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## MEMO IN SUPPORT

### 2019-20 State Budget

### **\$1.25 million - Manufacturers Intermediary Apprenticeship Program for New York State**

The Manufacturers Association of Central New York (MACNY) strongly supports continued state funding of the highly successful New York State Manufacturers Intermediary Apprenticeship Program (MIAP) as a budget item in the 2019-20 New York State Budget for \$1.25 million.

MIAP began as a PILOT in Central New York in 2016 and because of its success and support from the state budget, the program has expanded to the Hudson Valley, Capital District, and the Southern Tier of Buffalo. Manufacturers in the Western Southern Tier are now also beginning to participate in the program, and in the Albany region manufacturers are working with the Center for Economic Growth (CEG). In the Rochester region, more than 40 apprentices at nearly 20 companies in 10 different trades have registered to date, and many more are ready to participate. The Hudson Valley has similar great results.

This momentum has motivated the New York City and Long Island areas to also request help in establishing themselves as intermediaries, proving the model is not only effective, but expanding, and therefore positively impacting the sector and our state's business and workforce. In fact, we recently enrolled the first company on Long Island, Estee Lauder, this March. Furthermore, we realize that the need for MIAP in Long Island is great. Presently, Nassau County has approximately 2,500 manufacturing job openings. In Suffolk County, there are about 5,700 job openings in the manufacturing industry. MIAP could be the catalyst to help fill these critical positions with skilled and dedicated workers.

MIAP, with its use of trusted associations as intermediaries and its collaborative partnering, is a unique model of apprenticeship that is working for small and mid-sized manufacturers. In traditional training programs, students receive training and then seek employment when they are done. In an apprenticeship, a job comes first, and training is supplied by an employer. Industry participants see an increase in productivity, reduced turnover, and increased employee retention. Ultimately, we see it as a technique for improved recruitment and candidate selection. As employers struggle to fill open positions, apprenticeships serve as an important tool in addressing workforce development needs. MIAP helps manufacturers build effective apprentice programs.

Given the tremendous success to date, we feel MIAP is a critical tool for continuing to build the skilled workforce throughout New York State. This program is an essential component of a workforce development strategy to growing a stronger New York State economy through advanced manufacturing.

MACNY, the Manufacturers Association, represents over 330 companies. Distributed across 26 counties in Central and Upstate New York, MACNY's member companies employ over 50,000 workers. The organization provides human resource services, training, purchasing solutions, networking opportunities and advocacy support for its members. For more information, visit [macny.org](http://macny.org).