

Numerix, Inc.

Based in Columbia City and founded in 2002, Numerix, Inc. is a precision CNC machining company that specializes in the manufacturing of components for medical, aerospace and defense, and general manufacturing industries.




NUMERIX AT A GLANCE

Year Established:
2002

Employees:
6 full-time
3 part-time

Leadership:
Jeff Johnson, President & CEO

Annual Revenue:
\$1,000,000



In 2010 Jeff knew it was time to move from an operator to manager in order to take his business to the next level, but he wasn't quite sure how to make it happen. At the same time, the EDC was in the process of launching a services-based business incubation program that today is known as the Small Business & Entrepreneurship Initiative (SBEI). "That's when the SBEI program helped focus my dream and move Numerix onto a new strategic growth-oriented path," said Johnson.

Eight years ago Jeff Johnson had a dream to take his skills as a machine operator and develop a niche precision CNC machining company focused on complete customer satisfaction. Little did he know how gratifying the success and failures of that dream would become.

JOINING THE SBEI PROGRAM

"I am amazed at what a benefit the SBEI program has become to my business."

Working one-on-one with the SBEI team to create a business plan, SWOT analysis and a competition study, Jeff's team at Numerix quickly worked together to implement the changes, grow and move in a new direction.

ACHIEVEMENTS WITH THE SBEI PROGRAM

Since joining the SBEI program, Numerix has doubled its staff while increasing revenues by 65 percent with no negative effects on profit. "My participation in the SBEI

program gave me a place to bounce ideas off of, network with other companies and operate in a more efficient manner," said Johnson. "I am very proud of what Numerix, Inc. is becoming and yet humbled. I am also very excited for what the future holds and what SBEI has done and will continue to do for Whitley County." In 2011, Numerix was projected to reach sales of \$1,000,000 after completing the SBEI program.

ADVICE FOR OTHERS

Moving forward, Jeff will continue to work with the SBEI team as Numerix continues to focus on growth and embrace new challenges. Jeff's advice to anyone interested in the SBEI program:

"Do it at all costs. This is an investment in your future and the payouts will far outweigh your expectations."



SBEI PROGRAM SUCCESS:

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