

MANUFACTURING MATTERS NEWSLETTER



THE MONTHLY NEWSLETTER OF MACNY, THE MANUFACTURERS ASSOCIATION | SEPTEMBER 2026

MACNY'S 29TH ANNUAL GOLF TOURNAMENT TEES OFF AT BELLEVUE COUNTRY CLUB

On July 20th, MACNY members teed up once again for MACNY's 29th Annual Golf Tournament, presented by ENGIE. The beautiful weather created the ideal backdrop for a day of friendly competition and camaraderie.



Congratulations to this year's winners:

- **First Place:** Hollowick, Inc.
(Dave Meyers, Chris Esposito, Mike Healey, and Tommy Fiacchi)
- **Second Place:** Dupli
(Peter Amodio, Gordie Gehring, Jeff Degre, and Rob Cuthill)
- **Third Place:** Bartell Machinery Systems LLC - Team 2
(Mike Gluck, Bob Irwin, Andrew Perez, and Brandon Pupp)
- **Closest to the Pin (Men):** Andrew Horvath (NextGen Label)
- **Closest to the Pin (Women):** Amy O'Shaughnessy (Revere Copper Products)
- **Longest Drive (Men):** Ken LaMonte (Byrne Dairy)
- **Longest Drive (Women):** Bailey Davis (Dermody, Burke & Brown, CPAs, LLC)

We extend our sincere thanks to **ENGIE**, our Presenting Sponsor, whose support helped make the tournament a tremendous success. We're also grateful to our sponsors who enhanced every aspect of the event throughout the day. **NBT Bank** helped golfers fuel up both before and after hitting the course as the Lunch Sponsor Dinner



Sponsor. **Langan** captured the day's memories as our Photo Experience Sponsor. **Thompson & Johnson Equipment** treated golfers to a well-earned beverage as the Swing & Sip Sponsor. **C&S Companies** kept golfers refreshed throughout their round as the Beverage Cart Sponsor, while **Bartell** helped keep the competitive spirit alive on the course as the Longest Drive Sponsor. Finally, **SMV Recruiting**, the Door Prize Sponsor, added a layer of excitement to the event with generous giveaways. Thank you to our Tee Sponsors as well: **GDI Ainsworth, Boulter, Oneida Molded Plastics, SRC, Inc., and VIP Structures**. We're incredibly thankful to all of our sponsors for their support!

The day offered attendees an opportunity to make new connections, strengthen existing relationships, and enjoy a great game of golf.

As we look back on this memorable day at the course, we're already looking forward to MACNY's 30th Annual Golf Tournament next year. We can't wait to celebrate three decades of this beloved annual tradition with our members and partners. Until then, we look forward to seeing you at one of our upcoming events!

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2026 ANNUAL



LEGISLATIVE BREAKFAST

Building Tomorrow, Together



OCT 13, 2026

JOIN US AT A NEW LOCATION THIS YEAR:
THE NATIONAL VETERANS RESOURCE CENTER AT SU

WHERE INDUSTRY LEADERS & LEGISLATORS
CONNECT ON THE ISSUES SHAPING MANUFACTURING



PRESIDENT'S MESSAGE

Randy Wolken, President & CEO

DEFENSE MANUFACTURING: A GROWING OPPORTUNITY FOR NEW YORK MANUFACTURERS



For decades, defense manufacturing was seen as a niche sector dominated by a limited group of contractors and suppliers.

Today, that landscape is shifting.

Across the country, policymakers, military leaders, and industry executives are focused on strengthening America's defense industrial base. Recent global events have exposed supply chain vulnerabilities, reinforced the importance of domestic production, and highlighted the need to rapidly scale manufacturing in support of national security.

As a result, Washington is placing greater emphasis on expanding production of defense systems, aerospace technologies, electronics, semiconductors, and other critical components. Meeting that demand will require more than traditional defense contractors; it will depend on thousands of manufacturers nationwide, including many that have never considered themselves part of the defense sector.

For New York manufacturers, this presents a major opportunity.

The defense industry is actively seeking partners with expertise in precision machining, metal fabrication, electronics assembly, advanced materials, automation, additive manufacturing, software integration, and supply chain support. These capabilities already exist throughout MACNY's membership and New York's broader manufacturing ecosystem.

Manufacturers that have traditionally served commercial markets may find new opportunities to supply major defense contractors or enter emerging defense-related supply chains.

This trend is especially significant for Central New York, the Mohawk Valley, and New York State as a whole.

Our region combines assets that position it for long-term growth. To name just a few of the many firms here in Upstate New York, Lockheed Martin and SRC maintain strong presences, while Saab's investment in advanced defense manufacturing has expanded regional aerospace and defense capabilities. The Air Force Research Laboratory at Griffiss remains a national leader in cybersecurity, information systems, and advanced research, and the broader Griffiss ecosystem continues to attract innovators focused on national security technologies.

At the same time, Micron's arrival and the growth of New York's semiconductor ecosystem are creating new possibilities. Modern defense systems increasingly rely on advanced electronics, microelectronics, sensors, photonics, artificial intelligence, and secure computing. The technologies that support semiconductor manufacturing often align closely with those powering next-generation defense systems.

This convergence is significant.

The future of defense manufacturing isn't just about producing more equipment; it's about building smarter systems. Artificial intelligence, autonomous platforms, secure communications, advanced sensors, quantum technologies, and cyber-resilient infrastructure are becoming central to national defense.

Many of the manufacturing capabilities required to support these technologies are already being developed in New York.

For manufacturers, the question is no longer whether defense manufacturing matters, but how to position themselves to participate in this expanding market.

That starts with understanding capabilities. Manufacturers should evaluate how their products, technologies, expertise, and processes align with defense requirements. They should also assess opportunities to strengthen quality systems, cybersecurity, workforce readiness, and supply chain resilience. These investments support defense opportunities while enhancing competitiveness across commercial markets.

Workforce development will be essential...

(Cont'd on page 4)

(Cont'd from page 3)

...The defense sector faces many of the same talent challenges affecting manufacturing overall. Engineers, technicians, machinists, programmers, cybersecurity specialists, and skilled trades professionals remain in high demand. Building these talent pipelines will require collaboration among manufacturers, educators, workforce organizations, and government partners.

Organizations like MACNY and the Manufacturers Talent Institute can help lead that effort. By connecting employers, educators, workforce partners, and policymakers, we can help ensure New York manufacturers have the talent needed to compete in emerging industries.

Most importantly, this moment highlights a broader reality about manufacturing's future.

The companies and regions that thrive will be those that adapt quickly, embrace innovation, develop talent, and build strong partnerships. Defense

manufacturing is no longer separate from the broader advanced manufacturing sector; it's increasingly one of its key drivers.

For New York, the opportunity is clear. Our state combines world-class research institutions, growing semiconductor investments, advanced manufacturing expertise, and a long history of innovation. Together with expanding aerospace, defense, and technology ecosystems, these strengths position New York to play a larger role in advancing both economic growth and national security.

At MACNY, we remain committed to helping manufacturers seize these opportunities, build new capabilities, develop talent, and connect with emerging markets. The future of manufacturing in New York will belong to those who prepare today for tomorrow's opportunities. Defense manufacturing is one of those opportunities — and our state is uniquely positioned to lead.

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GOVERNMENT RELATIONS

Bill Brower, Director of Public Policy & Community Impact

THE POWER OF YOUR EXPERIENCE



When people hear the word advocacy, they often picture someone walking the halls of the State Capitol in Albany.

That image isn't wrong. Advocacy often happens in legislative offices and agency meetings.

Yet the most effective advocates I know spend far more time on manufacturing floors than they do in legislative offices. Public policy is most effective when it's grounded in real-world experience.

Legislators, regulators, and agency leaders don't just need to know what manufacturers believe. They need to understand how public policy affects businesses, employees, and communities. That's where your voice becomes indispensable.

At MACNY, we're proud to represent manufacturers in Albany and Washington. We monitor legislation, meet with elected officials, submit testimony, and work alongside our partners in the Manufacturers Alliance of New York to advance policies that strengthen manufacturing across our state.

Our advocacy efforts are strongest when they reflect your experience.

A manufacturer explaining how rising energy costs affect production schedules tells a story no spreadsheet can capture. A business owner describing how uncertainty around tax policy influences investment decisions helps policymakers gain insight they can't get from a briefing paper. An apprentice sharing how a Registered Apprenticeship or pre-apprenticeship program opened the door to a rewarding career puts a human face on workforce policy.

Stories like these shape understanding – and understanding shapes better policy.

Effective advocacy doesn't require being a policy expert.

Sometimes it means joining us for Manufacturing Advocacy Day and having a conversation with your legislators.

Sometimes it means responding to one of our Congress.net action alerts by sending a message to your elected officials. Those messages may take only a few minutes to complete, but when hundreds of manufacturers speak with one voice, policymakers notice.

Advocacy can be as simple as making a phone call, inviting an elected official to tour your facility, or sharing how a proposed law would affect your employees, customers, or ability to grow. Over the past several months, we've been talking with legislators about issues such as preserving competitive tax policy, ensuring affordable and reliable energy, strengthening apprenticeship and pre-apprenticeship programs, and understanding how employment regulations affect manufacturers of different sizes. In every one of those conversations, one thing has become clear: facts matter, but stories persuade.

The strongest advocates aren't necessarily the loudest voices in the room. They're the people who can clearly explain how public policy affects real people.

That's why your experience is our strongest argument. At MACNY, we'll continue to open doors, build relationships, and ensure manufacturing has a respected voice in Albany. I hope you'll continue to lend your voice to that effort. Together, we can help policymakers better understand the opportunities and challenges facing New York manufacturers—and shape policies that allow our businesses, employees, and communities to thrive.

Advocacy Tip

Invite your elected officials before you need something.

One of the best times to build a relationship with your Assembly Member, State Senator, or Member of Congress is before a major issue arises. Invite them to tour your facility, meet your employees, and see your operation firsthand.

Those conversations build understanding. Then, when important policy decisions come before them, they'll have real experiences to draw upon, not just talking points.

TALENT DEVELOPMENT

Samantha Wessing, Senior Workforce Development Specialist

EXPANDING OPPORTUNITY: INDIUM CORPORATION CELEBRATES FIRST NON-INDUSTRIAL REGISTERED APPRENTICESHIP GRADUATES



Indium Corporation has long been committed to developing talent through Registered Apprenticeship Programs (RAP). In the spring of 2025, the company took an important step forward by expanding its Apprenticeship offerings, under MACNY sponsorship, beyond traditional trades into non-industrial career pathways. This initiative opened the door for more employees to participate in a Registered Apprenticeship Program.

Recently, Indium Corporation employees, Austin Eannace-Caro and Matthew Petschauer, became the first in the company to successfully complete the Software Developer trade. Their achievement marks an exciting milestone for both the Apprentices and the company, demonstrating the impact that Apprenticeship opportunities can have on professional development across a variety of trades.

For Austin, the Apprenticeship represented an opportunity to challenge himself and continue learning. *“As someone who doesn’t have a formal degree, I thought it was a great opportunity to grow in my career. If you’re willing to do the work, the Registered Apprenticeship Program is a great way to advance your career with the backing and support of your company,”* said Austin. Throughout the program, Austin gained valuable experience while building confidence in his abilities and future career aspirations. His long-term goal is to become a Software Development Manager, and the Apprenticeship is helping get there by providing additional educational resources and structured development opportunities.

For Matthew, it offered an opportunity to grow professionally while bringing greater structure and insight into his daily work. He’s pursuing a bachelor’s degree in computer science and used this program as another way to strengthen his

development and career path. Matthew said, *“I thought it would be a unique opportunity...I’m always looking for new opportunities to grow in my career, so when I was asked, it was a no-brainer.”* Matthew hopes to continue his career as a Software Developer, with the goal of becoming a Senior Software Developer or Principal Software Engineer.

Cara Jones, Organizational Development Specialist at Indium Corporation, expressed her admiration for Austin and Matthew stepping up to this opportunity. *“It was insightful to see them progress through their program... at first, I wasn’t quite sure what this experience would look like, but shortly after they signed on, it became clear that even though this was a non-traditional Apprenticeship trade, it had the potential to become something really special for the both of them.”* Cara also highlighted the strong support that was shown from the Software Development Department. *“The enthusiasm surrounding this opportunity within the Software Development Department was especially meaningful to see. Their mentors were excited to be selected and provided tremendous support as Austin and Matt challenged themselves to try something new.”*

For Indium Corporation, this expansion of apprenticeship opportunities reflects their investment in employee growth and career development. *“One of the things I’m most proud of is seeing Indium Corporation’s apprenticeship program grow beyond traditional industrial trades and create opportunities for employees in entirely new areas of our business,”* said **Jackie McDowell, Associate Director, Human Resources Americas**. *“Investing in our people has always been a core value at Indium Corporation, and this program is a great example of that commitment in action.”* We must also recognize that much of the success in these programs comes from the dedication of the apprentices themselves. Jackie pointed out that *“they stepped outside their comfort zones, embraced the learning process, and remained committed every step of the way. They didn’t just complete the program; they truly excelled, demonstrating both professional growth and a passion for continuous learning.”*

As Indium Corporation continues to expand Apprenticeship opportunities into new disciplines, the accomplishments of Austin and Matthew serve as a powerful example of what can happen when employees have the opportunity, support, and encouragement to grow. Their success not only marks significant personal achievement but paves the way for future apprentices across the organization. With the first non-industrial Apprenticeship graduates now joining the ranks of the other Journeyworkers, Indium Corporation continues to pave the way for the next generation of Apprentices in both industrial and non-industrial career paths.



**MANUFACTURERS
TALENT INSTITUTE™**

PARTNERS FOR EDUCATION & BUSINESS, INC.

Elizabeth Kawa, Workforce Development Intern,
Partners for Education & Business, Inc.

MY SUMMER AT MACNY



This summer, I was fortunate enough to work with MACNY and the Partners for Education & Business, Inc. (PEB) team through the SRC Community Internship Program. This program was created to benefit SRC employees and their dependents and siblings, by providing college students with real-world experience and financial support towards their education, while simultaneously filling important resource gaps for non-profit organizations. Through this program, employee dependents and siblings can complete a paid summer internship, funded by SRC, Inc. with a local 501(c)(3) organization. As a rising sophomore, majoring in Chemical Engineering with a minor in Environmental Health at SUNY ESF, this has been my first internship experience and has been extremely valuable in helping me carve out my future career path.

My main project involved creating lesson plans for Henninger High School students as part of our partnership with their Health Professions and Clinical Laboratory Pathways in Technology Early College High School (P-TECH) program, as well as the Medical Assisting class. I used my experience as a student close in age to provide valuable perspective and successfully communicate in meetings about what would engage students best. I used my experience as a student close in age to the students PEB supports to provide valuable insights on how to best engage with them.

I also collaborated closely with the team to plan the Future Women in STEM programming at the Milton J. Rubenstein Museum of Science & Technology (MOST). This program is free for middle school girls in grades 6–8 to learn from women professionals at local companies as they lead students in fun, hands-on activities to spark interest in high-tech careers. In addition to supporting the program, I also helped to begin the planning for Manufacturing Month in October!



One of the highlights of this internship has been attending the amazing MACNY events, including the Talent Development Awards, We Care Wednesday with the Syracuse Mets, and the MACNY Annual Golf Tournament. Tabling at these events allowed me to spend time outside of the office and meet some MACNY members. Another highlight was tagging along with our pre-apprenticeship team and attending a few Real Life Rosies® classes, where I had the opportunity to connect with the program participants, tour manufacturing companies, and speak with industry professionals.

This internship experience has helped me to better understand my future career goals in the chemical engineering industry, specifically with regards to food science, including food/beverage manufacturing and Research & Development in the food industry. The MACNY team helped me connect with industry experts to explore a variety of roles in my field. By touring these companies and talking with professionals about their career paths, it's shown me a clearer path to my own career goals and given me a perspective on the manufacturing industry that I couldn't get in a classroom.

Beyond understanding my own goals, this experience has also given me the opportunity to help others. As a young woman in STEM, the opportunity to help younger students, especially girls through our Future Women in STEM program, has been very rewarding and is something I hope to continue. This has been a busy, exciting, and extremely valuable summer for me, and I'm very grateful to everyone at MACNY and to SRC, Inc. for giving me this opportunity!

Partners for Education & Business, Inc. (PEB) is an affiliate of MACNY. We collaborate with schools, industry partners, and community members to create career pathways by coordinating career exploration and preparation programming in the Central New York area.

Powered by People. Made for Manufacturing.

The Manufacturers Talent Institute (MTI) is MACNY, The Manufacturers Association's talent development engine, advancing the future of manufacturing by connecting students and job seekers with meaningful career pathways while helping employers build the skilled workforce they need to succeed. Through career exploration, pre-apprenticeship, and Registered Apprenticeship Programs, we strengthen talent pipelines and equip individuals with the skills to thrive in high-demand manufacturing careers.

UPDATES IN ENERGY

FOR MANUFACTURERS, ENERGY STRATEGY IS NOW BUSINESS STRATEGY

For manufacturers across New York State, energy is no longer just another line item on the balance sheet. It is becoming a strategic business variable, influencing operations, expansion planning, risk management, and long-term competitiveness. That is one of the clearest messages from the 2026 Business Energy Census, an annual report produced by ENGIE in partnership with Energy Research Consulting Group (ERCG). Based on feedback from more than 100 aggregators, brokers, and consultants representing thousands of customer locations across North America, this year's report highlights a fundamental shift in how organizations view energy and the role it plays in decision-making.

The survey findings suggest that businesses are increasingly treating market pressures as structural rather than temporary. Rising electricity demand, infrastructure constraints, evolving regulations, and continued price volatility are creating conditions that organizations can no longer afford to ignore. Instead of waiting for markets to return to historical norms, many businesses are adapting their strategies to operate in a more dynamic environment.

New York Manufacturers Face Unique Energy Challenges

While these trends are national, two findings stand out for manufacturers in New York and New England:

- Energy is becoming more strategic. In the 2026 report, 48% of New York and New England respondents reported energy has become more strategic for their organizations. The findings suggest that energy decisions are increasingly moving beyond procurement and into broader discussions around operations, finance, risk management, resilience, and capital planning.
- Decision-makers need better market information. The report also revealed a significant information gap in the region: 42% of New York and New England respondents said they do not receive nearly enough market information to support energy decision-making, compared with 32% nationally. For manufacturers, that gap can make it harder to plan confidently around operations, budgets, reliability and growth.

Regulatory confidence also remains measured. Respondents in New York and New England expressed less confidence than

other regions in how markets are supporting transparency and innovation, which is an important consideration as companies evaluate long-term investments and energy strategies.

Price Volatility Remains a Key Concern

The broader report findings reinforce concerns many manufacturers are already experiencing.

- This year, 74% of respondents expect higher power prices, while 69% anticipate greater power price volatility. Expectations for natural gas prices and volatility also remain elevated.

For manufacturers, these pressures arrive at a time when energy affordability, reliability, and growth are increasingly interconnected. Rather than viewing volatility as a temporary market disruption, many organizations appear to be planning for it as an ongoing business reality.

Adapting Instead of Waiting

One of the more encouraging findings from the 2026 Business Energy Census is that businesses appear to be adapting rather than delaying. Compared with previous years, fewer respondents reported that energy prices and volatility are significantly disrupting major initiatives such as mergers, acquisitions, facility expansions, or other growth plans. This suggests organizations are becoming more comfortable making decisions amid uncertainty instead of waiting for ideal market conditions.

Renewable energy remains part of that conversation, but with greater financial discipline. The report found that businesses continue to pursue sustainability goals, but increasingly expect renewable energy decisions to align with broader priorities such as cost management, operational performance, and resilience.

For New York manufacturers, where energy policy, infrastructure investment and long-term affordability remain critical concerns, the report's message is clear: energy strategy is no longer solely about securing supply or negotiating price. It is about building resilience, managing risk and positioning organizations for long-term success in a rapidly evolving energy landscape. Manufacturers that treat energy as a strategic planning priority, not just a procurement exercise, will be better positioned to manage volatility, protect operational continuity and make confident decisions in a changing market.

Read the full 2026 Business Energy Census:

engie-na.com/2026census/



Thank you to ENGIE for sharing your insights.

LEADERSHIP DEVELOPMENT

David Freund, Chief Leadership Officer

IT'S YOUR CHOICE



It's hard to believe that by the time you read this article, it'll already be September. I feel like I've just gotten used to writing 2026, and before long I'll be writing 2027. The only thing more startling than that is realizing that I turned 65 this year. How did that happen so quickly?

With the final four months of the year now before us, this is the perfect time to ask ourselves an important question: What do I want the rest of this year to look like?

What if I told you there's a simple way to make the remainder of this year your best yet? What if I told you your relationships could become stronger, you could wake up with more energy, and you could actually look forward to going to work each day?

It all begins with one simple shift in mindset. Start focusing on what's going well. When you do, your mind opens up and creativity flows.

We live in a time when negativity and catastrophe sell. Traditional media, as well as social media, often lead us to believe we've never lived through a more difficult period in history. It tells us who we should be, what we should look like, how we should act, and even what we should think. It's time to stop letting that happen.

Research in positive psychology suggests that we need roughly a 3-to-1 ratio of positive to negative emotions to maintain emotional well-being. Relationship experts tell us that healthy marriages typically have an even higher ratio — about five positive interactions for every negative **one**.

So how do we make that shift?

Start by intentionally looking for what's going well. Celebrate the victories, even the small ones. Catch people doing things right instead of constantly looking for what they're doing wrong. Focus on people's strengths instead of dwelling on their weaknesses. And when things don't go as planned, look for the return on the failure. Yes, you read that correctly.

Earlier this summer, I launched a half-day workshop called **How to Get a Return on Failure**. Every failure has the potential to

teach us lessons that success never could. When we honestly acknowledge what happened, objectively evaluate the situation, and learn from it, we can pick ourselves up, dust ourselves off, and move forward with greater wisdom and a much better chance of succeeding the next time. Whether we receive a return on our failures is entirely up to us.

Another important step is limiting the negativity we allow into our lives. Turn down the volume of the media you consume. I'm not suggesting that you ignore the world or live in isolation. I'm suggesting that you become intentional about how much negativity you allow into your mind. When I was growing up, television networks interrupted programming only for truly significant events — an assassination, a national tragedy, or another historic moment. Today, we hear "breaking news" multiple times an hour. Much of it isn't truly breaking, and much of it won't matter a week from now. Be selective. Protect your mindset.

Finally, count your blessings.

If we're honest with ourselves, most of us have far more to be thankful for than we sometimes realize. We live in an incredible country filled with opportunities that previous generations could scarcely imagine.

Albert Einstein is credited with saying, "**In the middle of difficulty lies opportunity.**" Those who remain calm, think clearly, and look beyond the immediate challenge are often the ones who discover opportunities that others completely miss.

Have you seen those opportunities?

More importantly, are you looking for them?

We get to decide what the next four months will look like. We get to determine how we finish 2026 and how well we prepare ourselves for 2027.

I'm hoping you'll join me by tuning out the critics, ignoring the constant negativity, and intentionally focusing on what's going well. You may discover that one simple shift in perspective changes far more than you ever imagined. The choice is yours.

STAFF ANNOUNCEMENTS

MACNY EXPANDS TEAM WITH THREE NEW HIRES AND INTERNAL PROMOTION TO SUPPORT MEMBER GROWTH AND WORKFORCE INITIATIVES



Left to Right: Aidan Simms, Tim Stone, Zachary Case, Caci Day-Fox.

We're expanding our team with the addition of three new staff members and the promotion of one team member. These strategic investments strengthen the organization's ability to support manufacturers through enhanced business development, workforce initiatives, member training, events, and marketing and communications. Together, these individuals will help advance MACNY's mission by fostering industry growth, developing the future workforce, and delivering exceptional value to members across New York State.

Joining Partners for Education & Business, Inc. (PEB), an affiliate of MACNY, as a Workforce Development Specialist, **Aidan Simms** will support work-based learning and career exploration initiatives for students across Central New York and the Mohawk Valley. He brings experience in program coordination, volunteer management, and community engagement through roles with educational and nonprofit organizations. Aidan previously worked at MACNY as a Workforce Development Intern through the SRC Community Internship Program. In his role, he will cultivate partnerships with schools, employers, and community organizations to expand work-based learning opportunities, coordinate career exploration activities, and help connect

students with meaningful career pathways.

Tim Stone joins MACNY as Director of Business Development, bringing decades of executive leadership experience across manufacturing, aerospace, defense, and supply chain operations. Throughout his career, he has led business development, operations, and strategic growth initiatives for organizations ranging from privately owned manufacturers to global suppliers, including serving as President of Government Services at Echelon Supply & Service and founding his own business consulting firm. In his role, Tim will work to strengthen relationships with manufacturers, expand member engagement, and support business growth of MACNY's members.

Joining as a Marketing & Communications Specialist, **Zachary Case** will support the organization's Talent Development initiatives. He brings a background in marketing, communications, and digital strategy, most recently serving as a Marketing Communications Specialist at Generations Bank. In his role at MACNY, Zach will develop and execute integrated marketing

(Cont'd on next page)

campaigns, create print and digital communications, manage social media and website content, and help advance awareness of career exploration, pre-apprenticeship, and Registered Apprenticeship opportunities offered through the Manufacturers Talent Institute (MTI), MACNY's talent development engine.

With her demonstrated expertise in training coordination and member engagement, **Caci Day-Fox** has been promoted to Training & Events Specialist at MACNY. Since joining the organization, she has played a key role in coordinating member training programs, supporting trainers and participants, and ensuring a high-quality learning experience. In her expanded role, Caci will support the planning and execution of member training programs and events, manage logistics and vendor relationships, coordinate event operations, and support the delivery of exceptional experiences for members, partners, and stakeholders. Her strong organizational skills, attention to detail, and commitment to service excellence will help enhance MACNY's training and event offerings.

*"We are excited to welcome Aidan, Tim, and Zach to the MACNY team and to recognize Caci on her well-deserved promotion," said **Randy Wolken, President and CEO of MACNY**, The Manufacturers Association. "Each brings unique expertise and a shared commitment to serving our members, strengthening our workforce initiatives, and supporting the growth of New York's manufacturing community. By continuing to invest in talented professionals, we are enhancing our ability to deliver exceptional programs, build meaningful partnerships, and create lasting value for the manufacturers and communities we serve."*



MACNY'S UPCOMING 2026 SIGNATURE EVENTS

ALL STAR NIGHT OUT

September 15, 2026 | The Metropolitan Club, NBT Bank Stadium, Syracuse

MANUFACTURING MONTH

October 2026 | Central New York

LEGISLATIVE BREAKFAST

October 2026 | Central New York

LIVE2LEAD

November 6, 2026 | The Lodge, Skaneateles

MARK YOUR CALENDAR!

Sponsorship opportunities available.
For more info, email info@macny.org.

THE BOTTOM LINE

John W. Taylor, EA, Senior Tax Manager,
Bowers Accountants & Advisors

REDUCED TAX RATES, TAX CREDITS, AND PROPERTY AND SALES TAX RELIEF FOR NEW YORK MANUFACTURERS

We often hear stories of businesses leaving New York to avoid high income and property taxes. However, New York can be an attractive location for manufacturers because of reduced tax rates, tax credits, and property and sales tax relief.

Who Qualifies as a Manufacturer in New York?

Many of these benefits require a business to qualify as a Qualified New York Manufacturer (QNYM). A taxpayer is considered a manufacturer if it's principally engaged in producing goods through manufacturing, processing, assembling, refining, mining, extracting, farming, agriculture, horticulture, floriculture, viticulture, or commercial fishing. A business is principally engaged in these activities if more than 50% of its gross receipts come from the sale of goods produced through them.

To qualify as a QNYM, a taxpayer generally must also have either:

- At least \$1 million of qualifying New York property used for the investment tax credit, or
- All of its real and personal property located in New York.

An alternative test applies to large employers that do not meet the principally engaged requirement. This test is met if the taxpayer has at least 2,500 New York employees engaged in qualifying production activities and at least \$100 million of New York property used in those activities.

Reduced Tax Rates

Qualified New York manufacturers receive favorable tax treatment. New York C corporations generally pay tax based on the highest of the income base, capital base, or fixed dollar minimum tax.

For QNYMs, the income base tax rate is reduced to **0%**. While manufacturers must still calculate tax under alternative bases and may owe the fixed dollar minimum tax, eliminating the income base tax can provide substantial savings.

New York's capital base tax rate is currently **0%**. Even before its elimination, tax paid by manufacturers under this base was capped at \$350,000. Qualified manufacturers also benefit from lower fixed dollar minimum taxes.

Real Property Tax Credit for Manufacturers

Qualified manufacturers may claim a credit equal to 20% of New York real property taxes paid on property principally used for manufacturing, provided those taxes were not deducted in calculating New York income. The credit is dollar-for-dollar, although the related expense must be added back to New York income.

The credit can apply to owned property and certain leased property if:

- The property is leased from an unrelated third party;
- The lease requires the lessee to pay the tax; and
- The lessee pays the tax directly and receives a receipt.

Limitations include:

- PILOT payments do not qualify.
- Property taxes used for another credit cannot also be used here.
- The credit cannot reduce tax below \$25.
- Credits must be adjusted if property taxes are later reduced.

Only taxes attributable to areas principally used in manufacturing qualify. Common areas, vacant land, and parking lots generally must be excluded.

Investment Tax Credit for Manufacturing Property

New York gives an investment tax credit (ITC) for qualifying tangible personal property, buildings, and structural components that:

- Are depreciable;
- Have a useful life of four years or more;
- Are purchased by the taxpayer;
- Are located in New York; and
- Are principally used in manufacturing.

The credit equals:

- 5% of the first \$350 million of qualifying costs; and
- 4% of amounts above \$350 million.

Property used in research and development may qualify for a 9% credit if elected. For this purpose, manufacturing includes transforming raw or previously processed materials into usable goods and extends to machinery used to repair production equipment and facilities used for production-related storage. The credit may also be refundable for qualifying new businesses.

Employment Incentive Tax Credit

The Employment Incentive Tax Credit (EITC) extends the benefit of the ITC for businesses that increase employment. Eligibility requires first qualifying for the ITC. A corporation may claim the credit during the two years following the ITC year if average employment is at least 101% of employment during the base year. Credit rates are:

- Less than 102% employment increase: 1.5%

- At least 102% but less than 103%: 2%
- At least 103%: 2.5%

The credit cannot reduce tax below the fixed dollar minimum but may be carried forward for 15 years.

Employee Training Incentive Program Credit

New York also offers an Employee Training Incentive Program credit for approved employee training costs. Subject to Empire State Development approval, the credit generally equals 50% of eligible training expenses, up to \$10,000 per employee, for tax years before January 1, 2029. The credit is available to qualifying businesses in industries such as advanced manufacturing, semiconductors, clean energy, life sciences, and software development. Excess credit amounts are refundable.

Other Incentive Programs

Manufacturers may also qualify for broader New York incentives. The Excelsior Jobs Program may provide credits for investment, jobs, research and development, childcare services, and real property taxes. However, taxpayers must choose between the Excelsior investment tax credit and the regular ITC for the same property. New York also offers a Semiconductor Research and Development Tax Credit, which may be especially valuable for advanced manufacturers. Generally, the same property costs or taxes cannot be used to claim multiple overlapping credits.

Property Tax and Sales Tax Relief

Manufacturers may benefit from PILOT (Payment in Lieu of

Taxes) agreements through local Industrial Development Agencies (IDAs). These agreements can replace regular property taxes with reduced, predictable payments and may provide property tax abatements and sales tax exemptions on project materials and equipment. Because PILOT programs vary by IDA and location, manufacturers undertaking significant projects should evaluate potential opportunities before investing.

Conclusion

New York recognizes the importance of retaining and attracting manufacturers. Through reduced tax rates, tax credits, and property and sales tax incentives, the state offers potentially significant benefits to qualifying businesses. Because eligibility rules are highly technical and depend on factors such as property use, entity structure, and annual operating results, manufacturers should work with a CPA familiar with New York manufacturing incentives to maximize available tax savings.



Originally from Syracuse, New York, John received his Bachelor of Science degree in Accounting from St. John Fisher University. With more than 18 years of experience in public accounting, John brings a broad range of industry experience including partnership, corporate and multistate tax services, as well as small business consulting and compliance. His experience also includes a specialized expertise in the construction and manufacturing industries.



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SEPTEMBER

TRAINING AND EVENTS

LEAN SIX SIGMA GREEN BELT

Starting September 2nd | 7:30 AM - 1:00 PM

UPDATED! ISO 14001: 2026 INTERNAL AUDITOR TRAINING

September 2nd & 4th | 8:30am - 4:30pm

WORKING BETTER TOGETHER: SDI FOR TEAM SUCCESS

September 3rd | 8:30 AM - 12:30 PM

CRUCIAL CONVERSATIONS: MASTERING DIALOGUE

September 8th & 9th | 9:00 AM - 3:30 PM

MAXIMIZE YOUR MEMBERSHIP

September 8th | 12:00 - 1:00 PM

MASTERING EMOTIONAL INTELLIGENCE LEVEL 1

September 10th | 9:00 AM - 4:00 PM

MAXIMIZE YOUR MEMBERSHIP WEBINAR

September 10th | 12:00 - 1:00 PM

MOBILE ELEVATING WORK PLATFORM (MEWP) TRAIN THE TRAINER

September 15th | 8:30 AM - 3:30 PM

BASEBALL: ALL STAR NIGHT OUT

September 15th | 5:30 - 8:30 PM

TRANSFORMATIONAL LEADERSHIP

Starting September 16th | 8:30 AM - 12:30 PM

INTRODUCTION TO USING MICROSOFT COPILOT WITHIN MICROSOFT OFFICE

September 17th | 9:00 AM - 5:00 PM

HIGH IMPACT LEADERSHIP

Starting September 22nd | 8:30 AM - 12:30 PM

WHAT'S NEW IN TALENT DEVELOPMENT?

September 22nd | 10:00 - 10:45 AM

POLICY IN PRACTICE: HOW MACNY REPRESENTS MANUFACTURERS

September 23rd | 8:00 - 8:45 AM

TOUR OF JM MURRAY

September 23rd | 9:00 AM - 12:00 PM

DATA ANALYSIS AND VISUALIZATION WITH MICROSOFT EXCEL

September 24th & 25th | 9:00 AM - 5:00 PM

MICROSOFT EXCEL FOR OFFICE 365 - PART 1

September 28th | 9:00 AM - 5:00 PM

TOUR OF AYRLOOM

September 30th | 3:30 - 4:30 PM



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