

A new partner initiative serving small manufacturers throughout Colorado

What is SMA?

Small Manufacturer's Advantage (SMA) is a partnership program providing integrated support to small manufacturers across Colorado by leveraging the coordination of key strategic organizations such as Manufacturer's Edge, the Colorado Small Business Development Center Network (SBDC), the State of Colorado Office of Economic Development and International Trade (OEDIT), the World Trade Center (WTC), and the Procurement Technical Assistance Center (PTAC). The result is a unique and powerful synthesis of expertise and resources designed to help Colorado manufacturers succeed across all stages of the organizational life cycle.

Funding is provided in three parts; Manufacturer's Edge, the State of Colorado through the Office of Economic Development and International Trade (OEDIT), and a small cash contribution from the participating manufacturer served by the program. SMA leverages state and federal funds to bring industry experts to provide coaching, consultation, and/or training based on the challenges each company is facing. This expertise could be in business finance, marketing, operational excellence, growth services, export assistance, and beyond.

Does my company qualify?

- Are you a manufacturer?
- Is your company located in Colorado?
- Do you have fewer than 20 full-time employees?
- Can you demonstrate support and commitment to implementing recommendations in order to maximize results and improve your business?
- Are you willing and able to report impact data to Manufacturer's Edge and SBDC?

How do I apply?

If you meet the above requirements, the next step is to apply online at www.ManufacturersAdvantEDGE.com. Once the application is received, you will meet with staff members from Manufacturer's Edge and SBDC to discuss your participation in this 3-year statewide initiative to impact the Colorado small manufacturing community.

Questions? Contact Sumer Sorensen-Bain, Chief of Programs and Operations for Manufacturer's Edge, at ssorensen@manufacturersedge.com or 303.981.2144 or Glenn Plagens, Senior Director of North Metro Denver SBDC, at glenn.plagens@frontrange.edu or 303.460.1032.



Manufacturer's Edge is a statewide manufacturing assistance center, partially funded by the NIST Manufacturing Extension Partnership (MEP). Manufacturer's Edge encourages the strength and competitiveness of Colorado manufacturers through onsite technical assistance through coaching, training, and consulting, collaboration-focused industry programs, and leveraging government, university and economic development partnerships.



The Colorado Small Business Development Center (SBDC) Network is dedicated to helping existing and new businesses grow and prosper in Colorado by providing free and confidential consulting and no-or low-cost training programs. The SBDC strives to be the premier, trusted choice of Colorado businesses for consulting, training and resources. The SBDC Network combines the resources of federal, state and local organizations with those of the educational system and private sector to meet the specialized and complex needs of the small business community.



The Colorado Office of Economic Development and International Trade (OEDIT) works with statewide partners to create a positive business climate that encourages dynamic economic development and sustainable job growth. Under the leadership of Governor John Hickenlooper, we strive to advance the state's economy through financial and technical assistance in support of local and regional economic development activities throughout Colorado.



Procurement Technical Assistance Centers (PTACs) provide local, in-person counseling and training services for you, the small business owner. They are designed to provide technical assistance to businesses that want to sell products and services to federal, state, and/or local governments. PTAC services are available either free of charge, or at a nominal cost. PTACs are part of the Procurement Technical Assistance Program, which is administered by the Defense Logistics Agency.



The World Trade Center Denver facilitates international trade by educating, serving and connecting businesses in the Rocky Mountain region to our global network of 330 World Trade Center in 100 countries.

The mission of the World Trade Center Denver has evolved around four key service areas:

- Educate
- Connect
- Inform
- Advocate