

PRESIDENT'S MESSAGE



Randy Wolken
President & CEO

What's In Store for You and Your Organization

Each year MACNY expands existing services while also finding new ways to serve you, our members. With over 104 years of success in serving technology and manufacturing companies, we offer an unmatched ability to help companies and individuals thrive in the most change-oriented and globally competitive environment our region has ever witnessed. With the myriad of changes occurring, each individual and business needs a trusted partner to navigate towards success. MACNY is just that. With over 300 events and offerings per year, we are able to serve thousands of individuals. This coming year will be no different. Let me highlight just three such opportunities. (For a full listing of all we can do with you, visit www.macny.org.)

This year we will dramatically expand our services to each individual within our member companies. We will do so by offering each company the opportunity, as a part of their membership, to select a person to experience the true depth and breadth of all of our professional development experiences and training. Nowhere else in our community

can you get this kind of experience. This person will become the gateway to what everyone else within their member company could – and will – experience, if they choose to do so. The sheer speed – and expansiveness – of our changing economy means each and every job will change – some of them overnight! We need new skills – and relationships – to help us retool and transform ourselves. Now, you have that tool – Individual Membership at MACNY. Over the course of the year, look for your company's enrollment in this opportunity or contact Marisa Norcross at mnorcross@macny.org to find out more details today.

Another area of great opportunity at MACNY is for senior leaders of MACNY's businesses to join together to advance important and meaningful change at the state and federal level of governance. Our Manufacturers Roundtable will identify and advance efforts that improve our members' ability to be successful here in New York State. Join this effort to learn how we can change critical areas of our economy – together. For more information contact Karyn Burns at kburns@macny.org.

A new area of focus is helping companies expand their approaches to grow their revenues through collaboration. MACNY supports and hosts the Aerospace Alliance of Upstate New York (AAUNY). This fast growing group of companies from throughout New York State can jointly grow their opportunities and promote the region to the world – and is doing so in a big way already. If you would like more information on participating in AAUNY or if you are interested in knowing more about economic clusters of Upstate New York, contact Cindy Oehmigen at coehmigen@macny.org.

Finally, MACNY closes its fiscal year and program year each June – and then begins the next in July. Each year I am reminded of how special our members are and what they do for the community. Technology and manufacturing is the wealth creation engine of our local economies – vital to our success. Thank you for all you are doing to help our communities thrive!

Business Activity Rebounded Strongly in New York State

Business activity rebounded strongly in New York State, according to firms responding to the June 2017 Empire State Manufacturing Survey. The headline general business conditions index shot up twenty-one points to 19.8, its highest level in more than two years. The new orders index posted a

similar increase, rising twenty-three points to 18.1, and the shipments index advanced to 22.3. The inventories index climbed to 7.7, indicating a rise in inventory levels, and labor market indicators pointed to a modest increase in employment and hours worked. The pace of input

price increases was unchanged, while selling price increases picked up somewhat. Looking ahead, firms remained optimistic about the six-month outlook. For more information visit www.newyorkfed.org.