

## BUFFALO NIAGARA PARTNERSHIP 2009/10 Advanced Manufacturing Action Agenda

*The manufacturing industry in Buffalo Niagara has seen more than \$500 million in major investments since 1995 by America's top companies. Companies have updated their manufacturing facilities here, in large part, because our region boasts a manufacturing workforce of nearly 100,000 skilled workers. As the national and regional economy moves through the current downturn, local manufacturers are exploring new markets, diversifying and focusing on efficiency and productivity improvements.*

### **Advocacy on behalf of the Advanced Manufacturing Industry**

Support the Partnership's policy agenda by participating in advocacy efforts to help elected leaders understand how the local manufacturing industry is impacted by existing laws and regulations, and how policy proposals would positively or negatively impact the industry. Priorities:

- Opposition to the federal "Employee Free Choice Amendment" or "Card Check" legislation which would revoke an employee's right to a secret ballot election in union organization efforts, and impose binding arbitration on employers once their employees were successful in forming a union
- Support of the Unshackle Upstate agenda, which seeks to create a better business climate in NYS
- Support of the Partnership's energy policy agenda, aimed at making more low-cost power available and repealing 18A assessments

### **Market Diversification**

Implement programs to assist manufacturing firms to access opportunities for entry into new markets. Specifically:

- Integrate education about "diversification" into Innovate Buffalo Niagara 2010, an event focused on successes occurring in regional industry sectors
- Offer a full year of educational seminars to assist local manufacturers' entry into the Renewable Energy sector; sessions will be in-depth follow up to the July 2009 Wind Symposium on topics selected by symposium attendees

### **Benchmarking Metrics**

Coordinate a volunteer effort to assist individual manufacturing companies with benchmarking data; develop a set of measurements of both regional and individual manufacturing data, standards, and industry guidelines based upon a representative group of companies from the region. Metrics will benefit local companies and in addition (and as relevant) will be used to help promote Buffalo Niagara's regional manufacturing assets locally and via regional business attraction efforts.

### **Employer Outreach**

Engage in regular outreach visits with manufacturing employers in coordination with the efforts of other strategic partners, including BNE, ECIDA, Erie County, City of Buffalo and ESD to ensure Partnership activities are aligned with the needs and opportunities of the Buffalo Niagara employer community.

### **Best Practices**

Execute a quarterly best practice tour series that highlights the successful "green" and sustainable models being implemented at local companies, including process improvements, entering new green markets, or reducing waste.

**Klein Steel: October 1; Sorrento: December; Luvata: Feb 26; FMC: May 6**

Create forums to bring together operations personnel, plant managers, engineers, etc. as needed (and as identified by industry advisors and Partnership staff) to share best practices