

# MANUFACTURING MATTERS

## October is New York State Manufacturing Month. How Will You Celebrate?

Officially declared *New York State Manufacturing Month* by Governor Andrew Cuomo, October is our State's annual opportunity to promote manufacturing as a strong sector with great career opportunities!

MACNY and Partners for Education and Business (PEB) will be celebrating Manufacturing Day on October 2nd. This year, the opportunity to provide a live experience for hundreds of students and educators at companies in the region is not possible. As an alternative, the event will be a virtual presentation with the theme of "Resiliency in Manufacturing," focusing on how companies have responded to the challenges of the pandemic.

The program will feature presentations by companies describing how they re-tooled or otherwise transformed their business to stay productive and to keep workers in their jobs.

With dozens of events going on throughout the state, there are many opportunities to join in and promote the benefits provided by a manufacturing career. Visit [www.mfgday.com/events](http://www.mfgday.com/events) to see what is going on for Manufacturing Day and Manufacturing Month!

We will also be virtually hosting our Annual Legislative Breakfast on October 29th to address key legislative issues of manufacturers and businesses. Keep an eye on your inbox for more information!

If you would like to get involved in the future of manufacturing, not only in October but throughout the year, contact Martha Ponge at [mponge@macny.org](mailto:mponge@macny.org). We hope you will take the time to celebrate manufacturing this month!

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Do you want to...

- Learn more about MACNY's services and how to better utilize your membership?
- Meet our staff and, more importantly, have an opportunity to meet other MACNY members and learn more about what they do in our community?

We are excited to be holding **Maximize Your Membership** sessions on the second Thursday of each month from 9 - 10 AM.

Mark your calendars for our next three meetings...  
**October 8 November 12 December 10**

Please contact Stephanie Adams at  
[sadams@macny.org](mailto:sadams@macny.org) or 315-474-4201 ext. 51  
 to sign up for any of our upcoming sessions!

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Randy Wolken  
President & CEO

## U.S. Manufacturing Shines

Our ongoing experience with COVID-19 has demonstrated to us just how critical U.S. manufacturing is to our country and its recovery. Did you know...

- Manufacturers contributed \$2.362 trillion to the U.S. economy in the first quarter of 2020.
- For every \$1.00 spent in manufacturing, another \$2.74 is added to the economy.
- Most manufacturing firms in the United States are small (less than 500 employees).
- In 2018, manufacturing workers in the United States earned \$87,185 annually.
- 92% of manufacturing employees are eligible for health insurance.
- Over the next decade, our economy will generate a need for 4.6 million manufacturing jobs.
- Manufactured goods exports have grown substantially in the last 30 years. In 2019, \$483.8 billion in exports went to our neighbors in Canada and Mexico and \$460.3 billion worth of goods went to our next 10 largest trading partners.
- If U.S. manufacturing was a country, it would comprise the eighth-largest economy in the world, right behind the U.S., China, Japan, Germany, India, the United Kingdom, and France.

October is the perfect time to celebrate manufacturing and beat the drum for its place in our economic revival. Governor Andrew Cuomo has declared October to be New York State Manufacturing Month, making it our time to promote manufacturing and to showcase its outstanding career opportunities.

This year, MACNY and Partners for Education and Business (PEB) will officially celebrate a virtual Manufacturing Day on October 2nd, while also hosting and promoting virtual events throughout the month. Don't miss our timely and important forum on current and future skills gaps, and challenges regarding recruiting talent. Our local business, education, and community leaders have much to share on these topics.

With numerous statewide events taking place this October, you'll have plenty of opportunities to join in and promote the benefits of a career in manufacturing.

We hope to you will take the time to celebrate manufacturing this month – and every month!

Source: <https://www.nam.org/facts-about-manufacturing/>



**David Freund**  
Chief Leadership Officer

## 2020 Brings 20/20

I remember the first time I realized that my eyes weren't as sharp as they used to be. Sadly, I was in my mid-twenties and trying to see the lines on a height gage that I was using. The next thing I knew, I was on my way to get my eyes examined, and corrective lenses were now part of my life. I needed help seeing clearly. In the beginning, it was just seeing fine detail, but as I aged, it just kept getting worse, and now, I need my corrective lenses to see clearly all the time. My vision is just too blurry, and I miss the magnificent details of life.

According to the American Optometric Association, 20/20 vision is a term used to express normal visual acuity (the clarity or sharpness of vision) measured at a distance of 20 feet. If you have 20/20 vision, you can see clearly at 20 feet what should normally be seen at that distance. If you have 20/100 vision, it means that you must be as close as 20 feet to see what a person with normal vision can see at 100 feet. I had heard the term 20/20 my entire life and always thought that it meant a person had perfect vision. The truth is that having 20/20 vision does not necessarily mean you have perfect vision at all. 20/20 vision only indicates the sharpness or clarity of vision at a distance.

By now, you are probably wondering what this has to do with anything related to leadership and growth. Perhaps Dave is getting new glasses or considering Lasik surgery. Well, I probably do need new glasses, and no, I am not considering Lasik surgery. I would like to propose to you that the year 2020 might be just what we all needed to be able to see our lives better. To see things with more sharpness and clarity. To develop a life vision that is 20/20. Not perfect, but sharper and with greater clarity.

Until 2020, I had been on cruise control, driving down the

road of life embracing what I thought were all the blessings afforded to me. I was living out my calling and enjoying almost every day as they unfolded like mile markers on the road. Without much thought or effort, each day brought me closer to my destination. This year, however, things began to change. All of a sudden, I began to see unusual sights along the road. Many of the sights were hard to decipher. If I had seen them before, it was many years ago. Some, I had never seen. Next, I saw detour signs appearing, and I quickly realized that I needed to take my life off cruise control and begin driving with heightened intentionality. Something profound was happening. Profound, yes. Good or bad, well, that depends.

The past six months have been a gift to me. My vision wasn't clear or sharp. The road of life was very pleasant for me, and I was enjoying it very much, but I wasn't making the most of it. I wasn't seeing the amazing sights along the road. I wasn't aware of the incredible opportunities that were hidden away in the quaint little towns, many of which the road of life in the 21st century had bypassed. There were sounds and smells that could only be found when the detours caused me to turn and perhaps stop for a minute or two.

Because of 2020, I have 20/20 vision once again. A life that was wonderful can now be amazing. Perhaps the greatest adjustment to my vision is the need for margin in my life. Margin that allows me to actually see many of the things I was missing.

In the spring, my wife was given a Gerbera Daisy. She kept the plant inside for a while, and after it had blossomed, she planted it in the garden next to our sidewalk. Soon the leaves all wilted, and I was sure it was dead. My wife, who is an amazing gardener, wasn't about to give up in the plant, and before long, it blossomed again with bright yellow flowers. Soon, they faded and dropped off. Once again, the gardener got busy with the little plant, and to my amazement, it bloomed again, only this time it was a brilliant red. God's amazing handiwork, with the help of my lovely wife right next to our front sidewalk. Had this been a "normal" year, I'm not sure she would have had the time or patience to care for it three times, and I'm not sure I would have had clear enough vision to see it.

How about you? 2020 can bring you 20/20 vision so you can make the most of the last quarter of the year and prepare to make 2021 a year of amazing growth. We get to choose if 2020 will make us better or bitter—what will you decide?



JOHN C. MAXWELL

OCTOBER 9, 2020

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# CELEBRATION OF MANUFACTURING SPONSORS

We would like to extend our sincere gratitude to the many companies who sponsored this year's annual Celebration of Manufacturing. Without your financial support, time, and dedication, our virtual event would not have been possible. Thank you for your continued support of MACNY and its mission!

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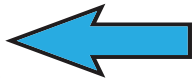
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# WELCOME





**Marianne Ferris**  
Associate Director, PEB

## Experts Engage Students in Virtual Career Exploration

Even though we are in the business of providing career exploration, we sometimes forget just how little today's students know about careers. We provide services for many schools, among them the East Syracuse Minoa School District. The Spartan Academy Sophomore Bridge is an experiential program where rising sophomores are asked to take a pretty deep dive into self-reflection academically, professionally, socially, and emotionally. They are challenged to start to move beyond the surface and dig more into their strengths and areas in need of growth.

We were asked to provide some career exploration for this program. This large group of 45 students would be divided among four professionals running concurrent sessions in separate "rooms." The specialists we recruited were Lisa Mondello from SRC, Timothy Diehl from Bristol-Meyers Squibb, Stephanie Mayne from TTM Technologies, and Teresa Mosher from Loretto. We asked our volunteers to address the same general issues as well as provide information about their current positions, the companies they represent, and the job openings they seek to fill.

The coordinator of that program, Adam Shatraw, and I decided we would provide some introspective questions for the speakers to address with the students. We wanted these conversations to help the students better understand themselves, a critical first step in making clear career decisions. Like personality assessments, we hoped to employ questions that would lead them to their best "fit" and more important, what would NOT be a good match for them. A guided question and answer conversation might disclose that a student was, for example, more analytical than intuitive, more exact than creative, and might thrive in a job that deals with irrefutable facts. This person might enjoy working on spreadsheets and formulas, while the same job would drive the opposite personality crazy.

We knew this wouldn't be an easy task for fifteen-year-olds to accomplish, even in person. The virtual platform added even more obstacles to engagement and pacing. We attempted to make the questions as thought provoking as possible. Are you claustrophobic, afraid of heights, have allergies, or physical limitations? Are you a morning person? Do you prefer to work alone, or do you work best with others? Do you prefer a routine? Would you be happier indoors or out?

I was able to move in and out of the four different sessions and they were all amazing. These professionals rose to the occasion and worked hard to get these students engaged. They conducted dialogues about what working was really going to look like and whether it was in line with what they wanted to do. Students learned about work schedules, company policies and procedures, and benefits. The conversation touched on different cultures in the various work environments. Some workplaces are fast paced with a sense of urgency (imagine a job in the Intensive Care Unit) and some are extremely relaxed and collegial (the marketing department of an advertising firm). Not only did the students have to imagine themselves in a job, they were asked to imagine where the best opportunities for those jobs were—New York City, Syracuse, Ithaca—all very different lifestyles with very different pay scales. A lot for these young students to think about.

After the event, Adam wrote the following to these professionals: *"I appreciate the time and energy that you put into this workshop. Your expertise, perspective and experience really helped to make for a dynamic experience for our students. The Workshop that you all led was completely aligned with our planning and, based on our post-program survey results, was a favorite among the students. Many of them identified that they had never thought about careers in any other terms than 'having a job'. I know that, at times, it might have been difficult to get them to interact, but they were listening and taking in the points that were being made."*

I want to add my thanks to the above-mentioned professionals who enriched the lives of these young students. Our success depends on dedicated volunteer career professionals such as these.

For more information on career exploration events/opportunities, contact MACNY affiliate Partners for Education & Business at [mponge@macny.org](mailto:mponge@macny.org).

## MACNY's Annual Golf Tournament September 14, 2020 Bellevue Country Club

**Congratulations to this year's golf tournament winners!**

**First Place:** OCIDA Team

**Second Place:** Excel Machine Technologies, Inc. Team - Chris Buisch, Josh Gosselin, Shawn Matthews, and Brenton Paris

**Third Place:** Knowles Precision Devices Team - Jeff Popp, Trevor Onori, Ian Tovar, and Joe Gallagher

**Longest Drive (Women)** – Tricia Sticca

**Longest Drive (Men)** – Shawn Matthews

**Closest to the Pin (Women)** – Pam Dunn

**Closest to the Pin (Men)** – Jeff Degre

We would like to extend a special thank you to our event sponsors: **Stickley** and **Thompson and Johnson Equipment**

Thank you to all of the companies that participated in this year's golf tournament:

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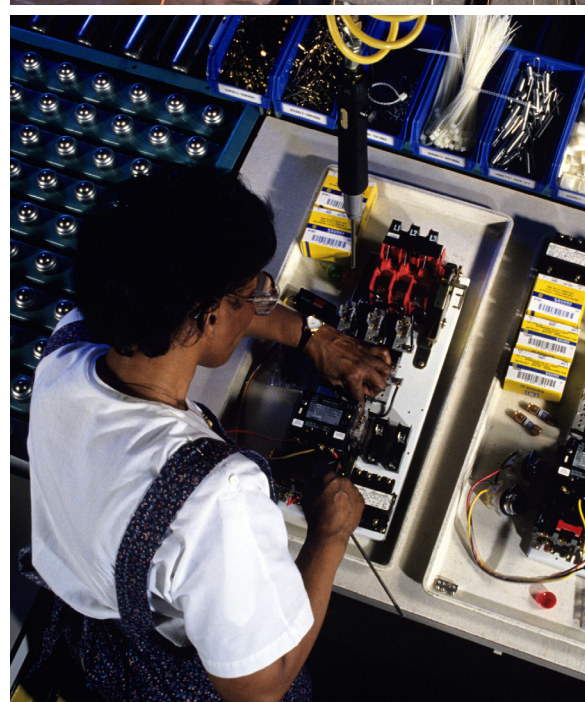
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**FOR MORE INFORMATION,  
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