



We are thankful for North Dakota Manufacturers!

Multiple North Dakota Manufacturers Disrupted by CyberAttacks

Over the past 2 weeks I have heard from four small-medium North Dakota manufacturers that were cyberattacked and held for ransom. That's only the ones I've talked to or are willing to share they were cyberattacked. They lost access to their information such as their accounts receivable, accounts payables, internal data used to run their factories (ERP, costs, inventory, quality & financial records), employee banking and medical info and customer proprietary data- even the back-ups to the data have been impacted. The resources it takes to recover and/or rebuild information are very painful.

Impact Dakota is supporting North Dakota manufacturers with a no-cost Cybersecurity Assessment to identify risks and provide next steps you can take to reduce your organization's risks.

To learn more you can contact any of your Impact Dakota contacts you know or contact Jodie Mjoen, Impact Dakota Sr. Business Advisor at jodiem@impactdakota.com or 701.712.1646.

Cybersecurity: Where do I Start?

FDA Food Safety Modernization Act (FSMA) Preventive Controls for Human Food Training

Virtual Classroom - January 12-14

One of the most significant FDA rules is the Preventive Controls for Human Food rule. This rule states that every human food manufacturer, except for the very smallest who will have modified requirements, must have somebody on staff who has completed a Preventive Controls for Human Food class.

This three-day event will prepare you for the REQUIRED facility Food Safety Plan as well as ongoing verification of the plan.

PCQI Info & Registration

Lean Enterprise Certification Program for High Performance Manufacturing

Virtual Classroom - Beginning January 20th

The next session of the Lean Enterprise Certification Program for High Performance Manufacturing (LECP-HPM) is scheduled to start January 20th. **This session will be presented virtually.**

The Impact Dakota LEAN Enterprise Certification Program for High Performance Manufacturing (LECP-HPM) helps businesses achieve higher profitability by building internal capability and capacity to improve QUALITY, COST, and DELIVERY performance. This is the only nationally-certified and recognized program for Lean Certification in the country and is applicable to manufacturers and non-manufacturers.

[If you are interested in participating in this LECP-HPM training, please click here to learn more about the program.](#)

If you have questions, please contact:
Reza at 701-367-8664, rezam@impactdakota.com

Leadership Webinar Series

Virtual Classroom - Various Dates

Inspire. Motivate. Influence. Build top-performing teams. Find competitive advantage. Execute strategy. Lead change. Foster innovation. Impact Dakota's leadership webinar series is designed to help you build the confidence, skills and presence you need to lead your team to success. Using a practical approach, the participants will learn and discuss concepts and practices that will allow them to apply them immediately at work. This online course will inspire and empower your leaders to create a framework of effective and sustainable leadership practices.

[Click here to learn more!](#)

If you have questions, please contact:
Tony at 701-425-2308, tonyr@impactdakota.com

QUALITY MANAGEMENT SYSTEM TRAINING OPPORTUNITIES

ISO9001:2015 Internal Auditor Training

Virtual Classroom - January 20-21

ISO9001 is the Quality Management System that many businesses use as the foundation upon which they add their unique industry requirements. Many firms are already ISO Certified, and many more are becoming certified as their customers require it or they are trying to attract new business.

ISO9001:2015 Info & Registration

AS9100D Internal Auditor Training

Virtual Classroom - January 20-21

AS9100 fully incorporates the entirety of the current version of ISO9001; while adding requirements relating to quality and safety in the aviation, space and defense industry. Major aviation, space, and defense manufacturers and suppliers worldwide require compliance and/or registration to AS9100 as a condition of doing business with them.

AS9100D Info & Registration

Smart Manufacturing Survey from University of California, Irvine: Your chance to voice your opinion

Do you work in a small or medium manufacturing firm (fewer than 500 employees)? Or, do you work with such companies as a consultant? Consider donating 10-15 minutes of your time!

With your help, this will be the largest national study ever done about how smart technology can benefit small and medium manufacturers. The survey results will provide invaluable data for guiding future development of smart manufacturing tools tailored to the needs of these companies. You don't have to be a technology expert: we want a wide range of opinions. Participation is voluntary. We'll send you a report summarizing the results if requested.

The survey is conducted by University of California Irvine through a grant from the U.S. Department of Energy. Any questions? Contact Dr. Joy Pixley (jpixley@uci.edu).

Participate in the Survey



Supply Chain Scouting System

Impact Dakota is partnering with NIST Manufacturing Extension Partnership (NIST MEP) and our nationwide network of 50 other MEP Centers across the U.S. and Puerto Rico to help solve supply chain gaps encountered by government entities, critical care service providers, and manufacturers.

Supplier Scouting

How Healthy is Your Organization?



Companies are challenged with continuously reducing cost, increasing flexibility, and decreasing lead times while still providing their customers with high-quality products.

In an effort to help North Dakota's manufacturers, Impact Dakota is expanding its on-site, no-cost assessment of your manufacturing business to identify and discuss opportunities that can help with improved productivity of your resources. The approach to this assessment is based on principles of LEAN manufacturing which focuses on reduction of wastes helping companies achieve higher levels of productivity in their production and operations. As part of this assessment, in a very friendly but purposeful way, the Impact Dakota staff will walk the shop floor to observe, evaluate, and discuss your production and supporting operations. Following the on-site visit a brief summary report reflecting observations and outline of recommendations will be provided.

Have we got a deal for you!

Mark Your Calendar

» UPCOMING EVENTS

VIRTUAL TRAINING OPPORTUNITIES

Communication I
December 8 or December 10

Communication II
December 15 or December 17

PCQI for Human Food
January 12-14

LECP-HPM
Beginning January 20

ISO9001:2015
January 20-21

AS9100D
January 20-21

Visit
[IMPACT DAKOTA EVENTS](#)
for information!

MANUFACTURING in Lehman's Terms



Dave Lehman
dlehman@nd.gov
701-226-0309

Incentives 101: PACE Loan Overview

As the seasons change, so has my focus. For much of this year I have covered COVID-19 related content, and I think it's time for a bit of a change. Instead, I would like to once again, concentrate on the incentives available in North Dakota to help manufacturers advance and grow. For this month's article, I will cover one of the most highly utilized programs the state has to offer for manufacturing expansion projects, the Partnership in Assisting Community Expansion (PACE) Program.

[Click Here to Read The Full Article](#)

[Click Here for Supporting Loan Comparison](#)

Making an Impact Since 2001 ...

Client Results*

- » **\$374** MILLION IN NEW AND RETAINED SALES
- » **\$111** MILLION IN COST SAVINGS
- » **\$212** MILLION IN NEW INVESTMENTS
- » **3,682** JOBS - CREATED OR RETAINED

*Determined by an independent third-party survey

Bobcat

Combining Lean Enterprise Certification Program and Quick & Easy Kaizen generated \$153,000 in savings and 243 implemented ideas.

BORDEXTOWN RETAIL SYSTEMS
CONNECTIONS FROM TO PROGRESS

Job Instruction Training enabled 75% reduction in set-up time and 50% reduction in deviations from standard procedures.

How Manufacturers Can Prepare for Growth Amid Uncertainty

Whether you are fighting to stay open or trying to keep up with a surge in new orders, proactive manufacturers have opportunities despite economic conditions. Thriving in these uncertain times requires a strategic roadmap that is flexible and referred to often, allowing you to adapt to whatever circumstances come your way and rapidly take advantage of opportunities. Learn how to apply this business thinking to your business and chart a path to growth.

Prepare for Growth

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Impact Dakota is the official representative of the MEP National Network in North Dakota.