



From the Chair: Why is FAME's work important?

This country has weathered a severe recession. My Grandfather used to say, "If it doesn't kill you, it makes you stronger," although it may not feel like it yet! Too many agencies and firms in the U.S. require a crisis to do the right thing. This financial crisis mandated that we get spending in order and "right size." Now we are witnessing the recessionary wake finally rippling through state and local government. As budgets are cut, of key importance to FAME is that fuel keep flowing to our advanced manufacturing engine. That fuel, is our pipeline of workers. This is a great time to shift the academic paradigm.

More than ever, we need productive hands and minds that are capable of running advanced equipment and solving intricate problems. Workers who are easily cross-trained and who are committed to building their career in manufacturing. Certainly, the workforce demographic has changed and will continue to change. High pay, low skill jobs are becoming rarer, and high pay, high skill jobs are increasing.

We need to keep in mind that while manufacturing in the U.S. has reduced from 20% to 11.5% of GDP in the last 30 years, our share of the global manufacturing value has remained relatively constant at 22%. How is that possible?

According to the Manufacturing Institute, manufactured goods account for 57% of our export, of which 23% are advanced technology products. We provide the world high tech, high value, business-to-business items, and need a highly capable, technologically savvy workforce to grow and meet these increasing demands. Recently, President Obama stated that he has a goal to double manufacturing exports in the next five years—a lofty goal to be sure. If we are to achieve this, we must have the skilled workforce. FAME's work is critical.

Thank you for your ongoing support,

Mike Mandina
FAME Chair
Optimax President



A facelift and a new face:

Greetings, and happy spring! I'm Kaleigh, the newest member of the FAME image committee, a self-declared social media maven, and the new editor of the FAME newsletter(s) - we'll talk more about that later.

My day job is in the purchasing department at Gorbels, and I'm also an ad-hoc member of our marketing department, working to develop and execute a social media strategy to promote the company.

I am a 2008 graduate of Syracuse University with my degree in Journalism, so I was more than happy when Tim asked me to take on the grandiose task of revamping the outreach efforts of this organization.

What can you expect from me? In a nutshell, more focused outreach. We're going to publish two newsletters from now on – one for manufacturers, and one for students/parents/educators. They'll be shorter. Punchier. Relevant to the audience. Updates between newsletters will be funneled through our LinkedIn group, so be sure to join!

We're also going to work to get an actual student membership base to reach out to, using Facebook to drive interaction and learning. And there's lots more where that came from.

Questions? Comments? Concerns? Advice? Assistance?
kaleigh@nyfame.org

Looking forward to working with you all!
Kaleigh

US FIRST Lego League—Fall 2010 Team Sponsors Needed!



The US FIRST Lego League event specifically targets students in grades 4-8, a critical age for exposure to the science and technology fields.

Last year, FAME members sponsored a total of ten teams in the Finger Lakes region. This year, FAME would like to expand these sponsorships and encourage even more teams to participate! FAME is coordinating its efforts with area middle school technology teachers to locate interested student groups, then will match corporate sponsors to the schools.

If you are interested in supporting a US FIRST Lego team, or a portion of a team, in next year's challenge, please contact Michele Stolberg at fame@nyfame.org.



Are you [LinkedIn](#)? Join our newly created [FAME group](#) to connect and network with your fellow manufacturers.



Welcome, and a big thank you, to FAME's newest members!

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|---|-------------------------------|
| XLI Corporation | Photon Gear, Inc |
| CooperVision, Inc | Gorbel |
| Bears Playgrounds | MWI Inc |
| Parlec, Inc | Fleischer's Bagels Inc |
| Halco | OptiPro Systems |
| Harbec Plastics | Pulsafeeder, Inc |
| Rush Machinery Inc | Silgan Containers |
| Upstate Refractory Services, Inc | |
| K&H Precision Products, Inc | |

A call for help:

In order for this organization to succeed at its goal of developing and cultivating local advanced manufacturing talent, we need to work harder to get ourselves closer to the part of the equation that matters most—the students.

Let's be honest. There aren't a ton of kids who have their heart set on a manufacturing career. Partly because they don't know what it entails, and partly because they think it's an "old" career path.

So in order to combat this, I've decided to scour member organizations looking for people young and fun (like me!) to interview and feature, so the kids have someone closer to their age to relate to.

Part of my success in this endeavor depends on all of you, to help me find the type of people I'm looking for.

Have a software developer fresh out of college? How about an applications engineer under the age of 30? Send them my way! These are exactly the type of people kids can see themselves in.

The features will be posted on our Facebook page (still under construction), as well as on the website.

Looking forward to your assistance!
kaleigh@nyfame.org

SUNY grant update:

In early January, MCC was awarded a \$100,000 workforce development grant from SUNY to work with FAME member companies. To date, the following 13 members have committed to provide a number of training initiatives to their employees:

1. Optimax
2. K & H Precision Products
3. Precision Grinding and Manufacturing
4. Rochester Precision Optics
5. Halco Plumbing & Heating
6. Harbec Plastics
7. Optipro Systems
8. G.W. List Co, Inc
9. Pulsafeeder
10. Upstate Refractory Services
11. Chapin Manufacturing
12. Silgan Containers
13. Fleischer's Bagels



As of April 7th, we are expecting to have trained over 480 people in areas ranging from Six Sigma certification, to technician development and project management training.

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 Works Investment Board Internship Program has top students in all majors available to your business for short-term internships. The program does require that you pay the intern (minimum wage of \$7.25 or higher) for 120 hours.

More information on the internship program is available on the [FLWIB website](#). For a listing of internship candidates, please visit the [FAME website](#). Any other questions can be directed to the FLWIB internship coordinator [Jen Horton](#).

Upcoming Events

- 4.20.2010—FAME Hiring and Training Committee Meeting**
8:00-10:00am; Infotonics Technology Center
- 5.13.2010—Victor CSD Career Fair**
5:00-7:00pm; Victor CSD
- 5.24.2010—FAME Senior Exec. Networking Session**
5:30-8:00pm; TBD
- 5.27.2010—Greater Rochester Regional Career Conference**
9:00am-1:00pm; FLCC/MCC/GCC