

# Welcome Guide

Start here to get the most of your membership



**America Makes**

National Additive Manufacturing Innovation Institute

America Makes is driven by the National Center for Defense Manufacturing and Machining (NCDMM)

## Welcome to America Makes.

We are delighted that you have joined us in growing our mission and America's global competitiveness in additive manufacturing. Our mission is simple: we are an impartial convener of additive manufacturing and 3D printing stakeholders, we are a coordinator of technical and workforce information and data, and we are an activation catalyst through high value, high difficulty, and high impact collaborative projects.

We hope you find this information packet useful. In it, you will learn more about our team as well as some of the ways you can get involved with the Institute and the additive manufacturing community. As our membership base continues to grow, so will our relationships with each other and our strength in reaching a common goal.

We look forward to working with you and watching as you help shape the landscape of our industry's future.

Sincerely,



John Wilczynski

Executive Director, America Makes

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[www.AmericaMakes.us](http://www.AmericaMakes.us) | [www.ncdmm.org](http://www.ncdmm.org)



## Meet the America Makes Team!

### John Wilczynski

**Executive Director**

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### Josh Cramer

**Education & Workforce Director**

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**Director, Partnerships & Community Relations**

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**Membership Director**

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**Project Engineer**

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### Ashley Totin

**Project Engineer**

ashley.totin@ncdmm.org





## DIGITAL Engagement



[AmericaMakes.us](http://AmericaMakes.us)



[/AmericaMakes](https://www.facebook.com/AmericaMakes)



[@AmericaMakes](https://twitter.com/AmericaMakes)



**America Makes**  
Private Group



**America Makes**  
**DIGITALSTOREFRONT**

### Any Questions

**Contact Amy Good**  
Digital Information Manager  
[amy.good@ncdmm.org](mailto:amy.good@ncdmm.org)

or

**Contact Joe Veranese**  
Business Systems Manager  
[joe.veranese@ncdmm.org](mailto:joe.veranese@ncdmm.org)

### America Makes Digest - Member Newsletter

Members are entitled to receive the America Makes Digest. This bi-weekly email consists of all of our announcements for members, upcoming activities, news, events, trainings, and key industry information. We love to promote members' content whenever possible. If you have content to contribute, please contact Amy Good at [amy.good@ncdmm.org](mailto:amy.good@ncdmm.org). To join the distribution list visit [AmericaMakes.us](http://AmericaMakes.us).

### Wohlers Weekly

Wohlers Associates compile the most important and relevant AM news from around the world each week to keep members updated. All members are eligible to receive this information. To join the distribution list visit [AmericaMakes.us](http://AmericaMakes.us).

### America Makes Private LinkedIn Group

America Makes offers members access to a private LinkedIn Group as a way to engage with America Makes and its members. Members are encouraged to utilize this space to network with other members, to collaborate, learn from one another, and support each other. Find us on LinkedIn.

### Social Media

America Makes has a robust social media presence on Twitter, Facebook, LinkedIn, YouTube, and Instagram. We encourage you to follow & participate in our conversations on any of these channels. We also love to promote members' content whenever possible. Tag us on your social media channels with #AMmember so we can share all of the great things you're working on or get in touch @AmericaMakes or / AmericaMakes.

### America Makes Digital Storefront

The America Makes Digital Storefront is a product lifecycle management (PLM) platform that allows America Makes members to access releasable information related to all applied research and development projects underway. If you have questions regarding accessing the Digital Storefront, contact Joe Veranese at [joe.veranese@ncdmm.org](mailto:joe.veranese@ncdmm.org).

### AmericaMakes.us Website

The AmericaMakes.us site is a resource for members to reference for a frequently updated events listing, recent news, ways to engage with us, and to see a current list of America Makes members. If you have content to contribute, please contact Amy Good at [amy.good@ncdmm.org](mailto:amy.good@ncdmm.org).



## EVENT Engagement



Members Meeting & Exchange



Technical Review & Exchange



Technical Review & Exchange



America Makes regularly holds large events: MMX - Members Meeting and Exchange; TRX - Technical Review & Exchange; and TRX+.

### What is MMX?

MMX is typically held each fall in Youngstown, Ohio. The main objective of MMX is to provide an update on the progress of the America Makes program and status on many technical projects.

MMX offers multiple sponsorship opportunities that can enhance an organization's visibility in the additive manufacturing industry.

### What is TRX?

TRX meetings are held at various times of the year at member locations. These events are focused on specific topic areas of the Technology Roadmap. TRX is a great way to learn about technical progress in the America Makes project portfolio.

### What is TRX+?

TRX+ is a theme focused TRX (Technical Review & Exchange) event. TRX+ events have more emphasis on technical presentations surrounding the chosen theme and less emphasis on project report outs.

All of these events provide invaluable networking opportunities and bring together hundreds of thought leaders from every corner of industry, academia, and government. We've seen many member-to-member relationships start at these events and move towards collaboration. We strongly encourage all members to attend these valuable information-sharing and networking events.

### MMX, TRX, TRX+ and Cost-Share

As a member of America Makes your participation at these events can be used as part of your cost-share contribution. Refer to the @Program for additional information.



### Any Questions

Contact Tara Sarver  
Program Coordinator

[tara.sarver@ncdmm.org](mailto:tara.sarver@ncdmm.org)



## PROJECT Engagement

### How do projects get chosen?

We hold workshops to identify members' business and technical additive manufacturing and 3D printing needs. Our member-driven technical roadmap informs the areas of focus for our project calls. Our Executive Committee and Government Partners Advisory Committee make the final decision as to what topics are chosen.

### When do project calls happen?

There is no set schedule.

### How do I get involved in the member-driven technology roadmap?

Members are invited to participate in our technical roadmapping process.

### How do I access the roadmap?

The public roadmap is accessible on our website. The member-only version of the roadmap is available on the Digital Storefront.

### How do teams get created?

Teams form organically from our membership based on interest. We also help team leaders find potential partners from outside their immediate network to foster collaboration. The more we are familiar with our members' areas of expertise, the more we are able to help forge partnerships of this nature. We also encourage our members to leverage our networking events (i.e. TRX, MMX) to meet with our other members. America Makes members also have access to a private LinkedIn Group as a way to engage and collaborate with America Makes and its members.

### Who is eligible to lead a project team?

Only America Makes members in good standing are able to lead project teams.

### Can I join a project that's ongoing?

It's up to the individual teams to determine if they would like additional support.

### Any Questions

Contact Jason Thomas  
Project Engineer

[jason.thomas@ncdmm.org](mailto:jason.thomas@ncdmm.org)



## GROUP Engagement

### More ways to get engaged with America Makes

America Makes has a number of Advisory Groups(AG) and Working Groups(WG) that members can participate in. Some of the Advisory Groups have Working Groups that have very specific focus areas that report back to the AG.

Platinum  
Advisory  
Group

#### Platinum Members Advisory Group

Brings together platinum members that encompass a vast understanding of the America Makes Program and the America Makes membership benefits and values, as well as to collaborate with them and to gather their perspective and advice to further support the ongoing and future efforts of the America Makes Program.

AM  
Standards  
Collaborative  
Advisory  
Group

#### AM Standards Collaborative Advisory Group

Leads America Makes' efforts in coordinating, accelerating, and prioritizing the development and availability of additive manufacturing standards, specs, and data schemas for use by government and industry in the United States.

Workforce  
&  
Education  
Advisory  
Group

#### Workforce & Education Advisory Group

Contributes to a national perspective for the implementation of the National Additive Manufacturing Innovation Institute Workforce & Education Strategy. The Workforce & Education Advisory Group will work together with the America Makes Deputy Director of Workforce & Education to analyze institute and stakeholder interests, opportunities, and requirements in order to establish and prioritize appropriate workforce and education goals.

AM  
Maintenance  
& Sustainment  
Working  
Group

#### AM Maintenance & Sustainment Working Group

Accelerates the productive use of additive manufacturing for commercial and government (DoD, DoE, NASA, FAA, etc.) equipment maintenance and sustainment. Benefits sought are increased operational availability and decreased time for maintenance, and lower recurring and non-recurring costs for equipment maintenance and sustainment.

**Any Questions**



Contact

**Tiffany Westbay**  
Membership Director

[tiffanywestbay@ncdmm.org](mailto:tiffanywestbay@ncdmm.org)



## GROUP Engagement cont'd

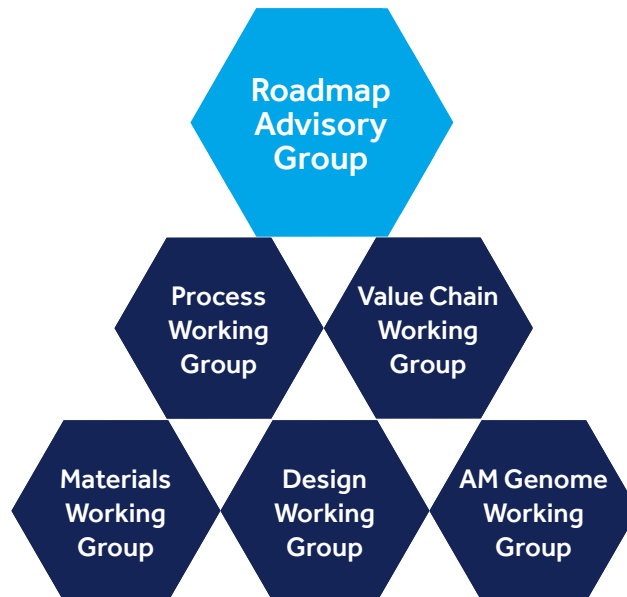
### Roadmap Advisory Group

Provides a holistic perspective representing multiple industries, applications, and customers for the maturation and implementation of the National Additive Manufacturing and 3D Printing Roadmap and Investment Strategy. The Roadmap Advisory Group works together with America Makes' Technology Director to analyze the priorities of stakeholder needs and functional requirements to set appropriate technology investment goals for funding partners.

### Roadmap Advisory Group: Working Groups

Provide a holistic perspective representing multiple industries, applications, and customers for the maturation and implementation of the Design, Materials, Process, Value Chain, and AM Genome Swimlanes of the National Additive Manufacturing and 3D Printing Roadmap and Investment Strategy.

These Working Groups report back to the Roadmap Advisory Group and work together with America Makes' Technology Director to analyze the priorities of stakeholder needs and functional requirements to set appropriate technology investment goals for funding partners.



**Any Questions**



Contact

**Tiffany Westbay**  
Membership Director

[tiffany.westbay@ncdmm.org](mailto:tiffany.westbay@ncdmm.org)





## @PROGRAM

ENGAGE

REPRESENT

INTERACT

ADVANCE

AMPLIFY

### What is the America Makes @Program

The America Makes @Program is a way for America Makes to encourage Institute engagement for new and existing members and offset their annual cost of membership by earning cost share credits. The @Program makes it convenient to achieve these credits as demonstrated on the Cost Share Menu.

This simple and straightforward process allows members to receive dollar value credit for activities that are identified within the five @Program categories:

**Engage:** Attend America Makes members-only events or get involved in a working group or advisory group.

**Represent:** Display your affiliation with America Makes boldly at Additive Manufacturing events and conferences throughout the nation.

**Interact:** Install software or display equipment in the America Makes Innovation Factory in Youngstown, Ohio and gain exposure to many high-level individuals that visit each year.

**Advance:** Offer discounted services or products to America Makes membership; provide relevant Additive content to be included in our weekly emails or share it with others on the America Makes Digital Storefront.

**Amplify:** Promote America Makes in your marketing efforts; refer and recruit new members.

### Why Does America Makes Offer Cost Share in Exchange for Membership?

America Makes focuses on cultivating a diverse and robust membership community that represents a portion of the AM ecosystem that exists today in the U.S. America Makes wants to establish more relationships with more organizations working to advance the AM industry and make membership a more feasible decision for them. This not only aligns with the mission of America Makes but also contributes to bringing more visibility to the current AM ecosystem.

### Get Cost Share Credit for Activities You Already Do!

The @Program gives members credit for what they are likely doing currently. The America Makes mission to increase U.S. competitiveness in the global manufacturing market through Additive Manufacturing is enhanced the more our membership is engaged. If you are currently working in the AM industry, we believe you may have a similar mission. We want to connect your efforts with ours by linking them to the America Makes Technology and Workforce Development roadmaps. We also want to encourage members to represent and promote America Makes on our behalf.



### Any Questions

Contact **Tiffany Westbay**  
Membership Director

[tiffanywestbay@ncdmm.org](mailto:tiffanywestbay@ncdmm.org)



## @PROGRAM

### Cost Share Menu



#### Stay Engaged

- Full Attendance at an America Makes Program Event (MMX, TRX, etc.) ..... \$3500.00 per person/ per event
- Join and Actively Participate in an Advisory and/or Working Group ..... \$2500.00 per person/per year of service
- Participate in a Membership Spotlight (limited to once per year) ..... \$500.00
- Present in the TRX Webinar Series (no more than two times per year) ..... \$1,500.00

#### Represent America Makes on the Go

- Additive Events - boldly display America Makes graphic ..... \$1,500.00
- Manufacturing Events - boldly display America Makes graphic ..... \$1,500.00
- Participate on America Makes behalf at Additive Conferences ..... \$2,000.00
- Present on behalf of America Makes at Conferences ..... \$2,000.00

#### Interact with Membership

- Provide a fellow..... minimum \$50,000.00 per person / per year
- Provide training ..... minimum \$2,000.00 per event
- Provide consultation ..... minimum \$2,000.00 per session
- Offer free or discounted services to membership..... based on Fair Market Value

#### Advance the Additive Manufacturing Industry

- Contribute to the Digital Storefront .....Fair Market Value or maximum \$15,000.00 per item / per year
- K-12 Engagement Activities:
  - Host a school tour at your facility ..... \$1,000.00
  - Give a "tech talk" at a local school ..... \$2,000.00
  - Provide school demonstration or teacher training..... \$2,000.00
  - Incorporate America Makes into your facility tours ..... \$1,000.00

#### Spread the Word

- New member recruitment activities ..... \$1,000.00
- New member referral ..... \$5,000.00
- Promote America Makes in your marketing literature ..... \$1,000.00
- Promote America Makes on your website ..... \$1,000.00



#### Any Questions

Contact Tiffany Westbay  
Membership Director

[tiffany.westbay@ncdmm.org](mailto:tiffany.westbay@ncdmm.org)

PLEASE NOTE: Some cost share values may require review and authorization before being fully approved and credited for membership. Dollar values and cost share amounts are subject to change. America Makes / NCDMM reserves the right to deny acceptance of any item for any reason. Please contact Tiffany Westbay with cost share items in question.