future of manufacturing and the trades.

We appreciate your support .

www.ManufacturingInstitute.net

Stevens Amendment Funding Disclosure Requirement
The Production & Manufacturing Institute receives support and funding from a U.S. Department of Labor and Career Connect Washington Program Builder (Round 10) grants. Approximately \$124,500 is financed by federal allocations during 2023-24 program years, with additional program, materials, and overhead funding received from private contributions. Read more about USDOL grant funding at esd.wa.gov/usdol.



Dr. Wade Larson, PMI Founder

THANK YOU

We appreciate our sponsors, educators, and supporters who help make the Institute happen each year. This collaboration reflects what it takes to address today's workforce challenges.

Thank you for recognizing the value of this model to help students explore and prepare for future careers.

Together we can make a difference!

The Career Connect Washington Program Builder Grant is funded through a USDOL Grant. To learn more about funding, follow this QR code.





MISSION

- **Expose youth to career pathways in the trades**
- **Simulate real work experience**
- **Help prepare workforce-ready graduates**
- **Build Character**

VALUES

Hard Work

We work hard, play hard, and do our part to GSD ("get stuff done").

Presence

We arrive early, work hard, and do a good job throughout the entire day.

Teachability

Feedback is a gift and we use it to improve each day.

Resilience

The world is hard and we "stick with it" when things get tough.

Adaptability

We expect the unexpected so we're ready to pivot and figure things out.

Teamwork

We work as teams through communication and collaboration to achieve common goals.

Inquiry

We can find the solution to any problem by framing and asking the right question.

Respect

We follow the "Platinum Rule" by treating others BETTER than we expect to be treated.

Personal Leadership

Leadership starts from within so we must first learn to lead ourselves.

Profitability

A business that doesn't make a profit is called a hobby, and hobbies go broke.

Quality

How we do anything is how we do everything.

Commitment

We do what we say what we're going to do - all the way.

Attitude

Attitude defines altitude - we choose our present and future outcomes.



WHAT IS THE INSTITUTE?

The Manufacturing Institute is an experiential learning model that introduces students to career pathways in the manufacturing, engineering, and the trades. Our unique partnership of business, education, and community allows students to explore careers first-hand.

Participants have opportunities to learn directly from business in a hands-on apprentice-style environment that provides practical learning and experience.

WHAT WE DO

We Prepare Tomorrow's Future

The Institute simulates aspects of a production environment. We teach principles of production, operations, and skills needed to meet goals. Participants are held accountable to goals, standards, and production outcomes.

Real Work, Real Products

Teams design and manufacture real products. They help establish prices and figure out how to sell products throughout the program. Principles of manufacturability, lean, efficiency, and quality are at the core to ensure the best products possible. No matter their career choice, our graduates increase their workforce readiness as they understand the scope of business.

Real Customers, Real Experience

We provide the real deal when it comes to the work environment. Teams have assigned production quotas, deadlines, and bosses who are there to guide, encourage, and give direct feedback. Students are expected to work hard, play hard, and pitch in to achieve the overall goals - just like real work.

Real Business

In business, every team member is critical in driving success. Similarly, students must find customers and sell the products they make. Like a real company, success depends on proactively identifying potential customers, building connections, and closing sales. This hands-on approach fosters essential business skills, collaboration, and a results-driven mindset.

Real Money

Revenue and profitability is essential for sustainability and growth. Without it, a business cannot survive. The Institute equips participants with a real-world understanding of balancing quality, costs, and profitability. As profits increase, they gain firsthand insight into the positive impact of smart business decisions. Proceeds affect outcomes and rewards that students see firsthand which reinforces the importance of financial responsibility.

Real Manufacturing

Teams operate with quotas and deadlines, mirroring real-world manufacturing. Along the way, they encounter challenges such as supply chain disruptions, customer modifications, and shifts in demand—requiring quick thinking and adaptation. In business, agility is key and students must proactively anticipate and respond to changes. Each day brings new developments and challenges to address.

Real Learning

Students gain firsthand insight into the world of manufacturing by touring companies. They visit sponsors and observe different production environments and processes. Each company operates uniquely. We introduce students to diverse employers, career opportunities, and pathways to success in the industry.

Real Growth

The Institute brings new challenges each day. As teams learn to work together, they improve their problem-solving, critical thinking, communication, and collaboration. They learn to take feedback and make improvements, and understand the impact they have on goals.



THE EXPERIENCE



Students Work as Product Teams

Teamwork is a critical skill, and the Institute is based upon team success. Students work in teams to manufacture a designated product. They collaborate on design, processes, materials, and production. As challenges arise, teams problem-solve, adapt, and develop innovative solutions.

Exploration of Career Pathways

We partner with several Career Pathway providers to help students experience ways to pursue their “next step.” Activities such as Machining Day at Spokane Community College give students a hands-on opportunity to see CNC machinery in action.



Manufacturing Tours

Sponsors offer students exclusive tours, providing a firsthand look at manufacturing. These experiences introduce them to career opportunities and the steps needed to pursue them. By engaging with local companies, students gain valuable insights into relevant career paths.

Real Projects

Some lessons can only be learned at work. We create those experiences in a simulated work environment, challenging students to solve problems, collaborate, push boundaries, and meet commitments. Along the way, they develop hands-on skills with tools, products, and processes—valuable knowledge that applies across a wide range of careers



Accomplishment

As students apply learning, they set and reach new goals and achieve things they’ve never done before. Developing new skills takes effort and a willingness to learn. By putting these lessons into practice, they begin to recognize patterns of success. Each milestone reached builds confidence, a sense of achievement, and pride in their work.

WORK-READY COMPETENCIES

These are just a few of the skills and bodies of knowledge we include as a part of the Institute experience.

TECHNICAL SKILLS

- Intro to design
- Measurements
- Materials
- Small hand tools
- Shop equipment (saws, drill press, etc.)
- Production planning
- Intro to welding
- Intro to machining
- Intro to product assembly
- Intro to product finishing
- Intro to quality management
- Intro to print reading
- Intro to production planning

BUSINESS SKILLS

- Intro to business plans & market research
- Intro to product design
- Intro to competitive analysis
- Intro to customer analysis
- Intro to marketing
- Business analysis
- Product sales and promotion
- Customer service
- Product pricing
- Supply and demand
- Communication skills (Teams)
- Inter-departmental collaboration
- Intro to operations management

SOFT SKILLS

- Interpersonal communications
- Teamwork
- Planning
- Goal setting
- Leadership
- Time management
- Problem-solving
- Creative-thinking
- Group-based learning
- Interpersonal collaboration
- Team-based work dynamics
- Solution-oriented approach
- Respect-driven work environment
- Professional growth
- Personal development

CAREER READINESS

- Arriving to work on time
- Building a strong work ethic
- Pride in quality work
- How to find a career path
- Career interest search
- Post high-school preparations
- Preparing for a job or career
- Post-high school training or education
- Resume writing & cover letters
- Interviewing skills
- LinkedIn and other social media skills
- Exclusive connections with Spokane Community College & apprenticeships
- Career path readiness exercises
- Exposure to employers & business leaders

Our goal is to EMPOWER each Institute graduate to succeed in their careers as they gain the knowledge, skills, and abilities to achieve their personal and professional goals.

BENEFITS FOR STUDENTS

Students gain from the Institute what they put into it.

We strive to deliver a high-quality program that supports students from diverse backgrounds, interests, and career paths as they explore opportunities in the trades. Our goal is to provide hands-on learning, career exposure, and real-world preparation to as many students as possible. Some key benefits include:

Rewarding Experience

Students gain valuable rewards as they learn. Through a generous rewards program, participants can earn career-related tools, educational materials, equipment, apparel, and other prizes. While the Institute offers learning, hands-on experience, skill development, and networking opportunities, we also recognize and appreciate students' hard work and contributions in making the program a success. (Actual prizes and awards vary by location.)

CTE Credit

Students are often challenged with earning sufficient CTE credits that allow them the flexibility to pursue additional courses that may be career related. The Institute offers CTE credit in some locations. (This is generally offered up to .5 credits by the local high school location. See details for more information.)

Entrepreneurship

As participants explore manufacturing as a business, they gain insight into how companies generate revenue. They learn the essentials of turning ideas into designs, producing goods, identifying customers, and marketing products to drive sales. We connect a portion of student rewards to profitability, so creativity and entrepreneurship are rewarded.

Workplace Competency

All graduates leave with enhanced knowledge, skills, and attitudes that prepare them for workplace success. Whether they choose a career in manufacturing or another field, they develop essential skills that boost employability, accelerate career growth, and help them achieve goals more efficiently. These skills provide a strong foundation for long-term success in any industry.

Personal Leadership

Students are given the opportunity to grow in many ways. They don't just talk about it...they do it. This helps them to:

- **Gain Confidence** as they demonstrate new skills.
- **Improve Performance** as they apply what they learn.
- **Help Others** as they recognize the value of **Teamwork**.
- Set and **Achieve Goals**
- **Adopt Workplace Values** that employers need.

The more students engage in the program, the greater the benefit for years to come.



CAREER PATHWAYS

We know there is more than one way to become workforce ready. Universities and 4-year degrees are still needed for careers like Engineering, but there are many pathways available to students.



University / 4-Year Degree

For business leaders evaluating talent pipelines, a traditional 4-year university degree remains the standard for engineers in manufacturing. This path requires early academic preparation, strong performance in high school, and proficiency in math, problem-solving, design, and technology.



Community College / Trade School

For business leaders seeking to build a skilled workforce efficiently, 2-year or shorter programs leading to an associate degree, certificate, or industry-recognized credential offer a strategic advantage. These programs provide a faster, cost-effective path to developing specialized skills, enabling graduates to enter the workforce sooner with strong qualifications. Additionally, initiatives like dual credit and Running Start allow students to gain industry-relevant education while still in high school, accelerating their readiness for full-time roles.



Apprenticeship

For business leaders aiming to cultivate a proficient workforce, registered apprenticeship programs offer a time-honored and effective model. These programs combine on-the-job training with classroom instruction, allowing participants to "earn as they learn." Graduates emerge with minimal to no debt and possess highly marketable skills tailored to industry needs.



Industry Recognized Credential / Certificate

For business leaders aiming to enhance workforce readiness, Industry-Recognized Credentials (IRCs) offer a strategic advantage. These credentials are obtained through concise courses that teach, assess, and certify specific skills, enabling individuals to swiftly demonstrate their qualifications. Employing candidates with IRCs can streamline the hiring process as these certifications validate that the individual possesses the necessary competencies for the role.



Work Based Experience

Business leaders focused on optimizing talent development recognize that certain competencies are best acquired through direct workplace experience. In roles where qualifications stem primarily from hands-on practice, on-the-job training becomes invaluable. In all cases, adopting a work-based experience while still in high school provides essential experience for students they can only get in a work environment.

THE EXPERIENCE

Programs to Meet Different Needs

A PROGRAM JUST FOR YOU



Production & Manufacturing Institute

Our flagship 3-week program is available to incoming high school students from grades 10-12.

Week 1: Manufacturing Certification

The first week includes an immersive experience where students become part of a manufacturing training program. They work in teams to develop, design, prototype, and model a product. Students learn by doing through a 1-week course to learn the ins and outs of the manufacturing cycle, how businesses work, career opportunities, and the basics of manufacturing processes. Students can earn their Wagstaff Manufacturing Certificate to qualify for advancement to the following weeks.

Weeks 2 & 3: Applied Learning - Production

Students continue in product teams to manufacture products designed in Week 1. Participants earn prizes, rewards, and incentives as quotas are met and products are sold. They visit other companies, receive specialized training, and learn more about career opportunities in manufacturing and the trades.



Trades Week

Our 1-week program is available to middle school students seeking to explore the use of tools in manufacturing and the trades. The week includes intensive exposure to hand tools, handheld power tools, and other equipment used in trades related courses and jobs.

The program instructs students in the morning and applies teaching in the afternoon with projects.



Trades Camp

This year (2025) we will pilot our first Trades Camp for 5th and 6th grade students. Our goal is to introduce manufacturing and the trades to younger students in a fun environment that sparks interest and lays the foundation for their success.

More Information Available at
www.ManufacturingInstitute.net

STUDENT RUN BUSINESS

Learning


When students run the business, they experience first-hand how things work. They find out what it takes to come up with the idea, design it, manufacture it, and sell to a customer (or many customers). This is often the first experience where students can recognize the value of hard work. The first time they take money from a real customer in exchange for the product they have made is unforgettable. That is what it takes for students to understand what, why, and who to focus on in business.

Earning

Teams design and produce real products, determining pricing and sales strategies throughout the Institute program. They apply key manufacturing principles such as efficiency, lean processes, and quality control to create the best possible products. Regardless of their career path, graduates leave with a stronger understanding of business operations and improved workforce readiness, equipping them for future success.

Growth

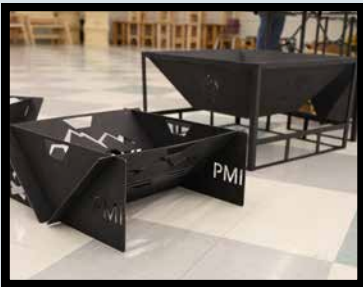
We create an authentic work environment where students experience real-world expectations. Teams are given production quotas, deadlines, and supervisors who provide guidance, encouragement, and direct feedback. Students are expected to work hard, collaborate, and contribute to achieving overall goals—just like in a real workplace.



The direct customer experience allows students to see first-hand why their work matters. They can take pride in showing, selling, and delivering a well-made product.

WHAT WE MANUFACTURE

Each year's products vary according to market demand, materials, and program needs. We typically manufacture in wood and metal. This allows us to teach quickly, let students make mistakes, help them to learn, and efficiently meet our goals in a cost effective approach. Here are just a few of the products we've made.



Firepit

Welding/Metal

Working with metal and welding generated several firepits, a collapsible version and a stationary version.



Step Stool

Wood

One team took basic plans and enhanced them to deliver a two-toned step-stool with laser engraved decorations on the sides.



Birdhouse

Woods

The birdhouse is a regular project, with each year resulting in a different model. The assigned team learns about the demand for birdhouses and how to optimize new sales.



Patio Bench

Wood

The first year of production oversold orders for this product. What started as an experiment turned into one of the fastest and most popular products still!

Cribbage Board

Wood

The power of "design meets automation" is demonstrated in the cribbage board.



Chess Board

Wood

Our handcrafted chessboard is a demonstration of commitment to quality in every board. One team took storage into consideration and in addition to the standard chess board offered a foldable version as well.



It's Not About the Product

The program is much more than the products we build. It's about the lessons learned by students as they experience what it's like to work and perform jobs in a manufacturing, engineering, or trades pathway.

BENEFITS FOR SCHOOLS

WHY JOIN US

Schools that understand the importance of diverse career paths. Manufacturing and the trades offer a wide range of opportunities, such as engineering, welding, machining, assembly, and mechanics. Programs that expose students to career options help them find the right path for their future.

Promoting CTE

The Institute is a great way to attract students. A program outside the normal schedule allows them to explore careers without taking away other opportunities due to high school credit requirements. Students often seek related courses the following semester. In addition, some schools offer CTE credit for completing the Institute through their schools

Increased Interest in Pathways

An immersive program like the Institute generates excitement. As they recognize ways to pursue career preparation, momentum increases and spreads to their friends. Schools can build on this momentum by promoting pathways beyond 4-year programs that help students become workforce ready.

Improved Career Focus

Our graduates leave the experience excited to take the next step that will lead to their career. They ask better and more focused career questions that align schedules, work-site learning, and other steps that improve or accelerate readiness.

Engagement

Students are more engaged when they have a clear purpose. We create immersive experiences that require active participation, leading to dynamic and collaborative outcomes. Through teamwork, leadership, communication, and goal setting, students develop skills that carry into their future careers.



BENEFITS FOR BUSINESS

WHY SPONSOR

Our program is primarily supported by businesses—local manufacturers who understand the importance of preparing the next generation of workers. While the exact return on investment may be difficult to measure, these businesses see the value in increasing student interest in the trades. The impact is clear, as more graduates are beginning to enter the local workforce. These efforts are making a difference and will continue to grow in influence over time.

Future Workforce Development

Businesses must take an active role to develop tomorrow's workforce. The labor shortage requires us to improve workforce readiness among high school graduates. Our business sponsors have seen real results, including accelerated skill development, quicker workplace integration, and higher performance among Institute graduates.

Exposure to Employers

Employers connect with Institute participants through sponsorship and direct workplace exposure. Weekly tours of local manufacturers, guest presenters, and mentorships by sponsors provide opportunities to build relationships with students.

Community Support

Businesses that support the Institute are recognized as leaders in the community. Strong communities thrive when families have stable careers and opportunities to contribute. By sponsoring, mentoring, and engaging with students, businesses help develop skilled workers who will strengthen the local economy.

School Engagement

Businesses often seek ways to connect with schools and engage with students. The Institute serves as a bridge, linking employers with educators. Through this partnership, businesses help shape curriculum, enhance student learning, guide programs, and play an active role in preparing the future workforce.



PATHWAY PARTNERS



Sam Tevis, Spokane Community College

Sam is the Lead Faculty for SCC's Machining program. Employers count on Sam and the other faculty to deliver high quality training that prepares future CNC Machinists. We challenged Sam to find a way to bring over 60 participants to SCC and let them use (not just watch) the CNC machines. He did it!! Because of our partnership, we have exposed multiple Institutes to careers in Machining first-hand. Knowing that it uses a lot of technology, complex tools, CAD/CAM software, and more, no wonder companies are willing to pay great salaries for these employees.



Gary Gillespie, CTE Instructor, Ferris High School

Gary's energy is contagious as he works with kids and shows them a future of endless possibilities. His classroom is a combination of engineering, CAD design, manufacturing, electrical automation, robotics, CNC machining, and so much more. He strives to help students experience a little of everything and a lot of whatever they seek within the scope of what interests them and their career pursuits. Gary has been an integral part of our staff as he has led the Institute and piloted our Trades Week for middle schools.



Jessica Dempsey, Educational Service District 101

Any great program has an army of people working behind the scenes to make the magic work. Jessica (pictured on the right) is that person. She facilitates relationships across multiple school districts, agencies, organizations, and platforms to connect and drive movement. This has helped to create a network of local agencies and organizations working together with a singular purpose to solve a common challenge.



Craig Cordill, Mechanical Engineer, Wagstaff

Each year, Craig has been at the front lines helping the Institute not only deliver the product, but to continuously improve. He delivers instruction to students on product design. More importantly, he comes back in the off season to ask, "what can we do better?" This caused us to fundamentally shift how we approached the Institute in 2023 which led to the mindset leading to a Franchise model. This innovative thought process allows us to spread the Institute model to more places and more people thanks to Craig's innovative mindset and leadership.



Lance Beck, CEO, Greater Spokane Valley Chamber

The Greater Spokane Valley Chamber of Commerce is dedicated to workforce development. When Lance learned about the Institute the first year, he jumped behind it with support from the Chamber's Foundation to dedicate a scholarship to a Spokane Valley graduate. The Foundation awards scholarships each year to high school graduates seeking to pursue careers in the trades. They continue to actively support the Institute among Chamber members and through the ongoing scholarship designation.

WHY WE PARTNER

The Institute evolved from a partnership between business, education, and the community. Solving the workforce challenge will take all of us working together. Here are a few of our partners' thoughts on why they are part of the Institute movement.



Wagstaff, Inc.

Barb Parkes, Board of Directors

Wagstaff recognizes the value of developing our next generation. We know students need multiple pathways, and we are committed to introducing them to the wonderful career opportunities available in manufacturing. Our company's future depends on it just as much as our community. We're committed to working together with our partners for our future success.



MacKay Manufacturing

Katie MacKay, President

The challenges presented by today's workforce shortage are not new. Employers must make the investment to develop interest and skills early to drive qualified employees to careers in the trades. MacKay recognizes the Institute as a bridge to find and develop our future workers. We've hired prior Institute graduates who have become some of our most promising new employees.



Doug Edmonson

Director of Career & Technical Education (CTE)

East Valley School District partners with the Institute to promote manufacturing to our students. Many students are best matched with industry careers and the Institute shows them the path. We've seen significant growth in our welding, engineering, and construction classes from the Institute. Most important, we've seen the positive changes in the lives of the kids who graduate from the program.



Mark Mattke

CEO, Spokane Workforce Council

Our mission is to build a skilled workforce. SWC is committed to helping people explore careers, improve skills, and find jobs. The Institute is perfectly aligned to help students at the cusp of entering the workforce to improve their readiness for career success. We gladly support the Institute and its partners to help develop tomorrow's workforce through hands-on career experience.



SPONSOR INVESTMENT

PROGRAM COSTS

Our goal is to optimize your investment. We do our best to promote career pathways in manufacturing and the trades and to provide career exploration opportunities to as many students as possible. Here are the primary expenditures associated with running the program.

MATERIALS

The Institute strategically invests in materials for all projects, with actual costs varying based on project selection. While these projects generate revenue through sales, initial material purchases are necessary. After actual costs associated with production, learning (including errors), and outcomes, materials are typically a net cost.

REWARDS

PMI recognizes the importance of acknowledging student performance. We offer rewards based on outcomes, production, meeting and exceeding expectations, and other factors similar to the workplace. This helps us attract and retain participants as we compete with summer employment. These incentives often include tools, materials, equipment, and other career-related or personal items that support workforce preparation. The Institute relies on generous sponsor donations to fund these rewards, ensuring that graduates are well-equipped for their professional journeys.

EXPENSES

We do our best to keep overhead low. Still, we have costs associated with instruction, support, classroom materials, and transportation to training locations. Efficient management of these costs ensures the Institute continues to provide valuable education and training to its participants.



EDUCATION PARTNERS

The Production and Manufacturing Institute (PMI) collaborates with educational partners, including school districts, to effectively manage program overheads. These partners contribute significantly by providing facilities, instructors, transportation, equipment, Career and Technical Education (CTE) credits, and covering operational costs. Such investments are crucial to the success of PMI's partnerships.

Expenses such as stipends, materials, rewards, and other direct costs are funded through generous contributions of private employers and donors. We appreciate this combined annual support, which enables the continued success of our programs.



BEYOND THE SUMMER

The Institute goes beyond the few weeks during the summer. We used the Institute's momentum to enable other programs and opportunities in collaboration with our sponsors and partners. A few examples include...



Knight Manufacturing

East Valley High School launched its student-run enterprise in Fall 2024. Modeled after the Institute and similar programs, Knight Manufacturing helps students design, manufacture, and sell products in a live setting.



Ferris Manufacturing

Ferris High School also launched a venture that enables students to apply engineering, 3D printing, lasers, machining, and other practices into products for clients. PMI and Wagstaff were able to donate a new X-Tool to the venture.



SkillsUSA

PMI collaborated with SkillsUSA to host the regional Welding competition for Eastern Washington. The Institute will also be a partner at this year's State Competition in Welding Sculpture to promote career pathways in manufacturing and the trades.



Career Tours

The Institute collaborates with its sponsors and partners to arrange for onsite tours for students throughout the year where they learn about the latest technology, career opportunities, and pathways to prepare for careers in manufacturing and the trades.



Career Fairs

The Institute participates at several career fairs to promote the program and share information about careers in manufacturing and the trades. We join our partners at many of these events (like Jubilant Hollister Stier at a SkillsUSA event).



Education & Promotion

Continuous exposure to manufacturing and the trades is essential to gain interest. PMI partners with others such as **Let's Go Aerospace** to educate and promote careers. We wrote an article on how to explore career pathways in the trades.



Promotions & Donations

Our momentum to grow manufacturing and the trades has sparked interest in middle schools in the area. We collaborate with our partners to facilitate donations that support CTE, manufacturing, engineering, and other STEM and trades programs.

IN THE NEWS



Students Design Renovated Wood and Metal Shops for Learning in the Trades

East Valley High School revamped their wood and metal shops to include updated machines and new opportunities for learning as they prepare to expand their summer institute and launch Knight Manufacturing. "This is about expanding workforce development in our area," said Doug Edmonson, the district's career and technical education director. "The whole thing is to produce and manufacture products."

Continued Graduation Success

The Institute continues its growth, program expansion, and successful participant graduation rates. The Institute is supported by several employers, agencies, and grants to expose students to an immersive simulated work experience in manufacturing and the trades. Their goal is to develop the next generation of skilled workers.



Governor Spotlights Institute Graduate

In his State of the State Address, Governor Jay Inslee not only touted the success of the Production and Manufacturing Academy, but honored one of the program's top graduates, Olivia Perkins, with personal recognition and a seat in the gallery. Governor Inslee related how Olivia, "joined the Production and Manufacturing Academy to get exposure to hands-on welding. She wanted to create and sell her own metal artwork. Because of her efforts, she received a full scholarship to Spokane Community College and will become a professional welder because of her academy experience."

\$200,000 Grant to Transform East Valley Shop

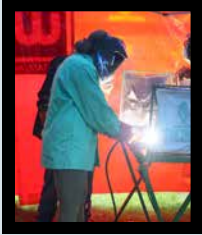
A partnership between East Valley Schools, NIMA, Wagstaff, and others was awarded a \$200,000 grant through the Washington State Department of Commerce to make vital improvements to shop facilities. The renovated facilities have helped the Institute and CTE programs improve alignment with industry needs, accelerate progress in workforce development, and enhance student opportunities.



\$200,000 Grant to Transform West Valley

An additional grant was obtained through Washington State Department of Commerce to make improvements to facilities and curriculum for West Valley High School's CTE program. The Institute is working closely with West Valley SD, Wagstaff, and GSI to launch a revised Manufacturing Engineering focus.

HOW TO SUPPORT



Financial Sponsorship

The Institute relies on the generous support of its business partners to fund essential program components, including materials, rewards, and operational overhead. These sponsor investments have been instrumental in enabling the Institute to expand and deliver high-quality programs that advance modern manufacturing. Collaborating with our non-profit partner ensures that your contributions remain tax-deductible, maximizing the impact of your support



Materials

The Production and Manufacturing Institute (PMI) incurs significant expenses for building materials essential to our product development. To mitigate these costs, we invite businesses to contribute by donating specific materials such as wood, metal, and other consumables used in our production processes. These in-kind donations are tax-deductible and directly support our educational programs. For detailed information on material specifications and donation procedures, please contact us.



Tours

PMI collaborates closely with our business sponsors to offer participants comprehensive insights into real-world manufacturing. Through facility tours, participants observe various manufacturing processes, products, and potential career paths. These immersive experiences are made possible by the generosity of our sponsors, who open their doors to showcase their operations. We are grateful for their support in enriching our program and inspiring the next generation of manufacturing professionals.



Mentorship

At PMI we recognize the significant benefits of integrating external mentors into our programs. These mentors offer participants fresh perspectives, serve as subject matter experts, and assist in brainstorming innovative solutions. They facilitate valuable networking opportunities, connecting participants with professionals across the industry. This approach not only enriches the learning experience but also broadens participants' professional horizons.



READY TO PARTNER?

If you're ready to partner with the Institute to deliver this amazing career opportunity, please reach out. We would love to answer questions or learn more about your needs.



509-219-9997 (via Optimal Talent Dynamics)



support@manufacturinginstitute.net



www.manufacturinginstitute.net

Direct Donation Link: <https://spokaneworkforce.org/donate-now>

INVESTMENT

Anything is Welcome. The Following are Suggested.

	ALUMINUM	BRONZE	SILVER	GOLD
	\$100 to \$2,500	\$2,500	\$5,000	\$10,000+
Branding - Company name will be included on Institute branding, webpage, materials, etc.	BRANDING Sponsor Name Listed on Shirt & Materials	LOGO BRANDING Small Logo on Shirt, Website, & Materials	MAJOR BRANDING Medium Logo on Shirt, Website, & Materials	PROMINENT BRANDING Large Logo on Shirt, Website, & Materials
Business contact information provided to Institute attendees.	X	X	X	X
Business receives contact info of all Institute participants.	X	X	X	X
Distribution of company information, branded swag, etc.	X	X	X	X
Business listed on Institute website with link.	X	X	X	X
Company profile on the Institute website.	X	X	X	X
Access to tour the Institute during production.	X	X	X	X
Premier scheduling for Institute site tours.		X	X	X
Extended business profile posted on Institute website.			X	X
Opportunity to deliver presentation to Institute.			X	X
Prominent mention in media, public events, banners, etc.			X	X
Designated location for field trip by one or more Institute group(s).				X
Social Media promotion highlighting company and its partnership with the Institute and K12 locations.				X
Exclusive promoted video on website highlighting company and what it's like to work for it.				X

DONATIONS

We appreciate any help and investment you can provide. Donations are made through the Spokane Workforce Council and maintain non-profit status of your contributions. Please contact Wade Larson for more information.

Direct Donation Contact:

Jeanette Facer (509) 960-6261
 Spokane Workforce Council jfacer@spokaneworkforce.org

Direct Donation Link: <https://spokaneworkforce.org/donate-now>

*Subject to donation and submissions provided prior to printing deadlines.

"The Institute has taught me many valuable skills. Before this, I had never stepped into a shop, but now I can use any of the machines...even if I don't go into a manufacturing job, I will still use these skills."

-Chloe

HOW TO SUPPORT

BUSINESS PARTNERS AND COMMUNITY INVESTORS

Thank you to our many sponsors and supporters! With more students, we have increased costs to cover rewards, materials, and fees. Your help ensures our ability to continue to serve kids and develop our future workforce.



Wagstaff, Inc. Is a globally recognized manufacturer in the aluminum industry. They helped found the Institute as a way to build the community and workforce by investing at the core of the cycle.



Career Connect WA is committed to supporting programs focused on career exploration, preparation, and launch. The Institute is a proud partner of CCW to achieve these objectives by improving the workforce readiness of high school graduates.



MacKay Manufacturing stands for quality and precision. They depend on a skilled workforce to deliver expertise in equipment and processes. The Institute helps develop future employees.



The Spokane Workforce Council lends support to the Institute as a workforce-aligned program that directly helps youth prepare for the workplace.



Pearson Packaging prides itself in offering automation and optimization for business packaging processes. They see the Institute as a way to create interest and develop student skills.



The NW I-90 Manufacturer's Alliance values the opportunity the Institute provides to expose students to career pathways. Area manufacturers can access more information to support the program through NIMA.



OTD is a workforce development leader. They align efforts of many organizations to produce results such as the Institute.



Apprenticeship pathways are essential to building a qualified workforce in manufacturing. Manufacturers Institute is a partner in offering support to students.



Collins Aerospace partners with customers to redefine the future of aerospace. They rely on the Institute to lay the foundation for the future.



The Community College offers a critical pathway for students to earn credentials in manufacturing careers. Our partnership exposes students to pathways to achieve education, training, and success.

OTHER SIGNIFICANT BUSINESS COMMUNITY PARTNERS

Some of our other partners and sponsors include...



Idaho Central Credit Union
Altek, Inc.
ControlFreek, Inc.

Associated Builders & Contractors
Merkle Standard

Want to Join the Community?

We are always seeking additional partnerships that can help facilitate the program. If you, your company, or association are interested in joining our partnership, please reach out to us by email or phone.



Ready to Help Make a Difference?



CONTACT INFORMATION



support@manufacturinginstitute.net



www.manufacturinginstitute.net

Direct Donation Link: <https://spokaneworkforce.org/donate-now>



Wade Larson

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The Production & Manufacturing Institute
www.manufacturinginstitute.net