

PRESIDENT'S MESSAGE



Randy Wolken
President & CEO

Manufacturing Jobs for a New Generation

Syracuse.com has launched the “CNY’s Job Hunt” series. With your help we can give some focused attention to manufacturing jobs. As we know, manufacturing is the key wealth-generating sector of Upstate New York and all of New York State.

We are seeing a sea change in the way advanced manufacturing is looked at by our nation and our local communities. Once thought of as passé and undesired by too many, manufacturing is desired and sought after – again seen as the economic engine it has always been. So what should we be doing to move forward? Leverage an improving economic climate and even more technology to employ the most skilled workforce in creating products for global demands and markets. This is an approach that can – and has – proven successful.

What is holding us back? There is an outdated understanding of manufacturing. Manufacturing is too often viewed as dark, dangerous, dirty, and dying. It is none of these things today.

Today, advanced manufacturing is more often done in a brightly lit cleanroom under extremely safe conditions - and opportunities are growing. In fact, there are hundreds of jobs open today and available if you have the right technical skills.

What are these skills? STEM (science, technology, engineering, and math) skills are needed to thrive in today’s modern manufacturer. Actually, in nearly all local industries STEM skills are desired and needed.

And pay? The average manufacturing job today pays over \$75,000 annually. How much education is needed? You can usually start many of these careers with a two-year technical degree. Most companies will pay for your continued education – to include bachelor’s, master’s, and doctorate degrees.

If we want to change the view of manufacturing in New York State, we must continuously communicate the compelling facts. Statewide manufacturing contributes over \$74 billion annually to the state’s GDP. New York State ranks 9th in the U.S. in total manufacturing employment. The national economy still has one of the largest manufacturing sectors in the world. In Central New York, about 9 percent of our jobs, over 38,000, are in manufacturing, which is at the national average for regions.

At one time, we had an above average amount of manufacturing jobs. Today, our economy is much more diverse – and typical - of other regions of the United States.

New York has a rich history of making things. Great companies such as IBM, Carrier, and GE are a part of that rich tradition. However, today, more than ever, it is the small and medium manufacturer that represents the strength and future of New York State manufacturing.

New York State has a very diverse manufacturing economy, one of the most diverse in the nation. There are over 15,500 manufacturers in New York State and the average size is around 25 employees. With over 450,000 industrial jobs in New York State, manufacturing creates growth in other industries too with every manufacturing job supporting up to three related jobs in other sectors.

If you want to tell your story – our story – of modern manufacturing, please let us know. We can work with you to get the word out about the exciting places of work you offer our community.

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What is even more remarkable is the breadth and depth of the use of technology. Every manufacturer today uses an ever increasing amount of it. The other big development is the ability of each manufacturer – from small to large – to sell their products globally. In fact, they must find and service customers anywhere to be successful in the 21st Century. U.S. manufacturing now uses ever increasing amounts of technology, surging domestic natural gas production, a highly skilled workforce, and expanding global market opportunities. And, aggressive, smart, and forward looking New York State manufacturers have been and will be able to thrive in some of the most difficult economic climates. I get to see just such organizations doing so routinely every day here in Central New York.

Which brings us back to the beginning of this article - and the profound change in the level of skills needed by the workforce. Modern advanced manufacturing in the U.S. will only thrive with a highly educated and skilled workforce.

Advanced manufacturing today is an exciting place to work. I look forward to the “CNY’s Job Hunt” series and the articles about manufacturing jobs. Also, I am hoping you will spread the word so that our community can capitalize on its ingenuity and tradition of making great things. Upstate New York and all of our State once was the cradle of innovation and manufacturing for the world. We can be once again.

If you want to tell your story – our story – of modern manufacturing, please let us know. We can work with you to get the word out about the exciting places of work you offer our community. And thanks, for all you do to make Upstate New York a special place to live.

DID YOU KNOW?

One of MACNY’s core services is a special, member to member survey, the e-connect. This special survey utilizes e-mail to answer your anonymous questions. In the past, the questions that we have received have ranged from HR topics to manufacturing issues. Through the utilization of our network of MACNY members, we can answer your anonymous inquiries by drawing upon other member organizations to provide you with the answers you are looking for. If you have a question you would like to ask our members please contact Patty at pclark@macny.org.

Business Activity Continued to Grow at a Solid Clip in New York State

Business activity continued to grow at a solid clip in New York State, according to firms responding to the March 2017 Empire State Manufacturing Survey. The headline general business conditions index edged down two points to 16.4. The new orders index climbed to 21.3, its highest level in several years, pointing to a substantial

increase in orders. The shipments index moved down to 11.3, indicating that shipments increased at a slower pace. The unfilled orders index rose to 14.2, its highest level in more than a decade, and delivery times lengthened. Labor market conditions pointed to an increase in both employment and hours worked. Input

prices and selling prices increased at a slower pace this month. Indexes assessing the six-month outlook, although generally somewhat lower, continued to convey a high degree of optimism about future conditions.

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