



## *Welcome to the Winter 2010 FAME eNews!*

Dear FAME members and supporters,

Happy New Year, and welcome to the first FAME eNewsletter of 2010! We have much to share with you this quarter, please read on for upcoming events and a summary of FAME's Fall 2009 activities.

### *From the Chair,* By Mike Mandina

2009 is in the books! What a year for advanced manufacturers... what a year for FAME! We were fortunate to receive a grant for WIRED funds to roll out FAME's mission from the original 4 counties on the east side of Monroe, to all 9 counties in the Rochester Region. Many of you met our grant facilitator, Leslie Bamann, who worked diligently to introduce FAME to many firms in Monroe County and the GLOW region. Firms who prospered through the recession were extremely receptive to our mission and earnestly stepped up to our new fee based membership schedule, unfortunately many other firms were forced to contemplate a need to downsize, freeze wages and implement shared work. Timing for a fee to support our mission of skilled workforce development couldn't have been worse. The lack of positive economic activity certainly de-emphasized the manufacturing sector's workforce development priority!

It is important to maintain a realistic perspective and remember that we are at the bottom of the worst business cycle since the 1930's. There is little doubt that 2010 and the years beyond will bring a resurgence of our economy and growth to our regional manufacturing sector. Our need to stay vigilant and continue to build the best manufacturing talent in the world is more important than ever. When it comes to advanced manufacturing capability, our region is one of the best in the world. We have been expanding our markets beyond our region as our industrial giants of old (Kodak, Xerox, Bausch & Lomb and Valeo (Delco)) have shrunk to a fraction of their former size. What remains is an installed base of advanced manufacturing that continues to bring wealth to our region and will continue to do so if we improve and renew the available talent.

At our FAME Futures Forum this past November at MCC, guest speaker Takashi Tanaka (QV Systems, Inc.) described how Toyota commits to developing a region's workforce when they build new plants. Here is an example:

### **Officials Announce First Toyota Education Project In Mississippi.**

Jackson, Mississippi (Jan 6, 2010). "Economic development officials on Wednesday announced the first project to use funds from a \$50 million education endowment pledged by Toyota Motor Corp." The automaker's "first \$5 million payment" will go towards "a curriculum management audit of eight school districts in the area surrounding a Blue Springs site where Toyota plans to build a car plant." The plant itself has been stalled by the current economic environment. Barbara McDaniel, external affairs manager for Toyota Motor Engineering & Manufacturing North America said, "I think we wanted to make a strong

statement that education is very important to Toyota, and we wanted the money to not just benefit the future for Toyota-related employment, but we wanted it to benefit the entire Mississippi region." To see the full story, click here: <http://abcnews.go.com/Business/wireStory?id=9492634>

We don't have a "Toyota" coming to our region telling our schools what to teach and willing to foot the bill. That responsibility is ours! It is up to the advanced manufacturers of our region to come together and do what Toyota is doing in Jackson, Mississippi. We won't be able to come up with \$50 million, but we can come up with a sufficient critical mass of stakeholders from industry, academia and government to have the equivalent impact. FAME is the vehicle to make this happen. From all of the volunteers on the FAME Executive Committee we thank you for your support through a challenging 2009, and look forward to your enthusiastic participation in 2010 and beyond. Please support FAME by active participation and membership!

### ***FAME hosts Advanced Manufacturing Futures Forum at MCC in November***

As mentioned above, FAME was pleased to sponsor the 2009 Advanced Manufacturing Futures Forum event at **Monroe Community College** on November 2, 2009, featuring key note speaker Takashi Tanaka's address on the Toyota Development System, a dynamic industry and education panel, and interactive discussions about how our region can plan for the future and address our most critical challenges. The event was attended by over 80 industry and academic representatives, and a lively discussion of manufacturing philosophy, training needs and the current economy ensued. FAME extends its thanks to Monroe Community College for hosting this important industry event!

### ***FAME Sponsored Finger Lakes US FIRST LEGO teams advance to Regional Tournament!***

As an initiative of FAME's worker Pipeline activity, ten teams were sponsored for participation in the Fall 2009 US FIRST LEGO League. Many, many thanks to FAME's industry sponsors of this year's Finger Lakes regional teams! Unfortunately, not all of the FAME sponsored teams were able to get their robot up and running for the Regional Qualifier, but we are very proud of those who did. All of the teams indicated below were partially sponsored by the Workforce Development Institute, through a grant to FAME to support LEGO activities in the Finger Lakes, in addition to the FAME corporate sponsors listed below:

Canandaigua Elem. School, sponsored by **The Javelin Group**

Canandaigua Middle School, sponsored by **Coach & Equipment**

Geneva Middle School (3 teams), sponsored by **Guardian Industries** (1 team) and **ITT Goulds Pumps** (2 teams)

Palmyra-Macedon CSD, sponsored by **Garlock Sealing Technologies**

Penn Yan CSD, sponsored by **Coach & Equipment**

Red Jacket Middle School (Manchester-Shortsville), sponsored by **GW Lisk**

Victor CSD, sponsored by **Gorbel** and **Ingleside Machine**

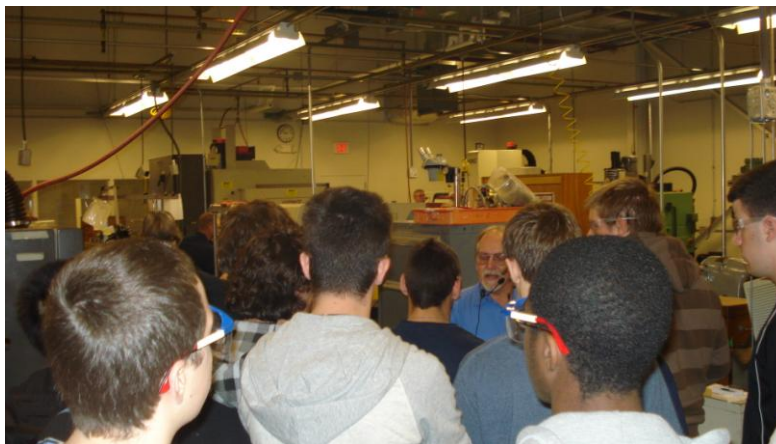
Wayne CSD (Ontario Elem. School), sponsored by **Harbec Plastics**

Three teams from the Pal-Mac Qualifier (Ontario Elementary, Red Jacket Middle School (Manchester-Shortsville), and Canandaigua Elementary) advanced to compete in the Regional Tournament on Dec 6, 2009 at the University of Rochester. In particular, the team from Manchester-Shortsville (Red Jacket Middle School) should be commended; they were a first year team and won the Pal-Mac Qualifier Champion award as the

overall winners for that tournament! Once again, thank you for your support of these teams, FAME is hoping to expand this program again in 2010. Stay tuned for details!

### ***Monroe County's School Business Partnership Connects Students with Potential Employers***

The Monroe County School Business Partnership, a cooperative service provided through Monroe #1 BOCES, organized *Company Tour Day* on November 19, 2009 for high school students from Westside member districts to tour three local advanced manufacturing companies. The companies were selected from the Workforce Innovations Regional Economic Development (WIRED) initiative that, for the past three years, has identified regional career areas that are experiencing growth. Students from Greece, Wheatland Chili, and WEMOCO (the vocational school at Monroe #2 BOCES), toured **ACRO Industries, Precision Grinding and Manufacturing Corp.** and **Rochester Precision Optics**. These three companies are among nearly 300 advanced manufacturing industry employers in the Rochester region. During the company tours, students learned about the technology that drives the advanced manufacturing industry, the types of jobs that exist, and the skills needed to become employed. It was a great opportunity for businesses to connect with schools and students to model how classroom learning can be applied to future careers. A *Company Tour Day* focused on students from Eastside member districts is being planned for Spring 2010, for further information please contact Jeff Dillon, Partnership Coordinator, ph# 585-383-2257, email: [jeff\\_dillon@boces.monroe.edu](mailto:jeff_dillon@boces.monroe.edu)



Students on tour at FAME member facility  
Rochester Precision Optics on John Street in Henrietta, NY

### ***Welcome new FAME Members!***

During the Fall of 2009, FAME continued to pursue its goal of transitioning from free to fee membership for 2010 and beyond. Many thanks to the new FAME members below for joining us in advancing this worthy initiative! To join, please visit the FAME Membership webpage at:

[http://www.nyfame.org/membership\\_packages.asp](http://www.nyfame.org/membership_packages.asp)

ACRO Industries Inc.  
Alfred State College  
Chapin International Inc.  
Coach & Equipment

ITT Goulds Pumps  
Magnus Precision Manufacturing Inc.  
McAlpin Industries  
Monroe Community College

CMS Consulting Group  
Finger Lakes Community College  
GW Lisk  
High Tech Rochester  
IEC Electronics

Optimax Systems Inc.  
Precision Grinding and Manufacturing Corp.  
Rochester Precision Optics  
Unique Automation

### ***Input on Proposed MCC Curriculum Requested***

**Monroe Community College** (MCC) has been awarded a NYSTAR grant in support of advanced manufacturing in our region, and is in the process of putting together a proposed curriculum for an Associate's degree in Applied Engineering. Ultimately the goal of the program will be to graduate technicians with broad, comprehensive, multidisciplinary skill sets in support of workforce requirements of globalized advanced manufacturing. A draft of this proposed curriculum is currently posted to the FAME website:

<http://www.nyfame.org/documents/MCCAEModelCurriculum122009.pdf>

MCC would very much appreciate input from companies involved in advanced manufacturing on the proposed curriculum. Input is requested by January 31<sup>st</sup>, and should be submitted to **both**:

Dianna G. Phillips, Ph.D.  
Dean, Technical Education, Monroe Community College  
Email: [dphillips@monroecc.edu](mailto:dphillips@monroecc.edu)

Ross Micali  
Special Projects Coordinator - Workforce Development, Monroe Community College  
Email: [rmicali@monroecc.edu](mailto:rmicali@monroecc.edu)

### ***Training Grants Available!***

- The United States Department of Labor has made available limited additional WIRED funding for businesses in the nine-county Finger Lakes Region (Genesee, Livingston, Orleans, Wyoming, Monroe, Ontario, Wayne, Seneca and Yates counties) to upgrade the skills of their workforce in order to meet the demands of emerging industries. Emerging Industries are defined as *Advanced Manufacturing, Alternative Energy, Bio/Life Sciences, Business Services, Engineering, Food & Agriculture, Health Care, Information Technology, and Optics/Imaging*. Training must be completed by May 31, 2010, and should lead to the acquisition of industry-recognized certifications/credentials, supervisory and managerial skills training, process/productivity improvement, and/or in-demand technical and occupational skills. For additional details, please visit the FAME website:

<http://www.nyfame.org/documents/WiredApplicationGuidelinesJan2010.pdf>

<http://www.nyfame.org/documents/WiredSCHOLARSHIPAPPLICATIONJan2010.pdf>

- **Monroe Community College** has received approval from SUNY for a Workforce Development Training Grant for \$100,000 to support Advanced Manufacturing! The program begins immediately, and must conclude by August 2010. **Companies must provide proof that they are a member in good standing with FAME.** An overview of the grant is available on FAME's website via the following web link:

<http://www.nyfame.org/documents/MCCSUNYGrantoverviewJan2010.pdf>

Please contact Chuck Caples at MCC for additional information, email: [ccaples@monroecc.edu](mailto:ccaples@monroecc.edu)

## ***Upcoming events!***

### **FAME Hiring & Training Committee Meeting**

*Tuesday, January 19, 2010:* 8am-10am at FLWIB, 41 Lewis Street, Suite 104, Conf. Rm B, Geneva NY  
**Featured Speaker:** Ron Golumbeck (ITT Goulds Pumps) – “How to interview for emotional intelligence”; Update on MCC Applied Engineering Technology curriculum and degree program to be provided. This meeting will also be offered in webinar format, please contact Becky Hilton for more details, email: [bhilton@optimaxsi.com](mailto:bhilton@optimaxsi.com).

### **2010 SUMMER JOBS FAIR**

*Thursday, January 28, 2010:* 11am-3pm at FLCC Main Campus - Canandaigua, NY  
Job Fair will be open to students, graduates and community members. **FAME will have a booth at this event; FAME members interested in having any job openings posted at the FAME booth should contact Michele Stolberg (email: [fame@fingerlakesworks.com](mailto:fame@fingerlakesworks.com) ).** Inquiries about having your own company booth at this event should be directed to the FLCC Career Services Office: ph# 585-394-3500 Ext. 7270, or e-mail Laura Rakoczy at: [rakoczla@flcc.edu](mailto:rakoczla@flcc.edu).

### **Workshop on Optics & Photonics Education**

*February 4-5, 2010:* Monroe Community College, Rochester, New York  
**Intended Audience:** High School, Community College, Technical College and University Faculty, Staff & Administration  
For more information: <http://www.op-tec.org/workshop>

### **FAME Senior Executive Roundtable**

*February 22, 2010:* Location – TBA, Time: 5:30-7:30pm  
FAME Founder Level Members Networking Session, contact Michele Stolberg at FAME (email: [fame@fingerlakesworks.com](mailto:fame@fingerlakesworks.com) ) for more information.

### **2010 Workforce Innovations Conference**

*April 7, 2010:* Location: RIT  
**Intended Audience:** 10th graders in MCSBP Districts (Monroe County School Business Partnership)  
The Workforce Innovations Conference provides the opportunity for 10th grade students from School Business Partnership districts to gain exposure to growing career fields in the Rochester Region, as identified by WIRED. Mike Mandina (Optimax/FAME) is this year’s featured Keynote Speaker.  
For more information: [http://www.monroe.edu/files/393/2010WorkInnov\\_Announce.pdf](http://www.monroe.edu/files/393/2010WorkInnov_Announce.pdf)

## ***Interns available!***

Do you have a back-burner project, IT task or staffing need that could be filled with a bright, eager college or high school intern? Would you like to introduce your business to a local student who may return a trained, valued employee for you in the future? The Finger Lakes Workforce Investment Board Internship Program has top students in all majors available to your business for short-term internships. The program requires that you pay the intern (minimum wage \$7.25 or higher) for a period of 120 total hours.

Thanks to FAME members: **Optimax Systems, IEC Electronics** and **GW Lisk** who currently employ our interns, Nick and Zachary (Mechanical Engineering Technology students) and Walter, a top-of-his-class senior from Midlakes HS who will be attending college next fall for engineering.

For more info on the Internship Program and a **listing of internship candidates currently available** visit the FAME website at: <http://www.nyfame.org/documents/FLWIBInternProgramJan06-10.pdf>, the FLWIB website at: [www.fingerlakesinternship.com](http://www.fingerlakesinternship.com), or email Pat Gopen, FLWIB Internship Coordinator at [pgopen@fingerlakesworks.com](mailto:pgopen@fingerlakesworks.com).

***Thank you to the following FAME Members for supporting student tours and outreach!***

- Urban League tour of **Optimax Systems Inc.** (Nov 2009)
- MCC Electrical Engineering students tour of **Optimax Systems Inc.** (Nov 2009)
- Future Engineers from Wayne High School tour of **OptiPro Systems Inc.** (Nov 2009)
- *Finger Lakes Works ... With Their Hands! Event* (Oct 2009); FAME members exhibited: **GW Lisk, Gorbel Inc., Optimax Systems Inc., FAME**
- Finger Lakes Wired Educator Internship Program tour of **Gorbel Inc.** (Aug 2009)
- *Start Here for a High Tech Career - Youth summer employees*, hosted by **Gorbel Inc., Guardian Industries, IEC Electronics, ITT Goulds (2), Reme Casting (2), Unique Automation** (Summer 2009)

See your company events and tours posted here! Send hosting information to: Michele Stolberg at FAME, email: [fame@fingerlakesworks.com](mailto:fame@fingerlakesworks.com)

***Job Postings:***

**Gorbel Inc., Customer Service Representative (2 openings)**

- Provide sales support to Dealers/End-users of Gorbel products; Provide personalized service (telephone/written) to meet/exceed customer's time and quality expectations.
- Communicate external and internal customer requirements; Provide written quotes and/or process orders for all Gorbel product lines; Escalate all newly discovered solution data and knowledge to the knowledge repository editors; Work well under pressure using excellent time management techniques; Participate and collaborate in team settings; Possess good presentation skills; Work within existing process guidelines/develop new processes as needed; Travel on a limited basis; Familiarity with blueprint reading/interpretation as well as interpreting end-user bid specifications.
- Three to five years of customer service or technical sales background required; Strong Mechanical aptitude and a basic understanding of electrical components; Fluency with MS Office Suite; Excellent keyboard skills; Strong attention to detail and communication skills (written/verbal) as well as a willingness to give and receive feedback and act on opportunities for improvement.
- Contact Brenda Barber at Gorbel, email: [brender@gorbel.com](mailto:brender@gorbel.com)

***Questions or comments on any of the material featured in this issue?***

***Contact Michele Stolberg at FAME: email: [fame@fingerlakesworks.com](mailto:fame@fingerlakesworks.com)***

***“Building Minds that Make It!”***