

Mapping Philadelphia's Manufacturing Support Ecosystem



November 2017

Acknowledgements and Thanks

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Finally, thank you to the survey respondents and focus group participants for their time and insights, without which this report would not have been possible.

REPORT DESIGN Maria Klushina

All images courtesy of UMA unless otherwise noted.

¹ Organizations included in this ecosystem map participated in our State of Urban Manufacturing study; UMA does not represent this constitutes a comprehensive list of organizations that serve makers and manufacturers in Philadelphia. Our hope is that this encourages local partners to compile a fuller listing and keep it up-to-date as the support landscape changes over time.

² For the purpose of our study, region is geographically larger than a city and smaller than state; however, a region may contain portions of more than one state.

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About the *State of Urban Manufacturing*

The Urban Manufacturing Alliance conceived the State of Urban Manufacturing study as a way to give policymakers, economic development practitioners, and workforce training providers information they can use to make strategic decisions to support urban manufacturers. Longer term, this information may serve as a foundation to expand understanding across the economic development field. To inform this national research, UMA collected information directly from hundreds of manufacturers across six pilot cities — including more than 100 in Philadelphia — on the nature of their businesses and the challenges they face; the research team also spoke with a variety of organizations that aim to support these firms. Those support organizations informed the following Ecosystem Map. Its intent is to help producers and the organizations that support them match the right resources to businesses' needs.

About the Urban Manufacturing Alliance

The Urban Manufacturing Alliance is a national coalition of organizations that are building manufacturing economies fit for the 21st century. Our goal is to create pathways to middle-class jobs, spark homegrown innovation and ensure that cities and towns continue to be the places where we make things. Through our Communities of Practice, in-person Gatherings and original policy research, UMA showcases current practices, programs and people that are uplifting manufacturing and creating more equitable communities. Learn more at www.urbanmfg.org.

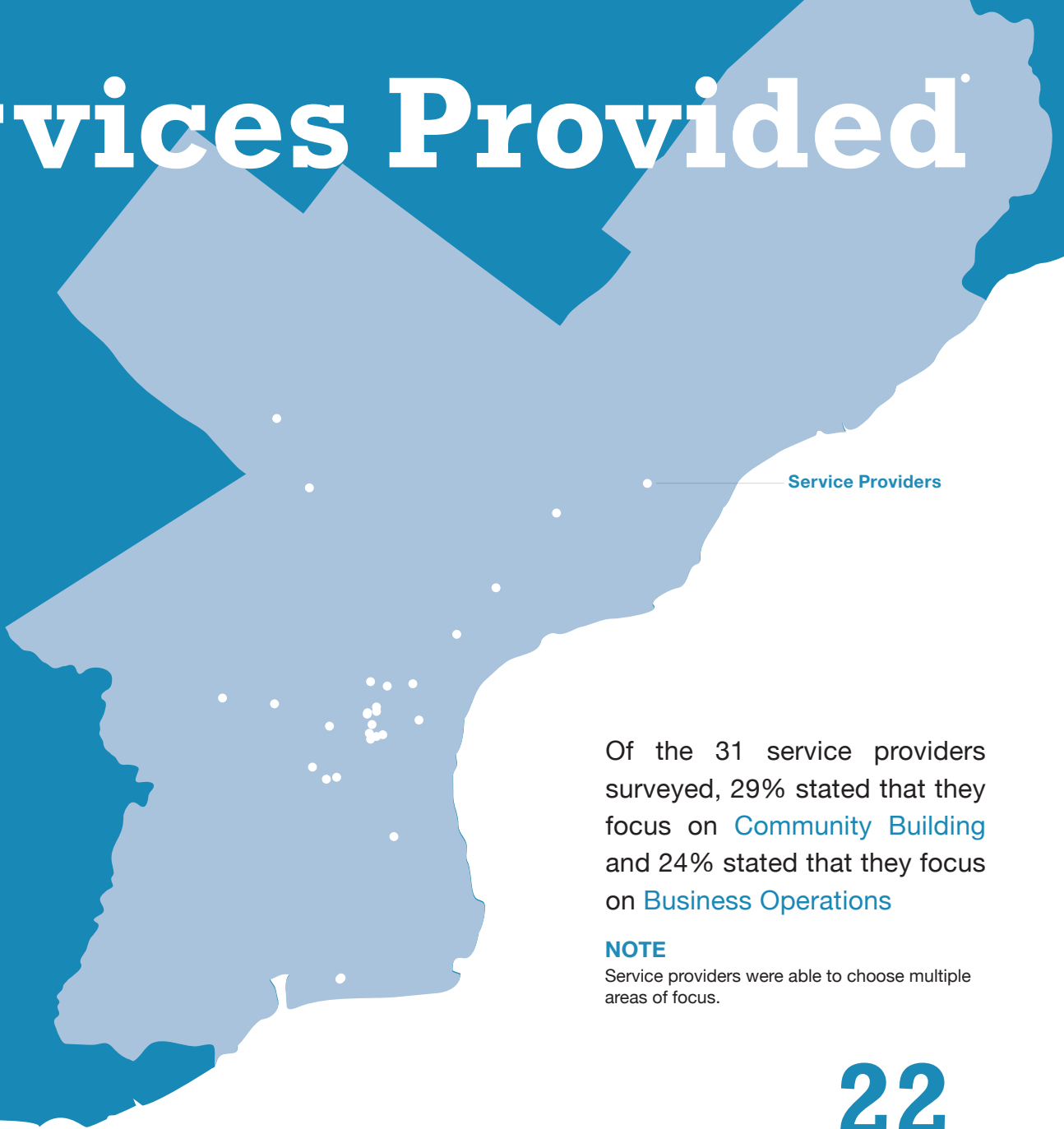
Methodology for the Ecosystem Mapping Process

UMA was able to survey 31 organizations in Philadelphia that support manufacturers. The survey asked about:

- The general types of services offered to manufacturers, from among the following categories: Business Operations, Access to Capital, Product Development, Real Estate, Workforce Development, and Community Building/Ombudsman Services
- Specific programs within each service category
- Specific manufacturing subsectors each organization might focus on
- Whether organizations served the entire city, specific neighborhoods, or particular types of manufacturers (some providers have a national footprint)

Some of the visualizations may list programmatic categories without any organizations working directly in that area. In addition to enumerating existing programs, an important goal of this process was point to gaps in existing manufacturing services. Our hope is that this information is leveraged for continued—and improved—collaborations across service providers, especially to address unmet needs. We also hope that these services will be periodically re-mapped to reflect changes in this ecosystem.

Services Provided

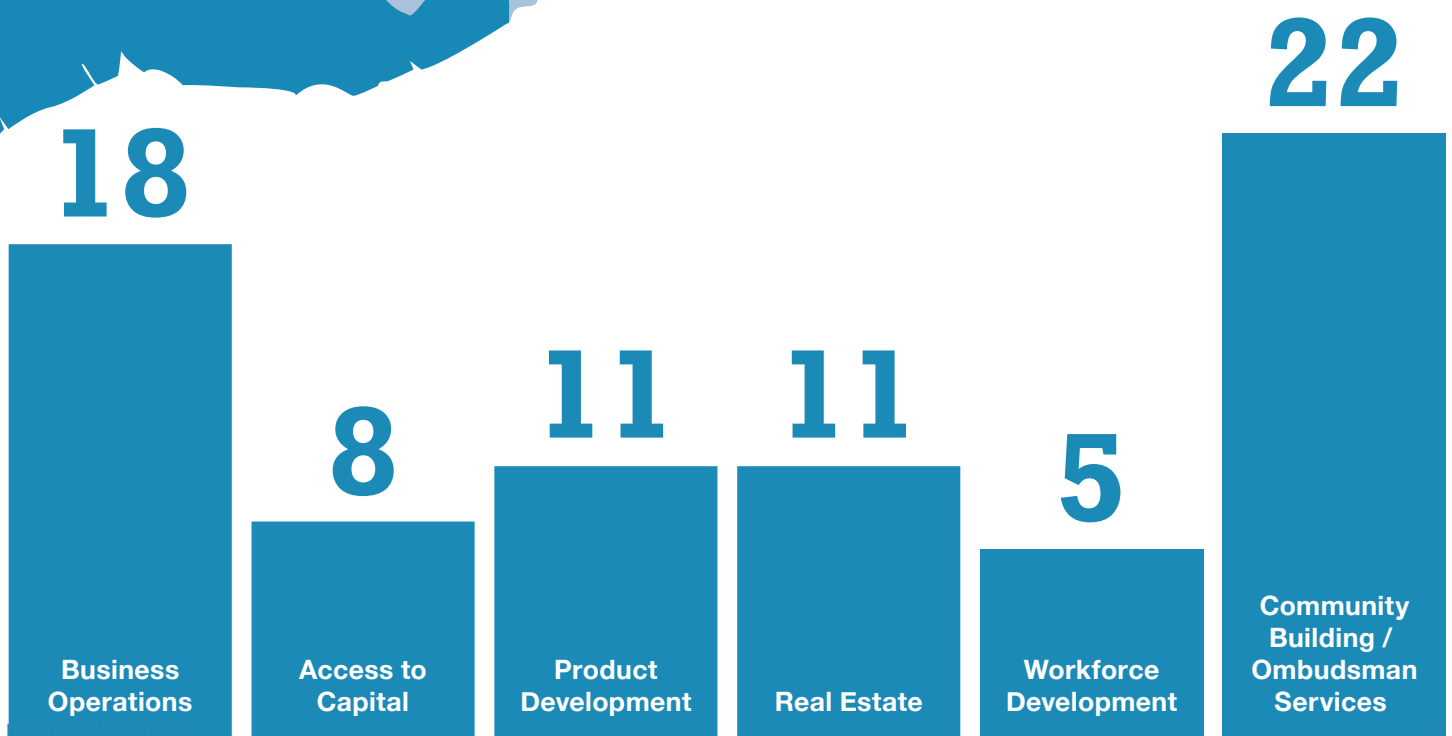


Service Providers

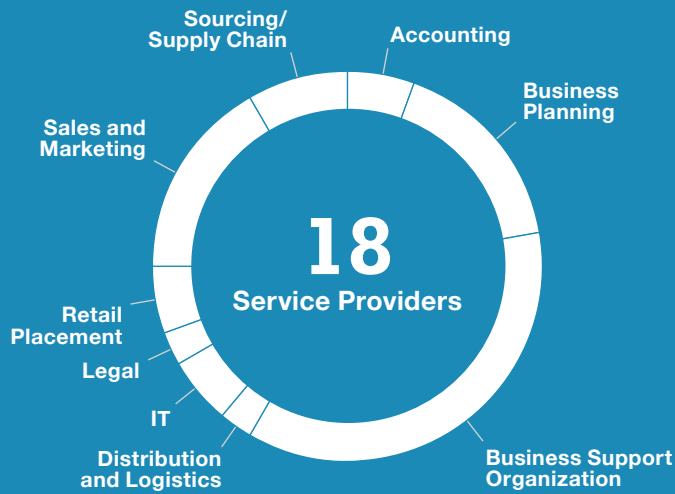
Of the 31 service providers surveyed, 29% stated that they focus on **Community Building** and 24% stated that they focus on **Business Operations**

NOTE

Service providers were able to choose multiple areas of focus.

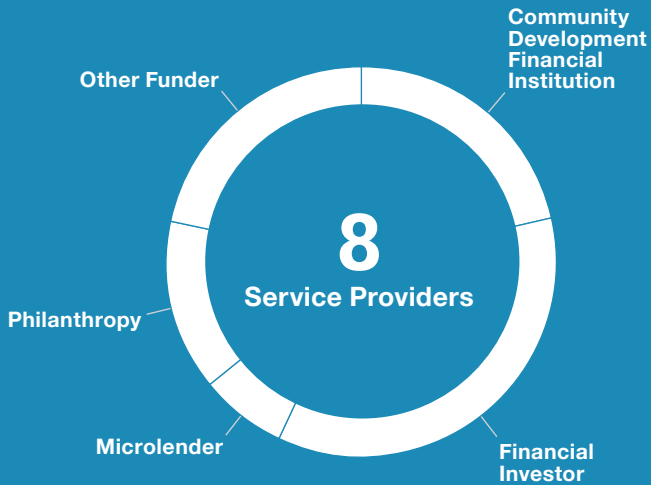


Business Operations



	Accounting	Business Planning	Business Support Organization	Distribution and Logistics	Information Technology (IT)	Legal	Retail Placement	Sales and Marketing	Sourcing / Supply Chain	Wholesale Support
African American Chamber of Commerce PA/NJ/DE		✓	✓							
Arts + Crafts Holdings							✓	✓		
Ben Franklin Technology Partners			✓							
Center of Effort		✓								
City of Philadelphia - Department of Commerce			✓							
Community College of Philadelphia		✓								
DVIRC		✓	✓	✓	✓			✓	✓	
Globe Development Group	✓	✓	✓					✓		
Greater Philadelphia Hispanic Chamber of Commerce		✓	✓							
Manufacturing Alliance of the Greater Philadelphia Region					✓	✓		✓	✓	
New Kensington Community Development Corporation (NKCDC)			✓							
Philly Makers Meetup			✓							
Philadelphia Industrial Development Corporation (PIDC)			✓							
Shift Capital							✓	✓		
Sustainable Business Network of Greater Philadelphia			✓					✓		
The Chamber of Commerce for Greater Philadelphia			✓							
The Enterprise Center			✓						✓	
The Merchants Fund	✓		✓							

Access to Capital



	Community Development Financial Institution	Crowdsourcing Platform	Financial Investor	Microlender	Philanthropy	Other
African American Chamber of Commerce PA/NJ/DE	✓					
Ben Franklin Technology Partners			✓			
GreenLight Fund Philadelphia					✓	
NextFab			✓			
Philadelphia LISC	✓					✓
Philadelphia Industrial Development Corporation (PIDC)	✓		✓			✓
The Enterprise Center			✓	✓		
The Merchants Fund					✓	✓

Product Development



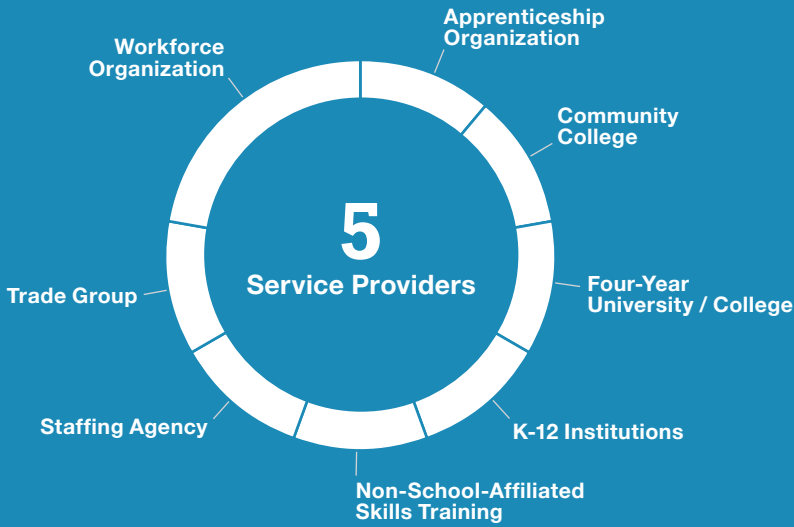
	Accelerator & Incubator Spaces	Contract Manufacturer	Designer	Maker Space & Equipment Sharing	Product Accelerator	Production Process Services	Prototyper	Research & Development
Arts + Crafts Holdings	✓			✓				✓
Ben Franklin Technology Partners					✓		✓	
Crane Arts				✓				
DVIRC						✓		
NextFab	✓			✓	✓		✓	
Octo Studio			✓					
Shift Capital	✓			✓				
The Enterprise Center	✓							
University City Science Center	✓				✓			
Viking Mill Associates	✓							

Real Estate



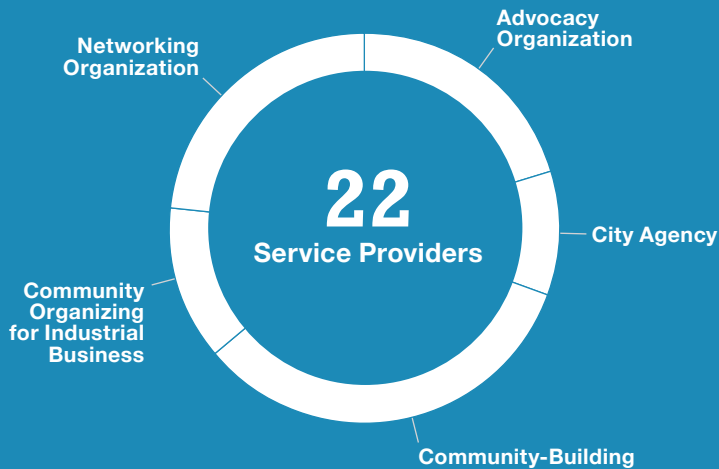
	Business Improvement District	Maker Space	Real Estate Agent	Real Estate Developer (For-Profit)	Real Estate Developer (Non-Profit)
Arts + Crafts Holdings		✓		✓	
Building Bok				✓	
Crane Arts		✓		✓	
Jones Lang LaSalle (JLL)			✓		
Manufacturing Alliance of the Greater Philadelphia Region	✓				
NextFab		✓			
Shift Capital		✓		✓	
The Enterprise Center					✓
TMSL					✓
University City Science Center					✓

Workforce Development



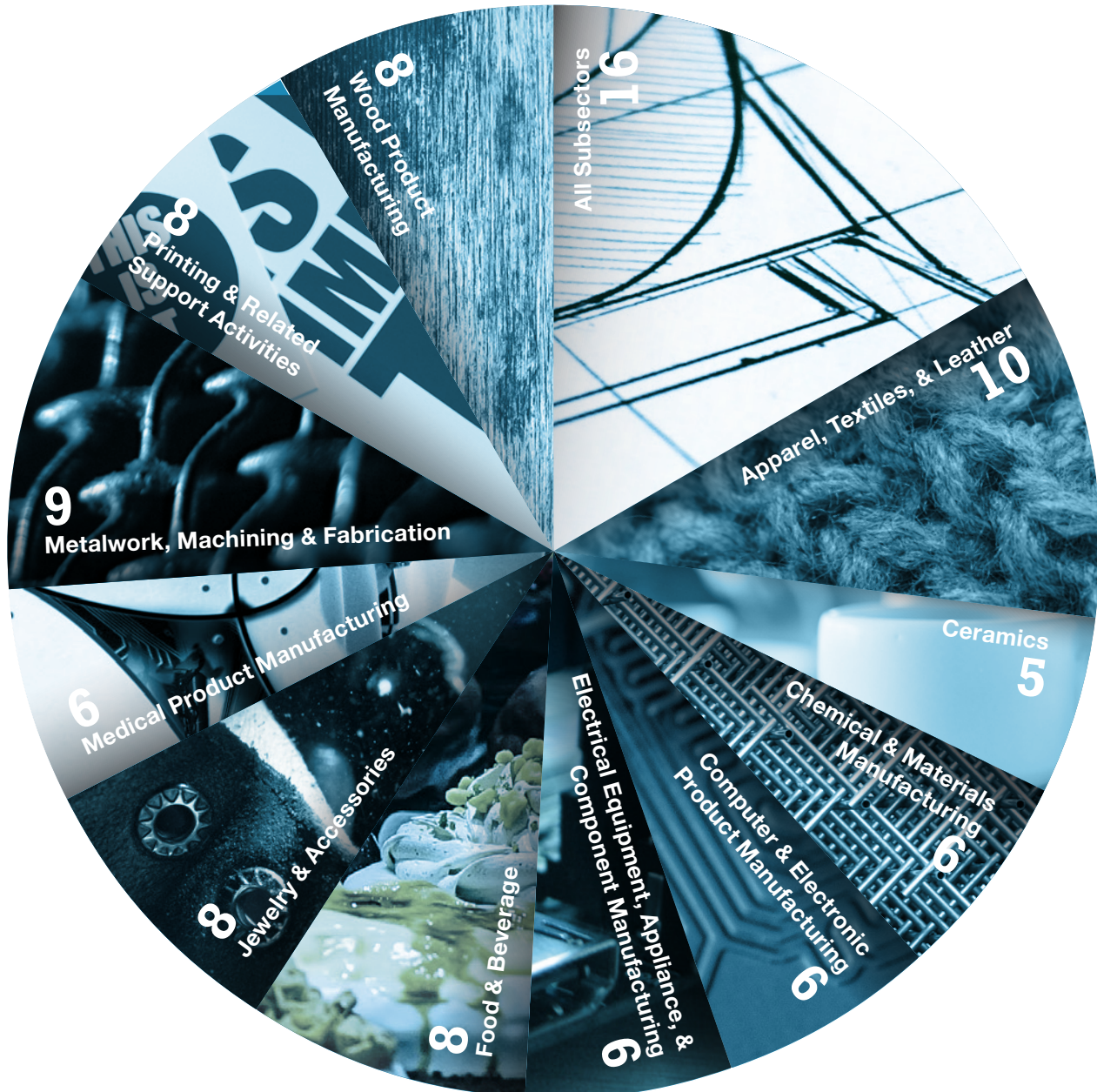
	Apprenticeship Organization	Community College	Four-Year University/College	K-12 Institutions	Labor Union	Non-School-Affiliated Training	Staffing Agency	Technical College	Trade Group	Workforce Organization
Center of Effort	✓									✓
City of Philadelphia - Department of Commerce										✓
Community College of Philadelphia		✓								
Jefferson (Philadelphia University + Thomas Jefferson University)			✓							
Manufacturing Alliance of the Greater Philadelphia Region						✓			✓	
NextFab						✓				
School District of Philadelphia				✓						

Community Building/ Ombudsman Services



	Advocacy Organization	Community Building	Community Organizing for Industrial Business	Networking Organization	Regulatory Services
African American Chamber of Commerce PA/NJ/DE		✓			
Arts + Crafts Holdings		✓			
Ben Franklin Technology Partners		✓	✓	✓	
Center of Effort			✓	✓	
City of Philadelphia - Department of Commerce	✓	✓			✓
Community College of Philadelphia	✓		✓		
Crane Arts					✓
DVIRC	✓	✓	✓	✓	
Globe Development Group		✓		✓	
Greater Philadelphia Hispanic Chamber of Commerce				✓	
GreenLight Fund Philadelphia		✓			✓
Manufacturing Alliance of the Greater Philadelphia Region	✓			✓	
New Kensington Community Development Corporation (NKCDC)		✓			
Philadelphia LISC		✓			✓
Philly Makers Meetup		✓			
Philadelphia Industrial Development Corporation (PIDC)	✓				
Shift Capital			✓		
Sustainable Business Network of Greater Philadelphia	✓			✓	
The Chamber of Commerce for Greater Philadelphia	✓	✓		✓	
The Enterprise Center		✓			
The Merchants Fund		✓			
University City Science Center	✓			✓	

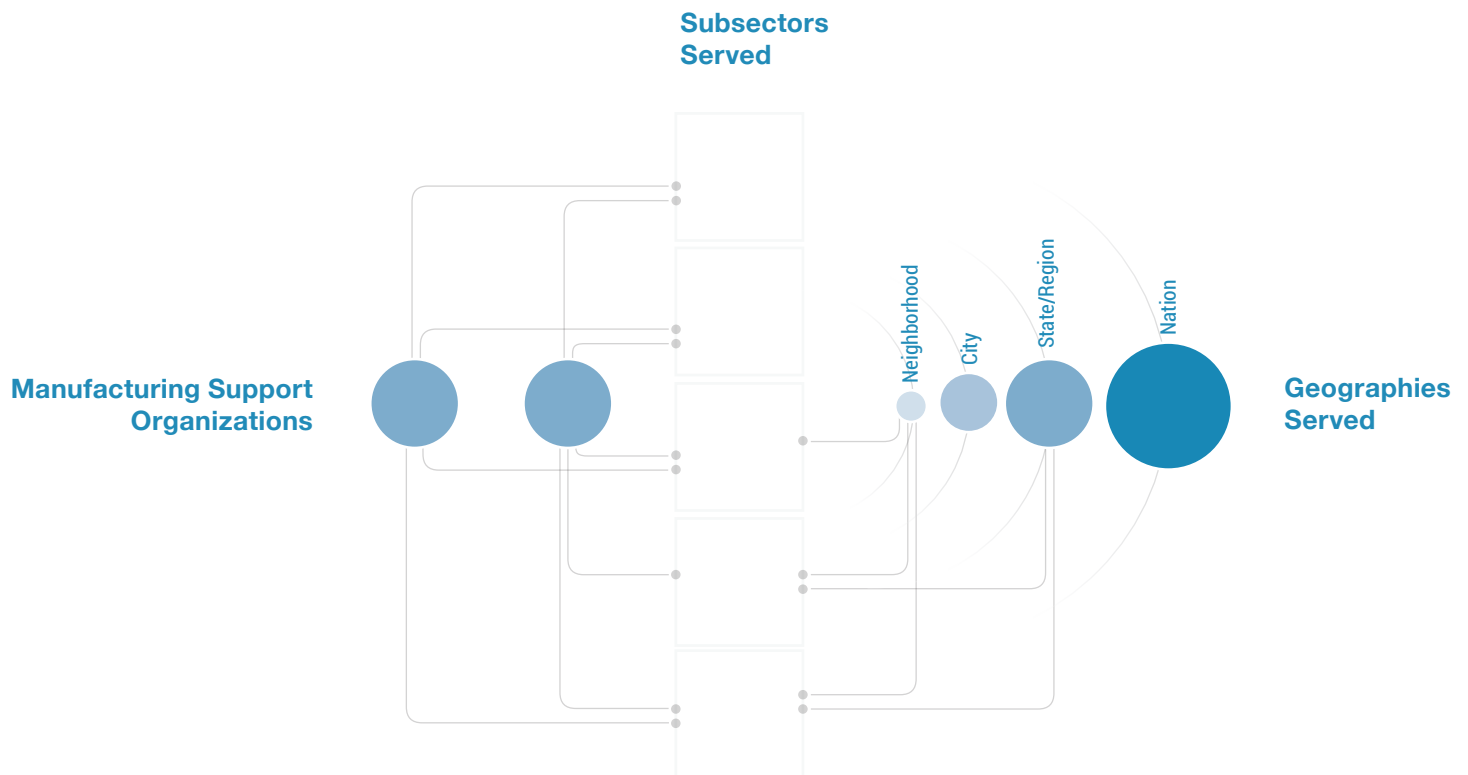
Manufacturing Subsectors Served



NOTE

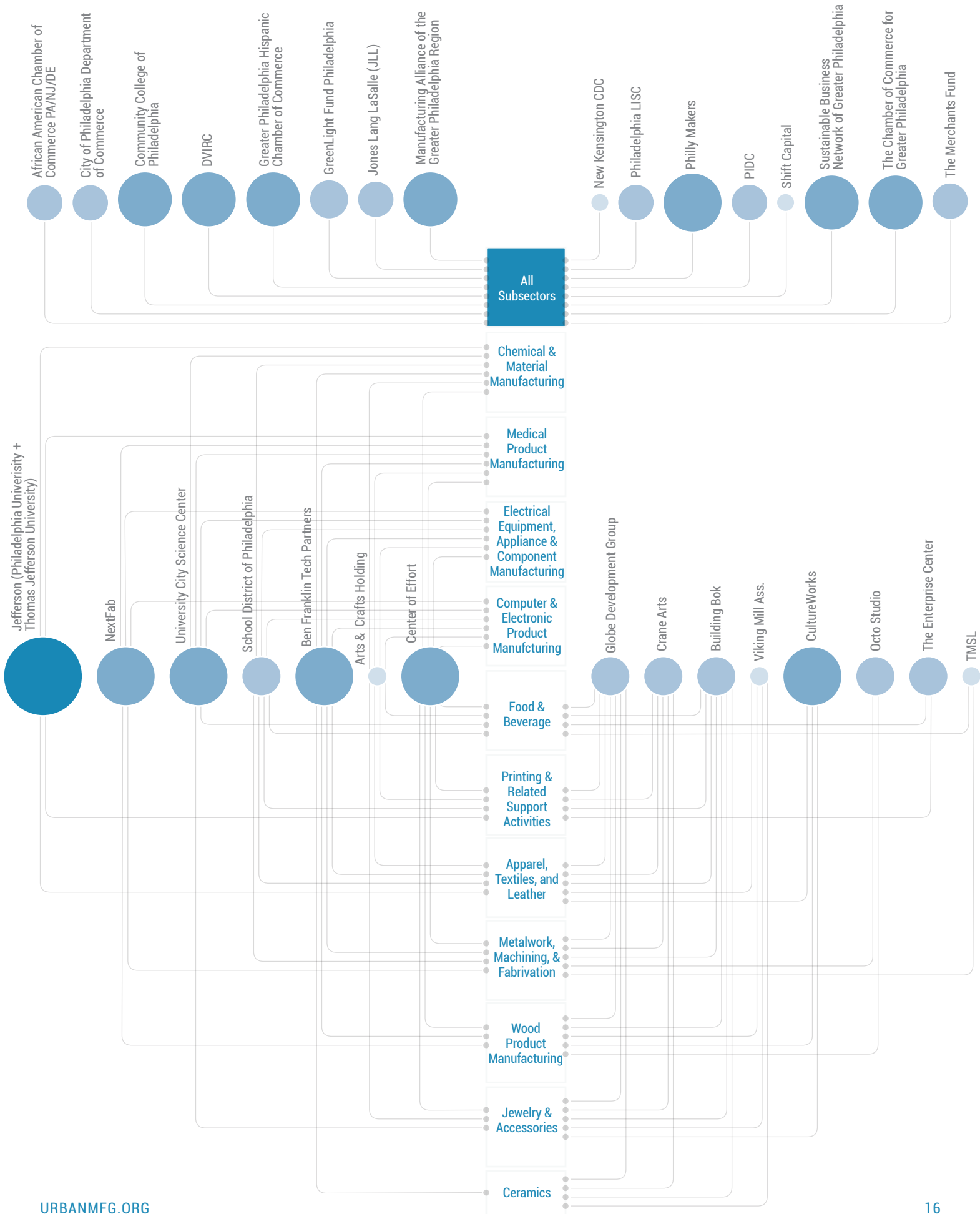
Service providers were able to select more than one subsector.

Subsectors and Geographies Served



KEY

The above key is for the visualization on the following page.



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